

## Research Update: Q4 2024

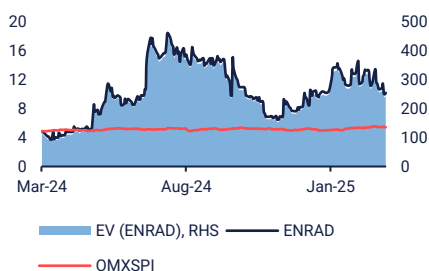
### ENRAD AB

Enrad develops, manufactures, and sells natural refrigerant chillers and heat pumps. Sales are made to customers in industrial buildings, offices and grocery stores in Sweden, Norway and Finland.

CEO: Andreas Bäckäng  
Chairman of the Board: Mats Åström  
www.enrad.se

Stock market list: Spotlight, Stockholm  
Last price: 10,20 SEK  
Market Cap: 275 MSEK  
Bloomberg: ENRAD:SS  
Refinitiv Eikon: ENRAD.ST

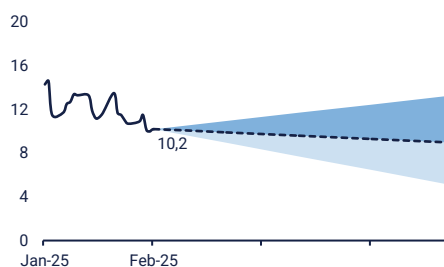
### SHARE PRICE DEVELOPMENT



	12M	YTD	6M	1M
Performance (%)	138	-3	-32	-30

Källa: S&P Capital IQ

### VALUATION RANGE



	BEAR	BASE	BULL
Fair value (SEK)	5,2	9,0	13,2
Potential (%)	-49	-12	30

Source: Carlsquare estimates

### CARLSQUARE EQUITY RESEARCH

Bertil Nilsson  
Senior Equity Analyst

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Equity Analyst

## Full steam ahead with capital injection in March

Enrad AB's net sales during Q4 2024 amounted to SEK 14.8 million, which was 6% above our estimate of SEK 14.0 million. Due to a lower gross margin and higher other costs, operating profit was around SEK 4 million lower than we had expected. In a base case scenario, the fair value per share is calculated at SEK 9.0, compared with the previous SEK 8.9 per share.

### Lower gross margin and higher costs weigh on Q4 results

Enrad AB ("Enrad" or the "Company") reported net sales of approximately SEK 14.8 million in Q4 2024, which exceeded our estimate of SEK 14.0 million by approximately 6%. Management expects continued strong growth in Q1 2025.

The gross profit of SEK 5.5 million in Q4 2024 was 25% lower than our estimate of SEK 7.3 million. The low gross margin of 37% compared to our estimated 52% is explained by strategic low-margin sales and the write-down of inventory value. EBIT for the fourth quarter was minus SEK 0.6 million, compared with our estimate of SEK 3.3 million. The profit deviation from our estimate of SEK 3.9 million can be broken down to SEK 1.8 million at gross profit and SEK 2.1 million in other external costs, personnel expenses and depreciation. Enrad is expanding production and has hired more staff during the period. Further growth in both sales and headcount is expected in FY 2025.

On 31 December 2024, the Company's cash amounted to SEK 4.7 million. At the end of Q4 2024, Enrad had cash tied up in receivables and inventories of SEK 26 million. As of 31 December 2024, this inventory was pledged to one of the main owners' companies for SEK 11 million. In March 2025, Enrad will carry out a fully guaranteed rights issue, which will raise almost SEK 26 million for the Company.

Norway has been Enrad's strongest market for FY 2024 and is expected to remain so in Q1 2025. Enrad has positioned itself as a niche player in natural refrigerants for refrigeration machines. The company also has a strong local sales organisation in Norway and maintains competitive prices, driving sales in otherwise weak Nordic markets.

### New fair value SEK 9.0 per share

We lower our net sales estimates for Enrad by 4% in 2025 and 2026 and by 1% in 2027. We also slightly increase our long-term revenue growth assumptions from 2029 to 2037. We assume a gross margin of 52% in 2025-2028, which declines from 50% in 2029 to 45% in 2034-2037. Our new fair value for the Enrad share rises to SEK 9.0 in the base case, compared with the previous SEK 8.9. The justified value of the share has been calculated by combining a cash flow valuation with a peer group valuation.

### Key figures (SEKm)

	2023	2024	2025E	2026E	2027E	2028E
Net revenues	29,6	43,1	66,8	106,9	149,6	202,0
Total revenues	30,3	44,0	67,9	108,1	150,9	203,4
Gross profit	15,1	21,9	35,8	56,8	79,1	106,4
EBITDA	2,0	1,3	11,7	27,5	39,1	53,4
EBIT	0,2	-1,1	10,3	25,6	36,8	50,6
Earnings before tax (EBT)	1,1	-1,4	10,0	25,6	37,4	52,1
EPS	0,04	-0,06	0,34	0,85	1,18	1,64
Adjusted EPS	0,04	-0,06	0,34	0,85	1,18	1,64
Net revenue growth	49%	46%	55%	60%	40%	35%
Gross margin	49%	49%	52%	52%	52%	52%
EBITDA margin	7%	3%	17%	25%	26%	26%
EBIT-margin	1%	-3%	15%	24%	24%	25%
EV/Sales	4,0x	5,8x	3,7x	2,3x	1,7x	1,2x
EV/EBITDA	59,9x	191,4x	21,2x	9,1x	6,4x	4,7x
EV/EBIT	567,8x	NM	24,2x	9,7x	6,8x	4,9x
P/E	111,0x	NM	30,4x	12,0x	8,7x	6,2x

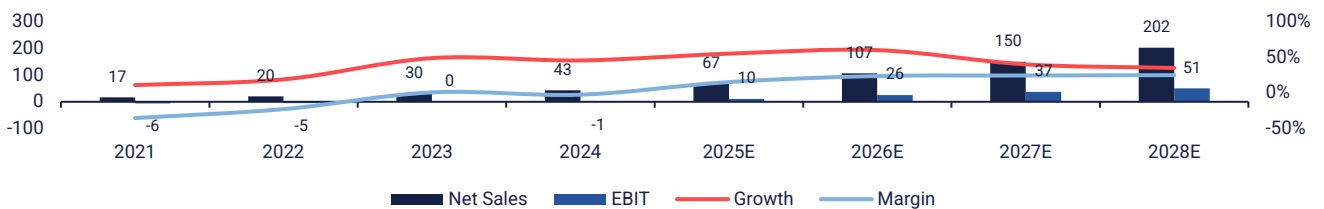
Source: Company information and Carlsquare estimates

# Investment case

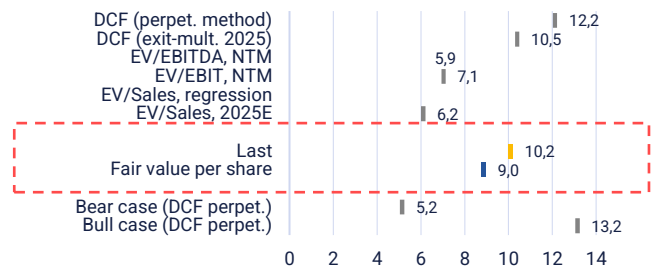
## Natural refrigerants have good long-term growth prospects

- Single row benefits from switch to natural refrigerants.** According to an EU directive, the heat pump and cooling pump industry must switch from synthetic refrigerants (HFCs and HFOs) to natural refrigerants by 2030. This is driven by a quota system where gradually less and less of the previous refrigerants can be sold and the supply of such products decreases. The EU and Sweden want to reduce greenhouse gas emissions, including emissions from refrigeration and heat pumps using synthetic refrigerants. The F-gas regulation has been implemented by the EU parliament. Synthetic refrigerants account for about 63% of global emissions of PFAS (chemicals that do not break down naturally).
- Enrad's CEO is an opinion leader for natural refrigerants in Sweden.** Andreas Bäckäng lives for this change and has his own podcast called "1.5 degrees", where he is now supported by the Company's Marketing Manager, Helena Davidsson Warvås. The podcast is widely used in secondary schools and vocational training in refrigeration and heating. Enrad has long worked with organic, industry-specific keywords on the Internet (SEO). The Company logo and name are trademarked in Europe, and many domains are being purchased for future expansion into new countries.
- Reorganization of industrial production.** Since 2021, Enrad's production of chillers and heat pumps has been streamlined from tailor-made units to machines that are largely assembled and fitted with purchased standard components. This has created the conditions for industrial production and the aftermarket. Enrad can build up stock and finance the capital tie-up with loans from the main owner. Now Enrad needs to expand its production facilities to accommodate the expected growth.
- Good conditions for strong sales in 2025.** About 60% of Enrad's sales come from Norway, 30% from Sweden and 10% from Finland. We estimate that the Company's net sales will increase by around 50% in 2025 compared to 2024. In addition to a strong order intake in Q1 2025, there is the possibility of increased sales in the Netherlands, a new market where Enrad is establishing itself, within nine to twelve months. With a gross margin of around 50%, Enrad's results should improve rapidly.

### Revenues and EBIT (SEKm). Base case scenario



- A fair value of SEK 9.0 per share is calculated for the next 6-12 months within a range of SEK 5.2-13.2 per share.
- Fair value corresponds to a 2025 EV/sales multiple of 3.2x.
- Fair value corresponds to an EV/EBIT of 20.8x for 2025.
- The peer group is traded at an EV/Sales 2025 of 2.3x.
- The peer group is traded at an EV/EBIT 2025 of 13.4x.

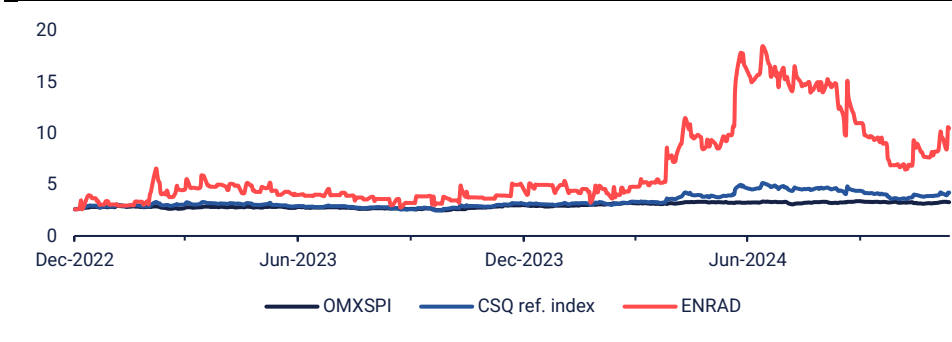


- The heating and cooling pump industry is conservative. It is dominated by large companies that have been in business for many years. Even if the product range is renewed with some regularity, the players in the industry are reluctant to implement major changes quickly.
- Purchasing components for refrigeration machines that use natural refrigerants is somewhat more expensive than for synthetic refrigerants. It is more difficult to find replaceable refrigerants in the synthetic segment. Enrad has a head start in switching to natural refrigerants and should be able to capitalise on it going forward.
- In February-March 2025, Enrad will conduct a guaranteed rights issue, which is expected to raise just under SEK 26 million.

## Share performance and valuation

The graph below shows the performance of Enrad's share compared to the OMXSPI. CSQ reference index. The share has outperformed the OMXSPI and CSQ benchmarks over the past year. It rose sharply on 25 April following a press release about orders for heat pump systems in Norway worth around SEK 5 million. The Enrad share reached a high of SEK 18.5 on July 15, 2024, but then fell sharply to a low of SEK 6.5 on October 30, 2024. Thereafter, the share price rose sharply again for a short period to SEK 13.8 on January 1, 2025. After a slightly lower high of SEK 13.5 on January 22, 2025, the share price fell to the SEK 10 level. The latter level corresponds to the subscription price of the rights issue carried out in March 2025.

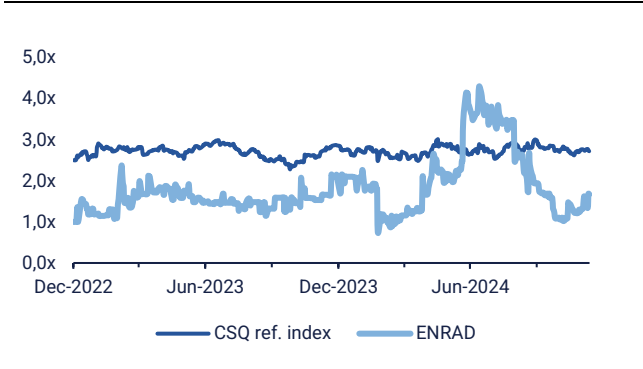
### Share price performance (Index 30 December 2022 = 2.6 SEK)



Sources: S&P Capital IQ and Carlsquare

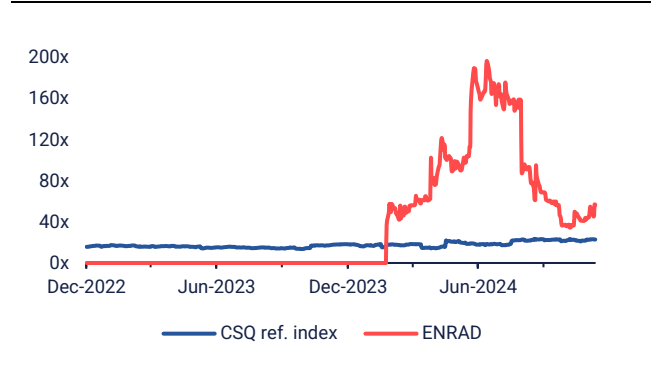
Valuation trends in relation to sales and earnings are shown below. The valuation multiples are calculated based on historical sales and 12-month rolling earnings.

### EV/Sales RTM



RTM/LTM = Rolling twelve months. Sources: S&P Capital IQ and Carlsquare

### EV/EBITDA RTM



Data missing for Enrad as the Company has negative profitability. RTM/LTM = Rolling twelve months. Sources: S&P Capital IQ and Carlsquare

## Assumptions and estimates

Swedish property owners and consumers were negatively affected by rising interest costs between 2022 and 2024. From the second half of 2024, we enter a new phase in which the Swedish Riksbank's interest rate cuts begin to ease the pressure on property companies, while consumers continue to hold tight to their wallets. New housing production has been particularly hard hit, falling to historically low levels. However, there has been some recovery since Q4 2024. Electricity prices are at historically low levels, while district heating prices have risen due to municipal price increases. This reduces the incentive for property owners to invest in energy-saving measures. At the same time, directives to phase out synthetic refrigerants are boosting Enrad's sales.

Enrad has been recruiting qualified personnel for its Norwegian subsidiary, where 60% of the Company's sales are generated since late 2023. The Norwegian market has specific conditions with a generally higher price level than in Sweden and Finland. Enrad maintains competitive prices, especially in Norway. Carlsquare's view is that the underlying market for heat pumps in the Nordic countries is currently weak due to the low level of construction activity.

For 2025 we have estimated net sales of SEK 16.0 million in Q1 2025 (covered by the order intake to date), SEK 17,7 million in Q2 2025, SEK 11.6 million in Q3 2025 and SEK 21.5 million in Q4 2025. This corresponds to revenue growth of 110% in Q1 2025 compared with Q1 2024 (previously 120% assumed growth), 40% in Q2 2025 compared with Q2 2024 (previously 60% assumed growth), and 45% in Q3 2025 compared with Q3 2024 and Q4 2025 compared with Q4 2024, respectively (previously 70% and 50% assumed growth). For the next full year, we have assumed 60% growth in 2026 versus 2025 as we expect a boost from sales in Netherlands this year (previously 40% assumed growth), 40% growth in 2027 versus 2026 (previously 65% assumed growth) and 35% growth in 2028 versus 2027 (previously 60% assumed growth). From 2029 to 2037, we have slightly increased our revenue growth assumptions for Enrad compared to our previous estimates. We have assumed that Enrad will maintain a gross margin of 52% over the period 2025-2028.

### Estimates and adjustments (SEKm)

	New estimates			Previous estimates			Change		
	2024E	2025E	2026E	2024E	2025E	2026E	2024E	2025E	2026E
Net revenues	66,8	106,9	149,6	69,6	111,4	150,4	-4%	-4%	-1%
Gross Profit	35,8	56,8	79,1	37,0	59,4	80,7	-3%	-4%	-2%
EBITDA	11,7	27,5	39,1	14,4	31,3	42,9	-18%	-12%	-9%
EBIT	10,3	25,6	36,8	12,9	29,6	40,9	-20%	-14%	-10%
EPS (SEK)	0,34	0,85	1,18	0,46	1,09	1,45	-27%	-22%	-19%

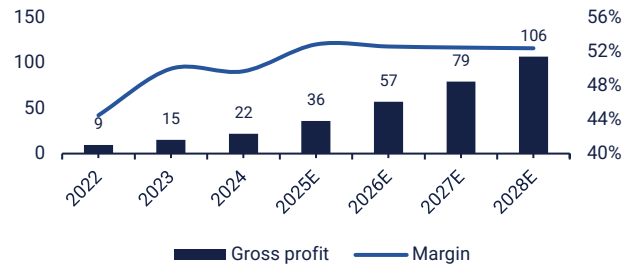
Source: Carlsquare estimates

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



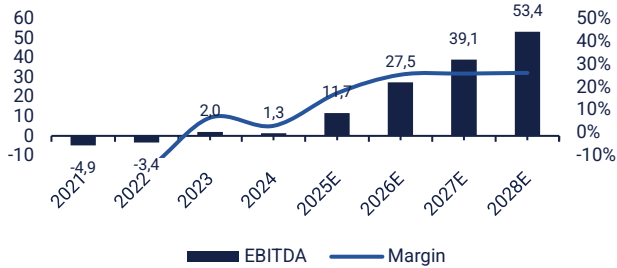
Source: Company information and Carlsquare estimates

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



Source: Company information and Carlsquare estimates

**EBITDA (SEKm) and margin (%)**



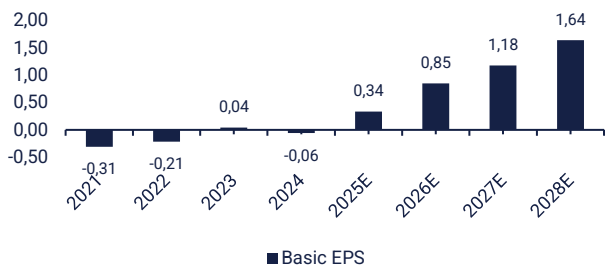
Source: Company information and Carlsquare estimates

**EBIT (SEKm) and margin (%)**



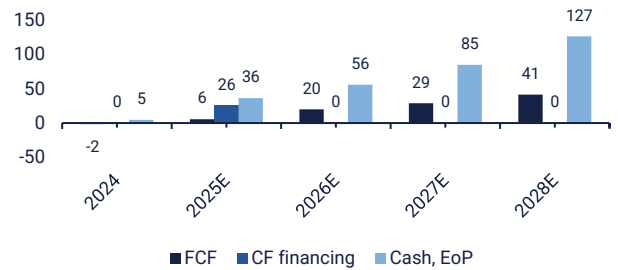
Source: Company information and Carlsquare estimates

**Earnings per share (SEK)**



Source: Company information and Carlsquare estimates

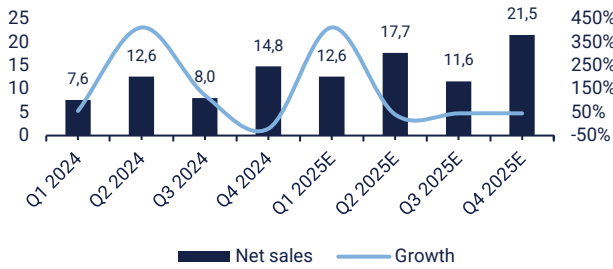
**Cash flow (SEKm)**



Source: Company information and Carlsquare estimates

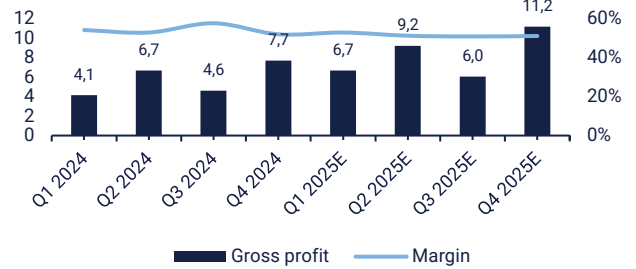
## Quarterly key figures

### Net revenues (SEKm) and growth (%)



Source: Company information and Carlsquare estimates

### Gross profit (SEKm) and growth (%)



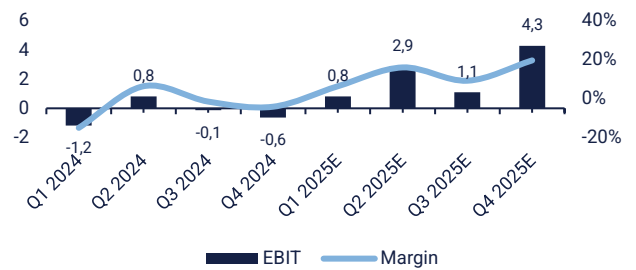
Source: Company information and Carlsquare estimates

### EBITDA (SEKm) and margin (%)



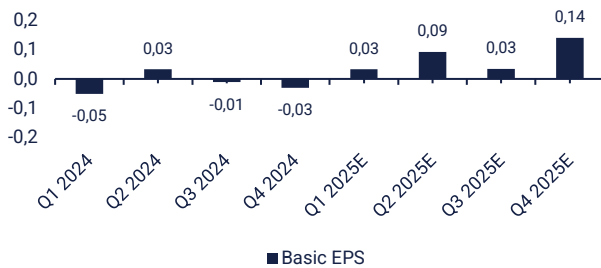
Source: Company information and Carlsquare estimates

### EBIT (SEKm) and margin (%)



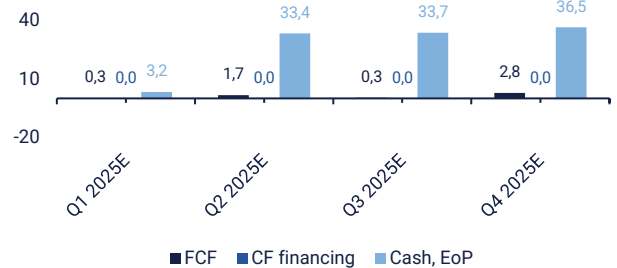
Source: Company information and Carlsquare estimates

### Earnings per share (SEK)



Source: Company information and Carlsquare estimates

### Cash flow (SEKm)



Source: Company information and Carlsquare estimates

## Valuation

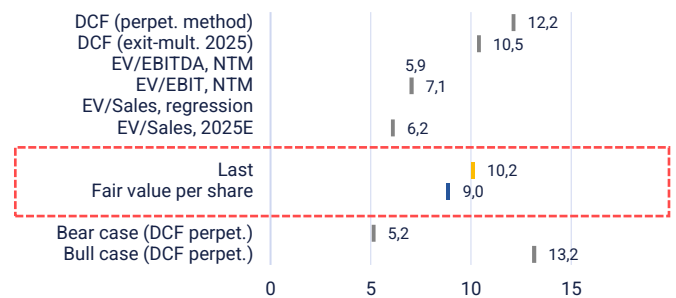
By combining a cash flow valuation with a multiple valuation, a base case fair value of SEK 9.0 per share is calculated for the next 6-12 months (previously SEK 8.9 per share). Our valuation is weighted with 40% on EV/Sales and 30% each on DCF (exit multiple) and the DCF valuation. In our new estimates after the Q4 report we have assumed a gross margin of 52% for the period 2025-2028. Thereafter the gross margin is assumed to decline from 50% in 2029 to 45% from 2034 until 2037.

### Fair market value (SEK/share). Base scenario

Currency, SEK/SEK		1,0
EV/Sales 2025E	SEK	6,2
DCF (exit-multiple 2025)	SEK	10,5
DCF valuation	SEK	11,1
Fair value per share	SEK	9,0
Potential up-/downside		-12%
Number of shares, financed, and diluted	MILL	27,0
Equity value	SEKm	242
Cash (last rep. Q)	SEKm	4,7
Debt (last rep. Q)	SEKm	0,0
PV cash from equity financing	SEKm	23,3
EV	SEKm	214

Source: Carlsquare estimates.

### Fair market value within a range (SEK/share)



Source: Carlsquare estimates.

Our base case valuation implies an EV/sales multiple of 3.2x in 2025 and an EV/EBIT multiple of 20.8x in 2025. The peer group trades at a median EV/sales multiple of 2.3x and EV/EBIT of 13.4x in 2025.

### Implied valuation multiples. base scenario

	2022	2023	NTM	2024E	2025E	2026E	2027E	2028E
EV/Sales	3,9x	5,7x	3,6x	3,2x	2,0x	1,4x	1,1x	0,8x
EV/EBITDA	NM	NM	22x	18,3x	7,8x	5,5x	4,0x	3,5x
EV/EBIT	NM	NM	27x	20,8x	8,4x	5,8x	4,2x	3,6x
P/E	NM	NM	28x	26,8x	10,5x	7,6x	5,5x	4,6x

Source: Carlsquare estimates

In a slightly more optimistic bull scenario, a fair value of SEK 13.2 per share is calculated (previously SEK 12.1 per share). In the more cautious bear scenario, a fair value of SEK 5.2 per share is calculated (previously SEK 4.3 per share). See table below for assumptions in the different scenarios.

### Growth and EBIT margins. three scenarios

	BEAR	BASE	BULL
<b>Revenue growth assumptions</b>			
CAGR. 2023-26	44,1%	51,4%	52,6%
CAGR. 2026-29	19,8%	24,7%	25,4%
CAGR. 2023-33	20,6%	24,4%	24,8%
<b>EBITDA margin assumptions</b>			
Average. 2024-26	11,4%	22,2%	24,0%
Average. 2027-29	9,6%	24,4%	26,5%
Average. 2024-33	11,4%	22,3%	23,6%
2032	12,4%	19,4%	19,8%
<b>Value per share (SEK)</b>	<b>5,2</b>	<b>9,0</b>	<b>13,2</b>

Source: Carlsquare estimates

## DCF valuation

### DCF-valuation. Base scenario

DCF-valuation						
PV(UFCF)	SEKm	173	Discount rate			
PV(TV)	SEKm	129	Risk free rate	2.3%	Tax Adjusted rate	4.8%
Enterprise value (EV)	SEKm	302	Market risk premium	6.1%	Loan-to-value	36.3%
Net cash (-). last quarter	SEKm	-4,7	Market cap premium	3.5%	WACC	9.9%
Value. associated companies	SEKm	0,0	Beta	1.1x	Company premium	3.9%
Value. minority interests	SEKm	0,0	Required return on eq.	12.9%	<b>Discount rate</b>	<b>13.9%</b>
Share value	SEKm	307	Assumptions			
Present value of newly issued shares	SEKm	23	CAGR. 2023-33E	24,4%		
Value per share after dilution	SEKm	330	EBITDA-marg. 2033E	20,5%		
Number of shares	M	27,0	EBIT-marginal. 2033E	19,3%		
New shares from equity financing	M	2,6	Tax rate	20,6%		
Number of shares after equity financing	M	29,6	Valuation multiples			
Value per share before dilution	SEK	11,4	EV/Sales. NTM	4,5x	EV/EBITDA. NTM	27,7x
Value per share after dilution	SEK	11,1	EV/Sales. 2025E	2,8x	EV/EBITDA. 2025E	11,4x
Currency	SEK/SEK	1,0	P/S. NTM	4,6x	EV/EBIT. NTM	31,9x
Value per share before dilution	SEK	11,4	P/S. 2025E	2,9x	EV/EBIT. 2025E	12,2x
<b>Value per share after dilution</b>	<b>SEK</b>	<b>11,1</b>	EV/Gross profit. NTM	8,7x	P/E. NTM	34,2x
Share price potential		9%	EV/Gross profit 2025E	5,4x	P/E. 2025E	13,8x

Source: Carlsquare estimates.

## Multiple valuation

### Multiple valuation median value EV/Sales 2025

	Mcap (SEKm)	CAGR. 22-25	Avg. EBITDA-m.. 23-25	EV/Sales. 2025P
Peer group. median value	7 266	7%	14%	2,5x
Peer group. average	14 694	7%	14%	2,3x
Discount				0,0%
Multiplle applied				2,5x
Nett revenues 2025E	SEKm			43
Enterprise Value (EV)	SEKm			107
Present value of enterprise value	SEKm			107
Net debt (+). last quarter	SEKm			5
Value of associates	SEKm			0
Value of minority interests	SEKm			0
Present value of new issue cash	SEKm			23
Share value after financing	SEKm			135
No of shares	MILLION			24,4
No of shares after share issues	MILLION			2,6
No of shares after full dilution	MILLION			27,0
Currency	SEK/SEK			1,0
<b>Value per share after dilution</b>	<b>SEK</b>			<b>5,0</b>

Source: S&P Capital IQ and Carlsquare estimates

### Multiple valuation. median values EV/Sales 2025E

	HQ	Mcap (EURm)	EV (EURm)	CAGR		Average EBITDA-marg.		EV/Sales		EV/EBITDA		EV/EBIT	
				2023-2026	2024-2026	NTM	2024E	NTM	2024E	NTM	2024E		
Trane Technologies	IE	76 246	79 921	6,8%	20,4%	3,9x	4,2x	19,5x	21,5x	21,4x	23,7x		
NIBE Industrier	SE	7 266	8 977	7,3%	15,9%	2,3x	2,5x	15,1x	19,5x	22,0x	31,9x		
A. O. Smith Corporation	US	9 171	9 125	2,9%	21,7%	2,5x	2,5x	11,8x	11,7x	13,0x	13,0x		
Beijer Ref	SE	7 286	8 380	9,3%	13,1%	2,3x	2,7x	18,0x	21,1x	22,5x	26,9x		
Lindab International	SE	1 366	1 745	4,9%	14,4%	1,4x	1,5x	10,7x	11,7x	17,3x	19,2x		
Systemair	SE	1 518	1 608	NA	14,0%	1,4x	n.m.	10,3x	n.m.	14,5x	n.m.		
Ecoclime Group	SE	4	1	12,5%	-0,5%	0,1x	0,1x	NA	NA	NA	NA		
<b>Median</b>		<b>7 266</b>	<b>8 380</b>	<b>7%</b>	<b>14%</b>	<b>2,3x</b>	<b>2,5x</b>	<b>13,4x</b>	<b>19,5x</b>	<b>19,3x</b>	<b>23,7x</b>		
Average		14 694	15 680	7%	14%	2,0x	2,2x	14,2x	17,1x	18,4x	22,9x		
<b>ENRAD (curr.)*</b>	<b>SE</b>	<b>22</b>	<b>21</b>	-	-	<b>3,7x</b>	<b>2,3x</b>	<b>22,4x</b>	<b>21,2x</b>	<b>23,7x</b>	<b>21,2x</b>		
<b>ENRAD (CSQ)*</b>	<b>SE</b>	<b>21</b>	<b>19</b>	<b>51%</b>	<b>23%</b>	<b>3,2x</b>	<b>5,7x</b>	<b>19,6x</b>	<b>NM</b>	<b>23,9x</b>	<b>NM</b>		

Source: S&P Capital IQ and Carlsquare estimates.



## Risks and challenges

### Marketing to a conservative sector

The heating and cooling pump industry is dominated by large companies that have been in business for many years. Even if the product range is renewed with some regularity, the players are reluctant to implement major changes quickly. They prefer to rely on proven products and solutions. The same applies to consultants, who can duplicate their knowledge of a certain type of established product and continue to bill many hours for it. Even installers are used to selling and installing market-dominating products that have been around for many years.

### Higher procurement costs and component shortages

The purchase of components for a heat and cooling pump system using natural refrigerant is slightly more expensive than the synthetic equivalent. It will therefore be more difficult to find a substitute refrigerant within the synthetic segment in the event of a reduction by 2030. This, together with the two F-Gas regulations adopted by the EU on 29 January 2024, is driving the transition to natural refrigerants.

### Can mortgage the inventory through the principal owner's company

Enrad can pledge approximately 100% of the inventory under an agreement with the main owner. Enrad's debt to group companies was 38% of the value of the inventory (raw materials and supplies) on 31 December 2024, compared to 39% one year ago. In mid-2024, Enrad was at a much higher level of inventory leverage of over 50 percent.

### Competition in natural refrigerants intensifies

We expect that established manufacturers will start developing their own products that can run on natural refrigerants. Some of Enrad's competitors have already done so. Other manufacturers have significantly greater financial resources than Enrad. These resources that can be used for marketing and for adapting production. One option for Enrad that would limit the need for new capital for expansion is to become a supplier of heat pumps and natural refrigerant chillers to other suppliers in the industry.

### Financial position

The Company has a strong majority owner who we expect will continue to lend to finance Enrad's operations. Enrad's cash was approximately SEK 4.7 million on 31 December 2024, but liquidity will increase to approximately SEK 30 million when the fully guaranteed rights issue is completed in March 2025.

### Low free float in the share

The ownership structure is concentrated in the hands of Gösta Welandson via the Company as the dominant owner with 76% of all shares. The share of Enrad's shares that can be traded on the stock exchange (free float) is only around 13%, according to Holdings. The low free float hampers trading in Enrad's shares.

## Financial statement and key figures

### Income Statement (SEKm)

	Q1 2024	Q2 2024	Q3 2024	Q4 2024	Q1 2025E	Q2 2025E	Q3 2025E	Q4 2025E
Net revenues	7,6	12,6	8,0	14,8	16,0	17,7	11,6	21,5
Total revenues	7,8	12,8	8,2	15,3	16,2	17,9	11,9	21,9
Gross Profit	4,1	6,7	4,6	7,7	8,3	9,2	6,0	11,2
EBITDA	-0,6	1,4	0,5	0,1	2,4	3,2	1,5	4,7
EBIT	-1,2	0,8	-0,1	-0,6	2,0	2,9	1,1	4,3
Earnings before tax (EBIT)	-1,2	0,8	-0,3	-0,7	1,9	2,8	1,0	4,2
Net profit	-1,2	0,8	-0,3	-0,7	1,8	2,5	0,9	3,8
Earnings per share	-0,05	0,03	-0,01	-0,03	0,07	0,09	0,03	0,14
<b>Growth rate</b>	<b>Q1 2024</b>	<b>Q2 2024</b>	<b>Q3 2024</b>	<b>Q4 2024</b>	<b>Q1 2025E</b>	<b>Q2 2025E</b>	<b>Q3 2025E</b>	<b>Q4 2025E</b>
Net revenues	55%	413%	123%	-20%	110%	40%	45%	45%
Total revenues	53%	385%	117%	-19%	109%	40%	45%	43%
Gross profit	58%	442%	133%	-16%	101%	38%	31%	45%
EBITDA	13%	NM	NM	-99%	NM	134%	191%	7981%
EBIT	-10%	NM	88%	-113%	NM	253%	NM	NM
EBT	-17%	NM	-92%	-116%	NM	248%	NM	NM
Net profit	-17%	NM	-92%	-116%	NM	213%	NM	NM
<b>Margins</b>	<b>Q1 2024</b>	<b>Q2 2024</b>	<b>Q3 2024</b>	<b>Q4 2024</b>	<b>Q1 2025E</b>	<b>Q2 2025E</b>	<b>Q3 2025E</b>	<b>Q4 2025E</b>
Gross margin	53%	52%	56%	51%	51%	51%	51%	51%
EBITDA-margin	-8%	11%	6%	0%	15%	18%	12%	21%
EBIT-margin	-15%	6%	-2%	-4%	13%	16%	9%	20%
EBT-margin	-16%	6%	-3%	-5%	12%	16%	9%	19%
Net profit margin	-16%	6%	-3%	-5%	11%	14%	8%	17%

Source: Company information and Carlsquare estimates.

**Income Statement (SEKm)**

	2022	2023	2024	2025E	2026E	2027E	2028E
Net revenues	19,9	29,6	43,1	66,8	106,9	149,6	202,0
Total revenues	21,0	30,3	44,0	67,9	108,1	150,9	203,4
Costs of goods sold	-11,6	-15,2	-22,2	-32,1	-51,3	-71,8	-97,0
Gross profit	9,3	15,1	21,9	35,8	56,8	79,1	106,4
Operating expenses less CSG and depreciation	-12,8	-13,1	-20,5	-24,1	-29,3	-40,0	-53,1
EBITDA	-3,4	2,0	1,3	11,7	27,5	39,1	53,4
Depreciation	-1,4	-1,8	-2,4	-1,4	-1,9	-2,3	-2,7
EBIT	-4,8	0,2	-1,1	10,3	25,6	36,8	50,6
Financial net	-0,4	0,9	-0,3	-0,3	0,0	0,6	1,5
Earnings before tax (EBT)	-5,2	1,1	-1,4	10,0	25,6	37,4	52,1
Tax expenses	0,0	0,0	0,0	-1,0	-2,6	-5,6	-7,8
Net profit	-5,2	1,1	-1,4	9,0	23,0	31,8	44,3
Adjusted Net profit	-5,2	1,1	-1,4	9,0	23,0	31,8	44,3
Profit assignable to parent company	-5,2	1,1	-1,4	9,0	23,0	31,8	44,3
Adjusted profit assignable to parent company	-5,2	1,1	-1,4	9,0	23,0	31,8	44,3
EPS	-0,21	0,04	-0,06	0,34	0,85	1,18	1,64
Adjusted EPS	-0,21	0,04	-0,06	0,34	0,85	1,18	1,64
EPS after dilution	-0,21	0,04	-0,06	0,34	0,85	1,18	1,64
No of shares (million). start of period	24,4	24,4	24,4	27,0	27,0	27,0	27,0
Average no of shares (million)	24,4	24,4	24,4	25,7	27,0	27,0	27,0
<b>Growth rate</b>	<b>2022</b>	<b>2023</b>	<b>2024</b>	<b>2025E</b>	<b>2026E</b>	<b>2027E</b>	<b>2028E</b>
Net revenues	19%	49%	46%	55%	60%	40%	35%
Total revenues	21%	44%	45%	54%	59%	40%	35%
Gross profit	31%	62%	44%	64%	58%	39%	35%
EBITDA	31%	NM	-34%	793%	134%	42%	36%
EBIT	22%	NM	-632%	NM	148%	44%	38%
EBT	9%	NM	-233%	NM	157%	46%	39%
Net Profit	9%	NM	-233%	NM	157%	38%	39%
Adjusted Net profit	9%	NM	-233%	NM	157%	38%	39%
EPS	31%	NM	-233%	NM	154%	38%	39%
Adjusted EPS	31%	NM	-233%	NM	154%	38%	39%
<b>Margins</b>	<b>2022</b>	<b>2023</b>	<b>2024</b>	<b>2025E</b>	<b>2026E</b>	<b>2027E</b>	<b>2028E</b>
Gross margin	44%	50%	50%	53%	53%	52%	52%
EBITDA margin	-16%	7%	3%	17%	25%	26%	26%
EBITA margin	0%	0%	0%	0%	0%	0%	0%
EBIT margin	-23%	1%	-3%	15%	24%	24%	25%
Net profit margin	-25%	4%	-3%	15%	24%	25%	26%
Adjusted Net profit margin	-25%	4%	-3%	13%	21%	21%	22%

Source: Company information and Carlsquare estimates.

**Balance Sheet (SEKm)**

	2021	2022	2023	2024	2025E	2026E	2027E	2028E
Total intangible assets	6,7	6,9	6,6	6,8	8,4	9,7	11,0	12,1
Total tangible assets	0,5	0,8	1,2	1,7	3,2	4,5	5,8	6,9
Total other fixed assets	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0
<b>Total fixed assets</b>	<b>7,2</b>	<b>7,7</b>	<b>7,8</b>	<b>8,5</b>	<b>11,5</b>	<b>14,3</b>	<b>16,8</b>	<b>19,1</b>
Inventory	6,5	8,3	13,0	15,2	15,5	16,2	16,8	17,7
Accounts receivable	2,1	7,7	7,3	11,1	11,3	11,7	12,1	12,6
Other current assets	0,3	0,4	1,0	1,3	1,4	1,5	1,6	1,8
Cash & cash equivalents	1,6	3,2	6,4	4,7	36,5	56,4	85,2	126,7
<b>Total current assets</b>	<b>10,5</b>	<b>19,7</b>	<b>27,7</b>	<b>32,3</b>	<b>64,7</b>	<b>85,7</b>	<b>115,8</b>	<b>158,8</b>
<b>Total assets</b>	<b>17,7</b>	<b>27,4</b>	<b>35,6</b>	<b>40,8</b>	<b>76,2</b>	<b>100,0</b>	<b>132,6</b>	<b>177,9</b>
Total equity	11,9	23,2	23,3	23,7	58,7	81,7	113,5	157,8
Provisions	0,5	0,0	0,0	0,0	0,0	0,0	0,0	0,0
Non-current liabilities to banks	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0
Other non-current liabilities	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0
<b>Total non-current liabilities</b>	<b>0,0</b>	<b>0,0</b>	<b>0,0</b>	<b>0,0</b>	<b>0,0</b>	<b>0,0</b>	<b>0,0</b>	<b>0,0</b>
Current liabilities to banks	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0
Accounts payable	0,9	1,5	2,7	1,9	2,0	2,1	2,2	2,3
Other current liabilities	4,4	2,7	9,6	15,2	15,5	16,2	16,9	17,8
<b>Total current liabilities</b>	<b>5,3</b>	<b>4,2</b>	<b>12,3</b>	<b>17,1</b>	<b>17,5</b>	<b>18,3</b>	<b>19,1</b>	<b>20,1</b>
<b>Total equity and liabilities</b>	<b>17,7</b>	<b>27,4</b>	<b>35,6</b>	<b>40,8</b>	<b>76,2</b>	<b>100,0</b>	<b>132,6</b>	<b>177,9</b>
<b>Liquidity</b>	<b>2 021</b>	<b>2 022</b>	<b>2023</b>	<b>2024</b>	<b>2025E</b>	<b>2026E</b>	<b>2027E</b>	<b>2028E</b>
Current ratio	197%	474%	226%	189%	370%	469%	607%	790%
Quick ratio	68%	262%	111%	93%	273%	373%	510%	693%
Cash from operations/current liabilities	NA	NA	NA	7%	58%	134%	176%	231%
<b>Debt</b>	<b>2 021</b>	<b>2 022</b>	<b>2023</b>	<b>2024</b>	<b>2025E</b>	<b>2026E</b>	<b>2027E</b>	<b>2028E</b>
Net debt (+)/net cash (-)	-1,6	-3,2	-6,4	-4,7	-36,5	-56,4	-85,2	-126,7
Net debt (+)/net cash (-) save leasing	-1,6	-3,2	-6,4	-4,7	-36,5	-56,4	-85,2	-126,7
Net debt/EBITDA	31%	94%	-322%	-357%	-311%	-205%	-218%	-237%
Net debt/Equity	0%	0%	0%	0%	0%	0%	0%	0%
Solvency ratio	67%	85%	65%	58%	77%	82%	86%	89%
<b>Return</b>	<b>2 021</b>	<b>2 022</b>	<b>2023</b>	<b>2024</b>	<b>2025E</b>	<b>2026E</b>	<b>2027E</b>	<b>2028E</b>
Return on Assets	-1%	-23%	3%	-4%	15%	26%	27%	29%
Return on Equity	-3%	-30%	5%	-6%	22%	33%	33%	33%
Return on Invested Capital	-1%	-19%	1%	-3%	22%	49%	64%	82%

Source: Company information and Carlsquare estimates.

**Cash flow (SEKm)**

	2024	2025E	2026E	2027E	2028E
Operating cash flow before working capital changes	2,7	10,4	24,9	34,1	47,0
Change in working capital	-1,5	-0,2	-0,4	-0,4	-0,5
Operating cash flow after working capital changes	1,1	10,2	24,5	33,7	46,5
Cash flow from Investments	-2,9	-4,5	-4,6	-4,8	-5,0
Free Cash flow	-1,7	5,7	19,9	28,9	41,5
Cash flow from financing activities	0,0	26,0	0,0	0,0	0,0
<b>Net Cash flow</b>	<b>-1,7</b>	<b>31,8</b>	<b>19,9</b>	<b>28,9</b>	<b>41,5</b>
Cash, Start of period	6,4	4,7	36,5	56,3	85,2
Cash End of period	4,7	36,5	56,3	85,2	126,7
<b>Key ratios</b>	<b>2024</b>	<b>2025E</b>	<b>2026E</b>	<b>2027E</b>	<b>2028E</b>
Change in working capital/Total revenues	-1%	0%	0%	0%	0%
Cash flow from operations/Total revenues	3%	15%	23%	22%	23%
Cash flow from operations/EBITDA	93%	87%	89%	86%	87%
Cash flow from Investments/Total revenues	-7%	-7%	-4%	-3%	-2%
Free Cash flow/EBITDA	-129%	49%	72%	74%	78%

Source: Company information and Carlsquare estimates.

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