

Medical Equipment & Services

**Key data**

Price (SEK)*	13.2
Country	Sweden
Bloomberg	ZENI.SS
Reuters	ZENI.ST
Free float	70.9%
Market cap (SEKm)	74
Net debt (current Y/E) (SEKm)	6
No. of shares (m)	5.6
Next event	Q4: 12-Feb

\* Price as at close on 16 November 2020

CEO	Mats Palerius
CFO	Mats Palerius

Company description

Zenitor offers a complete system including a thumb EKG and a software backbone used for spontaneous and systematic screening for atrial fibrillation, the single most significant indicator for stroke. Zenitor's thumb EKG has been validated by several large scientific studies. These studies show that systematic screening using Zenitor's product is more efficient than the prevailing method, Holter EKG. Several countries are considering national screening programmes for atrial fibrillation but are awaiting additional scientific support. Conclusions from the large Swedish Strokestop study could provide such scientific support in the next couple of years.

Ownership structure

Sonny Norström & co (co owner)	15.1%
Mats Palerius (CEO & co owner)	14.3%
Ydrehall AS	12.4%
Humble Fonder	7.8%
Staffan Eriksson	5.6%

Source: Company data (16 November 2020)

Estimate changes

	20E	21E	22E
Sales	-6.8%	-12.5%	-12.5%
EBITDA	27.3%	n.m.	-58.6%
EBIT (adj.)	28.6%	n.m.	-59.7%
EPS (adj.)	n.m.	n.m.	n.m.

Source: Danske Bank Equity Research estimates

Analyst(s)

Siri Ladow
Emanuel Jansson

Find our research here:  
<https://research.danskebank.com>

Important disclosures and certifications are contained from page 9 of this report

# Zenitor

## Shows strength during tough times

Although sales growth was slightly weaker than we estimated due to the pandemic, Zenitor delivered a positive EBIT for the third consecutive quarter, which continues to prove its flexible cost base. The main takeaway in the quarter was the large, important deal in Finland, showing its strength in tough times, which should support market trust. Looking ahead, we expect new deals to be signed and continued healthy growth for the company.

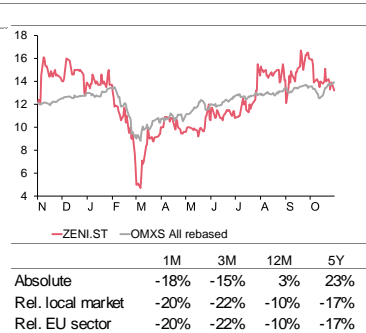
- **New sales held back by pandemic.** While new sales were down 20% y/y in Q3 (SEK0.8m lower y/y), the company said the COVID-19 situation is slowly turning around towards the end of the year and new deals are set to be signed, in line with our estimates. Further, with the majority of Zenitor's revenue being recurring, we estimate, sales will have downside protection in a scenario where additional lockdowns occur. However, we expect new sales to be subdued during the year and hold back growth temporarily.
- **Zenitor shows strength with large deal in Finland.** During the quarter, Zenitor announced a new deal with Finland's largest private healthcare provider Terveystalo Oy. The deal is worth an estimated EUR0.25m per year (+12% on Zenitor's 2019A sales level). We see the Terveystalo deal as important in terms of confidence in estimates and a sign of strength in tough times. Going forward, we see a high probability of Zenitor gradually signing new contracts in the country.
- **Continued successful adjustment of cost base.** Zenitor continued to deliver a positive free cash flow (SEK0.7m) and positive EBIT (SEK0.16m) for a third consecutive quarter. In our view, this should continue to strengthen investor confidence in Zenitor's ability to adjust costs and deliver positive results even when sales are subdued.
- **Estimates and valuations.** We adjust our sales estimates for 2020 and 2021 by -7% and -12.5%, caused by the pandemic situation affecting new sales in the near term. However, with the new deal in Finland supporting top-line growth, our sales estimate is less affected. In the longer term, when the pandemic situation eases, we expect sales growth to be in line with the company's estimated growth target. We keep our valuation range largely unchanged at SEK26-31 per share (SEK26-32 previously).

### Key financials

Year-end Dec (SEK)	2018	2019	2020E	2021E	2022E
Revenues (m)	20.8	20.7	18.0	22.0	31.9
Revenues growth	12.7%	-0.3%	-12.9%	22.0%	45.0%
EBITDA (m)	-2.3	-1.1	2.2	-2.0	1.6
EBIT adj. (m)	-2.4	-1.3	2.1	-2.1	1.5
EBIT growth	14.5%	44.3%	n.m.	n.m.	n.m.
Pre-tax profit (m)	-2.7	-1.7	2.1	-2.1	1.5
EPS adj.	-0.53	-0.30	0.33	-0.33	0.24
DPS	0.00	0.00	0.00	0.00	0.08
Dividend yield					0.6%
FCFE yield (pre-IFRS16)	-11.0%	-7.8%	-2.6%	-1.8%	-5.1%
EBIT margin (adj.)	-11.5%	-6.4%	11.7%	-9.5%	4.7%
Net debt/EBITDA (x)	1.3	-3.6	2.8	-3.6	7.1
ROIC	-21.6%	-7.7%	8.6%	-7.9%	5.2%
EV/sales (x)	5.4	4.2	4.5	3.7	2.7
EV/EBITDA (adj.) (x)	n.m.	n.m.	37.0	n.m.	54.0
EV/EBITA (adj.) (x)	n.m.	n.m.	37.0	n.m.	54.0
EV/EBIT (adj.) (x)	n.m.	n.m.	38.1	n.m.	56.7
P/E (adj.) (x)	n.m.	n.m.	39.6	n.m.	55.4

Source: Company data, Danske Bank Equity Research estimates

### Price performance



Source: FactSet

### Not for US distribution

## Q3 20 results summary

Sales were down 20% y/y at SEK3.7m, slightly below our estimate of SEK3.9m and SEK4.6m in the same period last year. On a rolling 12M basis, Zenicor's sales were SEK18.2m. Adjusted EBIT was positive at SEK0.16m versus SEK0.1m in the same period last year and our estimate of SEK0.11m. There was a positive FCF contribution in the quarter of SEK0.7m and the net cash position decreased by SEK0.7m from Q2 20.

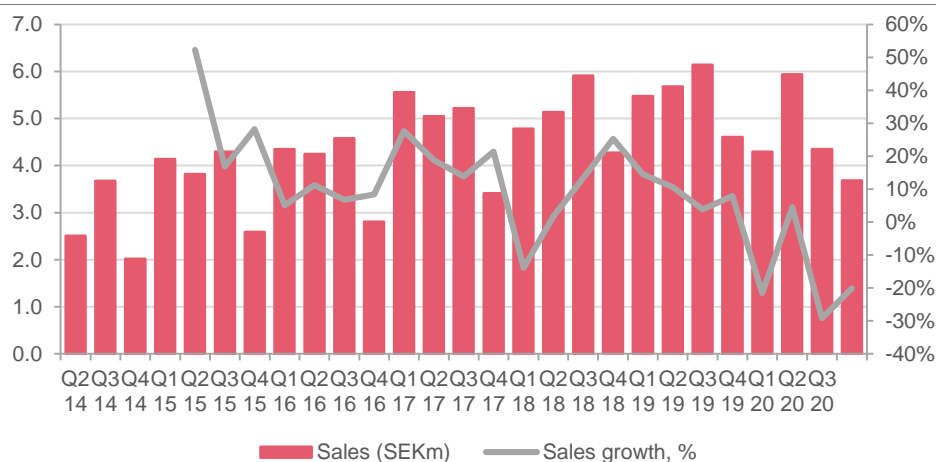
In terms of pandemic-related effects, Zenicor stated that it expects a slow turnaround towards the end of 2020, in line with our estimates.

During the quarter, Zenicor signed a new deal with Terveystalo Oy, the largest private healthcare provider in Finland. The deal is worth an estimated EUR0.25m per year (adding around 12% to the company's 2019A sales figure). In our view, the deal not only underlines the importance of Finland as one of Zenicor's key markets but also demonstrates its strength in tough times.

The implementation of the Tiohundra AB deal in Sweden, signed last spring, is on track. Supporting data indicates that the waiting time for patients to get a diagnosis decreased by 50% with the help of Zenicor's product, while the company was also able to free up resources.

The SAFER study is progressing as planned. The study has implemented a new method for distance screening since securing its first COVID-19 patient during the quarter. Initial results are positive and according to Zenicor's CEO, the method could set a new standard for how screening programmes can be designed and implemented in the future.

Chart 1: Sales and growth by quarter



Source: Company data, Danske Bank Equity Research estimates

Table 1. Detailed estimates (SEKm)

	Q1 19	Q2 19	Q3 19	Q4 19	Q1 20	Q2 20	Q3 20	Q4 20E	2018	2019	2020E	2021E	2022E
Sales	5.7	6.1	4.6	4.3	5.9	4.3	3.7	4.1	20.8	20.7	18.0	22.0	31.9
Sales growth	11%	4%	8%	-22%	5%	-29%	-20%	-5%	13%	0%	-13%	22%	45%
EBITDA	-0.4	0.3	0.1	-1.2	1.1	0.5	0.2	0.4	-2.3	-1.2	2.2	-2.0	1.6
<b>EBIT</b>	<b>-0.4</b>	<b>0.2</b>	<b>0.1</b>	<b>-1.3</b>	<b>1.1</b>	<b>0.5</b>	<b>0.2</b>	<b>0.4</b>	<b>-2.4</b>	<b>-1.3</b>	<b>2.1</b>	<b>-2.1</b>	<b>1.5</b>
EBIT margin	-6.7%	4.0%	1.4%	-29.2%	18.0%	11.1%	4.4%	9.7%	-11.5%	-6.4%	11.7%	-9.5%	4.7%
PTP	-0.5	0.2	0.0	-1.4	1.0	0.4	0.0	0.5	-2.7	-1.7	2.1	-2.1	1.5
Net profit	-0.5	0.2	0.0	-1.4	1.0	0.4	0.0	0.5	-2.7	-1.7	1.9	-1.9	1.3
EPS (SEK)	-0.09	0.03	0.00	-0.25	0.17	0.07	0.01	0.09	-0.49	-0.30	0.33	-0.33	0.24

Source: Company data, Danske Bank Equity Research estimates

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*New deal in Finland boosts confidence that more deals to come*

A new deal with Terveystalo Oy, the biggest private healthcare provider in Finland, was signed in the quarter. Terveystalo has a reach of 1.2m individual customers in Finland, with an average of 3.7m appointments with a physician per year. With 180 clinics in Finland, Terveystalo can be compared to Capio in Sweden with 190 clinics.

Based on similar contracts in Finland, we estimate full utilisation in two years. By then, the agreement is estimated to generate EUR250,000 per year. The deal represented c.12% of sales in 2019, supporting top-line growth. While our estimates remain roughly unchanged, as new deals are already included in our expectations, we see the Terveystalo deal as important both in terms of confidence in estimates as well as a sign of strength in tough times. Further, we see the probability of more deals to come as high. In addition, we see continued deals in Finland as an indication of the company's good reputation in the country and that different healthcare providers are willing to implement a new, digitalised care path even in tougher times, which speaks in favour of Zenicor's healthy growth story.

## Valuation

Zenikor operates in an attractive market with solid structural growth drivers, such as an ageing population and efficiency needs within the healthcare chain. We see a high need for Zenikor's thumb ECG and a high probability of market penetration and good growth. In addition, Zenikor has an established position in terms of scientific support from several studies. The company has improved, and we expect will continue to improve, its position in the market. We argue that recent large deals add to its validity and indicate that the company's method of marketing works, reducing the risk when valuing the company.

### Relative multiple valuation and scenario analysis

We have chosen a relative multiple valuation as our basis for valuing the Zenikor shares, backed by a risk-weighted DCF. However, as the latter method has inherent uncertainty when valuing high-growth companies with a short history, we currently see it as secondary in assessing the value of the shares and more for the purposes of comparison until the company has matured.

Table 2. Healthcare peer group summary - EV/sales

Ticker (Factset)	Healthcare peers	Ccy	Price* (Icl FX)	Ticker (Bloomberg)	Mkt cap (Icl FX)	2020E	P/S (x) 2021E	2022E
BIOT-SE	Biotage AB	SEK	141.8	BIOT SS	9,246	8.5	8.0	7.1
VITR-SE	Vitrolife AB	SEK	209.8	VITR SS	22,774	18.3	15.4	13.8
SECT.B-SE	Sectra AB Class B	SEK	581	SECTB SS	22,372	12.3	11.3	n.m.
AMBU.B-DK	Ambu A/S Class B	DKK	207.3	AMBUB DC	51,392	14.7	12.5	10.2
BOUL-SE	Boule Diagnostics AB	SEK	54.4	BOUL SS	1,056	2.5	2.1	1.9
XVIVO-OME	Xvivo Perfusion AB	SEK	239.5	XVIVO SS	6,878	33.5	23.6	17.5
IRTC-US	iRhythm Technologies, Inc.	USD	270.18	IRTC US	7,800	29.7	21.0	16.6
ZENI-SE	Zenikor Medical Systems AB	SEK	13.2	ZENI SS	74	4.1	3.4	2.3
<b>Median (excl. iRhythm &amp; Zenikor)</b>						<b>13.5</b>	<b>11.9</b>	<b>10.2</b>
<b>Average (excl. iRhythm &amp; Zenikor)</b>						<b>15.0</b>	<b>12.3</b>	<b>10.1</b>

\* Price aa at 15:45 CET on 16 November 2020

Source: FactSet, Danske Bank Equity Research estimates

Zenikor currently trades at a price/sales multiple of 2.3x 2022E. The mid-point of our valuation range for Zenikor gives a 2022E price/sales multiple of 5x, implying a discount of c.50% to the peer group average of 10.1x. The discount is currently warranted, we argue, as Zenikor is at an earlier stage than most of its peers and will have to show accelerated growth rates and achieve scale on the product. Note that Zenikor's larger US peer, iRhythm Technologies, which also has a challenger role in its home market (but with a longer history than Zenikor and higher sales), trades on price/sales of 16.6x, based on the FactSet consensus estimate for 2022.

Table 3. Valuation summary

2022E	EV/Sales	Mkt cap (SEKm)	Per share (SEK)	Upside
EV/S 4.5x	4.5	143.7	25.5	93%
EV/S 5x	5.0	159.6	28.3	115%
EV/S 5.5x	5.5	175.6	31.2	136%
Current share price	2.3	74.5	13.2	

\* Price aa at close on 16 November 2020

Source: Danske Bank Equity Research estimates

Our target price/sales multiple of 5x implies a value of SEK28.3. Applying our bear and bull scenarios, we reach a range of SEK26-31. This is largely unchanged from our previous SEK26-32 valuation estimate. In the longer term, and with proven growth capability, we believe that a valuation in line with peers would be justified given the company's asset-light model, scientific validation of the product and potential growth above that of peers over the forecast period. Our DCF model, which indicates a fair value of SEK63, supports this reasoning, but in light of the inherent uncertainty in the DCF valuations of new high-growth companies, we find the relative multiple valuation more relevant.

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### *Risks*

Zenikor operates in a competitive industry, with several potential competing products and technologies. The technology is proven and superior to most prevailing methods for atrial fibrillation screening and is supported by several independent studies. Having said that, there is always a risk of new entrants, or existing players developing stronger propositions. There are several global players with strong financial resources, which could increase their marketing efforts to expand their shares in Zenikor's home markets.

The company needs to continue to invest in marketing in order to drive volumes, while trimming costs in order to remain competitive. There is a risk increased spending will not result in the expected top-line growth, requiring additional capital injections. In addition, the strain on working capital increases the risk that Zenikor needs additional capital.

A potential upside for Zenikor is preventive screening for atrial fibrillation. We see a high likelihood of more broad-based screening but these decisions lie outside the company's control. National healthcare systems tend to be slow in adopting new technology and medical professionals can be slow in implementing new technical solutions.

There is a currency risk as Zenikor reports in Swedish krona but sales, to an increasing extent (30% of total sales but 50% of sales growth), are outside Sweden. Costs are predominantly in Swedish krona. The 30% of revenues not in Swedish krona are mainly in euro and British pounds (with, it appears, minor exposure to the Norwegian krone and Swiss franc).

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## Company summary

### Sales breakdown by geographical area

N.a.

### Sales breakdown by division

N.a.

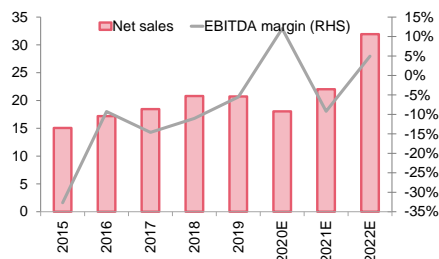
### Company information

Zenikor  
 Saltmätargatan 8, 113 59 STOCKHOLM  
 Sweden  
 www.zenikor.se

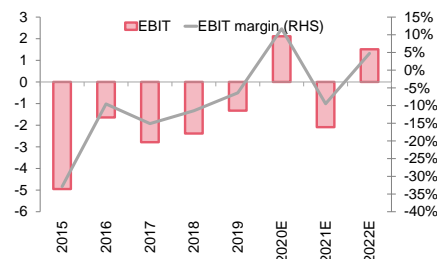
### Main shareholders

Name	Votes (%)	Capital (%)
Sonny Norström & co (co owner)	15.1%	15.1%
Mats Palerius (CEO & co owner)	14.3%	14.3%
Ydrehall AS	12.4%	12.4%
Humble Fonder	7.8%	7.8%
Staffan Eriksson	5.6%	5.6%

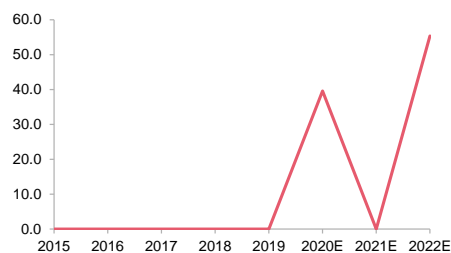
### Net sales and EBITDA margin (SEKm)



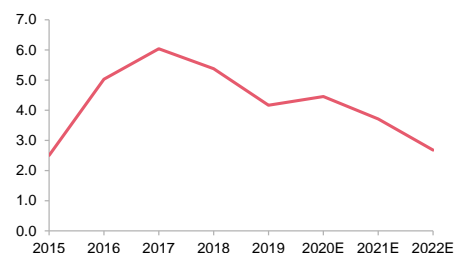
### EBIT and EBIT margin (SEKm)



### P/E NTM (x)



### EV/sales NTM (x)



Source: FactSet, Company data, Danske Bank Equity Research estimates

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Summary tables

INCOME STATEMENT										
Year end Dec, SEKm	2013	2014	2015	2016	2017	2018	2019	2020E	2021E	2022E
Net sales		12.3	15.1	17.2	18.5	20.8	20.7	18.0	22.0	31.9
Cost of sales & operating costs		-14.5	-20.0	-18.8	-21.2	-27.2	-25.9	-20.7	-24.0	-30.3
<b>EBITDA</b>		<b>-2.2</b>	<b>-4.9</b>	<b>-1.6</b>	<b>-2.7</b>	<b>-2.3</b>	<b>-1.1</b>	<b>2.2</b>	<b>-2.0</b>	<b>1.6</b>
EBITDA, adj.		-2.2	-4.9	-1.6	-2.7	-2.3	-1.1	2.2	-2.0	1.6
Depreciation		-0.5	0.0	0.0	-0.1	-0.1	-0.1			
<b>EBITA</b>		<b>-2.7</b>	<b>-5.0</b>	<b>-1.6</b>	<b>-2.8</b>	<b>-2.4</b>	<b>-1.2</b>	<b>2.2</b>	<b>-2.0</b>	<b>1.6</b>
<b>EBIT incl. EO, bef. ass.</b>		<b>-2.7</b>	<b>-5.0</b>	<b>-1.6</b>	<b>-2.8</b>	<b>-2.4</b>	<b>-1.3</b>	<b>2.1</b>	<b>-2.1</b>	<b>1.5</b>
EBIT, adj.		-2.7	-5.0	-1.6	-2.8	-2.4	-1.3	2.1	-2.1	1.5
Financial items, net	0.0	-0.1	0.0	-0.1	0.7	-0.3	-0.4	0.0	0.0	0.0
<b>Pre-tax profit</b>		<b>-2.8</b>	<b>-5.0</b>	<b>-1.7</b>	<b>-2.1</b>	<b>-2.7</b>	<b>-1.7</b>	<b>2.1</b>	<b>-2.1</b>	<b>1.5</b>
Taxes								-0.2	0.2	-0.2
<b>Net profit, rep.</b>		<b>-2.8</b>	<b>-5.0</b>	<b>-1.7</b>	<b>-2.1</b>	<b>-2.7</b>	<b>-1.7</b>	<b>1.9</b>	<b>-1.9</b>	<b>1.3</b>
Net profit, adj.		-2.8	-5.0	-1.7	-2.1	-2.7	-1.7	1.9	-1.9	1.3
CASH FLOW										
SEKm	2013	2014	2015	2016	2017	2018	2019	2020E	2021E	2022E
EBITDA		-2.2	-4.9	-1.6	-2.7	-2.3	-1.1	2.2	-2.0	1.6
Change in working capital		0.9	-1.1	-5.3	1.7	-4.8	-1.0	1.0	5.6	
Net interest paid		-0.1	0.0	-0.1	0.7	-0.3	-0.1			
Taxes paid		-0.2	0.0			0.0	0.0	-0.2	0.2	-0.2
Other operating cash items							-0.1			
<b>Cash flow from operations</b>		<b>-1.5</b>	<b>-6.1</b>	<b>-6.9</b>	<b>-0.4</b>	<b>-7.4</b>	<b>-2.3</b>	<b>2.9</b>	<b>3.8</b>	<b>1.4</b>
Capex		-0.1	-0.1	0.0	-0.1	-4.1	-4.1	-4.9	-5.2	-5.2
Div to min										
<b>Free cash flow</b>		<b>-1.6</b>	<b>-6.2</b>	<b>-7.0</b>	<b>-0.5</b>	<b>-11.6</b>	<b>-6.4</b>	<b>-2.0</b>	<b>-1.3</b>	<b>-3.8</b>
Disposals/(acquisitions)										
<b>Free cash flow to equity</b>		<b>-1.6</b>	<b>-6.2</b>	<b>-7.0</b>	<b>-0.5</b>	<b>-11.6</b>	<b>-6.4</b>	<b>-2.0</b>	<b>-1.3</b>	<b>-3.8</b>
Dividend paid										
Share buybacks										
New issue common stock		10.7				17.6				
Incr./(decr.) in debt						-2.0	2.9	2.5	1.0	1.0
Minorities & other financing CF		-10.0	0.0	4.2	-0.1	1.9	0.0			
<b>Cash flow from financing</b>		<b>11.4</b>	<b>0.0</b>	<b>4.2</b>	<b>-0.1</b>	<b>17.6</b>	<b>2.9</b>	<b>2.5</b>	<b>1.0</b>	<b>1.0</b>
Disc. ops & other										
<b>Incr./(decr.) in cash</b>		<b>9.8</b>	<b>-6.2</b>	<b>-2.8</b>	<b>-0.6</b>	<b>6.0</b>	<b>-3.6</b>	<b>0.5</b>	<b>-0.3</b>	<b>-2.8</b>
BALANCE SHEET										
SEKm	2013	2014	2015	2016	2017	2018	2019	2020E	2021E	2022E
Cash & cash equivalents		9.8	3.6	0.8	0.3	6.3	2.7	3.3	3.0	0.1
Inventory		1.9	1.4	3.4	3.7	3.7	4.2	3.1	3.5	3.5
Trade receivables		2.4	3.1	4.3	4.5	4.4	4.8	4.2	5.1	5.1
Other current assets		0.7	1.2	1.9	3.0	7.1	8.7	8.7	1.7	1.7
Goodwill		0.5								
Other intangible assets						4.1	8.1	12.9	12.8	12.7
Fixed tangible assets			0.1	0.1	0.2	0.1	0.1	0.1	5.3	10.5
Associated companies		0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1
Other non-current assets		0.1	0.2	0.2	0.2	0.2	0.1	0.1	0.1	0.1
<b>Total assets</b>		<b>15.5</b>	<b>9.5</b>	<b>10.8</b>	<b>11.9</b>	<b>25.9</b>	<b>28.8</b>	<b>32.4</b>	<b>31.5</b>	<b>33.9</b>
<b>Shareholders' equity</b>		<b>11.7</b>	<b>6.7</b>	<b>4.9</b>	<b>2.8</b>	<b>17.7</b>	<b>16.0</b>	<b>17.9</b>	<b>16.0</b>	<b>17.4</b>
Of which minority interests										
Current liabilities		2.9	2.4	2.6	3.8	5.0	6.0	5.2	5.2	5.2
Interest-bearing debt		0.9	0.4	3.2	5.2	3.2	6.8	9.3	10.3	11.3
Pension liabilities										
Oth non-curr. liabilities										
<b>Total liabilities</b>		<b>3.8</b>	<b>2.8</b>	<b>5.8</b>	<b>9.0</b>	<b>8.2</b>	<b>12.8</b>	<b>14.5</b>	<b>15.5</b>	<b>16.5</b>
<b>Total liabilities and equity</b>		<b>15.5</b>	<b>9.5</b>	<b>10.8</b>	<b>11.9</b>	<b>25.9</b>	<b>28.8</b>	<b>32.4</b>	<b>31.5</b>	<b>33.9</b>
Net debt		-8.9	-3.2	2.4	4.9	-3.1	4.1	6.1	7.4	11.2

Source: Company data, Danske Bank Equity Research estimates



Summary tables

PER SHARE DATA	2013	2014	2015	2016	2017	2018	2019	2020E	2021E	2022E
No. of shares, fully diluted (y.e.) (m)			4.5	4.5	4.6	5.6	5.6	5.6	5.6	5.6
No. of shares, fully diluted (av.g.) (m)			4.5	4.5	4.5	5.1	5.6	5.6	5.6	5.6
EPS (SEK)			-1.12	-0.38	-0.46	-0.53	-0.30	0.33	-0.33	0.24
EPS adj. (SEK)			-1.12	-0.38	-0.46	-0.53	-0.30	0.33	-0.33	0.24
DPS (SEK)			0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.08
CFFO/share (SEK)			-1.4	-1.6	-0.1	-1.4	-0.4	0.5	0.7	0.3
Book value/share (SEK)			1.51	1.11	0.61	3.14	2.84	3.17	2.84	3.08
MARGINS AND GROWTH	2013	2014	2015	2016	2017	2018	2019	2020E	2021E	2022E
EBITDA margin		-17.6%	-32.7%	-9.3%	-14.6%	-11.0%	-5.5%	12.0%	-9.2%	5.0%
EBITA margin		-21.8%	-32.9%	-9.5%	-15.1%	-11.5%	-6.0%	12.0%	-9.2%	5.0%
EBIT margin		-21.8%	-32.9%	-9.5%	-15.1%	-11.5%	-6.4%	11.7%	-9.5%	4.7%
EBIT adj margin		-21.8%	-32.9%	-9.5%	-15.1%	-11.5%	-6.4%	11.7%	-9.5%	4.7%
Sales growth			22.0%	14.2%	7.3%	12.7%	-0.3%	-12.9%	22.0%	45.0%
EBITDA growth			n.m.	67.6%	-69.3%	14.9%	50.0%	n.m.	n.m.	n.m.
EBITA growth			-84.4%	66.8%	-69.8%	14.5%	48.1%	n.m.	n.m.	n.m.
EPS adj growth				65.9%	-21.1%	-13.9%	42.1%	n.m.	n.m.	n.m.
PROFITABILITY	2013	2014	2015	2016	2017	2018	2019	2020E	2021E	2022E
ROIC (after tax, incl. GW, adj.)		-199.8%	-164.2%	-31.3%	-37.9%	-21.6%	-7.7%	8.6%	-7.9%	5.2%
ROIC (after tax, excl. GW, adj.)		-246.1%	-179.2%	-31.3%	-37.9%	-21.6%	-7.7%	8.6%	-7.9%	5.2%
ROE (adj.)		-47.9%	-54.2%	-29.2%	-54.1%	-26.3%	-10.2%	11.1%	-11.0%	8.1%
ROIC (adj.) - WACC		-208.8%	-173.2%	-40.4%	-47.0%	-30.7%	-16.8%	-0.5%	-17.0%	-3.9%
MARKET VALUE	2013	2014	2015	2016	2017	2018	2019	2020E	2021E	2022E
Share price (SEK)		10.2	9.20	18.9	23.0	20.4	14.6	13.2	13.2	13.2
No. shares reduced by buybacks (m)			4.5	4.5	4.6	5.6	5.6	5.6	5.6	5.6
Mkt cap used in EV (m)			41	84	107	115	82	74	74	74
Net debt, year-end (m)		-9	-3	2	5	-3	4	6	7	11
MV of min/ass and oth (m)		-0	-0	-0	-0	-0	-0	-0	-0	-0
Enterprise value (m)			38	86	111	112	86	80	82	86
VALUATION	2013	2014	2015	2016	2017	2018	2019	2020E	2021E	2022E
EV/sales (x)			2.51	5.03	6.04	5.38	4.17	4.45	3.71	2.68
EV/EBITDA (x)			n.m.	n.m.	n.m.	n.m.	n.m.	37.0	n.m.	54.0
EV/EBITA (x)			n.m.	n.m.	n.m.	n.m.	n.m.	37.0	n.m.	54.0
EV/EBIT (x)			n.m.	n.m.	n.m.	n.m.	n.m.	38.1	n.m.	56.7
P/E (reported) (x)			n.m.	n.m.	n.m.	n.m.	n.m.	39.6	n.m.	55.4
P/E (adj.) (x)			n.m.	n.m.	n.m.	n.m.	n.m.	39.6	n.m.	55.4
P/BV (x)			6.10	17.1	37.6	6.49	5.15	4.16	4.65	4.29
EV/invested capital (x)			11.3	12.1	14.7	7.7	4.3	3.4	3.5	3.0
Dividend yield										0.60%
Total yield (incl. buybacks)										0.60%
FCFE-yield			-15.04%	-8.27%	-0.46%	-10.05%	-7.82%	-2.62%	-1.78%	-5.12%
FINANCIAL RATIOS	2013	2014	2015	2016	2017	2018	2019	2020E	2021E	2022E
Net debt/EBITDA (x)		4.1	0.6	-1.5	-1.8	1.3	-3.6	2.8	-3.6	7.1
Net debt/equity (x), year-end		-0.8	-0.5	0.5	1.7	-0.2	0.3	0.3	0.5	0.6
Dividend pay out ratio			0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	33.0%
Interest coverage (x)			-22.7	n.m.	-28.0	-6.0				
Cash conversion (FCF/net profit)			n.m.	n.m.	n.m.	n.m.	n.m.	-103.9%	n.m.	-283.3%
Capex/sales		0.4%	0.5%	0.3%	0.7%	19.8%	19.8%	26.9%	23.4%	16.4%
NWC/sales		17.3%	21.4%	40.6%	39.8%	49.1%	56.5%	59.6%	23.3%	16.1%
QUARTERLY P&L			Q1 19	Q2 19	Q3 19	Q4 19	Q1 20	Q2 20	Q3 20	Q4 20E
Sales (m)			5.7	6.1	4.6	4.3	5.9	4.3	3.7	4.1
EBITDA (m)			-0.4	0.3	0.1	-1.1	1.1	0.5	0.2	0.5
EBIT before non-recurring items (m)			-0.4	0.2	0.1	-1.3	1.1	0.5	0.2	0.4
Net profit (adj.) (m)			-0.5	0.2	0.0	-1.4	1.0	0.4	0.0	0.5
EPS (adj.) (SEK)			-0.43	0.14	0.01	-1.17	0.82	0.32	0.04	0.41
EBITDA margin			-6.3%	4.3%	1.9%	-26.7%	18.3%	11.5%	4.8%	11.5%
EBIT margin (adj.)			-6.7%	4.0%	1.4%	-29.2%	18.0%	11.1%	4.4%	9.7%

Source: Company data, Danske Bank Equity Research estimates



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