Ogunsen

Tough Q2, but it's not getting worse

- Organic sales decline of 7% y-o-y
- EBIT margin of 4.6% (7.1%)
- Recruitment profitability under pressure

Unexpected drop in profitability, but demand is still OK

Q2 numbers were weaker than expected for sales (-5% vs ABGSCe) and especially for EBIT (-49% vs ABGSCe), as profitability in the recruitment business area was clearly lower y-o-y with an EBIT margin of 20% (34.5%). This could be an effect of a few deals not going as planned, or signs of high competition in a depressed market that leads to price pressure. We think the latter is more likely. There is currently no clear trend in demand: Q3 has started on the same level as in Q2, and in Q2 the demand pictured improved every month, meaning the situation is not getting worse. Rather, it paints a cautiously optimistic picture for H2e. Cash flow was strong from favourable working capital movements, and the company still has SEK 40m in cash after the dividend payout of SEK 37m in Q2.

We cut EBIT by 20% for '24e, less for '25e

Market data shows a similar picture to that described by management. Sales were down 11% y-o-y (sequential improvement from -12% y-o-y in Q1). The short- and long-term outlook also improved slightly versus Q1, when companies in the sector were asked about demand for the coming quarter and year. To us, it does not sound alarming, rather that we are close to a turnaround. We cut our '24e EBIT by 20% on the back of the disappointing Q2, but think Ogunsen can deliver solid profitability in '25e (we forecast an 8.9% EBIT margin), and only lower EBIT by 8% for that year.

'25e EV/EBIT of 7x with a dividend yield of 10%

On our revised numbers the company is trading at a '25e P/E of 10x, EV/EBIT of 7x and a dividend yield of 10%. We argue that Ogunsen is slightly less cyclical than the overall industry because of its focus on specialised assignments within economics and finance, which has historically led to stable profitability over business cycles.

Reason: Post-results comment

Commissioned research

Not rated

Services

Estimate changes (%)

	2024e	2025e	2026e
Sales	-2.5	-2.5	-2.6
EBIT	-20.3	-8.4	-7.1
EPS	-20.3	-8.4	-7.1

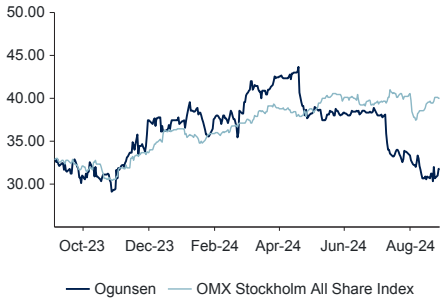
Source: ABG Sundal Collier

OGUN.B-SE/OGUNB SS

Share price (SEK)	2/9/2024	33.80
MCap (SEKm)		358
MCap (EURm)		29
No. of shares (m)		9.8
Free float (%)		90.3
Av. daily volume (k)		7

Next event Q3 Report 8 November 2024

Performance



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SEKm	2022	2023	2024e	2025e	2026e
Sales	506	513	491	520	543
EBITDA	72	57	44	56	62
EBITDA margin (%)	14.2	11.1	8.9	10.8	11.4
EBIT adj.	63	47	34	46	52
EBIT adj. margin (%)	12.4	9.2	7.0	8.9	9.5
Pretax profit	62	47	34	46	52
EPS	4.57	3.47	2.49	3.36	3.75
EPS adj.	4.57	3.47	2.49	3.36	3.75
Sales growth (%)	20.2	1.3	-4.2	5.7	4.4
EPS growth (%)	33.2	-24.0	-28.4	35.1	11.6

Source: ABG Sundal Collier, Company Data

	2024e	2025e	2026e
P/E (x)	13.6	10.1	9.0
P/E adj. (x)	13.6	10.1	9.0
P/BVPS (x)	4.77	4.31	4.12
EV/EBITDA (x)	7.6	5.8	5.2
EV/EBIT adj. (x)	9.7	7.0	6.2
EV/sales (x)	0.68	0.63	0.59
ROE adj. (%)	33.0	45.0	46.7
Dividend yield (%)	7.7	10.1	10.9
FCF yield (%)	10.9	12.0	13.3
Le. adj. FCF yld. (%)	8.8	9.9	11.1
Net IB debt/EBITDA (x)	-0.7	-0.7	-0.7
Le. adj. ND/EBITDA (x)	-1.2	-1.1	-1.1

Disclosures and analyst certifications are located on pages 8-9 of this report.
This research product is commissioned and paid for by the company covered in this report. As such, this report is deemed to constitute an acceptable minor non-monetary benefit (i.e. not investment research) as defined in MiFID II.

Company description

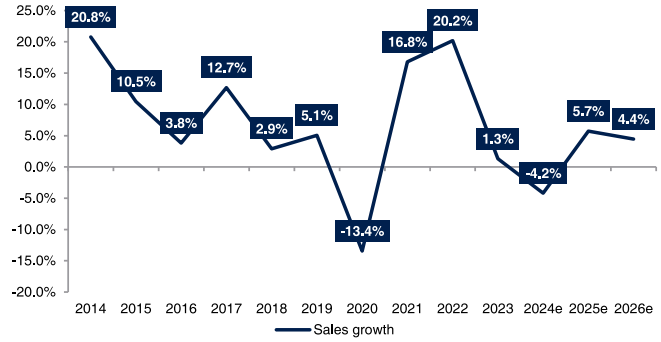
Ogunsen is a staffing and recruitment company focused on providing mainly specialists and managers to companies in Finance, IT, HR and Supply Chain. In general, Ogunsen has a larger share of recruitment than traditional staffing companies. It was founded by Per Ogunro in 1993 with the aim of finding employment for bankers in the Swedish bank crisis. Many of Ogunsen's recruiters and sales personnel have experience in their respective focus areas.

Sustainability information (in Swedish)

Risks

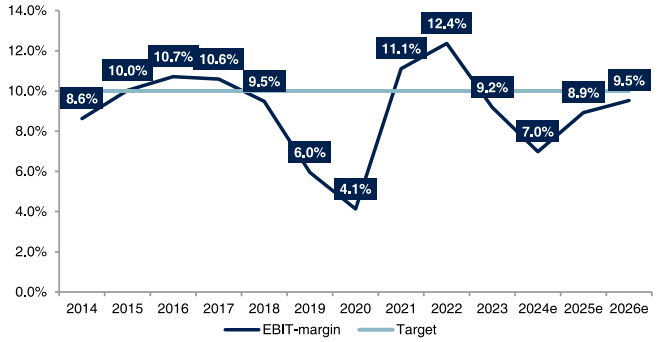
Staffing companies are in general contracted as a flexible part of a company's workforce. Their services are therefore attractive when the economy is expanding and the quick addition of labour is needed for businesses to meet customer demand. Therefore, Ogunsen is naturally sensitive to changes in the business cycle.

Group sales growth y-o-y, %



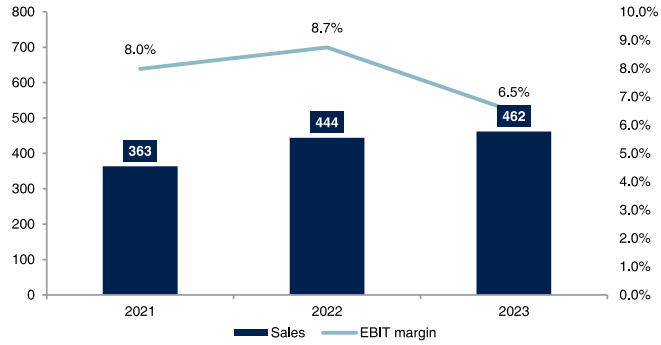
Source: ABG Sundal Collier, company data

Group EBIT margin & target, %



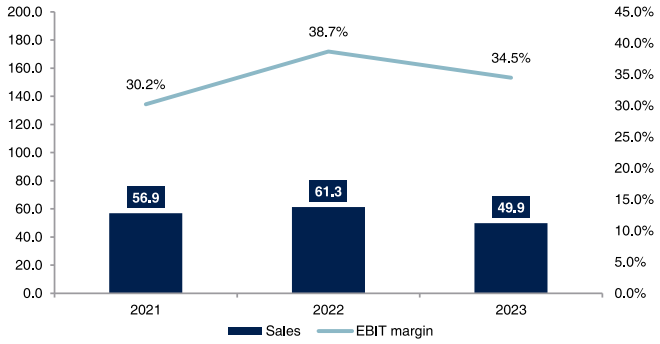
Source: ABG Sundal Collier, company data

Consultancy sales, SEKm & EBIT margin, %



Source: ABG Sundal Collier, company data

Recruitment sales, SEKm & EBIT margin, %



Source: ABG Sundal Collier, company data

Deviation table

SEKm P&L	Q2'23	Q2'24	Q2'24e	Diff vs. ABGSC
Sales	**128.3**	**118.9**	**124.7**	**-5%**
Personnel costs	-70.2	-61.0	-59.2	3%
Other external costs	-46.5	-50.0	-52.4	-5%
-of which non-recurring items	0.0	0.0	0.0	-
EBITDA	**11.6**	**7.9**	**13.1**	**-40%**
D&A	-2.5	-2.4	-2.3	4%
EBIT	**9.1**	**5.5**	**10.8**	**-49%**
Adj. EBIT	**9.1**	**5.5**	**10.8**	**-49%**
Net Financials	0.0	-0.5	0.0	
Profit before tax	9.1	5.0	10.8	-54%
Tax	-1.9	-1.0	-2.4	
Net income	**7.2**	**3.9**	**8.4**	**-54%**
EPS	**0.67**	**0.36**	**0.78**	**-54%**
DPS				
Growth				
Sales growth y-o-y	2.1%	-7.3%	-2.8%	-4.5 pp
EBIT growth y-o-y	-33.6%	-39.6%	18.6%	-58.2 pp
EPS growth y-o-y	-33.1%	-45.9%	16.7%	-62.7 pp
Margins				
Adj. EBITDA margin	9.0%	6.6%	10.5%	-4 pp
Adj. EBIT margin	7.1%	4.6%	8.7%	-4 pp
Adj. R12 EBIT margin	11.3%	7.6%	8.6%	-1 pp

Source: ABG Sundal Collier, company data

Forecast changes

	Old forecast			New forecast			Change		
SEKm	**2024e**	**2025e**	**2026e**	**2024e**	**2025e**	**2026e**	**2024e**	**2025e**	**2026e**
Sales	**504.0**	**533.1**	**556.9**	**491.4**	**519.5**	**542.6**	**-3%**	**-3%**	**-3%**
Opex	-451.7	-472.8	-491.2	-447.7	-463.4	-480.8	-1%	-2%	-2%
EO items	0.0	0.0	0.0	0.0	0.0	0.0	-	-	-
Adj EBITDA	52.3	60.2	65.7	43.7	56.1	61.9	-17%	-7%	-6%
D&A	-9.3	-9.7	-10.1	-9.4	-9.8	-10.2	1%	1%	1%
Adj EBIT	**43.0**	**50.6**	**55.7**	**34.3**	**46.3**	**51.7**	**-20%**	**-8%**	**-7%**
Net financials	0.0	0.0	0.0	0.0	0.0	0.0	-	-	-
PTP	43.0	50.6	55.7	34.3	46.3	51.7	-20%	-8%	-7%
Taxes	-9.5	-11.1	-12.2	-7.5	-10.2	-11.4	-20%	-8%	-7%
NCI	0.0	0.0	0.0	0.0	0.0	0.0	-	-	-
Net profit to shareholders	**33.6**	**39.4**	**43.4**	**26.7**	**36.1**	**40.3**	**-20%**	**-8%**	**-7%**

Source: ABG Sundal Collier, company data

Peer table

Company	Factset	Share	No. S.	Mcap	ND	EV	FX	Performance 1m (%)	Performance 3m (%)	Performance 12m (%)	EV/EBIT 2024e	EV/EBIT 2025e	EV/EBIT 2026e	EV/SALES 2024e	EV/SALES 2025e	EV/SALES 2026e	Div. Yield 2024e	Div. Yield 2025e	Div. Yield 2026e	EPS adj. growth 2024e	EPS adj. growth 2025e	EPS adj. growth 2026e
Swedish																						
Ogunsen	OGUN.b-S	38.1	10.7	409.1	-35.5	374	SEK	0.1	-12.5	1.1	7.8	6.9	6.3	0.7	0.7	0.6	9.2%	10.0%	10.5%	0%	12%	9%
PION Group	PION.b-SE	7.5	48.1	361	-20	341	SEK	-7.6	-18.9	-0.6	10.2	6.8	4.6	0.2	0.2	0.1	4.0%	5.3%	6.7%	-279%	42%	35%
International																						
Randstad	RAND-NL	43.6	179.5	7,817	923	8,740	EUR	-3.0	-10.6	-19.7	11.2	9.3	8.1	0.4	0.3	0.3	6.1%	5.0%	5.9%	-28%	14%	18%
Adecco	ADEN-CH	28.8	168.0	4,846	2,851	7,696	CHF	-3.9	-16.2	-24.3	11.0	9.4	8.1	0.3	0.3	0.3	8.3%	8.4%	7.7%	-8%	20%	18%
Manpower	MAN-US	73.9	50.4	3,726	845	4,570	USD	-4.2	1.0	-7.5	11.7	9.5	7.9	0.3	0.2	0.2	4.0%	3.7%	3.8%	-19%	26%	23%
Robert Half	RHI-US	62.7	106.1	6,648	-490	6,158	USD	-2.3	-2.2	-17.1	17.4	13.0	9.7	1.1	1.0	0.9	3.2%	3.3%	3.2%	-35%	30%	36%

Company	Factset	Share	No. S.	Mcap	ND	EV	FX	SALES 2024e	SALES 2025e	SALES 2026e	EBIT 2024e	EBIT 2025e	EBIT 2026e	EPS 2024e	EPS 2025e	EPS 2026e	DPS 2024e	DPS 2025e	DPS 2026e	FCF/SHARE 2024e	FCF/SHARE 2025e	FCF/SHARE 2026e
Swedish																						
Ogunsen	OGUN.b-S	38.1	10.7	409	-36	374	SEK	513	543	567	47.8	53.4	58.1	3.5	3.9	4.2	3.5	3.8	4.0	4.2	4.5	4.9
PION Group	PION.b-SE	7.5	48.1	361	-20	341	SEK	1,875	1,969	2,037	33.5	47.6	64.5	0.6	0.8	1.1	0.3	0.4	0.5	1.2	1.5	1.8
International																						
Randstad	RAND-NL	43.6	179.5	7,817	923	8,740	EUR	24,201	25,079	26,271	777	942	1,076	3.3	3.7	4.4	2.7	2.2	2.5	3.6	3.8	4.2
Adecco	ADEN-CH	28.8	168.0	4,846	2,851	7,696	CHF	22,141	22,833	23,859	700	815	951	2.6	3.2	3.7	2.4	2.4	2.2	2.8	3.3	*3.5*
Manpower	MAN-US	73.9	50.4	3,726	845	4,570	USD	17,942	18,534	19,418	389.1	478.8	581	4.9	6.1	7.5	2.9	2.7	2.8	4.6	4.9	*6.1*
Robert Half	RHI-US	62.7	106.1	6,648	-490	6,158	USD	5,791	6,071	6,577	353.4	472.6	633	2.5	3.3	4.5	2.0	2.1	2.0	3.5	2.7	*4.8*

Company	Factset	Share	No. S.	Mcap	ND	EV	FX	Sales growth 2021	Sales growth 2022	Sales growth 2023	Sales growth 2024e	Sales growth 2025e	Sales growth 2026e	EBIT margin 2021	EBIT margin 2022	EBIT margin 2023	EBIT margin 2024e	EBIT margin 2025e	EBIT margin 2026e	FCF Yield 2024e	FCF Yield 2025e	FCF Yield 2026e
Swedish																						
Ogunsen	OGUN.b-S	38.1	10.7	409	-36	374	SEK	17%	20%	1%	0.1%	5.8%	4.5%	11.1%	12.4%	9.2%	9.3%	9.8%	10.2%	10.9%	11.9%	12.9%
PION Group	PION.b-SE	7.5	48.1	361	-20	341	SEK	20%	10%	-3%	-7.2%	5.0%	*3.4%*	4.3%	3.5%	0.2%	1.8%	2.4%	*3.2%*	16.3%	19.8%	*24.0%*
International																						
Randstad	RAND-NL	43.6	179.5	7,817	923	8,740	EUR	19%	12%	(8%)	(5%)	4%	5%	4.4%	4.6%	4.2%	3.2%	3.8%	4.1%	8.4%	8.7%	9.6%
Adecco	ADEN-CH	28.8	168.0	4,846	2,851	7,696	CHF	0%	12%	(6%)	(3%)	3%	4%	4.4%	3.1%	3.4%	3.2%	3.6%	4.0%	9.6%	11.3%	*12.1%*
Manpower	MAN-US	73.9	50.4	3,726	845	4,570	USD	15%	(4%)	(5%)	(5%)	3%	5%	2.8%	2.9%	2.5%	2.2%	2.6%	3.0%	6.3%	6.6%	*8.3%*
Robert Half	RHI-US	62.7	106.1	6,648	-490	6,158	USD	26%	12%	(12%)	(9%)	5%	8%	12.4%	12.3%	8.7%	6.1%	7.8%	9.6%	5.5%	4.3%	*7.7%*

Source: ABG Sundal Collier sponsored-research estimates for Ogunsen and PION; FactSet consensus estimates for the other companies

Detailed P&L

SEKm P&L	Q1'23	Q2'23	Q3'23	Q4'23	Q1'24	Q2'24	Q3'24e	Q4'24e	2020	2021	2022	2023	2024e	2025e	2026e
Sales	**143.8**	**128.3**	**110.6**	**130.2**	**128.6**	**118.9**	**110.7**	**133.2**	**360.7**	**421.3**	**506.3**	**512.9**	**491.4**	**519.5**	**542.6**
Personnel costs	-73.2	-70.2	-59.3	-64.2	-61.0	-61.0	-53.7	-65.0	-222.1	-240.4	-266.1	-266.9	-240.7	-246.8	-254.5
Other external costs	-51.3	-46.5	-40.3	-51.0	-54.8	-50.0	-47.6	-54.6	-121.2	-130.0	-168.1	-189.1	-207.0	-216.6	-226.3
-of which non-recurring items	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
EBITDA	**19.3**	**11.6**	**11.0**	**15.0**	**12.8**	**7.9**	**9.4**	**13.6**	**17.4**	**50.9**	**72.1**	**56.9**	**43.7**	**56.1**	**61.9**
D&A	-2.5	-2.5	-2.3	-2.6	-2.4	-2.4	-2.3	-2.3	-2.5	-4.1	-9.5	-9.8	-9.4	-9.8	-10.2
EBIT	**16.8**	**9.1**	**8.7**	**12.4**	**10.4**	**5.5**	**7.1**	**11.3**	**14.9**	**46.8**	**62.6**	**47.1**	**34.3**	**46.3**	**51.7**
Adj. EBIT	**16.8**	**9.1**	**8.7**	**12.4**	**10.4**	**5.5**	**7.1**	**11.3**	**14.9**	**46.8**	**62.6**	**47.1**	**34.3**	**46.3**	**51.7**
Net Financials	-0.1	0.0	-0.1	0.5	0.0	-0.5	0.0	0.0	0.0	-0.1	-0.6	0.3	0.0	0.0	0.0
Profit before tax	16.7	9.1	8.6	12.9	10.4	5.0	7.1	11.3	14.9	46.7	62.0	47.4	34.3	46.3	51.7
Tax	-3.5	-1.9	-1.8	-3.0	-2.1	-1.0	-1.6	-2.5	-3.7	-10.0	-13.1	-10.1	-7.5	-10.2	-11.4
Net income	**13.2**	**7.2**	**7.0**	**9.9**	**8.2**	**3.9**	**5.5**	**8.8**	**11.0**	**36.7**	**48.9**	**37.3**	**26.7**	**36.1**	**40.3**
EPS	**1.23**	**0.67**	**0.65**	**0.92**	**0.76**	**0.36**	**0.52**	**0.82**	**1.03**	**3.41**	**4.55**	**3.47**	**2.49**	**3.36**	**3.75**
DPS				**3.5**				**3.8**	**2.00**	**3.30**	**4.50**	**3.40**	**2.60**	**3.40**	**3.70**
Growth															
Sales growth y-o-y	17.1%	2.1%	-5.7%	-7.3%	-10.6%	-7.3%	0.1%	2.3%	-13%	16.8%	20.2%	1.3%	-4.2%	5.7%	4.4%
EBIT growth y-o-y	20%	-34%	-44%	-33%	-38%	-40%	-18%	-9%	-40%	214%	34%	-25%	-27%	35%	12%
EPS growth y-o-y	20%	-33%	-43%	-31%	-38%	-46%	-21%	-11%	-40%	232%	34%	-24%	-28%	35%	12%
Margins															
Adj. EBITDA margin	13.4%	9.0%	9.9%	11.5%	10.0%	6.6%	8.5%	10.2%	4.8%	12.1%	14.2%	11.1%	8.9%	10.8%	11.4%
Adj. EBIT margin	11.7%	7.1%	7.9%	9.5%	8.1%	4.6%	6.4%	8.5%	4.1%	11.1%	12.4%	9.2%	7.0%	8.9%	9.5%
Adj. R12 EBIT margin	12.2%	11.3%	10.1%	9.2%	8.2%	7.6%	7.3%	7.0%	4.1%	11.1%	12.4%	9.2%	7.0%	8.9%	9.5%

Source: ABG Sundal Collier, company data

Income Statement (SEKm)	2017	2018	2019	2020	2021	2022	2023	2024e	2025e	2026e
Sales	385	397	417	361	421	506	513	491	520	543
COGS	0	0	0	0	0	0	0	0	0	0
Gross profit	385	397	417	361	421	506	513	491	520	543
Other operating items	-343	-357	-388	-343	-370	-434	-456	-448	-463	-481
EBITDA	**42**	**39**	**28**	**17**	**51**	**72**	**57**	**44**	**56**	**62**
Depreciation and amortisation	-2	-2	-4	-3	-4	-10	-10	-9	-10	-10
of which leasing depreciation	0	0	0	0	0	0	0	0	0	0
EBITA	**41**	**38**	**25**	**15**	**47**	**63**	**47**	**34**	**46**	**52**
EO Items	0	0	0	0	0	0	0	0	0	0
Impairment and PPA amortisation	0	0	0	0	0	0	0	0	0	0
EBIT	**41**	**38**	**25**	**15**	**47**	**63**	**47**	**34**	**46**	**52**
Net financial items	-0	0	0	0	-0	-1	0	0	0	0
Pretax profit	**41**	**38**	**25**	**15**	**47**	**62**	**47**	**34**	**46**	**52**
Tax	-10	-9	-7	-4	-10	-13	-10	-8	-10	-11
Net profit	**31**	**29**	**18**	**11**	**37**	**49**	**37**	**27**	**36**	**40**
Minority interest	0	0	0	0	0	0	0	0	0	0
Net profit discontinued	0	0	0	0	0	0	0	0	0	0
Net profit to shareholders	**31**	**29**	**18**	**11**	**37**	**49**	**37**	**27**	**36**	**40**
EPS	2.97	2.75	1.71	1.05	3.43	4.57	3.47	2.49	3.36	3.75
EPS adj.	2.97	2.75	1.71	1.05	3.43	4.57	3.47	2.49	3.36	3.75
Total extraordinary items after tax	0	0	0	0	0	0	0	0	0	0
Leasing payments	0	0	0	0	0	0	0	0	0	0
Tax rate (%)	*23.3*	*23.1*	*26.2*	*24.8*	*21.4*	*21.1*	*21.3*	*22.0*	*22.0*	*22.0*
Gross margin (%)	*100.0*	*100.0*	*100.0*	*100.0*	*100.0*	*100.0*	*100.0*	*100.0*	*100.0*	*100.0*
EBITDA margin (%)	*11.0*	*9.9*	*6.8*	*4.8*	*12.1*	*14.2*	*11.1*	*8.9*	*10.8*	*11.4*
EBITA margin (%)	*10.6*	*9.5*	*6.0*	*4.1*	*11.1*	*12.4*	*9.2*	*7.0*	*8.9*	*9.5*
EBIT margin (%)	*10.6*	*9.5*	*6.0*	*4.1*	*11.1*	*12.4*	*9.2*	*7.0*	*8.9*	*9.5*
Pre-tax margin (%)	*10.6*	*9.5*	*6.0*	*4.1*	*11.1*	*12.2*	*9.2*	*7.0*	*8.9*	*9.5*
Net margin (%)	*8.1*	*7.3*	*4.4*	*3.1*	*8.7*	*9.7*	*7.3*	*5.4*	*7.0*	*7.4*
Growth Rates y-o-y	-	-	-	-	-	-	-	-	-	-
Sales growth (%)	*12.7*	*2.9*	*5.1*	*-13.4*	*16.8*	*20.2*	*1.3*	*-4.2*	*5.7*	*4.4*
EBITDA growth (%)	*13.7*	*-6.9*	*-28.2*	*-38.5*	*192.5*	*41.7*	*-21.1*	*-23.2*	*28.4*	*10.2*
EBITA growth (%)	*13.6*	*-7.8*	*-34.0*	*-39.9*	*214.1*	*33.8*	*-24.8*	*-27.2*	*35.1*	*11.6*
EBIT growth (%)	*13.6*	*-7.8*	*-34.0*	*-39.9*	*NM*	*33.8*	*-24.8*	*-27.2*	*35.1*	*11.6*
Net profit growth (%)	*14.3*	*-7.4*	*-36.5*	*-38.9*	*227.7*	*33.2*	*-23.7*	*-28.3*	*35.1*	*11.6*
EPS growth (%)	*14.3*	*-7.4*	*-37.7*	*-38.9*	*nm*	*33.2*	*-24.0*	*-28.4*	*35.1*	*11.6*
Profitability	-	-	-	-	-	-	-	-	-	-
ROE (%)	*53.1*	*47.9*	*32.0*	*18.5*	*50.1*	*55.5*	*41.0*	*33.0*	*45.0*	*46.7*
ROE adj. (%)	*53.1*	*47.9*	*32.0*	*18.5*	*50.1*	*55.5*	*41.0*	*33.0*	*45.0*	*46.7*
ROCE (%)	*69.2*	*62.3*	*42.9*	*24.3*	*63.8*	*62.2*	*41.3*	*32.6*	*44.3*	*46.8*
ROCE adj. (%)	*69.2*	*62.3*	*42.9*	*24.3*	*63.8*	*62.2*	*41.3*	*32.6*	*44.3*	*46.8*
ROIC (%)	*229.5*	*151.9*	*73.6*	*42.3*	*129.5*	*128.7*	*80.0*	*55.1*	*78.6*	*87.5*
ROIC adj. (%)	*229.5*	*151.9*	*73.6*	*42.3*	*129.5*	*128.7*	*80.0*	*55.1*	*78.6*	*87.5*
Adj. earnings numbers	-	-	-	-	-	-	-	-	-	-
EBITDA adj.	*42*	*39*	*28*	*17*	*51*	*72*	*57*	*44*	*56*	*62*
EBITDA adj. margin (%)	*11.0*	*9.9*	*6.8*	*4.8*	*12.1*	*14.2*	*11.1*	*8.9*	*10.8*	*11.4*
EBITDA lease adj.	42	39	28	17	51	72	57	44	56	62
EBITDA lease adj. margin (%)	*11.0*	*9.9*	*6.8*	*4.8*	*12.1*	*14.2*	*11.1*	*8.9*	*10.8*	*11.4*
EBITA adj.	41	38	25	15	47	63	47	34	46	52
EBITA adj. margin (%)	*10.6*	*9.5*	*6.0*	*4.1*	*11.1*	*12.4*	*9.2*	*7.0*	*8.9*	*9.5*
EBIT adj.	41	38	25	15	47	63	47	34	46	52
EBIT adj. margin (%)	*10.6*	*9.5*	*6.0*	*4.1*	*11.1*	*12.4*	*9.2*	*7.0*	*8.9*	*9.5*
Pretax profit Adj.	41	38	25	15	47	62	47	34	46	52
Net profit Adj.	31	29	18	11	37	49	37	27	36	40
Net profit to shareholders adj.	31	29	18	11	37	49	37	27	36	40
Net adj. margin (%)	*8.1*	*7.3*	*4.4*	*3.1*	*8.7*	*9.7*	*7.3*	*5.4*	*7.0*	*7.4*

Source: ABG Sundal Collier, Company Data

Cash Flow (SEKm)	2017	2018	2019	2020	2021	2022	2023	2024e	2025e	2026e
EBITDA	42	39	28	17	51	72	57	44	56	62
Net financial items	-0	0	0	0	-0	-1	0	0	0	0
Paid tax	-10	-9	-7	-4	-10	-13	-10	-8	-10	-11
Non-cash items	-0	3	11	0	-3	-18	0	0	0	0
Cash flow before change in WC	33	34	33	14	38	41	47	36	46	50
Change in working capital	-12	-1	0	7	-11	15	-7	5	-0	-0

Cash Flow (SEKm)	2017	2018	2019	2020	2021	2022	2023	2024e	2025e	2026e
Operating cash flow	**20**	**33**	**34**	**21**	**27**	**56**	**40**	**42**	**46**	**50**
Capex tangible fixed assets	-1	-2	-6	1	-5	-2	-2	-2	-2	-2
Capex intangible fixed assets	0	0	0	0	0	0	0	0	0	0
Acquisitions and Disposals	0	0	-8	-22	0	0	0	0	0	0
Free cash flow	**19**	**31**	**19**	**-0**	**22**	**54**	**38**	**40**	**44**	**48**
Dividend paid	-27	-30	-32	0	-21	-35	-48	-37	-28	-37
Share issues and buybacks	0	0	9	9	0	1	0	0	0	0
Leasing liability amortisation	0	0	0	0	0	-7	-8	-8	-8	-8
Other non-cash items	0	-4	-11	12	-0	-3	-3	0	0	0
Balance Sheet (SEKm)	**2017**	**2018**	**2019**	**2020**	**2021**	**2022**	**2023**	**2024e**	**2025e**	**2026e**
Goodwill	0	0	12	10	10	10	10	10	10	10
Other intangible assets	0	0	0	0	0	0	0	0	0	0
Tangible fixed assets	5	6	4	3	5	3	6	6	6	6
Right-of-use asset	0	0	0	0	0	24	24	24	24	24
Total other fixed assets	0	0	1	1	1	1	0	0	0	0
Fixed assets	5	6	17	14	16	38	41	41	41	41
Inventories	0	0	0	0	0	0	0	0	0	0
Receivables	71	71	77	62	78	89	79	79	83	87
Other current assets	0	0	0	0	0	0	0	0	0	0
Cash and liquid assets	41	41	25	45	45	78	59	55	63	66
Total assets	**117**	**119**	**118**	**120**	**139**	**205**	**179**	**174**	**187**	**194**
Shareholders equity	61	60	55	66	80	96	86	76	84	88
Minority	0	0	0	0	0	0	0	0	0	0
Total equity	**61**	**60**	**55**	**66**	**80**	**96**	**86**	**76**	**84**	**88**
Long-term debt	0	0	0	0	0	0	0	0	0	0
Pension debt	0	0	0	0	0	0	0	0	0	0
Convertible debt	0	0	0	0	0	0	0	0	0	0
Leasing liability	0	0	0	0	0	23	24	24	24	24
Total other long-term liabilities	0	3	0	0	0	0	0	0	0	0
Short-term debt	0	0	1	0	0	0	0	0	0	0
Accounts payable	56	19	0	0	0	0	0	0	0	0
Other current liabilities	0	37	62	54	59	86	69	74	78	81
Total liabilities and equity	**117**	**119**	**118**	**120**	**139**	**205**	**179**	**174**	**187**	**194**
Net IB debt	-41	-41	-24	-45	-45	-55	-35	-30	-38	-42
Net IB debt excl. pension debt	-41	-41	-24	-45	-45	-55	-35	-30	-38	-42
Net IB debt excl. leasing	-41	-41	-24	-45	-45	-78	-59	-55	-63	-66
Capital employed	61	60	56	66	80	119	110	100	109	112
Capital invested	20	18	32	22	35	41	51	46	46	46
Working capital	15	15	15	8	19	4	10	5	5	5
EV breakdown	**-**	**-**	**-**	**-**	**-**	**-**	**-**	**-**	**-**	**-**
Market cap. diluted (m)	355	355	362	362	362	362	363	364	364	364
Net IB debt adj.	-41	-41	-24	-45	-45	-55	-35	-30	-38	-42
Market value of minority	0	0	0	0	0	0	0	0	0	0
Reversal of shares and participations	0	0	0	0	0	0	0	0	0	0
Reversal of conv. debt assumed equity	-	-	-	-	-	-	-	-	-	-
EV	**314**	**313**	**338**	**317**	**317**	**307**	**328**	**333**	**325**	**322**
Total assets turnover (%)	341.6	336.1	351.0	302.1	324.5	293.8	266.9	278.1	287.6	284.9
Working capital/sales (%)	2.2	3.8	3.6	3.1	3.2	2.2	1.3	1.5	1.0	1.0
Financial risk and debt service	**-**	**-**	**-**	**-**	**-**	**-**	**-**	**-**	**-**	**-**
Net debt/equity (%)	-67.6	-69.4	-42.8	-67.5	-56.0	-57.0	-40.2	-39.8	-45.4	-47.7
Net debt / market cap (%)	-11.6	-11.7	-6.5	-12.4	-12.4	-15.1	-9.5	-8.4	-10.5	-11.6
Equity ratio (%)	52.1	50.1	46.5	55.0	57.6	46.7	48.1	43.7	45.2	45.4
Net IB debt adj. / equity (%)	-67.6	-69.4	-42.8	-67.5	-56.0	-57.0	-40.2	-39.8	-45.4	-47.7
Current ratio	2.00	2.01	1.61	1.97	2.08	1.95	2.01	1.81	1.87	1.88
EBITDA/net interest	423.0	--	707.5	--	509.0	120.2	189.7	--	--	--
Net IB debt/EBITDA (x)	-1.0	-1.1	-0.8	-2.6	-0.9	-0.8	-0.6	-0.7	-0.7	-0.7
Net IB debt/EBITDA lease adj. (x)	-1.0	-1.1	-0.8	-2.6	-0.9	-1.1	-1.0	-1.2	-1.1	-1.1
Interest coverage	--	--	--	--	--	--	--	--	--	--

Source: ABG Sundal Collier, Company Data

Share Data (SEKm)	2017	2018	2019	2020	2021	2022	2023	2024e	2025e	2026e
Actual shares outstanding	11	11	11	11	11	11	11	11	11	11
Actual shares outstanding (avg)	11	11	11	11	11	11	11	11	11	11

Share Data (SEKm)	2017	2018	2019	2020	2021	2022	2023	2024e	2025e	2026e
All additional shares	0	0	0	0	0	0	0	0	0	0
Issue month	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Assumed dil. of shares from conv.	0	0	0	0	0	0	0	0	0	0
As. dil. of shares from conv. (avg)	0	0	0	0	0	0	0	0	0	0
Conv. debt not assumed as equity	0	0	0	0	0	0	0	0	0	0
No. of warrants	0	0	0	0	0	0	0	0	0	0
Market value per warrant	0	0	0	0	0	0	0	0	0	0
Dilution from warrants	0	0	0	0	0	0	0	0	0	0
Issue factor	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0
Actual dividend per share	2.90	3.00	0.00	2.00	3.30	4.50	3.40	2.60	3.40	3.70
Reported earnings per share	2.97	2.76	1.70	1.03	3.43	4.57	3.47	2.49	3.36	3.75

Source: ABG Sundal Collier, Company Data

Valuation and Ratios (SEKm)	2017	2018	2019	2020	2021	2022	2023	2024e	2025e	2026e
Shares outstanding adj.	11	11	11	11	11	11	11	11	11	11
Diluted shares adj.	11	11	11	11	11	11	11	11	11	11
EPS	2.97	2.75	1.71	1.05	3.43	4.57	3.47	2.49	3.36	3.75
Dividend per share	2.90	3.00	0.00	2.00	3.30	4.50	3.40	2.60	3.40	3.70
EPS adj.	2.97	2.75	1.71	1.05	3.43	4.57	3.47	2.49	3.36	3.75
BVPS	5.81	5.68	5.15	6.19	7.50	8.97	8.01	7.09	7.85	8.19
BVPS adj.	5.81	5.68	4.04	5.21	6.52	8.00	7.06	6.14	6.90	7.25
Net IB debt/share	-3.93	-3.94	-2.21	-4.18	-4.21	-5.11	-3.22	-2.82	-3.57	-3.91
Share price	33.80	33.80	33.80	33.80	33.80	33.80	33.80	33.80	33.80	33.80
Market cap. (m)	355	355	362	362	362	362	363	364	364	364
Valuation	-	-	-	-	-	-	-	-	-	-
P/E (x)	11.4	12.3	19.7	32.3	9.9	7.4	9.7	13.6	10.1	9.0
EV/sales (x)	0.81	0.79	0.81	0.88	0.75	0.61	0.64	0.68	0.63	0.59
EV/EBITDA (x)	7.4	8.0	11.9	18.2	6.2	4.3	5.8	7.6	5.8	5.2
EV/EBITA (x)	7.7	8.3	13.6	21.3	6.8	4.9	7.0	9.7	7.0	6.2
EV/EBIT (x)	7.7	8.3	13.6	21.3	6.8	4.9	7.0	9.7	7.0	6.2
Dividend yield (%)	8.6	8.9	0.0	5.9	9.8	13.3	10.1	7.7	10.1	10.9
FCF yield (%)	5.3	8.7	5.3	-0.1	6.0	15.0	10.6	10.9	12.0	13.3
Le. adj. FCF yld. (%)	5.3	8.7	5.3	-0.1	6.0	12.9	8.4	8.8	9.9	11.1
P/BVPS (x)	5.82	5.95	6.56	5.46	4.50	3.77	4.22	4.77	4.31	4.12
P/BVPS adj. (x)	5.82	5.95	8.37	6.49	5.18	4.23	4.79	5.51	4.90	4.66
P/E adj. (x)	11.4	12.3	19.7	32.3	9.9	7.4	9.7	13.6	10.1	9.0
EV/EBITDA adj. (x)	7.4	8.0	11.9	18.2	6.2	4.3	5.8	7.6	5.8	5.2
EV/EBITA adj. (x)	7.7	8.3	13.6	21.3	6.8	4.9	7.0	9.7	7.0	6.2
EV/EBIT adj. (x)	7.7	8.3	13.6	21.3	6.8	4.9	7.0	9.7	7.0	6.2
EV/CE (x)	5.1	5.3	6.0	4.8	3.9	2.6	3.0	3.3	3.0	2.9
Investment ratios	-	-	-	-	-	-	-	-	-	-
Capex/sales (%)	0.4	0.6	1.5	0.2	1.2	0.4	0.4	0.4	0.4	0.3
Capex/depreciation	0.9	1.4	1.8	-0.4	1.2	0.2	0.2	0.2	0.2	0.2
Capex tangibles / tangible fixed assets	26.6	42.1	146.5	36.0	96.2	60.0	28.4	28.9	29.6	30.7
Capex intangibles / definite intangibles	--	--	0.0	0.0	0.0	0.0	--	--	--	--
Depreciation on intang / def. intang	--	--	0	0	0	3,800	--	--	--	--
Depreciation on tangibles / tangibles	29.20	30.42	81.40	100.00	78.85	63.33	30.63	29.58	31.26	33.36

Source: ABG Sundal Collier, Company Data

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