

Research update: Q1 2023

RISK INTELLIGENCE A/S

Risk Intelligence provides processed, analysed, and actionable risk intelligence through its system and associated advisory services. The lion's share of sales is recurring.

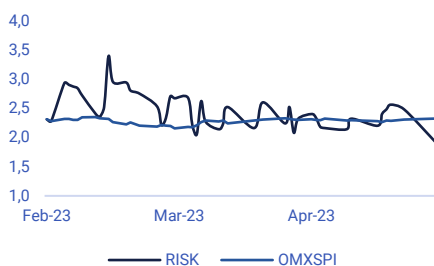
CEO: Hans Tino Hansen
 CoB: Jan Holm
investor.riskintelligence.eu

Bloomberg: RISK:SS
 Reuters Eikon: RISK.TE

List: Spotlight Stock Market DK

Last: DKK 1.9
 Market cap: DKK 30m

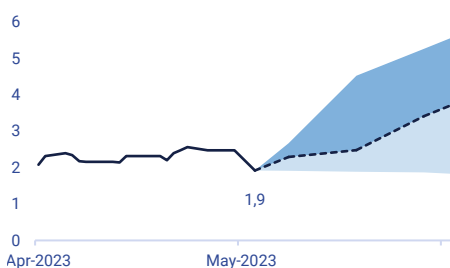
SHARE DEVELOPMENT



	12M	YTD	6M	1M
Development (%)	-27	13	-8	-20

Source: S&P Capital IQ

VALUATION INTERVAL



	BEAR	BAS	BULL
Share price (DKK)	1.8	3.8	5.6
Up-/downside (%)	-5	97	194

Source: S&P Capital IQ and Carlsquare estimates

CARLSQUARE EQUITY RESEARCH

Markus Augustsson
 Head of Equity Research

Christopher Solbakke
 Equity Analyst

Good growth but below our expectations

In Q1 2023, Risk Intelligence increased important recurring system revenue by 12% to 15.8 MDKK. However, this was below our expectations. Net sales were lifted by consulting revenues while profitability is weakening. We adjust forecasts and estimate a fair value of DKK 3.8 per share (5.7) for the coming 6-12 months. The valuation requires growth to accelerate.

Revenue above expectations but ARR and ARPU lagging behind

In Q1 2023, Risk Intelligence's net sales increased by 17% to DKK 5.1m. This was above our forecast of DKK 4.9m. Net sales were lifted by consulting revenues, e.g., from the collaboration with DeepOcean. Important total recurring system revenue (total system ARR) increased by 11.8% to DKK 15.8m. This was below our forecast of DKK 17.1m. Also, both total system ARR and total average revenue per client (ARPU) declined sequentially (compared to Q4 2022). We consider this somewhat worrying as we had expected a positive sequential growth for both KPI:s since DSV and DHL were signed as new customers for land-based solution. However, the company's estimate of ARPU for clients on the land-based solution remains at DKK 425,000. This gives hope for a fast future growth in total ARPU and ARR as more clients sign up for the land-based solution.

On a yearly basis, contract was cancelled with one customer. This corresponds to a low churn of 0.8%. In parallel, the revenues from the existing customer base continues to increase in line with the company's strategy. That is demonstrated by the NRR which reached 105%. However, the cost base also increased, by 19%, which is partly explained by increased activity in sales and marketing. This also weighed on the reported EBITDA result, which came in at minus 1.6 MDKK. We had expected an EBITDA result of minus DKK 1.4 million. With reported investments of about 0.5 MDKK, the free cash flow ended up at minus 2.5 MDKK and at the end of Q1 2023 the cash amounted to 0.3 MDKK. Finances are thus still under pressure, which adds a layer of risk.

In anticipation of an increase in revenue

In addition to the important agreements with DSV and DHL, the company's focus on commercial partnerships has borne fruit. The company expects these partnerships to provide a revenue boost by the end of this year. The company's target for System ARR remains in the range of 18.5-20.9 MDKK until the end of 2023. ARR and ARPU must increase and in 2023 we model with net sales increasing to 20.5 MDKK. Over the period 2023-2027 we expect a CAGR of 25.9%. We expect positive EBITDA to be reached in 2025 and until 2027 we have assumed that the EBITDA margin rises to 21.6%.

Reduced fair value but potential upside remains

In a base case scenario, a fair value of DKK 3.8 per share (DKK 5.7) is calculated. The downward revision is explained by lower valuation multiples among peer companies and lower revenue forecasts and margin assumptions. Our valuation corresponds to EV/Sales NTM of 4.3x, a 38% discount to the reference group (information systems and SaaS companies). Today, the stock is trading at a valuation of 2.3x our revenue forecast NTM and 3.0x last reported System ARR.

Key figures (DKKm)

	2021	2022E	2023E	2024E	2025E
Net sales	16.4	17.7	20.5	25.9	35.4
Total ARR	14.6	16.0	18.5	25.2	34.6
Total revenues	16.4	17.7	20.5	25.9	35.4
EBITDA	-3.4	-7.2	-6.3	-2.6	1.9
EBIT	-5.3	-9.9	-8.8	-5.3	-0.9
EBT	-7.2	-13.2	-11.9	-8.0	-3.5
Earning per share (DKK)	-0.3	-0.7	-0.6	-0.3	-0.1
Growth, net sales	4%	8%	16%	26%	37%
EBITDA-margin	Neg.	Neg.	Neg.	Neg.	5.4%
EBIT-margin	Neg.	Neg.	Neg.	Neg.	Neg.
EV/Sales	2.9x	2.7x	2.3x	1.8x	1.3x
EV/EBITDA (curr.)	NM	NM	NM	NM	25.1x
EV/EBIT (curr.)	NM	NM	NM	NM	NM

Total ARR = Annual recurring revenue (long contracts). ARPU = Average revenue per client. Source: Company information and Carlsquare estimates

Investment case, estimates, valuation, and risks

Risk Intelligence is a well-established provider of its risk system and associated consultancy to the maritime industry. Historically, growth has been driven by (i) new customers and (ii) increased ARPU through upselling and price increases. We expect this pattern to continue in parallel with LandRisk Logistics, which can take the company to the next level - in terms of growth and profitability. In our base case scenario, we calculate a fair value of DKK 3.8 per share.

Growth, scalability, and profitability

Risk Intelligence revenues consist mainly of recurring system revenues contracted for 12 months. One of the most important value drivers is the development of ARPU. In our scenario, ARPU increases with more customers on LandRisk Logistics, which with scalability, enables profitability.

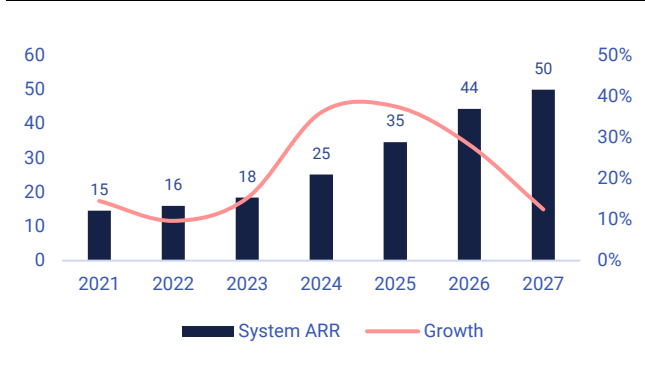
- **History demonstrates abilities.** Since founded in 2001, Risk Intelligence has become the maritime industry's leading risk information provider. The historical growth and the impressive list of reference clients prove that. The low number of cancelled contracts confirms the company's strength and capabilities.
- **Recurring revenue on yearly contracts.** System ARR amounted to DKK 15.8m at the end of Q1 2023. Total recurring revenue amounted to DKK 17.1m. Having a high proportion of recurring revenue increases the predictability of revenue streams.
- **A new market.** The LandRisk Logistics application has good potential in a multi-billion-dollar market. LandRisk Logistics will be an essential factor for boosting growth rates and profitability. With LandRisk and LandRisk Logistics now a separate business segment, the likelihood of success increases. The company has recently announced the signing of LandRisk Logistics by DSV Road Belgium - a gateway to a potential giant customer. The company is also in advanced discussions with another giant, DHL.
- **Higher ARPU and focus on proprietary data offer good profitability prospects.** The company now expects an average revenue per customer (ARPU) on LandRisk Logistics of DKK 425,000. That compares to the current ARPU of DKK 145,000. Given the assumed growth of LandRisk Logistics, the company's total ARPU will increase significantly. An improved ARPU and growing sales of proprietary data will create the conditions for good profitability over time.
- **Low valuation compared to the reference Group.** Risk Intelligence is trading at an EV/Sales multiple on our next twelve month forecast (NTM) of 2.3x. Our reference group of information systems providers, such as FactSet and Nordic SaaS companies, are trading at EV/Sales NTM of 6.9x. Our fair value of DKK 3.8 per share represents a good potential with an implied EV/Sales NTM of 4.3x. That is still a 38% discount to the peer group. The discount is justified by uncertainty in forecasts given the new launch of LandRisk Logistics. Furthermore, Risk Intelligence is not profitable at the moment. Other factors influencing the valuation are the financial position of the company as well as its size and hence profitability prospects.

Assumptions and estimates

DSV and DHL demonstrate the potential

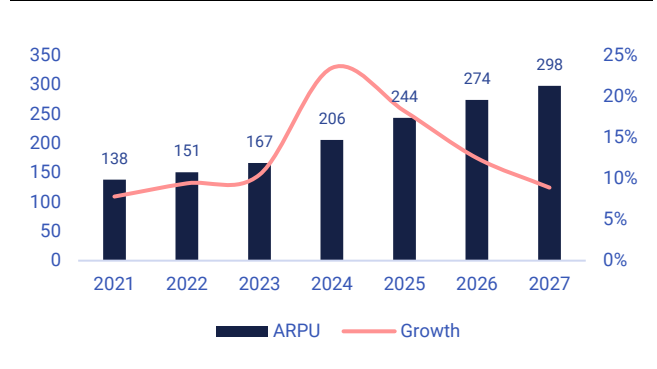
System ARR was 15.8 MDKK at the end of Q1 2023. Agreements with DSV and DHL demonstrate the potential of LandRisk Logistics. However, due to the outcome for Q1 2023, we have adjusted our forecasts regarding total system ARR and total ARPU downwards. Until the end of 2023, we now expect total system ARR to grow by 15.3% to 18.5 MDKK (19.9). More customers at LandRisk Logistics together with additional sales to existing customers means that total ARPU in our scenario grows to DKK 167,000 (183,000) by the end of 2023.

Total system ARR (DKK) and growth (%)



Source: Company information and Carlsquare estimates

Total ARPU (000 DKK) and growth (%)



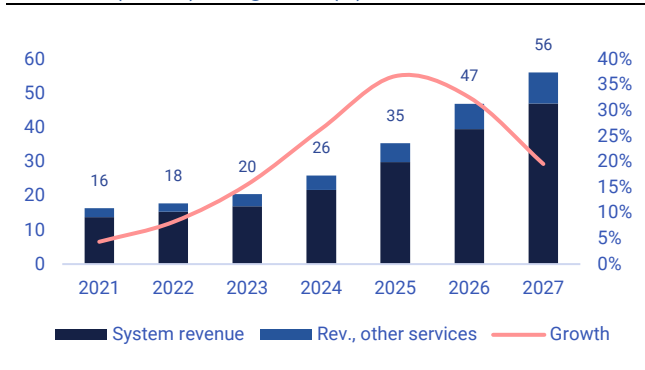
Source: Company information and Carlsquare estimates

Net sales and positive EBITDA in 2025

With downgraded assumptions for the development of total system ARR and total ARPU, our revenue projections also fall. In parallel, we have slightly increased the assumption for consulting revenues. This results in a marginal downward adjustment for net sales in 2023 to 20.5 MDKK (21.1). In our scenario, we expect a positive EBITDA result in 2025 and that the EBITDA margin can reach levels around 21.6% (28.0) by 2027.

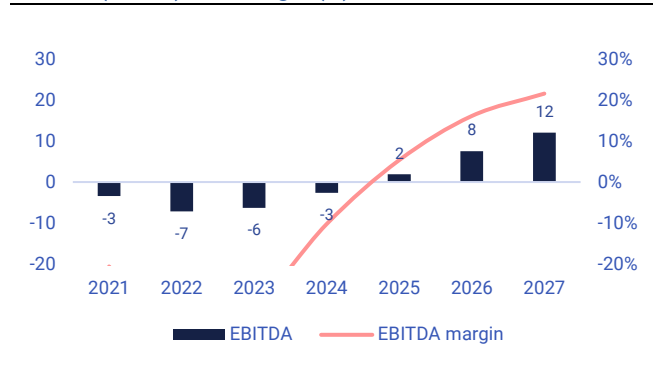
Net sales include revenues from the risk intelligence solution, risk reports and consultancy services.

Net sales (DKK) and growth (%)



Source: Company information and Carlsquare estimates

EBITDA (DKK) and margin (%)



Source: Company information and Carlsquare estimates

At the end of Q1 2023, the company had 0.3 MDKK in cash. Since most of the actual revenues are invoiced in H2, the cash flow is weak. How the company will finance its operations and repayment of short-term loans is unclear. We have assumed that the company will soon issue new shares.

Fair value within a range

Low valuation, given growth potential and reference group

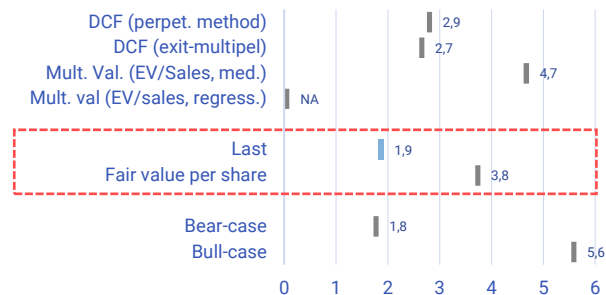
In a base case scenario, a fair value per share of DKK 3.8 (5.7) is calculated after full financing and dilution. The downward revision is explained by lower valuation multiples among the reference companies and lower revenue and profitability assumptions. However, our valuation still represents a significant upside in relation to the last paid price. Our valuation requires improved growth rates.

Fair value per share (DKK), base case

Multiple valuation	4.7
DCF valuation	2.9
Fair value per share	3.8
Potential up-/down side	97%
Shares outstanding, fully financed and diluted (m)	23.3
Shareholder value (DKKm)	88
Cash (DKKm)	0.3
Debt (DKKm)	18.3
PV cash from equity financing (DKKm)	15.7
EV (DKKm)	91

Source: Carlsquare estimates

Fair value within a range (DKK)



Source: Carlsquare estimates

Impied valuation multiples, base case

	NTM	2023E	2024E	2025E
EV/Sales	4.3x	4.4x	3.5x	2.6x
EV/System ARR	5.7x*	4.9x	3.6x	2.6x
EV/EBITDA	NM	NM	NM	47.8x
EV/EBIT	NM	NM	NM	NM

*Refers to last reported System ARR. NTM = Next twelve months. Source: Carlsquare estimates

The table above shows that our valuation corresponds to an EV/Sales multiple NTM of 4.3x and 5.7x last reported System ARR. Our reference group of information systems providers and SaaS companies trade at a median EV/Sales NTM of 6.9x and an EV/EBITDA NTM of 22.2x.

DCF valuation, base case

DCF-valuation	Discount rate	Assumptions
PV(UFCF)	14.0	Risk free rate 2.4% CAGR. 2022–2027 25.9%
PV(TV)	55	Market risk premium 6.7% EBITDA margin. 2027 21.6%
Enterprise value	69	Size premium 4.2% EBIT margin. 2027 15.7%
Net debt	-18.0	Beta 1.2x Tax rate 22.0%
Shareholder value	51	Req. return on equity 15.5%
PV(equity financing proceeds)	15.6	
Shareholder value, after financing	66	Tax adjust. Int. on debt 7.5% Implied multiples
Current shares outstanding	19.8	Leverage 10.0% EV/Sales. NTM 3.3x
New shares	3.5	WACC 14.7% EV/Sales 2023 2.7x
Shares outstanding after financing and dilution	23.3	EV/EBITDA. NTM NM
Value per share (before financing and dilution)	2.6	EV/EBITDA 2023 NM
Value per share (after financing and dilution)	2.9	Comp. spec. premium 3.1% EV/EBIT NTM NM
		Discount rate 17.8% EV/EBIT. 2023 NM

Source: Carlsquare estimates

Below is the multiple valuation. As shown, we have applied a discount of 25% due to uncertainty in our forecasts, differences in size and profitability. With expected sales over the next 12 months of DKK 21.0m, the multiple valuation gives a value per share of DKK 4.7 after full funding and dilution.

Multiple valuation, base case

Intelligence providers	HQ	Mcap (DKKm)	CAGR, 2022-25	μEBIT-marg., 2023-25	EV/Sales, NTM
Intelligence providers					
S&P Global Inc.	US	823,455	8%	49%	10.7x
Moody's Corporation	US	406,553	9%	46%	10.8x
Verisk Analytics, Inc.	US	217,853	6%	55%	12.9x
FactSet Research Systems Inc.	US	105,207	6%	37%	7.7x
GlobalData Plc	GB	12,595	11%	41%	6.3x
Median		217,853	8%	46%	10.7x
Average		313,133	8%	46%	9.7x
SaaS					
Fortnox AB (publ)	SE	30,270	29%	53%	25.3x
Admicom Oyj	FI	1,572	9%	38%	6.0x
Carasent ASA	NO	755	18%	24%	2.1x
Lime Technologies AB (publ)	SE	2,220	14%	32%	6.0x
Mentice AB (publ)	SE	851	21%	19%	4.5x
24SevenOffice Group AB (publ)	SE	257	NA	NA	NA
Upsales Technology AB (publ)	SE	670	20%	29%	6.3x
Agillic A/S	DK	243	NA	NA	NA
Qt Group Oyj	FI	16,066	24%	30%	10.5x
SmartCraft ASA	NO	2,256	11%	43%	8.4x
Lemonsoft Oyj	FI	1,099	10%	32%	5.4x
Checkin.Com Group AB (publ)	SE	688	61%	27%	6.9x
Median		975	19%	31%	6.2x
Average		4,746	22%	33%	8.1x
Full reference group					
Median		2,220	11%	37%	6.9x
Average		95,448	17%	37%	8.7x

Discount (on full ref. group)	25%
Applied EV/Sales multiple	5.2x
Exp. sales NTM (DKKm)	21
Enterprise value	109
Net debt	-18
Cash from equity financing	19
Shareholder value, after financing	110
Current shares outstanding (m)	20
New shares	3.5
Shares outstanding after financing and dilution	23
Value per share (before financing and dilution)	4.6
Value per share (after financing and dilution)	4.7

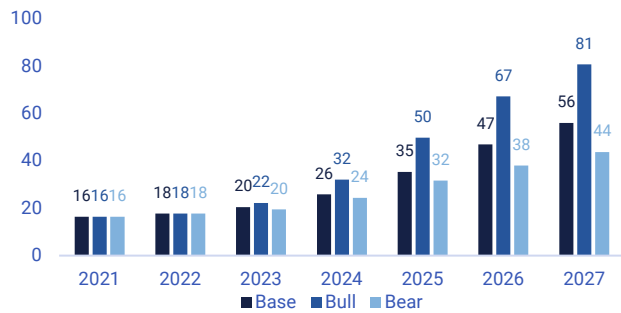
Source: S&P Capital IQ and Carlsquare estimates

Valuation range

In the Bull and Bear scenarios, we have used our DCF (perpetual capitalisation) model but developed alternative growth and profitability curves. In the Bull scenario, we model with an average annual growth rate of 35.4% (25.9% in the Base case). The EBITDA margin is assumed to increase to 24.1% (21.6% in the Base case). After full funding and dilution, a value per share of DKK 5.6 is calculated.

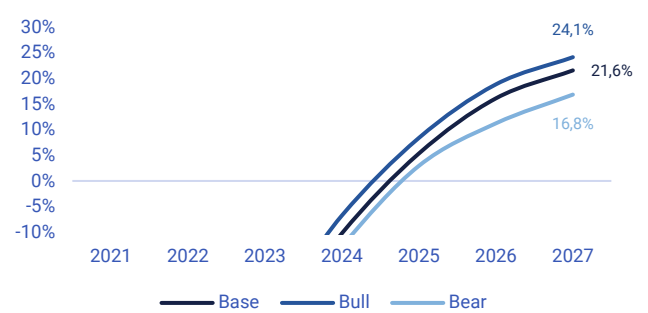
For the Bear scenario, we model with an average annual growth rate of 19.8%. The EBITDA margin is assumed to increase to 16.8% in 2027. After full funding and dilution, the more cautious scenario yields a value per share of DKK 1.8.

Net sales (DKKm), three scenarios



Source: Company information and Carlsquare estimates

EBITDA-margin (%), three scenarios



Source: Company information and Carlsquare estimates

Risks and challenges

The LandRisk Logistics programme, an extended version of the LandRisk module, was recently launched. So far only two customers are using this application. The product launch is, therefore, still at an early stage, which implies considerable uncertainty. Furthermore, the product's pricing is uncertain, sales cycles are long, and new potential customers often require tailor-made solutions, which implies resource requirements from both sides. The competitive situation is also complex. The solution faces competition from related systems, such as Fleet Management systems, which have overlapping functions.

When the company set a new strategy in 2017, the goal was to have revenues of over DKK 30m by the end of 2020. Intensified sales and marketing efforts of the strengthened offering, including the LandRisk module, were expected to be the main growth drivers. Growth of 27.9 per cent was strong in 2019, resulting in total revenue of DKK 14.2m. Although Covid hurt the outcome, the target of DKK 30m in net sales in 2020 was not achieved. That is also an example that illustrates this uncertainty and factors outside the company's control that can have a negative impact on the outcome.

We do not consider the current geopolitical uncertainty to be a risk of adversely affecting the company's ability to operate in its core markets. However, if the situation escalates further, the business could be hampered.

The company has been profitable for several years since its inception in 2001. In 2021, the company invested DKK 2.9m. We assume that investments will drop to DKK 2.1m in 2022. Since the most significant investments in LandRisk Logistics should already have been made, we assume that investments will decrease until 2026.

To meet its debt obligations and deliver on growth prospects, we have assumed that the company will raise approximately DKK 10m via a new share issue in the near future. This is in addition to the outstanding warrants. If equity is not issued (or assets are revalued), the company risks continuing to recognise negative equity in the balance sheet (at group level) for an extended period of time.

Metrics and financials

Key metrics

	2021	2022	2023	2024	2025	2026	2027
Per share							
EPS	-0.66	-0.33	-0.69	-0.58	-0.28	-0.12	0.07
DPS	0.0	0.0	0.0	0.0	0.0	0.0	0.0
BVPS		-0.3	-1.2	-0.1	-0.1	-0.2	-0.1
Valuation (curr.)							
P/E	0.0x	NM	NM	NM	NM	NM	27.8x
P/B	NM	NM	NM	NM	NM	NM	NM
EV/Sales	0.0x	2.9x	2.7x	2.3x	1.8x	1.3x	1.0x
EV/EBITDA	0.0x	NM	NM	NM	NM	25.1x	6.3x
EV/EBIT	0.0x	NM	NM	NM	NM	NM	10.6x
Other							
Dividend yield	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
FCF yield	-15.8%	-14.1%	-31.5%	-18.2%	-2.2%	14.5%	31.1%

Source: Company information and Carlsquare

Income statement (DKKm), quarterly

	Q2, 22	Q3, 22	Q4, 22	Q1, 23	Q2, 23E	Q3, 23E	Q4, 23E	Q1, 24E
System ARR			16.0	15.8	16.3	16.9	18.5	18.8
ARPU			17.3	17.1	17.7	18.4	20.1	20.7
Net sales			4.8	5.1	4.8	5.0	5.5	5.7
Total Sales			4.8	5.1	4.8	5.0	5.5	5.7
Other operating expenses			-2.9	-2.3	-2.3	-2.1	-2.9	-2.3
Gross profit			1.9	2.8	2.6	3.0	2.6	3.3
Staff costs			-4.4	-4.3	-4.5	-3.9	-4.5	-4.4
Dep. and amort.			-0.9	-0.7	-0.6	-0.6	-0.6	-0.6
Other expenses			0.0	0.0	0.0	0.0	0.0	0.0
Total operating expenses			-8.1	-7.4	-7.4	-6.5	-8.0	-7.4
EBIT			-3.3	-2.2	-2.5	-1.5	-2.5	-1.7
EBITDA			-2.5	-1.6	-2.0	-0.9	-1.9	-1.1
EBT			-3.2	-3.3	-2.2	-3.2	-2.4	-2.2
Net profit			-3.2	-2.5	-2.6	-1.7	-2.5	-1.9
Earnings per share (DKK)			-0.33	-0.22	-0.15	-0.09	-0.13	-0.09

Source: Company information and Carlsquare

Income statement (DKKm)

	2021	2022	2023	2024	2025	2026	2027
Net sales	16.4	17.7	20.5	25.9	35.4	46.9	56.0
Other revenue	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Total Sales	16.4	17.7	20.5	25.9	35.4	46.9	56.0
Other operating expenses	-6.2	-8.7	-9.6	-10.6	-14.5	-19.3	-23.2
Gross profit	10.2	9.0	10.9	15.2	20.8	27.6	32.9
Staff costs	-13.5	-16.2	-17.2	-17.9	-18.9	-20.0	-20.8
Dep. and amort.	-1.9	-2.8	-2.5	-2.6	-2.8	-3.1	-3.3
Other expenses	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Total operating expenses	-21.7	-27.7	-29.3	-31.2	-36.3	-42.4	-47.3
EBIT	-5.3	-9.9	-8.8	-5.3	-0.9	4.5	8.8
EBITDA	-3.4	-7.2	-6.3	-2.6	1.9	7.5	12.1
Financial income	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Financial costs	-1.9	-3.3	-3.2	-2.7	-2.6	-2.4	-2.4
Net finances	-1.9	-3.3	-3.2	-2.7	-2.6	-2.4	-2.4
EBT	-7.2	-13.2	-11.9	-8.0	-3.5	2.1	6.4
Tax	1.7	2.9	2.6	1.8	0.8	-0.5	-1.4
Net loss/profit	-5.5	-10.3	-9.3	-6.2	-2.7	1.6	5.0
Earnings per share	-0.3	-0.7	-0.6	-0.3	-0.1	0.1	0.2
Shares. EoP	11.1	11.1	20.2	22.5	22.9	23.3	23.3
Growth							
Net sales	4.4%	8.2%	15.5%	26.4%	36.7%	32.5%	19.5%
Total Sales	4.4%	8.2%	15.5%	26.4%	36.7%	32.5%	19.5%
Bruttoresultat	10.6%	-11.1%	21.0%	39.6%	36.6%	32.3%	19.2%
EBIT	8.0%	-88.1%	11.5%	40.0%	82.2%	578.3%	95.7%
EBITDA	14.4%	-112.7%	12.2%	58.0%	171.6%	298.7%	60.0%
EBT	7.6%	-84.1%	9.9%	33.2%	56.2%	158.7%	209.8%
Net loss/profit	7.6%	-87.5%	10.1%	33.0%	56.2%	158.7%	209.8%
Earnings per share	50.0%	-109.1%	16.2%	51.0%	57.5%	157.3%	208.4%
Margins							
Gross profit	62.0%	50.9%	53.3%	58.9%	58.9%	58.8%	58.7%
EBIT margin	-32.2%	-56.0%	-42.9%	-20.4%	-2.7%	9.6%	15.7%
EBITDA margin	-20.6%	-40.4%	-30.7%	-10.2%	5.4%	16.1%	21.6%
EBT margin	-43.9%	-74.7%	-58.3%	-30.8%	-9.9%	4.4%	11.3%
Profit margin	-33.6%	-58.3%	-45.3%	-24.0%	-7.7%	3.4%	8.8%

Source: Company information and Carlsquare

Balance sheet (DKKm)

	2021	2022	2023	2024	2025	2026	2027
ASSETS							
Tot. intangible assets	11.6	10.6	9.5	8.2	6.7	5.2	3.3
Tot. tangible assets	1.5	1.2	1.4	1.1	0.7	0.4	0.1
Tot. financial assets	0.4	0.4	0.4	0.4	0.4	0.4	0.4
Tot. other fixed assets	13.5	12.3	11.4	9.7	7.9	6.0	3.8
Accounts Receivables	5.2	5.8	6.6	9.0	12.3	15.8	17.9
Other receivables	0.1	0.2	0.1	0.6	0.6	0.8	0.9
Tax	2.3	2.3	1.7	0.9	0.2	0.0	0.0
Deferred tax	7.0	9.9	12.6	14.3	15.1	14.6	13.2
Accruals	0.9	1.1	1.0	1.4	1.9	2.4	2.7
Cash	3.8	0.3	0.6	2.5	4.9	13.5	24.6
Total current assets	19.3	19.7	22.7	28.7	35.0	47.2	59.4
Total assets	32.8	32.0	34.0	38.4	42.9	53.2	63.2
EQUITY							
Total equity	-2.9	-13.3	-3.0	-2.5	-4.1	-1.5	3.5
DEBT							
Debt to credit institutions	3.5	2.1	1.2	0.5	0.0	0.0	0.0
Debt to shareholders & management	5.1	4.1	3.4	3.4	3.4	3.4	3.4
Total long term liabilities	8.5	6.2	4.7	4.0	3.4	3.4	3.4
Short-term part of long-term debt	2.8	3.0	1.3	0.7	0.5	0.0	0.0
Trade payable	1.0	1.5	1.8	2.4	3.3	4.2	4.8
Payables to subsidiaries	0.2	0.3	0.3	0.3	0.3	0.3	0.3
Lease obligations	0.6	0.8	0.8	0.8	0.8	0.8	0.8
Shareholders & management	6.0	13.5	8.2	8.2	8.2	8.2	8.2
Other payables	2.5	5.2	3.3	3.0	2.1	2.0	2.2
Credit institutions	3.0	3.2	3.0	3.0	3.0	3.0	3.0
Accrued exp. and prepaid income	11.1	11.6	13.7	18.6	25.5	32.8	37.1
Tot. short-term debt	27.2	39.0	32.3	36.9	43.6	51.2	56.3
Total debt	35.7	45.2	37.0	40.8	47.0	54.7	59.7
Tot. equity and debt	32.8	32.0	34.0	38.4	42.9	53.2	63.2
Liquidity							
Current ratio	0.7	0.5	0.7	0.8	0.8	0.9	1.1
Cash ratio	0.3	0.3	0.4	0.4	0.3	0.3	0.2
Leverage							
Net debt(-)/Net cash(+)	-16.6	-25.5	-16.5	-13.3	-10.2	-1.1	10.0
Net debt/EBITDA	NM	NM	NM	NM	541%	15%	NM
Net debt/Equity	NM	NM	NM	NM	NM	NM	NM
Debt/Equity	NM	NM	NM	NM	NM	NM	1723%
Assets/Equity	NM	NM	NM	NM	NM	NM	5%
Efficiency							
ROA	Neg.	Neg.	Neg.	Neg.	Neg.	3%	8%
ROE	Neg.	Neg.	Neg.	Neg.	Neg.	-57%	502%
ROIC	Neg.	Neg.	Neg.	Neg.	Neg.	-235%	198%

Source: Company information and Carlsquare

Cash flow (DKKm)

	2021	2022	2023	2024	2025	2026	2027
CF operating activities	-5.4	-12.0	-6.9	-0.8	5.5	11.8	13.7
Delta WC	-0.8	4.5	-2.2	-1.7	-2.4	-2.6	-1.5
CF operating activities	-6.1	-7.5	-9.1	-2.6	3.1	9.2	12.2
CF investing activities	-2.9	-1.5	-1.6	-1.0	-1.1	-1.2	-1.2
CF financing activities	12.2	5.5	10.9	5.4	0.4	0.6	0.0
Cash flow	3.2	-3.5	0.3	1.9	2.4	8.6	11.1
Cash, BoP	0.6	3.8	0.3	0.6	2.5	4.9	13.5
Cash, EoP	3.8	0.3	0.6	2.5	4.9	13.5	24.6
Other							
CF operating activities/Net sales	-37%	-42%	-44%	-10%	9%	20%	22%
CF operating activities/Total assets	-19%	-23%	-27%	-7%	7%	17%	19%

Source: Company information and Carlsquare

Disclaimer

Carlsquare AB, www.carlsquare.se, hereinafter referred to as Carlsquare, conducts business with regard to Corporate Finance and Equity Research in which areas it, among other things, publishes information about companies including analyses. The information has been compiled from sources that Carlsquare considers to be reliable. However, Carlsquare cannot guarantee the accuracy of the information. Nothing written in the analysis should be regarded as a recommendation or invitation to invest in any financial instrument, option or the like. Opinions and conclusions expressed in the analysis are intended only for the recipient.

The content may not be copied, reproduced or distributed to another person without the written approval of Carlsquare. Carlsquare shall not be held responsible for any direct or indirect damage caused by decisions made on the basis of information contained in this analysis. Investments in financial instruments provide opportunities for value increases and profits. All such investments are also subject to risks. Risks vary between different types of financial instruments and combinations of these. Historical returns should not be considered as an indication of future returns.

The analysis is not directed to U.S. persons (as defined in Regulation S of the United States Securities Act and interpreted in the United States Investment Company Act 1940) nor may it be disseminated to such persons. The analysis is also not directed to such natural and legal persons where the distribution of the analysis to such persons would result in or entail a risk of a violation of Swedish or foreign law or constitution.

The analysis is a so-called Commissioned Research Report where the analysed Company has signed an agreement with Carlsquare for analysis coverage. The analyses are published on an ongoing basis during the contract period and for a usual fixed remuneration.

Carlsquare may or may not have a financial interest in the subject of this analysis. Carlsquare values the assurance of objectivity and independence and has established procedures for managing conflicts of interest for this purpose.

The analyst Markus Augustsson and Christopher Solbakke does not own and is not allowed to own shares in the Company analysed.