

Niloerngruppen

Rebound in H2'23e likely to be back-end loaded

- Overstocked clients to hamper recovery in H2'23e
- 25% q-o-q order booking decline
- '23e-'25e adj. EBIT down 27-3%

Takeaways from the Q2 report

Q2 showed once again that the operating conditions for Niloerngruppen remain difficult. Org. growth was -18%, while FX contributed 3% and M&A 1%, for total y-o-y growth of -14%. The gross margin contracted 230bps y-o-y and 140bps q-o-q - something the company attributed to larger, relatively margin-dilutive orders. Order bookings continue to decline as clients are continuing their destocking efforts, but once clients are satisfied with their inventory levels, order bookings should accelerate rapidly back to normal levels.

Estimate changes

We cut '23e-'24e sales by ~1% and '23e-'25e EBIT by 27-3%, as the order bookings have come down significantly and as Niloerngruppen is probably less likely to increase prices because of current market conditions. Therefore, we cut our gross margin estimates by 90-30bps and raise opex based on the report. When we consider the company's investments it is important to note that Niloerngruppen has some surplus inventory, likely to the tune of SEK 30m-40m, and that means that future order bookings could be relatively depressed without impacting sales to a significant degree. We would therefore not read too much into the reported order bookings figure as it does not tell the whole story. Rather, we deem the company's willingness to invest as a signal of confidence in the underlying business, as the company is leveraging its balance sheet to invest in Vietnam, Bangladesh and its digital product offering. Finally, it is important to remember that Q1'22-Q3'22 were very strong quarters, and that means Q3'23e faces tough comps.

Valuation

Our new estimates imply that Niloerngruppen is trading at '23e-'24e EV/EBIT of 11-8x, in line with historical multiples.

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SEKm	2021	2022	2023e	2024e	2025e
Sales	788	943	863	911	957
EBITDA	145	166	87	119	135
EBITDA margin (%)	18.5	17.6	10.1	13.0	14.2
EBIT adj.	120	136	59	87	104
EBIT adj. margin (%)	15.2	14.5	6.8	9.6	10.9
Pretax profit	117	132	46	78	96
EPS	7.71	8.85	3.02	5.17	6.38
EPS adj.	7.71	8.85	3.22	5.17	6.38
Sales growth (%)	27.5	19.6	-8.4	5.6	5.0
EPS growth (%)	162.2	14.8	-65.9	71.3	23.3

Source: ABG Sundal Collier, Company Data

Reason: Post-results comment

Commissioned research

Not rated

Retail

Estimate changes (%)

	2023e	2024e	2025e
Sales	-0.6	-0.7	0.2
EBIT	-30.3	-13.8	-3.3
EPS	-38.4	-18.2	-6.2

Source: ABG Sundal Collier

NIL.B-SE/NILB SS

Share price (SEK) 16/7/2023 56.00

MCap (SEKm)	639
MCap (EURm)	51
No. of shares (m)	10.4
Free float (%)	77.1
Av. daily volume (k)	149

Next event Q3 Report 25 October 2023

Performance



	2023e	2024e	2025e
P/E (x)	18.5	10.8	8.8
P/E adj. (x)	17.4	10.8	8.8
P/BVPS (x)	2.03	1.82	1.69
EV/EBITDA (x)	7.6	5.5	4.7
EV/EBIT adj. (x)	11.2	7.5	6.1
EV/sales (x)	0.77	0.72	0.67
ROE adj. (%)	11.2	17.8	20.0
Dividend yield (%)	3.6	7.1	8.0
FCF yield (%)	2.7	7.0	11.9
Le. adj. FCF yld. (%)	0.3	4.6	9.5
Net IB debt/EBITDA (x)	0.3	0.1	0.0
Le. adj. ND/EBITDA (x)	0.1	0.0	-0.1

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.

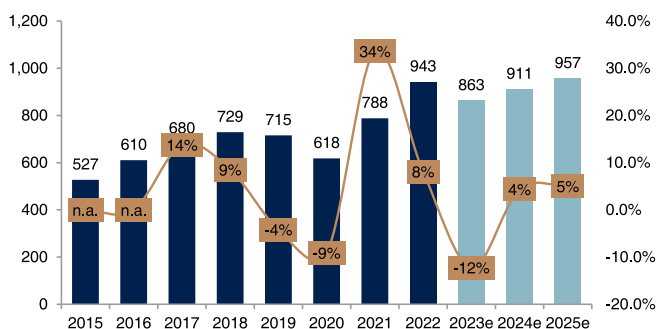
Company description

Nilörngruppen is one of Europe's leading label and branding companies in the fashion and apparel industry. The company adds value to trademarks through branding and design of labels, packaging etc. Nilörn delivers 1.5+ billion labels per year. In 2021 group sales amounted to SEK 788m with an adjusted EBIT of SEK 120m, yielding a margin of 15.2%. The shares are listed on OMX Small Cap since 2018.

Risks

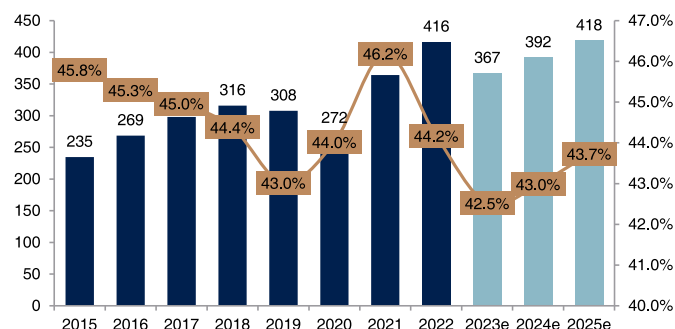
General downturn in the apparel industry, tougher environment for the fashion industry's middle-segment customers, price pressure.

Sales (SEKm)



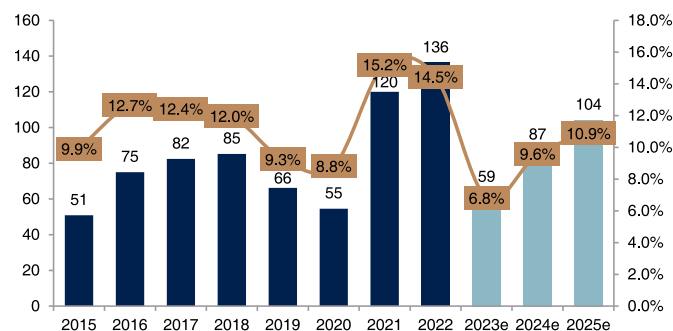
Source: ABG Sundal Collier, Company data.

Gross profit (lhs) and margin (rhs) (SEKm)



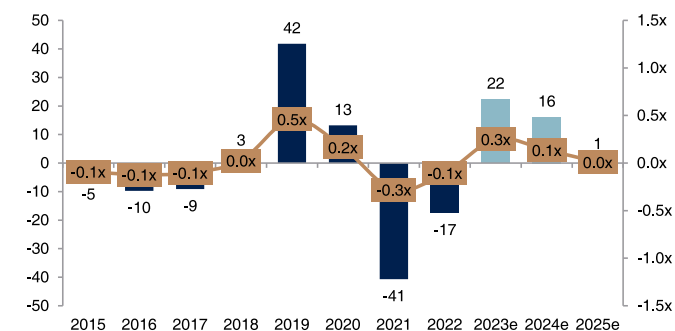
Source: ABG Sundal Collier, Company data.

Adj. EBIT (lhs) and margin (rhs) (SEKm)



Source: ABG Sundal Collier, Company data.

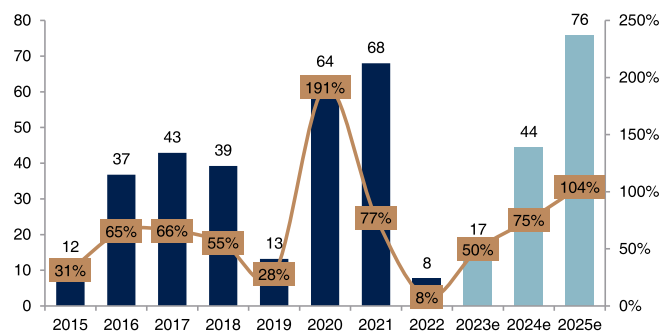
Net debt (lhs) and leverage (rhs) (SEKm)



Source: ABG Sundal Collier, Company data.

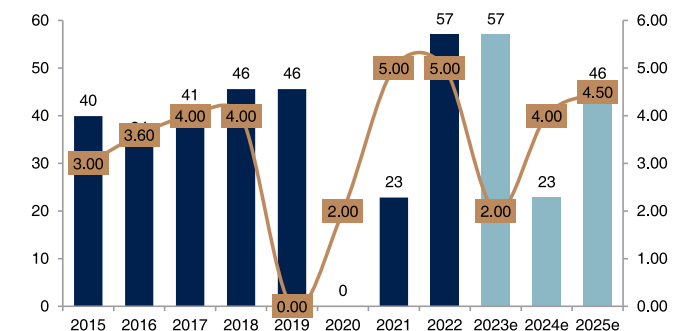
Footnote: Negative figures equivalent to net cash position.

FCF (lhs) and cash conversion (rhs) (SEKm)



Source: ABG Sundal Collier, Company data.

Dividend (lhs) and DPS (rhs) (SEKm)

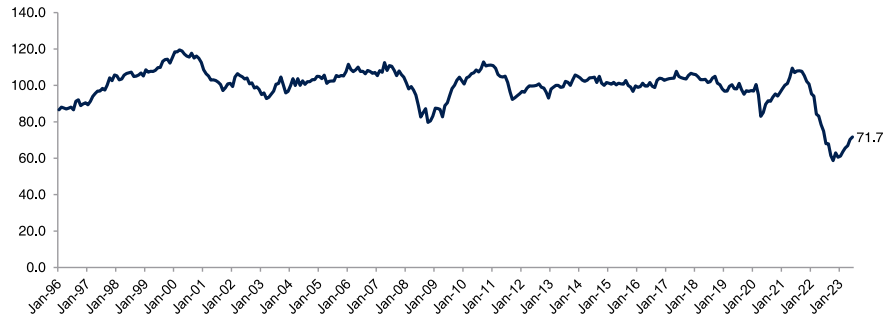


Source: ABG Sundal Collier, Company data.

Estimate changes

Swedish consumer confidence is at its most pessimistic level since at least 1996 (see chart below), representing a gloomy statistic for retailers. Although the decline appears to have paused around October 2022, we still have too few data points to draw any conclusions about whether or not it is over. Regardless, we assess that this could slow down the recovery in H2'23 figures, which we believe are reflected in our estimates given the current facts and circumstances.

Consumer Confidence Indicator Sweden



Source: National Institute of Economic Research.

Footnote: Index mean = 100.

Annual estimate changes (SEKm)

	Old estimates			New estimates			Percentage change		
	2023e	2024e	2025e	2023e	2024e	2025e	2023e	2024e	2025e
Net sales	868	918	955	863	911	957	-1%	-1%	0%
Gross profit	375	402	420	367	392	418	-2%	-3%	0%
Adj. EBIT	81	101	108	59	87	104	-27%	-14%	-3%
EBIT	81	101	108	57	87	104	-30%	-14%	-3%
Net profit	56	72	78	34	59	73	-38%	-18%	-6%
Margins									
Gross margin	43.2%	43.8%	44.0%	42.5%	43.0%	43.7%	-0.7 pp.	-0.9 pp.	-0.3 pp.
EBITDA	12.7%	14.4%	14.6%	10.1%	13.0%	14.2%	-2.6 pp.	-1.3 pp.	-0.5 pp.
EBIT	9.3%	11.1%	11.3%	6.5%	9.6%	10.9%	-2.8 pp.	-1.5 pp.	-0.4 pp.
Adj. EBIT	9.3%	11.1%	11.3%	6.8%	9.6%	10.9%	-2.5 pp.	-1.5 pp.	-0.4 pp.

Source: ABG Sundal Collier.

Quarterly detailed estimates (SEKm)

SEKm	2021				2022				2023			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3e	Q4e
Net sales	175	175	203	234	242	269	232	199	221	230	206	205
COGS	-94	-92	-111	-128	-136	-151	-128	-112	-126	-134	-119	-117
Gross profit	81	83	93	106	106	118	104	88	95	96	88	88
Opex	-48	-54	-57	-59	-59	-66	-59	-66	-71	-72	-66	-71
EBITDA	33	29	36	47	47	52	45	21	24	24	22	17
D&A	-6	-6	-7	-7	-7	-8	-8	-7	-7	-8	-8	-8
EBIT	27	23	29	40	40	45	37	14	17	16	14	10
Net financials	-1	-1	-1	-1	-1	-1	0	-2	-2	-3	-2	-2
PTP	26	22	29	39	39	44	37	12	14	13	11	7
Tax	-7	-6	-8	-9	-11	-8	-9	-3	-3	-3	-3	-2
Net profit	20	17	21	30	28	36	28	9	11	9	9	5
Non-recurring items	0	0	0	0	0	0	0	0	0	-2	0	0
Adj. EBIT	27	23	29	40	40	45	37	14	17	18	14	10
Adj. EBITDA	33	29	36	47	47	52	45	21	24	26	22	17
Growth (y-o-y)												
Net sales	12.7%	23.1%	38.4%	35.2%	38.3%	53.6%	14.0%	-15.0%	-8.7%	-14.4%	-11.1%	3.0%
Organic (ABGSCe)	24.8%	35.6%	38.7%	35.5%	28.6%	38.7%	1.3%	-24.1%	-12.9%	-18.2%	-15.0%	0.0%
FX (ABGSCe)	-12.1%	-12.5%	-0.4%	-0.3%	9.7%	14.8%	12.8%	9.1%	3.2%	2.9%	2.9%	1.7%
M&A (ABGSCe)	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	1.0%	0.9%	1.1%	1.3%
Margins												
Gross margin	46.4%	47.6%	45.7%	45.4%	43.8%	43.9%	45.0%	44.0%	43.0%	41.6%	42.5%	43.0%
EBITDA margin	19.0%	16.8%	17.6%	20.1%	19.4%	19.5%	19.6%	10.6%	11.0%	10.4%	10.5%	8.5%
Adj. EBITDA margin	19.0%	16.8%	17.6%	20.1%	19.4%	19.5%	19.6%	10.6%	11.0%	11.4%	10.5%	8.5%
EBIT margin	15.4%	13.2%	14.4%	17.1%	16.6%	16.6%	16.0%	7.2%	7.6%	7.0%	6.7%	4.7%
Adj. EBIT margin	15.4%	13.2%	14.4%	17.1%	16.6%	16.6%	16.0%	7.2%	7.6%	8.0%	6.7%	4.7%
Net margin	11.2%	9.5%	10.2%	12.9%	11.5%	13.3%	12.1%	4.6%	5.0%	4.0%	4.2%	2.7%

Source: ABG Sundal Collier, Company data.

Annual detailed estimates (SEKm)

SEKm	2015	2016	2017	2018	2019	2020	2021	2022	2023e	2024e	2025e
Net sales	527	610	680	729	715	618	788	943	863	911	957
COGS	-278	-324	-365	-396	-408	-346	-424	-526	-496	-520	-538
Gross profit	235	269	298	316	308	272	364	416	367	392	418
OPEX	-180	-189	-209	-222	-217	-196	-219	-250	-280	-273	-283
EBITDA	55	80	89	94	91	77	145	166	87	119	135
D&A	-4	-5	-6	-8	-25	-26	-26	-30	-31	-31	-31
EBIT	51	75	82	85	66	51	120	136	57	87	104
Net financials	-1	-1	0	-1	-3	-4	-3	-4	-11	-10	-8
PTP	50	74	82	84	63	47	117	132	46	78	96
Tax	-11	-18	-17	-13	-16	-14	-29	-31	-11	-19	-23
Net profit	39	56	65	71	47	34	88	101	34	59	73
Non-recurring items	0	0	0	0	0	-4	0	0	-2	0	0
Adj. EBIT	51	75	82	85	66	55	120	136	59	87	104
Adj. EBITDA	55	80	89	94	91	80	145	166	90	119	135
Growth (y-o-y)											
Net sales	12.0%	15.7%	11.7%	7.2%	-1.9%	-13.6%	27.5%	19.6%	-8.4%	5.6%	5.0%
Organic (ABGSCe)	n.a.	n.a.	13.8%	8.5%	-4.2%	-9.1%	33.6%	8.1%	-12.2%	4.4%	5.0%
FX (ABGSCe)	n.a.	n.a.	-3.4%	-1.1%	4.6%	-4.5%	-6.1%	11.5%	2.7%	1.2%	0.0%
M&A (ABGSCe)	n.a.	n.a.	1.3%	0.0%	0.0%	0.0%	0.0%	0.0%	1.1%	0.0%	0.0%
Margins											
Gross margin	45.8%	45.3%	45.0%	44.4%	43.0%	44.0%	46.2%	44.2%	42.5%	43.0%	43.7%
EBITDA margin	10.4%	13.0%	13.0%	12.8%	12.7%	12.4%	18.5%	17.6%	10.1%	13.0%	14.2%
Adj. EBITDA margin	10.4%	13.0%	13.0%	12.8%	12.7%	13.0%	18.5%	17.6%	10.4%	13.0%	14.2%
EBIT margin	9.9%	12.7%	12.4%	12.0%	9.3%	8.2%	15.2%	14.5%	6.5%	9.6%	10.9%
Adj. EBIT margin	9.9%	12.7%	12.4%	12.0%	9.3%	8.8%	15.2%	14.5%	6.8%	9.6%	10.9%
Net margin	7.4%	9.2%	9.6%	9.7%	6.6%	5.4%	11.1%	10.7%	4.0%	6.5%	7.6%

Source: ABG Sundal Collier, Company data.

Income Statement (SEKm)	2016	2017	2018	2019	2020	2021	2022	2023e	2024e	2025e
Sales	610	680	729	715	618	788	943	863	911	957
COGS	-324	-365	-396	-408	-346	-424	-526	-496	-520	-538
Gross profit	286	316	333	308	272	364	416	367	392	418
Other operating items	-206	-226	-238	-215	-196	-219	-250	-280	-273	-283
EBITDA	80	89	95	93	77	145	166	87	119	135
Depreciation and amortisation	-5	-6	-8	-25	-26	-26	-30	-31	-31	-31
of which leasing depreciation	0	0	0	-15	-14	-15	-18	-18	-18	-18
EBITA	75	83	87	68	51	120	136	57	87	104
EO Items	0	0	0	0	-4	0	0	-2	0	0
Impairment and PPA amortisation	-0	-1	-2	-2	0	0	0	0	0	0
EBIT	75	82	85	66	51	120	136	57	87	104
Net financial items	-1	-0	-1	-3	-4	-3	-4	-11	-10	-8
Pretax profit	74	82	84	63	47	117	132	46	78	96
Tax	-18	-17	-13	-16	-14	-29	-31	-11	-19	-23
Net profit	56	65	71	47	34	88	101	34	59	73
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	56	65	71	47	34	88	101	34	59	73
EPS	4.93	5.70	6.20	4.14	2.94	7.71	8.85	3.02	5.17	6.38
EPS adj.	4.95	5.76	6.36	4.31	3.27	7.71	8.85	3.22	5.17	6.38
Total extraordinary items after tax	0	0	0	0	-3	0	0	-2	0	0
Leasing payments	0	0	0	-15	-14	-15	-18	-18	-18	-18
Tax rate (%)	24.0	20.9	15.7	25.1	28.8	24.7	23.8	24.7	24.0	24.0
Gross margin (%)	46.9	46.4	45.7	43.0	44.0	46.2	44.2	42.5	43.0	43.7
EBITDA margin (%)	13.1	13.1	13.1	13.0	12.4	18.5	17.6	10.1	13.0	14.2
EBITA margin (%)	12.3	12.2	11.9	9.5	8.2	15.2	14.5	6.5	9.6	10.9
EBIT margin (%)	12.3	12.1	11.7	9.3	8.2	15.2	14.5	6.5	9.6	10.9
Pre-tax margin (%)	12.1	12.1	11.5	8.8	7.6	14.8	14.0	5.3	8.5	10.0
Net margin (%)	9.2	9.6	9.7	6.6	5.4	11.1	10.7	4.0	6.5	7.6
Growth Rates y-o-y	-	-	-	-	-	-	-	-	-	-
Sales growth (%)	15.8	11.5	7.2	-1.9	-13.6	27.5	19.6	-8.4	5.6	5.0
EBITDA growth (%)	44.7	11.9	6.8	-2.9	-17.3	89.9	14.2	-47.5	36.1	14.2
EBITA growth (%)	47.3	10.5	4.8	-21.8	-25.4	136.4	13.6	-58.5	54.7	19.1
EBIT growth (%)	47.6	9.9	3.4	-22.4	-23.3	NM	13.6	-58.5	54.7	19.1
Net profit growth (%)	44.0	15.6	8.8	-33.2	-29.1	162.2	14.8	-65.9	71.3	23.3
EPS growth (%)	44.0	15.6	8.8	-33.2	-29.1	162.2	14.8	-65.9	71.3	23.3
Profitability	-	-	-	-	-	-	-	-	-	-
ROE (%)	44.8	44.6	42.3	25.7	16.9	36.0	33.0	10.6	17.8	20.0
ROE adj. (%)	45.0	45.1	43.4	26.7	18.3	36.0	33.0	11.2	17.8	20.0
ROCE (%)	49.5	46.7	41.5	25.0	17.3	38.0	34.8	12.8	18.5	20.6
ROCE adj. (%)	49.6	47.1	42.4	25.7	18.6	38.0	34.8	13.3	18.5	20.6
ROIC (%)	48.5	48.2	44.8	22.2	14.5	39.2	37.6	13.1	18.9	21.2
ROIC adj. (%)	48.5	48.2	44.8	22.2	15.6	39.2	37.6	13.6	18.9	21.2
Adj. earnings numbers	-	-	-	-	-	-	-	-	-	-
EBITDA adj.	80	89	95	93	80	145	166	90	119	135
EBITDA adj. margin (%)	13.1	13.1	13.1	13.0	13.0	18.5	17.6	10.4	13.0	14.2
EBITDA lease adj.	80	89	95	77	66	130	149	72	101	118
EBITDA lease adj. margin (%)	13.1	13.1	13.1	10.8	10.7	16.5	15.8	8.3	11.1	12.3
EBITA adj.	75	83	87	68	55	120	136	59	87	104
EBITA adj. margin (%)	12.3	12.2	11.9	9.5	8.8	15.2	14.5	6.8	9.6	10.9
EBIT adj.	75	82	85	66	55	120	136	59	87	104
EBIT adj. margin (%)	12.3	12.1	11.7	9.3	8.8	15.2	14.5	6.8	9.6	10.9
Pretax profit Adj.	74	83	86	65	51	117	132	48	78	96
Net profit Adj.	56	66	73	49	36	88	101	36	59	73
Net profit to shareholders adj.	56	66	73	49	36	88	101	36	59	73
Net adj. margin (%)	9.2	9.7	10.0	6.9	5.9	11.1	10.7	4.2	6.5	7.6

Source: ABG Sundal Collier, Company Data

Cash Flow (SEKm)	2016	2017	2018	2019	2020	2021	2022	2023e	2024e	2025e
EBITDA	80	89	95	93	77	145	166	87	119	135
Net financial items	-1	-0	-1	-3	-4	-3	-4	-11	-10	-8
Paid tax	-18	-20	-15	-14	-10	-13	-33	-8	-19	-23
Non-cash items	-0	2	-1	-16	-13	-15	-24	-7	0	0
Cash flow before change in WC	61	72	78	60	49	114	105	62	90	104
Change in working capital	-7	-6	-18	4	26	-36	-82	-12	-0	-2

Cash Flow (SEKm)	2016	2017	2018	2019	2020	2021	2022	2023e	2024e	2025e
Operating cash flow	55	66	60	63	75	79	23	50	90	102
Capex tangible fixed assets	-15	-11	-16	-44	-5	-5	-10	-25	-41	-22
Capex intangible fixed assets	-3	-12	-5	-6	-5	-6	-7	-8	-5	-5
Acquisitions and Disposals	0	1	-8	-1	1	-1	1	0	0	0
Free cash flow	37	44	32	12	65	67	7	17	44	76
Dividend paid	-34	-41	-46	-46	0	-23	-57	-57	-23	-46
Share issues and buybacks	0	0	0	0	0	0	0	0	0	0
Leasing liability amortisation	0	0	0	0	-15	-15	-15	-15	-15	-15
Other non-cash items	2	1	1	-55	27	23	41	15	0	-0
Balance Sheet (SEKm)	2016	2017	2018	2019	2020	2021	2022	2023e	2024e	2025e
Goodwill	0	0	0	0	0	0	0	0	0	0
Other intangible assets	3	15	17	21	23	26	39	46	50	55
Tangible fixed assets	47	48	64	160	93	99	100	119	147	154
Right-of-use asset	0	0	0	0	38	35	23	13	11	9
Total other fixed assets	0	0	0	0	0	0	0	0	0	0
Fixed assets	50	63	80	181	155	159	162	178	208	218
Inventories	89	110	108	119	107	146	212	186	191	206
Receivables	80	81	88	66	93	135	127	147	150	158
Other current assets	17	14	27	14	0	0	0	0	0	0
Cash and liquid assets	35	45	38	32	54	116	113	118	124	139
Total assets	271	313	341	412	409	556	614	629	674	721
Shareholders equity	138	154	181	187	210	278	333	314	350	378
Minority	0	0	0	0	0	0	0	0	0	0
Total equity	138	154	181	187	210	278	333	314	350	378
Long-term debt	0	0	0	7	10	27	25	26	26	26
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	41	56	34	22	14	14	14
Total other long-term liabilities	5	1	2	4	4	6	7	7	7	7
Short-term debt	26	36	40	74	2	14	48	101	101	101
Accounts payable	53	62	70	54	0	0	0	0	0	0
Other current liabilities	50	60	48	46	128	196	178	167	176	196
Total liabilities and equity	271	313	341	412	409	556	614	629	674	721
Net IB debt	-10	-9	2	90	13	-41	-17	22	16	1
Net IB debt excl. pension debt	-10	-9	2	90	13	-41	-17	22	16	1
Net IB debt excl. leasing	-10	-9	2	48	-43	-75	-39	9	2	-12
Capital employed	163	190	221	309	277	354	429	455	491	518
Capital invested	128	145	183	276	223	238	316	337	367	379
Working capital	83	83	105	99	72	84	161	165	166	167
EV breakdown	-	-	-	-	-	-	-	-	-	-
Market cap. diluted (m)	639	639	639	639	639	639	639	639	639	639
Net IB debt adj.	-10	-9	2	90	13	-41	-17	22	16	1
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	629	629	641	728	652	598	621	661	655	640
Total assets turnover (%)	242.4	233.1	223.0	189.9	150.5	163.3	161.1	138.9	139.9	137.1
Working capital/sales (%)	12.9	12.2	12.9	14.2	13.8	9.9	13.0	18.9	18.2	17.4
Financial risk and debt service	-	-	-	-	-	-	-	-	-	-
Net debt/equity (%)	-7.2	-6.1	1.4	48.0	6.3	-14.6	-5.2	7.1	4.6	0.3
Net debt / market cap (%)	-1.6	-1.5	0.4	14.0	2.1	-6.4	-2.7	3.5	2.5	0.2
Equity ratio (%)	50.8	49.2	53.0	45.3	51.3	50.0	54.3	50.0	52.0	52.3
Net IB debt adj. / equity (%)	-7.2	-6.1	1.4	48.0	6.3	-14.6	-5.2	7.1	4.6	0.3
Current ratio	1.72	1.58	1.65	1.33	1.95	1.88	2.00	1.68	1.68	1.69
EBITDA/net interest	74.4	535.3	68.6	30.0	20.7	43.5	41.6	8.1	12.1	16.1
Net IB debt/EBITDA (x)	-0.1	-0.1	0.0	1.0	0.2	-0.3	-0.1	0.3	0.1	0.0
Net IB debt/EBITDA lease adj. (x)	-0.1	-0.1	0.0	0.6	-0.6	-0.6	-0.3	0.1	0.0	-0.1
Interest coverage	70.1	497.7	62.6	22.0	13.7	35.9	34.1	5.2	8.9	12.3

Source: ABG Sundal Collier, Company Data

Share Data (SEKm)	2016	2017	2018	2019	2020	2021	2022	2023e	2024e	2025e
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)	2016	2017	2018	2019	2020	2021	2022	2023e	2024e	2025e
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	3.60	4.00	4.00	0.00	2.00	5.00	5.00	2.00	4.00	4.50
Reported earnings per share	4.93	5.70	6.20	4.14	2.94	7.67	8.85	3.02	5.17	6.38

Source: ABG Sundal Collier, Company Data

Valuation and Ratios (SEKm)	2016	2017	2018	2019	2020	2021	2022	2023e	2024e	2025e
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	4.93	5.70	6.20	4.14	2.94	7.71	8.85	3.02	5.17	6.38
Dividend per share	3.60	4.00	4.00	0.00	2.00	5.00	5.00	2.00	4.00	4.50
EPS adj.	4.95	5.76	6.36	4.31	3.27	7.71	8.85	3.22	5.17	6.38
BVPS	12.08	13.50	15.85	16.37	18.40	24.40	29.22	27.55	30.73	33.11
BVPS adj.	11.83	12.21	14.40	14.51	16.34	22.16	25.84	23.53	26.30	28.27
Net IB debt/share	-0.87	-0.82	0.22	7.86	1.16	-3.57	-1.53	1.96	1.42	0.11
Share price	56.00	56.00	56.00	56.00	56.00	56.00	56.00	56.00	56.00	56.00
Market cap. (m)	639	639	639	639	639	639	639	639	639	639
Valuation	-	-	-	-	-	-	-	-	-	-
P/E (x)	11.4	9.8	9.0	13.5	19.1	7.3	6.3	18.5	10.8	8.8
EV/sales (x)	1.03	0.92	0.88	1.02	1.05	0.76	0.66	0.77	0.72	0.67
EV/EBITDA (x)	7.9	7.0	6.7	7.9	8.5	4.1	3.7	7.6	5.5	4.7
EV/EBITA (x)	8.4	7.6	7.4	10.7	12.8	5.0	4.6	11.7	7.5	6.1
EV/EBIT (x)	8.4	7.6	7.5	11.0	12.8	5.0	4.6	11.7	7.5	6.1
Dividend yield (%)	6.4	7.1	7.1	0.0	3.6	8.9	8.9	3.6	7.1	8.0
FCF yield (%)	5.8	6.8	4.9	1.9	10.1	10.5	1.1	2.7	7.0	11.9
Le. adj. FCF yld. (%)	5.8	6.8	4.9	1.9	7.7	8.1	-1.3	0.3	4.6	9.5
P/BVPS (x)	4.63	4.15	3.53	3.42	3.04	2.29	1.92	2.03	1.82	1.69
P/BVPS adj. (x)	4.63	4.15	3.53	3.42	3.04	2.29	1.92	2.03	1.82	1.69
P/E adj. (x)	11.3	9.7	8.8	13.0	17.1	7.3	6.3	17.4	10.8	8.8
EV/EBITDA adj. (x)	7.9	7.0	6.7	7.9	8.1	4.1	3.7	7.4	5.5	4.7
EV/EBITA adj. (x)	8.4	7.6	7.4	10.7	11.9	5.0	4.6	11.2	7.5	6.1
EV/EBIT adj. (x)	8.4	7.6	7.5	11.0	11.9	5.0	4.6	11.2	7.5	6.1
EV/CE (x)	3.8	3.3	2.9	2.4	2.4	1.7	1.4	1.5	1.3	1.2
Investment ratios	-	-	-	-	-	-	-	-	-	-
Capex/sales (%)	2.9	3.4	2.8	7.0	1.7	1.4	1.8	3.8	5.0	2.7
Capex/depreciation	3.9	3.7	2.5	5.3	0.9	1.0	1.4	2.5	3.4	1.9
Capex tangibles / tangible fixed assets	32.7	22.5	24.3	27.3	5.6	4.8	10.3	21.0	28.1	13.9
Capex intangibles / definite intangibles	--	--	--	--	--	--	--	--	--	--
Depreciation on intang / def. intang	--	--	--	--	--	--	--	--	--	--
Depreciation on tangibles / tangibles	9.41	11.58	10.24	4.72	12.66	10.52	12.30	10.97	9.15	8.86

Source: ABG Sundal Collier, Company Data

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Production of report: 7/16/2023 17:52.

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