

## Research update: Q4 2023

### SVENSKA AEROGEL HOLDING AB

Svenska Aerogel has developed an innovative and patented technology, Quartzene, as an alternative to traditional aerogel. Quartzene contributes to efficiency and increased sustainability in end products, primarily in the construction and real estate, transport, process, and paper and pulp industries.

CEO: Tor Einar Norbakk

COB: Per Nordberg

[www.aerogel.se](http://www.aerogel.se)

Listing: Nasdaq First North Growth Market

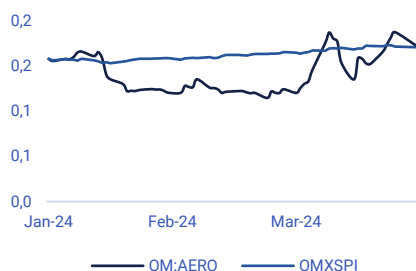
Share price, latest: 0.17 SEK

Market cap: 162 SEKm

CapitalIQ: OM:AERO

Bloomberg: AERO:SS

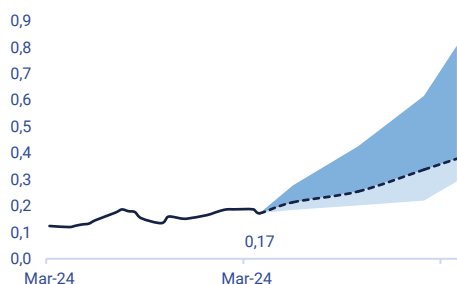
### SHARE PRICE, 12-MONTHS



	YTD	12M	6M	1M
Development, %	8.0	-47.8	-14.0	43.7

Source: S&P Capital IQ

### VALUATION RANGE



	BEAR	BASE	BULL
Share price (SEK)	0.29	0.38	0.81
Up/downside (%)	70	120	368

Source: S&P Capital IQ and Carlsquare estimates

### CARLSQUARE EQUITY RESEARCH

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## Improved production facilities to boost margins

Svenska Aerogel Holding AB's ("Svenska Aerogel" or the "Company") sales in Q4 2023 were in line with our estimates. Two key customers within the transport and process industry, respectively, have recently placed extensive pilot orders approximately 700 kg of Quartzene® in total, which provides a good long-term outlook. Carlsquare Equity Research increases the motivated fair value to SEK 0.38 (0.35) per share for the next 6-12 months.

### Starting 2024 of on the right note

The full year 2023 ended in line with our estimates, both in terms of sales and profitability. Our estimates for sales were SEK 3.3 million, while the outcome was approximately SEK 3.2 million. The EBIT estimate for the full year 2023 was minus SEK 43.5 million and the outcome was minus SEK 41.6 million. The company thus delivers according to our estimates, which is a sign of strength. In 2023, two key customers in the transport segment have introduced products containing Quartzene®. A customer in the Construction & Property segment also introduced a thermal insulation product containing Quartzene®. So far in 2024, the Company has received a framework order for 3 tons of Quartzene® from the French distributor Novcoat. This order, scheduled for delivery throughout the year, is valued at 96.8 kEUR, equivalent to around SEK 1.1 million. Additionally, the Company has obtained two significant pilot orders: one from a leading player in the electric vehicle battery industry, set to integrate Quartzene® into their product by Q2 2024, and another from a new client in the process industry employing Quartzene® for thermal insulation. Together, these orders total approximately 700 kg of Quartzene®.

At the time being, the Company counts six key customers, with three anticipated to transition into commercial phase within short time. Financially, the Company recently bolstered its position with a gross influx of approximately SEK 51 million from a recent rights issue, part of which was allocated to the early repayment of a SEK 10 million convertible loan. This repayment translates into reduced interest expenses. As of December 31, 2023, the Company held around SEK 6 million in cash, a figure set to increase by the close of Q1 2024 following the rights issue.

### Fair value in a base scenario

We have marginally adjusted our sales expectations for the full year 2024, given the recent orders of Quartzene®. We also factor in the added key customers and a market demand that generally seems to be rising. In our adjusted scenario, we expect sales of around 250 tons of Quartzene® in 2028. In the Q4 2023 report, the company announced positive development of the production facilities (see more on p. 4) which is estimated to reduce production costs by about 33%, which of course will impact margins positively. In our new scenario, we model a positive result in 2028 because of changed conditions for production. At the end of the forecast period (2023-2032), we expect sales of just over 1000 tons of Quartzene®.

By combining a DCF model with a multiple valuation, a motivated value of SEK 0.38 (0.35) per share is calculated for the coming 6-12 months. Our valuation corresponds to an implied EV/Sales multiple in 2027 of 7.8x. The peer group, consisting of aerogel and chemical companies, currently trades at a 2024 EV/Sales multiple of 1.6x.

### Key financial metrics (SEKm)

	2023	2024E	2025E	2026E	2027E	2028E
Net sales	3.1	6.7	10.5	18.7	47.7	87.7
Gross profit	-14.7	-13.2	-15.1	-14.2	5.4	34.5
EBITDA	-41.6	-37.7	-40.3	-39.5	-19.3	9.9
EBIT	-41.6	-37.7	-40.3	-39.5	-19.3	9.9
EBT	-41.6	-37.7	-40.3	-39.5	-19.3	9.9
EPS	-0.09	-0.04	-0.04	-0.03	-0.01	0.01
Growth, revenue	-51%	115%	57%	78%	155%	84%
Gross margin	-472.7%	-191.3%	-140.9%	-75.0%	11.2%	39.3%
EBITDA margin	-1336%	-546%	-377.0%	-208.9%	-40.3%	11.3%
EBIT-margin	-1336%	-546%	-377.0%	-208.9%	-40.3%	11.3%
EV/Sales	52.9x	11.8x	7.5x	4.2x	1.7x	0.9x
EV/EBITDA	NM	NM	NM	NM	NM	8.0x
EV/EBIT	NM	NM	NM	NM	NM	8.0x
P/E	NM	NM	NM	NM	NM	20.9x

Source: Company information and Carlsquare estimates

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## Investment case

With an anticipated annual growth rate of approximately 8 percent in the foreseeable future, the market for Quartzene® holds tremendous potential. The transition from development to commercialization plays a pivotal role in the Company's overall progress, and thanks to Quartzene's properties and adaptability, Svenska Aerogel is well-positioned to outpace the market significantly.

## Breakthrough in sales underpins steady growth

In our base scenario analysis, we derive a fair value of SEK 0.38 per share (0.35), corresponding to a 2027 EV/Sales multiple of 7.8x.

- **Material sales are gaining momentum, leading to expectations of strong growth.** In 2023, the Company successfully commenced material sales, doubling the amount sold compared to 2022. Svenska Aerogel is now in an early commercial phase. Clear plans for continued commercialization are expected to create significant growth and a strong position in an addressable market that is expected to grow by about 8 percent annually.
- **New supplier of aerogel for high performance toothpaste:** Svenska Aerogel has recently entered into an exclusive supplier agreement for aerogel material destined for a patented toothpaste designed to combat sensitivity effectively. The toothpaste will be commercialized by the British company Matrix, with a scheduled launch in Q3 2024. As part of the collaboration, Matrix will make investments in Svenska Aerogel's factory. With the anticipated size of the anti-sensitivity toothpaste market reaching approximately USD 3.9 billion by 2025, this agreement provides access to a new market of significant size.
- **Increasing deliveries to repeat customers and positive business environment.** The order intake from existing customers who have passed the ramp-up phase of the Company's business development model has increased during 2023. Several development projects are currently underway with partners that have the potential to significantly increase the order intake.
- **Collaboration agreement with world leader in the process industry.** In 2022, Svenska Aerogel entered a collaboration with a global leader in the process industry. The agreement is proof of the Company's ability to sign customers of significant size and means in terms of sales potentially 30 tons of Quartzene per year when the collaboration reaches the pilot phase. Currently, the Company is in the final phase of development work with this customer and when this is completed, the potential for sales of significant volumes of Quartzene is great.
- **Scalable production, stable costs, expected profits.** Historically, Svenska Aerogel has had very high costs relative to sales. The Company's production facilities are structured so that cost levels do not grow in line with increased sales, which mainly relates to personnel costs. This contributes to increasing margins for every krona the Company generates in sales and expects to create strong profitability over time. The ability to maintain low costs relative to sales also contributes to the fact that Svenska Aerogel is expected to show higher margins than comparable companies.

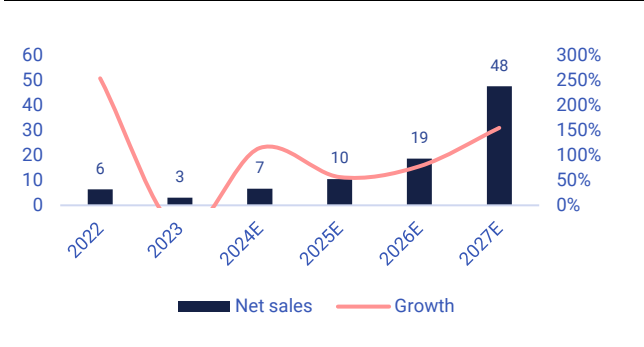
The Company is in an early commercial phase after several years of development of product, organization, and competence.

## Assumptions and estimates

### Strong market position creates good growth prospects

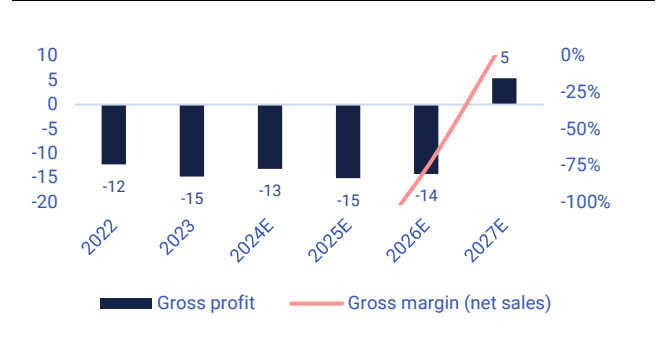
In 2024, we estimate sales of approximately SEK 6.7 million. Looking at the entirety of our estimate period, 2024-2032, we project a CAGR of 68.8%. A CAGR, 2023 - 2032, of 68.8% exceeds the underlying market, which is expected to grow by an average of 8% in the coming years. Svenska Aerogel is a growth company in an early commercial phase, which justifies a higher growth rate than the market in general.

**Net sales (SEKm) and growth (%)**



Source: Company information and Carlsquare estimates

**Gross profit (SEKm) and margin (%)**



Source: Company information and Carlsquare estimates

### Improvements in production

The Company has dedicated considerable effort to enhancing technical expertise and refining production processes. This effort has yielded several positive outcomes, including the elimination of bottlenecks, the establishment of continuous processes, equipment optimization, and the adoption of digital and autonomous operations.

Among these improvements, the most significant is the potential to boost production capacity by over 70% using the current production line. Furthermore, the existing plant's capacity could be raised to 600 tons per year from the current 225 tons per year, requiring just over 40% of the previously estimated investment. This revision significantly alters our projections for future investments, reducing them from SEK 55m to approximately SEK 25-30m to achieve a production capacity of 1000 tons per year.

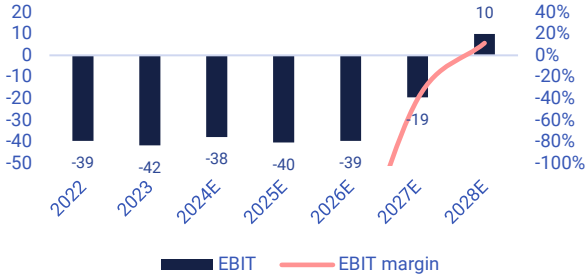
In addition to the capacity increase, production improvements also yield a substantial reduction in manufacturing costs, around 33%, leading to higher profit margins. This cost reduction allows us to anticipate a positive financial result as early as 2028, compared to our previous expectation of 2029.

### Profitability and cash-flow

During the estimate period, we expect the EBIT margin to grow from just over minus 600 percent in 2022 to stabilise at around 53 percent in 2032. An EBIT margin of 53 percent is higher than the reference group's average EBIT margin of around 15 percent (2022). The difference is because the companies in the peer group have more products in their range and thus lower margins at company level. We expect a positive cash flow from 2028 onwards. Further capital raises, or borrowing, will

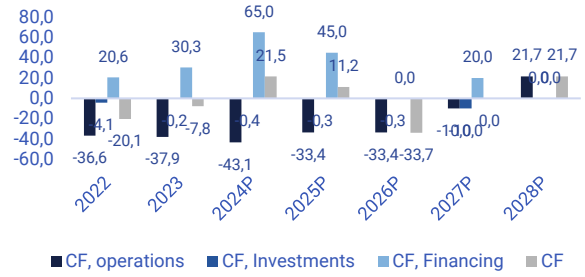
need to be carried out in our scenario, however, at a lower magnitude than previously estimated.

**EBIT (SEKm) and EBIT-margin (%) 2022-2028E**



Source: Company information and Carlsquare estimates

**Cash flow (SEKm) 2022-2028E**



Source: Company information and Carlsquare estimates

## Valuation

By combining a DCF valuation with a multiple valuation to an average, a motivated value per share of SEK 0.38 (0.35) is calculated for the coming 6-12 months. Our valuation corresponds to a 2027 EV/Sales multiple of 7.8x. The peer group is trading at EV/Sales 2024 of 1.6x.

## Motivated value within a range

### Upside given expected accelerating growth

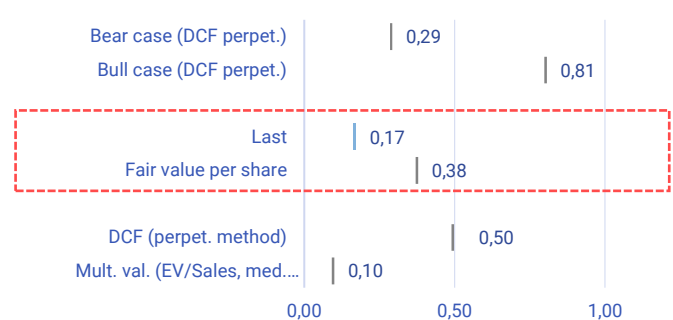
By combining a DCF valuation with a multiple valuation, a motivated value per share of SEK 0.38 (0.35) is calculated for the coming 6-12 months in a base scenario. In the valuation, the multiple value and the DCF value are weighted with 30 and 70 percent respectively. The upward revision of the fair value is due to higher short-term revenue growth estimates.

#### Fair value (SEK/Share), base-case

Currency, SEK		1,0
Mult. val. (EV/Sales, Avg. 2024)	SEK	0,10
DCF valuation	SEK	0,50
<b>Fair value per share</b>	<b>SEK</b>	<b>0,38</b>
Potential up-/downside		120%
Shares outstanding, fully financed, and diluted	M	1 273
<b>Equity value</b>	<b>SEKm</b>	<b>482</b>
Cash (last rep. Q)	SEKm	15,6
Debt (last rep. Q)	SEKm	-9,0
PV cash from equity financing	SEKm	104
<b>EV</b>	<b>SEKm</b>	<b>372</b>

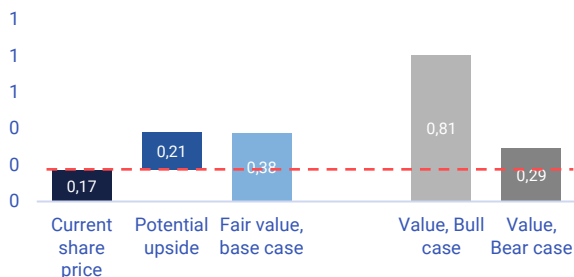
Source: Carlsquare estimates

#### Fair value within an interval (SEK/Share)



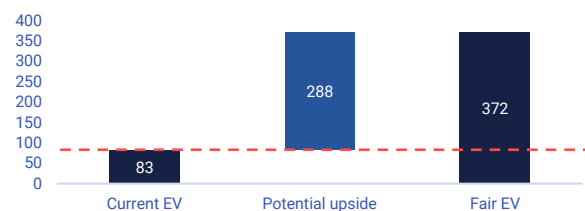
Source: Carlsquare estimates

#### Fair value (SEK/Share), Three scenarios



Source: Carlsquare estimates

#### Visualization EV, base case (SEKm)



Source: Carlsquare estimates

#### Implied multiples, base case

	NTM	2024P	2025P	2026P	2027P	2028P
EV/Sales	55,5x	55,5x	35,4x	19,9x	7,8x	4,2x
EV/EBITDA	NM	NM	NM	NM	NM	37,2x
EV/EBIT	NM	NM	NM	NM	NM	37,2x
P/E	NM	NM	NM	NM	NM	49,6x

## DCF valuation

### DCF-valuation, base case

DCF Valuation						
PV(UFCF)	SEKm	22	Disc. rate			
PV(TV)	SEKm	508	Risk free rate	2.3%	Tax adjust. interest on debt	10.1%
Enterprise value	SEKm	530	Market risk premium	6.7%	Leverage	41.0%
Net cash(+), last Q	SEKm	6.6	Size premium	4.2%	WACC	13.2%
Value, associated comps.	SEKm	0.0	Beta	1.2x	Comp. spec. premium	0.0%
Value, minority interest	SEKm	0.7	Req. return on equity	15.3%	<b>Discount rate</b>	<b>13.2%</b>
Shareholder value	SEKm	530	<b>Assumptions</b>			
PV(equity financing proceeds)	SEKm	104	CAGR. 2022-2032	68.8%		
Shareholder value, after financing	SEKm	634	EBITDA-margin. 2032	53.0%		
Current shares outstanding	M	398	EBIT-margin. 2032	53.0%		
New shares	M	875	Tax rate	20.6%		
Shares outstanding after financing and dilution	M	1 273	<b>Implied multiples</b>			
Value per share (before financing and dilution)	SEK	1.3	EV/Sales. NTM	78.7x	EV/EBITDA. NTM	NA
Value per share (after financing and dilution)	SEK	0.5	EV/Sales. 2024E	78.7x	EV/EBITDA. 2024E	NA
Currency	SEK/SEK	1.0	P/S. NTM	NA	EV/EBIT. NTM	NA
Value per share (before financing and dilution)	SEK	1.3	P/S. 2024E	NA	EV/EBIT. 2024E	NA
<b>Value per share (after financing and dilution)</b>	<b>SEK</b>	<b>0.50</b>	EV/Gross prof.. NTM	NA	P/E. NTM	NA
Potential up-/downside		189%	EV/Gross prof.. 2024E	NA	P/E. 2024E	NA

Source: Carlsquare estimates

## Multiple valuation

### Multiple valuation EV/Sales 2025, base case

	HQ	Mcap (SEKm)	CAGR, 2022-2025P	Avg. EBIT-marg. 2022-2025E	EV/Sales, 2024P
Aspen Aerogels, Inc.	US	730	50.6%	11%	NA
Cabot Corporation	US	3 523	-0.9%	16%	8.2x
Axalta Coating Systems Ltd.	US	5 258	4.1%	14%	11.8x
Huntsman Corporation	US	4 939	-5.3%	6%	20.5x
Eastman Chemical Company	US	9 140	-1.9%	14%	11.1x
The Chemours Company	US	4 324	-1.5%	14%	8.4x
Median		<b>4 939</b>	<b>-0.9%</b>	14%	1.4x
Average		4 718	9.3%	12%	1.5x
<b>Discount</b>					
Applied multiple					1.5x
Risk Adjusted sales, 2025E	SEKm				10.5
Enterprise value	SEKm				16
Net cash(+), last Q	SEKm				1.7
Value, associated comps.	SEKm				0.0
Value, minority interest	SEKm				0.7
PV(Cash from equity financing)	SEKm				103.1
Shareholder value, after financing	SEKm				127
Current shares outstanding	M				398
New shares	M				924.6
Shares outstanding after financing and dilution	M				1 322
Value per share (before financing and dilution)	SEK				0.1
Value per share (after financing and dilution)	SEK				0.1
Exchange rate	SEK/SEK				1.0
Value per share (before financing and dilution)	SEK				0.1
<b>Value per share (after financing and dilution)</b>	<b>SEK</b>				<b>0.10</b>

## Valuation Range

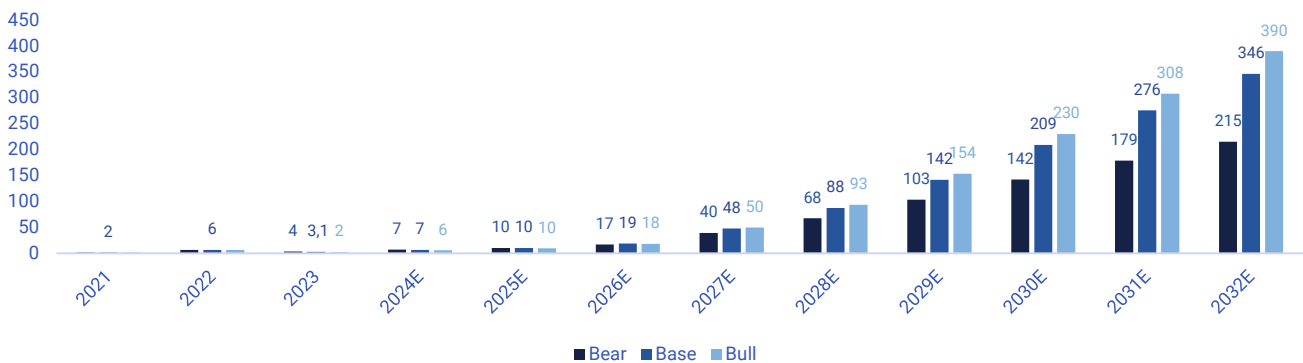
Our valuation in the base scenario corresponds to an EV/Sales multiple of 7.8x in 2027, which compares to the reference group of aerogels and chemicals companies trading at a current EV/Sales multiple of 1.6x.

In a more optimistic Bull scenario, we model a risk adjusted CAGR, 2023-2032, of 75.5 percent (base 68.6 percent) and an EBIT margin 2032 of 60.9 percent (base 53.0 percent). In the Bull scenario, our DCF model calculates a value per share of SEK 0.81.

In a more defensive Bear scenario, we model a CAGR, 2023-2032, of 56.8 percent and an EBIT margin in 2032 of 45.0 percent. In the Bear scenario, a value per share of SEK 0.29 is calculated using our DCF model.

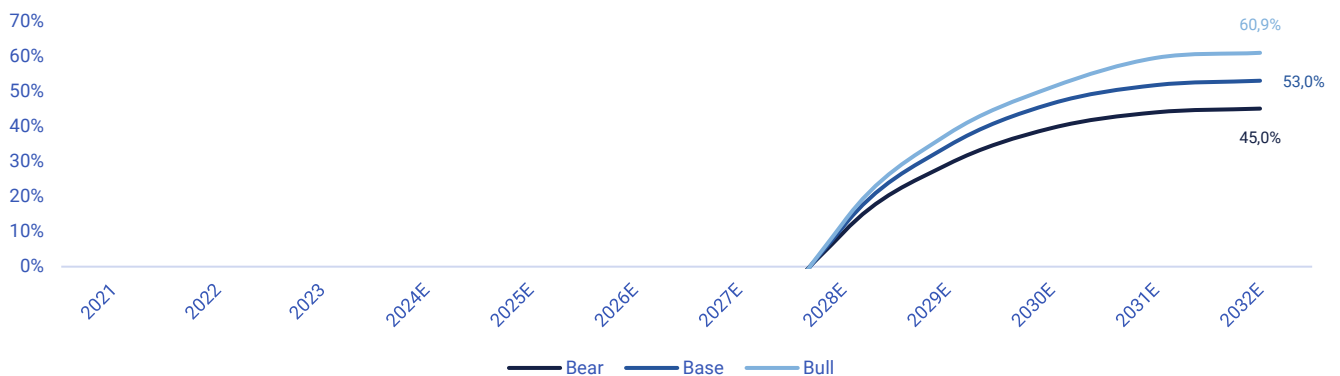
The assumed net sales and EBITDA margin development in the three scenarios is shown below.

### Net revenues (SEKm), three scenarios



Source: Company information and Carlsquare estimates

### EBIT-margin, three scenarios



Source: Company information and Carlsquare estimates

## Risks and challenges

Like any other company, Svenska Aerogel is exposed to risks and challenges. In our view, the most significant risk lies in the competitive landscape, which could potentially lead to delays in the commercialization of Quartzene and hinder the expected sales growth.

### Competition and financing are the main challenges

#### Competitive landscape

Svenska Aerogel operates in a highly competitive market with multiple players competing for market shares. According to the company, several competitors offer similar mesoporous solutions, and others are engaged in similar activities. Some of these competitors have greater financial and operational resources, giving them an advantage over Svenska Aerogel. They may find it easier to achieve their goals in areas like project development, market activities, and distribution. Moreover, their extensive financial resources allow them to allocate more capital to project development. The intense competition also poses a risk that Svenska Aerogel's solutions may not be preferred over alternatives, potentially requiring costly adjustments to investments and potential price reductions to stay competitive. Carlsquare identifies the competitive landscape as the most significant risk factor for the Company's business and the main obstacle to achieving a significant commercial breakthrough with Quartzene.

#### Funding needs

Svenska Aerogel is currently transitioning into the commercial phase after focusing primarily on research and development of Quartzene, which has led to negative results in the past. The Company's future performance hinges on successfully commercializing Quartzene and achieving satisfactory market penetration. Furthermore, broader market trends and global macro developments will also influence future economic results.

Until now, the Company has financed the business's development mainly through a number of capital acquisitions. Until the Company is self-financing through its cash flow, further capital raisings, or debt financing, may need to be implemented. According to our estimates, the Company will reach a positive cash flow around 2028. Hence, we estimate that further capital acquisitions or raising loans will be required.

#### Permits from authorities

The Company is dependent on meeting the requirements imposed by controlling authorities on the business regarding, for example, health and environment to operate the business according to the existing business plan and existing permits. At present, Svenska Aerogel holds, among other permits, permits to increase production to a maximum of 1,000 tons of dry product per year and to use wastewater systems up to 450 tons per year. If the Company does not fulfil these obligations, there is a risk that the Company will be fined and, in the worst case, lose its permits, which may have a negative impact on the business. Carlsquare considers the risk that the Company would not meet the requirements of the controlling authorities to be very low.

## Patent related risks

The production of Quartzene is protected by patents, which means that the value of the Company's assets depends on its ability to obtain future patents and defend existing ones. In order to best maintain the competitive advantages that Svenska Aerogel has through its patent portfolio, it is therefore important to avoid unauthorised use of existing and future patents and to maintain them. If this is not done, there is a risk of negative consequences in the form of reduced competitiveness and reduced value of the patents. Carlsquare considers the risk of failure in obtaining new patents and defending existing patents to be low.

## Development

An important part of Svenska Aerogel's development work is the further development of Quartzene. The development work is associated with costs, which are affected by the scope and duration of each development project. Should the costs of the development work exceed the budgeted costs, the Company could potentially risk the business being negatively affected. Carlsquare estimates the risk of actual costs for developing Quartzene exceeds budgeted costs as high. However, the financial impact is relatively limited, as the development costs are often financed in cooperation with the customer.

In addition to the rising costs associated with material development, there is a potential risk of revenue decline due to delays in customers' product development cycles. We perceive this risk as significant, although its likelihood may vary from one project to another. As a result, we have factored this risk into our estimates.

## Dependency of relevant competence and key personnel

Employees with high, relevant skills play essential roles in Svenska Aerogel. It is crucial to have a great understanding of the product on a technical level. Still, it is also important to be able to evaluate customer needs effectively. In addition to employees, key people on the board and management also have specific expertise in both technical factors and the Company's business area. Should one or more employees or key persons reduce or terminate their involvement in the Company, there is a risk that the expertise will be difficult and time-consuming to replace, which could have a negative impact on the Company.

# Key figures and accounts

## Key figures (SEK)

	2022	2023E	2024E	2025E	2026E	2027E	2028E
SEK/SEK	1.0	1.0	1.0	1.0	1.0	1.0	1.0
Share price	0.6	0.2	0.2	0.2	0.2	0.2	0.2
Market cap	156	80	80	80	80	80	80
EV	155	73	73	73	73	73	73
P/S	24.5x	25.6x	11.9x	7.6x	4.3x	1.7x	0.9x
P/E	NM	NM	NM	NM	NM	NM	20.5x
P/CF operations	NM	NM	NM	NM	NM	NM	3.7
EV/Sales	24.4x	23.5x	10.9x	7.0x	3.9x	1.5x	0.8x
EV/Gross profit	NM	NM	NM	NM	NM	13.6x	2.1x
EV/EBITDA	NM	NM	NM	NM	NM	NM	7.4x
EV/EBIT	NM	NM	NM	NM	NM	NM	7.4x
CSQ fair value per share	0.4	0.4	0.4	0.4	0.4	0.4	0.4
CSQ market cap	479.2	479.2	479.2	479.2	479.2	479.2	479.2
CSQ EV	478.6	481.6	460.1	448.8	482.6	482.6	460.9
P/S, CSQ implied	75.4x	153.8x	71.6x	45.7x	25.6x	10.0x	5.5x
P/E, CSQ implied	NM	NM	NM	NM	NM	NM	49.6x
P/CF operations, CSQ implied	-13.1x	-12.7x	-11.1x	-14.3x	-14.4x	-47.8x	22.1x
EV/Sales, CSQ implied	75.3x	154.6x	68.7x	42.8x	25.8x	10.1x	5.3x
EV/Gross profit, CSQ implied	-36.3x	-32.0x	-32.4x	83.5x	14.0x	6.6x	3.8x
EV/EBITDA, CSQ implied	NM	NM	NM	NM	NM	NM	46.4x
EV/EBIT, CSQ implied	NM	NM	NM	NM	NM	NM	46.4x
Shares outstanding (End of Period))	397.8	520.6	943.6	1322.4	1322.4	1322.4	1322.4
Shares outstanding, fully dil. (Avg)	272.9	459.2	732.1	1133.0	1322.4	1322.4	1322.4
EPS (SEK)	-0.71	-0.09	-0.04	-0.04	-0.03	-0.01	0.01
DPS (SEK)	0.00	0.00	0.00	0.00	0.00	0.00	0.00
BV per share (SEK)	109.7	48.5	34.5	28.2	-1.7	-16.3	-9.0
tBV per share (SEK)	151.9	80.6	47.1	27.6	21.3	26.4	24.0
EV per share (SEK)	0.6	0.2	0.1	0.1	0.1	0.1	0.1
Equity per share	0.2	0.1	0.0	0.0	0.0	0.0	0.0
Dividend yield	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
FCF yield	-23.5%	-47.6%	-54.1%	-42.0%	-41.9%	-12.6%	27.3%
FCF yield (unleveraged)	-25.5%	-44.2%	-51.3%	-38.4%	-38.6%	-26.2%	20.3%

Source: Company information and Carlsquare estimates

**Income Statement (SEKm), Quarterly**

	Q1, 23	Q2, 23	Q3, 23	Q4, 23	Q1, 24P	Q2, 24P	Q3, 24P	Q4, 24P
Net sales	1.5	0.3	0.4	1.0	1.5	1.6	1.7	1.9
Total revenue	1.5	0.3	0.4	1.0	1.5	1.6	1.8	2.0
Gross profit	-3.6	-3.5	-3.8	-3.8	-2.9	-3.1	-3.4	-3.8
EBITDA	-10.6	-11.8	-9.6	-9.6	-9.2	-9.5	-9.1	-9.9
Adj. EBITDA	-10.6	-11.8	-9.6	-9.6	-9.2	-9.5	-9.1	-9.9
EBIT	-10.6	-11.8	-9.6	-9.6	-9.2	-9.5	-9.1	-9.9
Adj. EBIT	-10.6	-11.8	-9.6	-9.6	-9.2	-9.5	-9.1	-9.9
EBT	-11.0	-12.2	-10.7	-10.2	-9.2	-9.5	-9.1	-9.9
Adj. EBT	-11.0	-12.2	-10.7	-10.2	-9.2	-9.5	-9.1	-9.9
Net profit/loss	-11.0	-12.2	-10.7	-10.2	-9.2	-9.5	-9.1	-9.9
Adj. Net profit/loss	-11.0	-12.2	-10.7	-10.2	-9.2	-9.5	-9.1	-9.9
Basic EPS adj. (SEK)	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>Growth</b>	<b>Q1, 23</b>	<b>Q2, 23</b>	<b>Q3, 23</b>	<b>Q4, 23</b>	<b>Q1, 24P</b>	<b>Q2, 24P</b>	<b>Q3, 24P</b>	<b>Q4, 24P</b>
Net sales	0%	0%	0%	0%	25%	10%	10%	10%
Total revenue	223%	-13%	-84%	-68%	3%	462%	330%	107%
Gross profit	21%	21%	-218%	-87%	21%	11%	9%	2%
EBITDA	-1%	-4%	-32%	2%	13%	19%	6%	-3%
EBIT	-1%	-4%	-32%	2%	13%	19%	6%	-3%
EBT	-2%	-5%	-40%	0%	17%	22%	15%	3%
Net profit/loss	-2%	-5%	-40%	0%	17%	22%	15%	3%
<b>Margins</b>	<b>Q1, 23</b>	<b>Q2, 23</b>	<b>Q3, 23</b>	<b>Q4, 23</b>	<b>Q1, 24P</b>	<b>Q2, 24P</b>	<b>Q3, 24P</b>	<b>Q4, 24P</b>
Gross margin	-247%	-1202%	-904%	-405%	-190%	-191%	-192%	-192%
EBITDA margin	-727%	-4033%	-2309%	-1014%	-613%	-580%	-506%	-504%
Adj. EBITDA margin	-727%	-4033%	-2309%	-1014%	-613%	-580%	-506%	-504%
EBIT margin	-727%	-4033%	-2309%	-1014%	-613%	-580%	-506%	-504%
Adj. EBIT margin	-727%	-4033%	-2309%	-1014%	-613%	-580%	-506%	-504%
EBT margin	-757%	-4178%	-2563%	-1074%	-613%	-580%	-506%	-504%
Adj. EBT margin	-757%	-4178%	-2563%	-1074%	-613%	-580%	-506%	-504%
Profit margin	-757%	-4178%	-2563%	-1074%	-613%	-580%	-506%	-504%
Adj. profit margin	-757%	-4178%	-2563%	-1074%	-613%	-580%	-506%	-504%

Source: Company information and Carlsquare estimates

**Income statement (SEKm), yearly**

	2022	2023E	2024E	2025E	2026E	2027E	2028E
Net sales	6.4	3.1	6.7	10.5	18.7	47.7	87.7
Total operating income	6.4	3.1	6.9	10.7	18.9	47.9	87.9
COGS	-18.6	-17.8	-20.1	-25.8	-33.1	-42.6	-53.4
Gross profit	-12.3	-14.7	-13.2	-15.1	-14.2	5.4	34.5
Other operating expenses, less COGS and D&A	-27.2	-26.9	-24.5	-25.2	-25.3	-24.7	-24.6
EBITDA	-39.5	-41.6	-37.7	-40.3	-39.5	-19.3	9.9
Adj. EBITDA	-39.5	-41.6	-37.7	-40.3	-39.5	-19.3	9.9
Dep. and amort.	0.0	0.0	0.0	0.0	0.0	0.0	0.0
EBIT	-39.5	-41.6	-37.7	-40.3	-39.5	-19.3	9.9
Adj. EBIT	-39.5	-41.6	-37.7	-40.3	-39.5	-19.3	9.9
Net finances	0.0	0.0	0.0	0.0	0.0	0.0	0.0
EBT	-39.5	-41.6	-37.7	-40.3	-39.5	-19.3	9.9
Adj. EBT	-39.5	-41.6	-37.7	-40.3	-39.5	-19.3	9.9
Tax	0.0	0.0	0.0	0.0	0.0	0.0	-0.3
Net profit/loss	-39.5	-41.6	-37.7	-40.3	-39.5	-19.3	9.7
Adj. net profit/loss	-39.5	-41.6	-37.7	-40.3	-39.5	-19.3	9.7
Basic EPS adj.	-0.7	-0.1	0.0	0.0	0.0	0.0	0.0
Fully diluted EPS adj.	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Shares, EoP	397.8	520.6	943.6	1322.4	1322.4	1322.4	1322.4
Shares, avg.	272.9	459.2	732.1	1133.0	1322.4	1322.4	1322.4
<b>Growth</b>	<b>2022</b>	<b>2023E</b>	<b>2024E</b>	<b>2025E</b>	<b>2026E</b>	<b>2027E</b>	<b>2028E</b>
Net sales	254.63%	-50.98%	115.00%	56.61%	78.25%	155.28%	83.81%
Tot. revenue	254.63%	-50.98%	121.43%	55.03%	76.78%	153.60%	83.45%
Gross profit	-14.45%	20.06%	-10.39%	14.19%	-5.88%	-137.91%	542.35%
EBITDA	1.37%	-5.44%	9.48%	-7.00%	2.02%	51.05%	151.37%
Adj. EBITDA	1.37%	-5.44%	9.48%	-7.00%	2.02%	51.05%	151.37%
EBIT	1.37%	-5.44%	9.48%	-7.00%	2.02%	51.05%	151.37%
Adj. EBIT	1.37%	-5.44%	9.48%	-7.00%	2.02%	51.05%	151.37%
EBT	1.37%	-5.44%	9.48%	-7.00%	2.02%	51.05%	151.37%
Adj. EBT	1.37%	-5.44%	9.48%	-7.00%	2.02%	51.05%	151.37%
Net profit/loss	1.37%	-5.44%	9.48%	-7.00%	2.02%	51.05%	150.01%
Adj. net profit	1.37%	-5.44%	9.48%	-7.00%	2.02%	51.05%	150.01%
Basic EPS adj.	-28.28%	-86.71%	-54.72%	-11.17%	-21.33%	-51.05%	-150.01%
<b>Margins</b>	<b>2022</b>	<b>2023E</b>	<b>2024E</b>	<b>2025E</b>	<b>2026E</b>	<b>2027E</b>	<b>2028E</b>
Gross profit	-193.00%	-472.71%	-191.30%	-140.91%	-75.02%	11.21%	39.26%
EBITDA margin	-621.12%	-1336.05%	-546.16%	-376.97%	-208.93%	-40.33%	11.29%
Adj. EBITDA margin	-621.12%	-1336.05%	-546.16%	-376.97%	-208.93%	-40.33%	11.29%
EBIT margin	-621.12%	-1336.05%	-546.16%	-376.97%	-208.93%	-40.33%	11.29%
Adj. EBIT margin	-621.12%	-1336.05%	-546.16%	-376.97%	-208.93%	-40.33%	11.29%
EBT margin	-621.12%	-1336.05%	-546.16%	-376.97%	-208.93%	-40.33%	11.29%
Adj. EBT margin	-621.12%	-1336.05%	-546.16%	-376.97%	-208.93%	-40.33%	11.29%
Profit margin	-621.12%	-1336.05%	-546.16%	-376.97%	-208.93%	-40.33%	10.99%
Adj. profit margin	-621.12%	-1336.05%	-546.16%	-376.97%	-208.93%	-40.33%	10.99%

EoP = End of Period. Source: Company information and Carlsquare estimates

## Balance sheet (SEKm)

	2022	2023E	2024E	2025E	2026E	2027E	2028E
Tot. intangible assets	11	8	7	5	3	1	0
Tot. tangible assets	41	37	35	31	28	35	32
Tot. other fixed assets	0	0	0	0	0	0	0
Total fixed assets	53	45	41	36	31	36	32
Inventories	2	2	1	1	3	6	10
Accounts Receivables	0	1	0	0	0	1	2
Other current assets	5	5	2	3	7	15	20
Cash	14	6	28	39	5	5	27
Total current assets	22	13	31	44	15	27	58
Total assets	<b>74</b>	<b>59</b>	<b>72</b>	<b>80</b>	<b>46</b>	<b>64</b>	<b>90</b>
Total equity	44	25	33	37	-2	-22	-12
Debt to creditors	5	4	24	24	24	44	44
Other long-term liabilities	8	3	3	3	3	3	3
Tot. long-term liabilities	13	8	28	28	28	48	48
Short-term debt to creditors	5	5	5	5	5	5	5
Accounts payable	2	2	1	2	3	7	10
Other short-term liabilities	11	18	5	8	12	25	39
Tot. short-term debt	18	26	11	14	20	37	54
Total debt	31	33	39	42	48	85	102
Tot. equity and debt	<b>74</b>	<b>59</b>	<b>72</b>	<b>80</b>	<b>46</b>	<b>64</b>	<b>90</b>
Liquidity	2022	2023E	2024E	2025E	2026E	2027E	2028E
Current ratio	1.2x	0.5x	2.8x	3.0x	0.7x	0.7x	1.1x
Cash ratio	0.8x	0.2x	2.5x	2.7x	0.2x	0.1x	0.5x
Leverage	2022	2023E	2024E	2025E	2026E	2027E	2028E
Net debt(+)/Net cash(-)	-1	2	-19	-30	3	3	-18
Net debt/EBITDA	NA	NA	NA	NA	NA	NA	NA
Net debt/Equity	NA	-0,1x	NA	NA	NA	NA	NA
Equity/Total Assets	59%	43%	45%	47%	NA	NA	NA
Efficiency	2022	2023E	2024E	2025E	2026E	2027E	2028E
ROA	-36%	-50%	-46%	-42%	-50%	-28%	10%
ROE	-59%	-96%	-103%	-92%	-179%	129%	-47%
ROIC	-48%	-49%	-59%	-62%	-76%	-77%	-31%

Source: Company information and Carlsquare estimates

## Cashflow statement (SEKm)

	2022	2023E	2024E	2025E	2026E	2027E	2028E
CF, operations b4 delta WC	-32,40	-35,96	-32,54	-35,18	-34,36	-14,48	13,42
Delta operating capital	-4,22	-1,92	-10,56	1,75	0,98	4,45	8,30
CF operations	-36,62	-37,88	-43,10	-33,43	-33,38	-10,02	21,72
CF investing	-4,12	-0,21	-0,38	-0,35	-0,34	-10,00	0,00
Free cash flow	-36,62	-37,88	-43,10	-33,43	-33,38	-10,03	21,72
CF financing	20,61	30,28	65,00	45,00	0,00	20,00	0,00
Cash flow	-16,01	-7,61	21,90	11,57	-33,38	9,97	21,72
Cash, BoP	34,17	14,05	6,03	27,57	38,79	5,07	5,04
Cash, EoP	18,16	6,45	27,93	39,14	5,41	15,03	26,77
Key ratios	2022	2023	2024E	2025E	2026E	2027E	2028E
CF operations/Total operating income	-576%	-1216%	-625%	-313%	-177%	-21%	25%
CF operations/EBITDA	93%	91%	114%	83%	85%	52%	219%

Source: Company information and Carlsquare estimates

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