

LAIQON AG

Germany | Financial Services | MCap EUR 116.0m

16 February 2023

UPDATE



Issuance of a EUR 5m convertible bond to finance growth; BUY

BUY (BUY)

Target price	EUR 9.00 (9.00)
Current price	EUR 7.76
Up/downside	16.0%



MAIN AUTHOR

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What's it all about?

LAIQON AG (LQAG) intends to issue convertible bonds in a total nominal amount of up to EUR 5.0m with a maturity of 4 years, excluding the subscription rights of shareholders. The bonds will carry an interest rate of 6.5% and have a conversion price of EUR 10.00. LQAG will use the proceeds to expand the multi-client capability of the Digital Asset Platform 4.0 and the wealth tech LAIC. These will serve the digital wealth segment as an enabler for its positioning as an asset management factory. This growth financing helps LQAG to position itself as an innovative quality leader in wealth management in Germany. We reiterate our BUY recommendation with an unchanged PT of EUR 9.00.

IMPORTANT. Please refer to the last page of this report for "Important disclosures" and analyst(s) certifications.

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LAIQON AG

Germany | Financial Services | MCap EUR 116.0m | EV EUR 128.7m

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Issuance of a EUR 5m convertible bond to finance growth; BUY

LAIQON issues 4-year convertible bond, coupon 6.50%, conversion price: EUR 10.00. LAIQON AG (LQAG) yesterday finalised the terms of the convertible bond (CB) it has agreed in principle to issue on 9 Feb. 2023. The company intends to issue CB in a total nominal amount of up to EUR 5.0m with a term of 4 years, excluding shareholders' subscription rights, by way of a private placement with a min. amount of EUR 100K.

Interest rate of 6.5% and a conversion price of EUR 10.00. The CBs will bear interest at a rate of 6.5% p.a. and will be paid semi-annually, commencing on 21 Aug. 2023. The CB is convertible into shares of the issuer for the first time in Nov. 2023. The conversion price is set at EUR 10.00 (c 29% above current stock price) and is subject to the usual market adjustment mechanisms from 2024 onwards. However, dilution protection is excluded for the year 2023.

Orders can be placed till 20 Feb. 2023, 4:00 p.m. Interested shareholders of the company are requested to place an order via their custodian bank with futurum bank AG as the institution accompanying the issue by no later than 20 Feb. 2023, 16:00 CET. The terms and conditions of issue and the basic information sheet (PRIIP-KID) are available at www.laiqon.ag in the investor relations section.

Use of issue proceeds for growth strategy 2023/25 2.0. LQAG will use the proceeds for its 2023/25 growth strategy 2.0, in particular to expand the multi-client capability of the Digital Asset Platform (DAP) 4.0 and the wealth tech LAIC. These will enable the digital wealth segment to position itself as an asset management factory. The DAP 4.0 enables LQAG to cover the entire client value chain and to scale it as required.

Conclusion: The CB is expected to benefit from positive equity movements and still offer value protection in the negative case. This growth financing also helps LQAG to position itself as an innovative quality leader in wealth management in Germany. The recent JV in wealth management with the 10th largest cooperative bank in Germany is a good sign that the company is on the right track. We reiterate our BUY recommendation with an unchanged PT of EUR 9.00.

LAIQON AG	2019	2020	2021	2022E	2023E	2024E
Sales	8.2	27.7	26.1	26.3	34.1	42.7
<i>Growth yoy</i>	3.9%	237.3%	-5.8%	0.5%	30.0%	25.0%
EBITDA	-10.5	6.6	4.3	-6.6	0.2	4.5
EBIT	-11.8	2.8	0.3	-10.7	-4.8	-0.2
Net profit	-0.1	-0.7	5.2	-7.5	-1.7	-0.1
Net debt (net cash)	0.3	10.6	12.7	17.0	16.4	13.0
Net debt/EBITDA	-0.0x	1.6x	3.0x	-2.6x	96.4x	2.9x
EPS reported	-0.01	-0.05	0.39	-0.50	-0.10	-0.00
DPS	0.00	0.00	0.00	0.00	0.00	0.00
<i>Dividend yield</i>	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Gross profit margin	94.8%	96.1%	89.7%	89.6%	90.5%	90.6%
EBITDA margin	-128.2%	23.6%	16.4%	-25.1%	0.5%	10.6%
EBIT margin	-143.5%	10.1%	1.3%	-40.8%	-14.0%	-0.5%
ROCE	-13.0%	3.1%	0.4%	-11.2%	-5.3%	-0.2%
EV/EBITDA	-11.0x	19.3x	30.1x	-20.2x	776.0x	28.5x
EV/EBIT	-9.9x	45.1x	373.1x	-12.4x	-27.7x	-656.6x
PER	-848.8x	-146.4x	20.1x	-15.4x	-78.1x	-2,321.6x
FCF yield	0.6%	-2.6%	17.8%	-8.1%	0.2%	2.2%

Source: Company data, AlsterResearch



Source: Company data, AlsterResearch

High/low 52 weeks 12.60 / 4.98
Price/Book Ratio 2.4x

Ticker / Symbols

ISIN DE000A12UP29
WKN A12UP2
Bloomberg LQAG:GR

Changes in estimates

		Sales	EBIT	EPS
2022E	old	26.3	-10.7	-0.50
	Δ	0.0%	na%	na%
2023E	old	34.1	-4.8	-0.11
	Δ	0.0%	na%	na%
2024E	old	42.7	-0.2	-0.00
	Δ	0.0%	na%	na%

Key share data

Number of shares: (in m pcs) 14.95
Book value per share: (in EUR) 3.25
Ø trading volume: (12 months) 20,000

Major shareholders

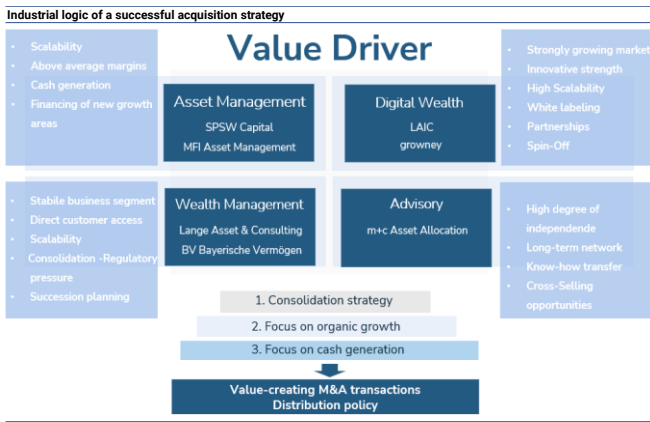
DEWB 21.0%
SPSW investors 10.0%
Plate Family Office (CEO) 10.0%
Free Float 51.0%

Company description

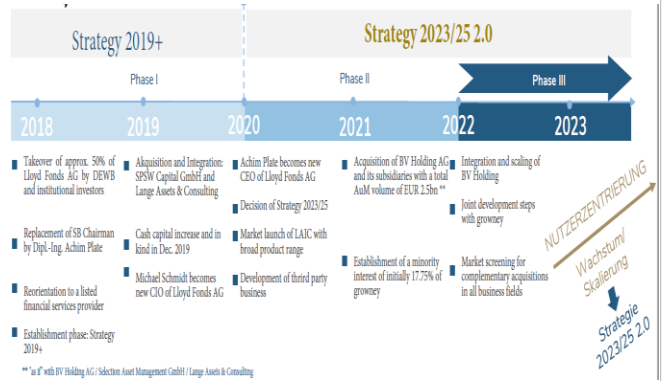
LAIQON (formerly Lloyd Fonds AG) is an independent asset and wealth manager with focus on actively managed non-benchmark funds as well as digitizing wealth management via its LAIC Advisor.

Investment case in six charts

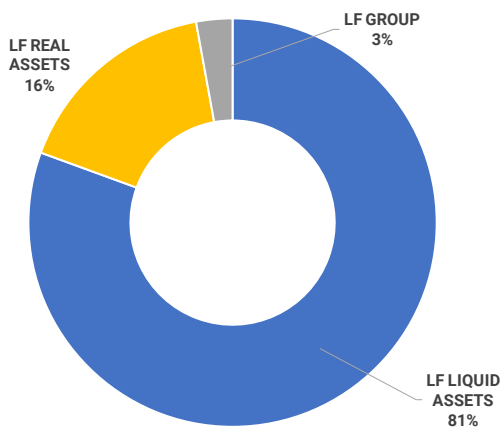
Industrial logic of a successful acquisition strategy



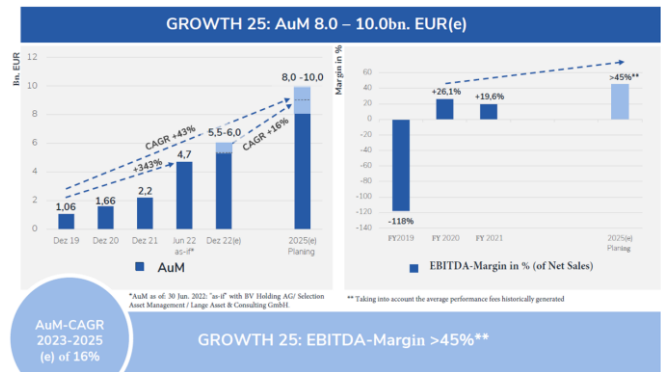
Group Strategy



Sales by segment in %



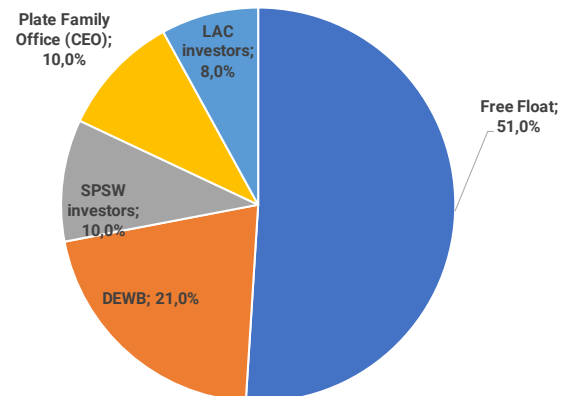
AuMs in EURm



Platform Strategy - Wealth Experience - UX

Clients	<ul style="list-style-type: none"> Focus on Evolving Customer Needs Focus is on the Client's Wealth Goals Dynamic Customer Segmentation Without Standards Permanent Availability of Modern Reporting Structures Service Excellence Centre and Contact Management
Wealth Solutions	<ul style="list-style-type: none"> Maximum Transparency in Asset Management Client-Specific Risk-Reward Profiles Product Portfolio Individualised in Article 8/9 Focus on Personal Sustainability Preferences Fully Individualised Risk Management
Wealth Products	<ul style="list-style-type: none"> Positioning as a Full-Service Provider Clear Defined and Scalable Strategies Product Portfolio consisting of Article 8/9 Solutions Optimised Investment Decisions Through Data and AI Forward-Looking Digital Solutions
Platform Strategy	<ul style="list-style-type: none"> DAP 4.0 Supports All Functions and Areas Digitally Supported Touch Points Data and KPI-Driven Marketing Digital Optimisation and Automation Potential

Major shareholder



Source: Company data; AlsterResearch

SWOT analysis

Strengths

- Among the largest independent asset and wealth management firms in Germany
- Broad product offering due to platform model
- Strategic management with innovative vision
- Proportion of fixed revenues on the rise
- Scalable business model
- AuM Growth above Industry

Weaknesses

- Some funds have fallen more than market in the 2022 downturn
- High personal costs in a market downturn
- Relative high cost-income ratio
- Premium to peer group

Opportunities

- Market recovery could lead to fund inflows
- Outperformance of funds could lead to inflows
- Platform model with cross selling opportunities
- Active management could cushion sell-off
- Company should benefit from latest acquisitions

Threats

- Prolonged bear market could lead to fund outflows
- Underperformance of funds could lead to outflows
- Weak performance would lead to lower performance fees
- Integration of acquired companies could last longer than expected
- Higher interest rates and taxes likely to lead to lower stock returns in the future

FCF Yield Model

Due to the fact that companies rarely bear sufficient resemblance to peers in terms of geographical exposure, size or competitive strength and in order to adjust for the pitfalls of weak long-term visibility, an Adjusted Free Cash Flow analysis (Adjusted FCF) has been conducted.

The adjusted Free Cash Flow Yield results in a fair value between EUR -5.32 per share based on 2022E and EUR 5.70 per share on 2026E estimates.

The main driver of this model is the level of return available to a controlling investor, influenced by the cost of that investors' capital (opportunity costs) and the purchase price – in this case the enterprise value of the company. Here, the adjusted FCF yield is used as a proxy for the required return and is defined as EBITDA less minority interest, taxes and investments required to maintain existing assets (maintenance capex).

FCF yield in EURm	2022E	2023E	2024E	2025E	2026E
EBITDA	-6.6	0.2	4.5	6.9	7.7
- Maintenance capex	1.4	1.3	1.3	1.2	1.2
- Minorities	-1.3	-0.3	-0.0	0.2	0.4
- tax expenses	-1.0	-0.2	-0.0	0.2	0.5
= Adjusted FCF	-5.7	-0.6	3.2	5.2	5.6
Actual Market Cap	135.8	135.8	135.8	135.8	135.8
+ Net debt (cash)	17.0	16.4	13.0	6.9	-0.8
+ Pension provisions	0.0	0.0	0.0	0.0	0.0
+ Off B/S financing	0.0	0.0	0.0	0.0	0.0
- Financial assets	18.4	18.4	18.4	18.4	18.4
- Acc. dividend payments	0.0	0.0	0.0	0.0	0.0
<i>EV Reconciliations</i>	-1.4	-1.9	-5.3	-11.5	-19.2
= Actual EV'	134.4	133.9	130.5	124.3	116.6
Adjusted FCF yield	-4.2%	-0.5%	2.5%	4.2%	4.8%
base hurdle rate	7.0%	7.0%	7.0%	7.0%	7.0%
ESG adjustment	0.0%	0.0%	0.0%	0.0%	0.0%
adjusted hurdle rate	7.0%	7.0%	7.0%	7.0%	7.0%
Fair EV	-81.0	-9.1	46.3	74.4	80.5
- <i>EV Reconciliations</i>	-1.4	-1.9	-5.3	-11.5	-19.2
Fair Market Cap	-79.6	-7.2	51.7	85.9	99.7
No. of shares (million)	14.9	17.5	17.5	17.5	17.5
Fair value per share in EUR	-5.32	-0.41	2.95	4.91	5.70
Premium (-) / discount (+)	-168.6%	-105.3%	-62.0%	-36.8%	-26.6%

Sensitivity analysis FV

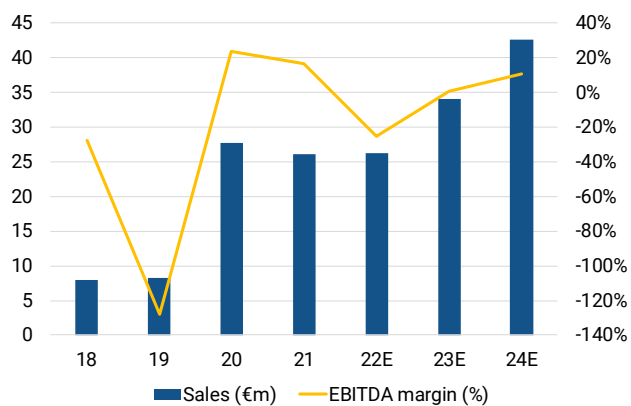
	5.0%	-7.5	-0.6	4.0	6.6	7.5
Adjusted hurdle rate	6.0%	-6.2	-0.5	3.4	5.6	6.5
7.0%	-5.3	-0.4	3.0	4.9	5.7	
8.0%	-4.6	-0.3	2.6	4.4	5.1	
9.0%	-4.1	-0.3	2.4	4.0	4.7	

Source: Company data; AlsterResearch

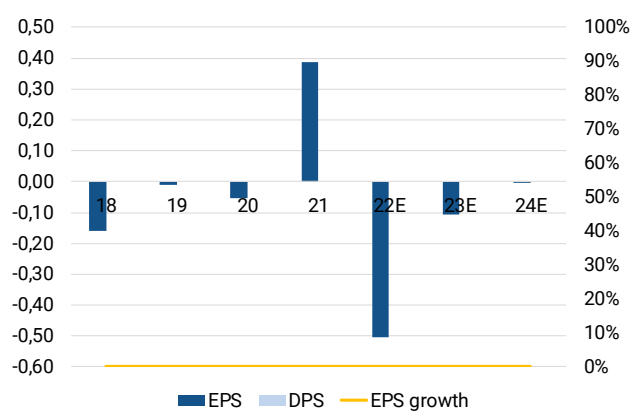
Simply put, the model assumes that investors require companies to generate a minimum return on the investor's purchase price. The required after-tax return equals the model's hurdle rate of 7.0%. Anything less suggests the stock is expensive; anything more suggests the stock is cheap. **ESG adjustments might be applicable, based on the overall Leeway ESG Score. A high score indicates high awareness for environmental, social or governance issues and thus might lower the overall risk an investment in the company might carry. A low score on the contrary might increase the risk of an investment and might therefore trigger a higher required hurdle rate.**

Financials in six charts

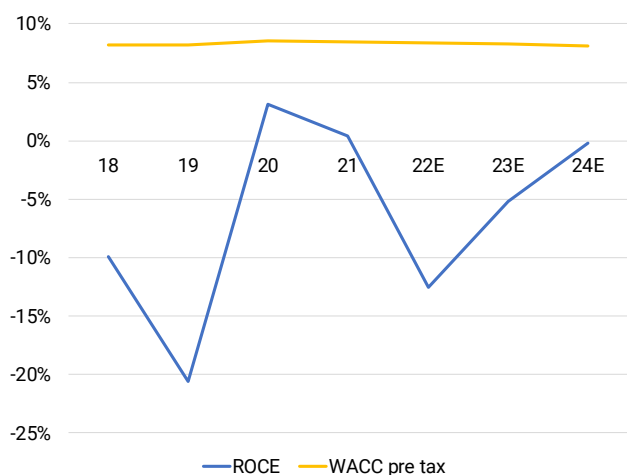
Sales vs. EBITDA margin development



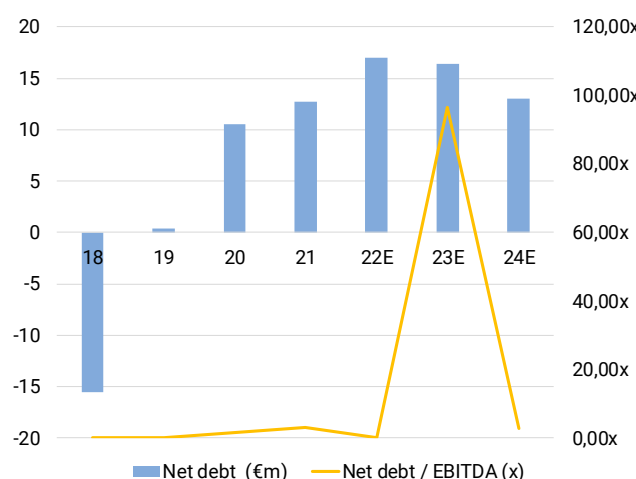
EPS, DPS in EUR & yoy EPS growth



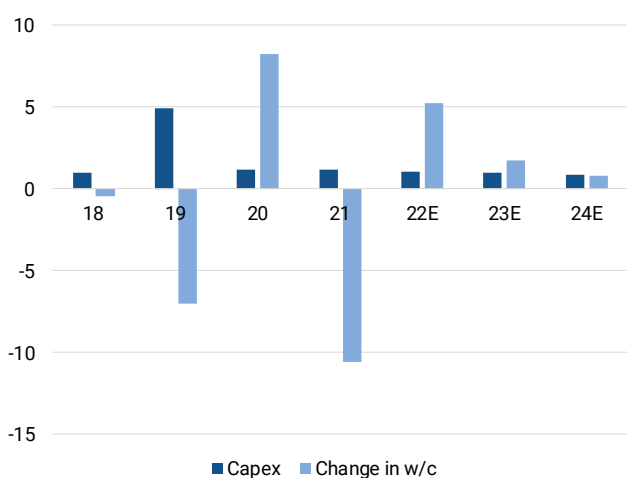
ROCE vs. WACC (pre tax)



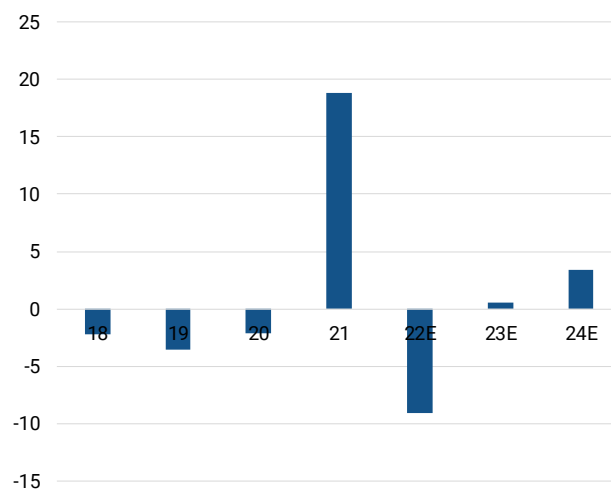
Net debt and net debt/EBITDA



Capex & chgn in w/c requirements in EURm



Free Cash Flow in EURm



Source: Company data; AlsterResearch

Financials

Profit and loss (EURm)	2019	2020	2021	2022E	2023E	2024E
Net sales	8.2	27.7	26.1	26.3	34.1	42.7
Sales growth	3.9%	237.3%	-5.8%	0.5%	30.0%	25.0%
Change in finished goods and work-in-process	0.0	0.0	0.0	0.0	0.0	0.0
Total sales	8.2	27.7	26.1	26.3	34.1	42.7
Material expenses	0.4	1.1	2.7	2.7	3.2	4.0
Gross profit	7.8	26.7	23.4	23.5	30.9	38.7
Other operating income	0.0	0.0	0.0	0.0	0.0	0.0
Personnel expenses	8.7	11.7	11.3	19.1	18.8	21.3
Other operating expenses	9.6	8.4	7.8	11.0	11.9	12.8
EBITDA	-10.5	6.6	4.3	-6.6	0.2	4.5
Depreciation	0.9	1.8	1.6	1.4	1.3	1.3
EBITA	-11.4	4.8	2.7	-8.0	-1.2	3.2
Amortisation of goodwill and intangible assets	0.3	2.0	2.3	2.7	3.6	3.4
EBIT	-11.8	2.8	0.3	-10.7	-4.8	-0.2
Financial result	6.7	-5.8	6.1	0.9	2.5	0.1
Recurring pretax income from continuing operations	-5.1	-3.0	6.4	-9.8	-2.3	-0.1
Extraordinary income/loss	0.0	0.0	0.0	0.0	0.0	0.0
Earnings before taxes	-5.1	-3.0	6.4	-9.8	-2.3	-0.1
Taxes	-5.0	-4.0	-0.2	-1.0	-0.2	-0.0
Net income from continuing operations	-0.1	1.0	6.6	-8.9	-2.0	-0.1
Result from discontinued operations (net of tax)	0.0	0.0	0.0	0.0	0.0	0.0
Net income	-0.1	1.0	6.6	-8.9	-2.0	-0.1
Minority interest	0.0	-1.7	-1.5	1.3	0.3	0.0
Net profit (reported)	-0.1	-0.7	5.2	-7.5	-1.7	-0.1
Average number of shares	10.17	13.27	13.33	14.95	17.50	17.50
EPS reported	-0.01	-0.05	0.39	-0.50	-0.10	-0.00

Profit and loss (common size)	2019	2020	2021	2022E	2023E	2024E
Net sales	100%	100%	100%	100%	100%	100%
Change in finished goods and work-in-process	0%	0%	0%	0%	0%	0%
Total sales	100%	100%	100%	100%	100%	100%
Material expenses	5%	4%	10%	10%	10%	9%
Gross profit	95%	96%	90%	90%	90%	91%
Other operating income	0%	0%	0%	0%	0%	0%
Personnel expenses	106%	42%	43%	73%	55%	50%
Other operating expenses	117%	30%	30%	42%	35%	30%
EBITDA	-128%	24%	16%	-25%	1%	11%
Depreciation	11%	6%	6%	5%	4%	3%
EBITA	-139%	17%	10%	-30%	-3%	8%
Amortisation of goodwill and intangible assets	4%	7%	9%	10%	11%	8%
EBIT	-143%	10%	1%	-41%	-14%	-0%
Financial result	82%	-21%	23%	3%	7%	0%
Recurring pretax income from continuing operations	-62%	-11%	25%	-37%	-7%	-0%
Extraordinary income/loss	0%	0%	0%	0%	0%	0%
Earnings before taxes	-62%	-11%	25%	-37%	-7%	-0%
Taxes	-61%	-14%	-1%	-4%	-1%	-0%
Net income from continuing operations	-1%	4%	25%	-34%	-6%	-0%
Result from discontinued operations (net of tax)	0%	0%	0%	0%	0%	0%
Net income	-1%	4%	25%	-34%	-6%	-0%
Minority interest	0%	-6%	-6%	5%	1%	0%
Net profit (reported)	-1%	-3%	20%	-29%	-5%	-0%

Source: Company data; AlsterResearch

Balance sheet (EURm)	2019	2020	2021	2022E	2023E	2024E
Intangible assets (exl. Goodwill)	57.6	56.2	54.8	72.0	68.4	65.0
Goodwill	0.0	0.0	0.0	0.0	0.0	0.0
Property, plant and equipment	12.8	11.5	9.9	9.6	9.3	8.8
Financial assets	13.2	16.8	19.3	18.4	18.4	18.4
FIXED ASSETS	83.7	84.5	84.0	100.0	96.1	92.2
Inventories	0.0	0.0	0.0	0.0	0.0	0.0
Accounts receivable	4.1	18.9	6.2	6.5	7.5	8.2
Other current assets	2.6	1.8	9.9	9.9	9.9	9.9
Liquid assets	14.5	8.4	16.3	11.0	8.6	9.0
Deferred taxes	0.0	0.0	0.5	0.5	0.5	0.5
Deferred charges and prepaid expenses	0.0	0.0	0.0	0.0	0.0	0.0
CURRENT ASSETS	21.2	29.1	33.0	28.0	26.5	27.6
TOTAL ASSETS	104.8	113.7	117.0	127.9	122.6	119.8
SHAREHOLDERS EQUITY	38.1	37.9	43.3	61.0	59.0	58.9
MINORITY INTEREST	3.1	4.9	5.1	5.1	5.1	5.1
Long-term debt	14.1	17.7	18.3	15.0	15.0	12.0
Provisions for pensions and similar obligations	0.0	0.0	0.0	0.0	0.0	0.0
Other provisions	34.7	27.8	0.3	1.3	1.7	2.1
Non-current liabilities	48.8	45.5	18.6	16.3	16.7	14.1
short-term liabilities to banks	0.7	1.3	10.7	13.0	10.0	10.0
Accounts payable	4.1	3.7	25.3	18.7	17.8	17.6
Advance payments received on orders	0.0	0.0	0.0	0.0	0.0	0.0
Other liabilities (incl. from lease and rental contracts)	-3.2	6.9	0.0	0.0	0.0	0.0
Deferred taxes	13.2	12.6	13.9	15.5	15.5	15.5
Deferred income	0.1	0.9	0.0	0.1	0.3	0.4
Current liabilities	14.8	25.5	50.0	47.3	43.6	43.5
TOTAL LIABILITIES AND SHAREHOLDERS EQUITY	104.8	113.7	117.0	129.8	124.4	121.6

Balance sheet (common size)	2019	2020	2021	2022E	2023E	2024E
Intangible assets (excl. Goodwill)	55%	49%	47%	56%	56%	54%
Goodwill	0%	0%	0%	0%	0%	0%
Property, plant and equipment	12%	10%	8%	7%	8%	7%
Financial assets	13%	15%	16%	14%	15%	15%
FIXED ASSETS	80%	74%	72%	78%	78%	77%
Inventories	0%	0%	0%	0%	0%	0%
Accounts receivable	4%	17%	5%	5%	6%	7%
Other current assets	3%	2%	8%	8%	8%	8%
Liquid assets	14%	7%	14%	9%	7%	7%
Deferred taxes	0%	0%	0%	0%	0%	0%
Deferred charges and prepaid expenses	0%	0%	0%	0%	0%	0%
CURRENT ASSETS	20%	26%	28%	22%	22%	23%
TOTAL ASSETS	100%	100%	100%	100%	100%	100%
SHAREHOLDERS EQUITY	36%	33%	37%	48%	48%	49%
MINORITY INTEREST	3%	4%	4%	4%	4%	4%
Long-term debt	13%	16%	16%	12%	12%	10%
Provisions for pensions and similar obligations	0%	0%	0%	0%	0%	0%
Other provisions	33%	24%	0%	1%	1%	2%
Non-current liabilities	47%	40%	16%	13%	14%	12%
short-term liabilities to banks	1%	1%	9%	10%	8%	8%
Accounts payable	4%	3%	22%	15%	14%	15%
Advance payments received on orders	0%	0%	0%	0%	0%	0%
Other liabilities (incl. from lease and rental contracts)	-3%	6%	0%	0%	0%	0%
Deferred taxes	13%	11%	12%	12%	13%	13%
Deferred income	0%	1%	0%	0%	0%	0%
Current liabilities	14%	22%	43%	37%	36%	36%
TOTAL LIABILITIES AND SHAREHOLDERS EQUITY	100%	100%	100%	101%	101%	102%

Source: Company data; AlsterResearch

Cash flow statement (EURm)	2019	2020	2021	2022E	2023E	2024E
Net profit/loss	-11.8	1.9	6.6	-8.9	-2.0	-0.1
Depreciation of fixed assets (incl. leases)	1.3	3.7	3.9	1.4	1.3	1.3
Amortisation of goodwill	0.0	0.0	0.0	0.0	0.0	0.0
Amortisation of intangible assets	0.0	0.0	0.0	2.7	3.6	3.4
Others	4.9	1.8	-1.1	1.9	0.4	0.4
Cash flow from operations before changes in w/c	-5.6	7.3	9.4	-2.8	3.3	5.1
Increase/decrease in inventory	0.0	0.0	0.0	0.0	0.0	0.0
Increase/decrease in accounts receivable	0.9	-14.2	2.4	-0.3	-1.0	-0.7
Increase/decrease in accounts payable	3.4	1.9	1.8	-6.6	-0.9	-0.2
Increase/decrease in other w/c positions	2.7	4.1	6.3	1.7	0.2	0.1
Increase/decrease in working capital	7.0	-8.3	10.6	-5.2	-1.7	-0.8
Cash flow from operating activities	1.4	-0.9	20.0	-8.0	1.6	4.3
CAPEX	-4.9	-1.2	-1.2	-1.1	-1.0	-0.9
Payments for acquisitions	0.0	0.0	0.0	0.0	0.0	0.0
Financial investments	-46.7	0.0	-0.1	-0.9	0.0	0.0
Income from asset disposals	-4.6	0.3	0.1	0.0	0.0	0.0
Cash flow from investing activities	-56.2	-0.9	-1.1	-1.9	-1.0	-0.9
Cash flow before financing	-54.8	-1.9	18.9	-10.0	0.5	3.4
Increase/decrease in debt position	4.6	-0.8	-14.0	-1.1	-3.0	-3.0
Purchase of own shares	0.0	0.0	0.0	0.0	0.0	0.0
Capital measures	18.0	0.0	0.0	12.6	0.0	0.0
Dividends paid	0.0	0.0	0.0	0.0	0.0	0.0
Others	20.7	0.1	5.0	-6.9	0.0	0.0
Effects of exchange rate changes on cash	3.4	0.0	0.0	0.0	0.0	0.0
Cash flow from financing activities	46.6	-0.7	-9.0	4.6	-3.0	-3.0
Increase/decrease in liquid assets	-8.2	-2.6	9.8	-5.3	-2.5	0.4
Liquid assets at end of period	9.1	6.5	16.3	11.0	8.6	9.0

Source: Company data; AlsterResearch

Regional sales split (EURm)	2019	2020	2021	2022E	2023E	2024E
Domestic	8.2	27.7	26.1	26.3	34.1	42.7
Europe (ex domestic)	0.0	0.0	0.0	0.0	0.0	0.0
The Americas	0.0	0.0	0.0	0.0	0.0	0.0
Asia	0.0	0.0	0.0	0.0	0.0	0.0
Rest of World	0.0	0.0	0.0	0.0	0.0	0.0
Total sales	8.2	27.7	26.1	26.3	34.1	42.7

Regional sales split (common size)	2019	2020	2021	2022E	2023E	2024E
Domestic	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
Europe (ex domestic)	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
The Americas	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Asia	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Rest of World	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Total sales	100%	100%	100%	100%	100%	100%

Source: Company data; AlsterResearch

Ratios	2019	2020	2021	2022E	2023E	2024E
Per share data						
Earnings per share reported	-0.01	-0.05	0.39	-0.50	-0.10	-0.00
Cash flow per share	0.05	-0.20	1.38	-0.63	0.01	0.17
Book value per share	3.75	2.85	3.25	4.08	3.37	3.37
Dividend per share	0.00	0.00	0.00	0.00	0.00	0.00
Valuation						
P/E	-848.8x	-146.4x	20.1x	-15.4x	-78.1x	-2,321.6x
P/CF	169.8x	-38.2x	5.6x	-12.3x	627.2x	45.7x
P/BV	2.1x	2.7x	2.4x	1.9x	2.3x	2.3x
Dividend yield (%)	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
FCF yield (%)	0.6%	-2.6%	17.8%	-8.1%	0.2%	2.2%
EV/Sales	14.1x	4.6x	4.9x	5.1x	3.9x	3.0x
EV/EBITDA	-11.0x	19.3x	30.1x	-20.2x	776.0x	28.5x
EV/EBIT	-9.9x	45.1x	373.1x	-12.4x	-27.7x	-656.6x
Income statement (EURm)						
Sales	8.2	27.7	26.1	26.3	34.1	42.7
yoy chg in %	3.9%	237.3%	-5.8%	0.5%	30.0%	25.0%
Gross profit	7.8	26.7	23.4	23.5	30.9	38.7
Gross margin in %	94.8%	96.1%	89.7%	89.6%	90.5%	90.6%
EBITDA	-10.5	6.6	4.3	-6.6	0.2	4.5
EBITDA margin in %	-128.2%	23.6%	16.4%	-25.1%	0.5%	10.6%
EBIT	-11.8	2.8	0.3	-10.7	-4.8	-0.2
EBIT margin in %	-143.5%	10.1%	1.3%	-40.8%	-14.0%	-0.5%
Net profit	-0.1	-0.7	5.2	-7.5	-1.7	-0.1
Cash flow statement (EURm)						
CF from operations	1.4	-0.9	20.0	-8.0	1.6	4.3
Capex	-4.9	-1.2	-1.2	-1.1	-1.0	-0.9
Maintenance Capex	0.9	1.8	1.6	1.4	1.3	1.3
Free cash flow	-3.5	-2.1	18.8	-9.1	0.5	3.4
Balance sheet (EURm)						
Intangible assets	57.6	56.2	54.8	72.0	68.4	65.0
Tangible assets	12.8	11.5	9.9	9.6	9.3	8.8
Shareholders' equity	38.1	37.9	43.3	61.0	59.0	58.9
Pension provisions	0.0	0.0	0.0	0.0	0.0	0.0
Liabilities and provisions	49.4	46.8	29.3	29.3	26.7	24.1
Net financial debt	0.3	10.6	12.7	17.0	16.4	13.0
w/c requirements	-0.1	15.2	-19.1	-12.2	-10.3	-9.4
Ratios						
ROE	-0.2%	2.7%	15.3%	-14.5%	-3.5%	-0.1%
ROCE	-13.0%	3.1%	0.4%	-11.2%	-5.3%	-0.2%
Net gearing	0.9%	27.9%	29.4%	27.8%	27.9%	22.1%
Net debt / EBITDA	-0.0x	1.6x	3.0x	-2.6x	96.4x	2.9x

Source: Company data; AlsterResearch

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