ABG SUNDAL COLLIER

Christian Berner Tech

Reason: In-depth research

Commissioned research

Not rated

Unleashing its potential

- Decentralised, diversified B2B distribution and original product group
- New management aims to boost profitability, promising signs in H1'23
- '23e-'25e adj. P/E of 12-10x, fair value SEK 30-40

Overlooked and poorly understood

We think Christian Berner Tech Trade is an overlooked company with limited institutional ownership despite good potential for increased profitability and stable growth, driven by the new management's work to improve efficiency, and a growing demand for high-quality clean energy and water solutions. The company is a decentralised, diversified B2B business group with subsidiaries acting as distributors and sellers of original products in areas such as clean energy, clean water, packaging, process technology and noise reduction. The company has arguably delivered below its potential in recent years, with limited organic growth and low profitability. This is changing, as new management took over in H1'22, and has since been working hard to improve operational efficiency. This is an ongoing process, but promising signs were seen in H1'23, as sales grew 22.5% organically, and order intake remained strong. The EBITA margin was up 2pp y-o-y, and ROE and ROCE were >20%.

Zander & Ingeström: a case study

Earlier this week, we visited one of the group's largest subsidiaries, Zander & Ingeström, acquired in 2018. This company focuses on industrial electrical water boilers and industrial pumps. Both of these segments see significant drivers in the increasingly strict regulations on energy efficiency, workplace safety and environmental sustainability. Since 2009, the company has grown sales at a CAGR of 8%, and averaged an EBIT margin of 12%. Since the acquisition, sales growth has accelerated, reaching a CAGR of 12% during 2018-22, and on average the EBIT margin improved by 2pp. We think it is fair to say this was an excellent acquisition.

Fair value SEK 30-40

Despite its potential, the company is trading at '23e-'25e adj. P/E of 12-10x, 50-40% below peers. We reiterate our fair value range of SEK 30-40.

Capital Goods

Estimate changes (%)

	2023e	2024e	2025e
Sales	0.5	0.5	0.5
EBIT	0.7	0.7	0.6
EPS	0.8	0.7	0.7

Source: ABG Sundal Collier

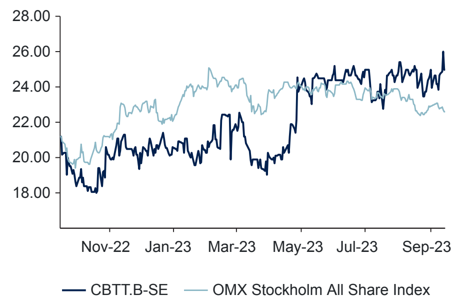
CBTT.B-SE/CBTTB SS

Share price (SEK)	14/9/2023	26.00
Fair value range		30.0-40.0

MCap (SEKm)	469
MCap (EURm)	37
No. of shares (m)	17.5
Free float (%)	99.5
Av. daily volume (k)	14

Next event Q3 Report 27 October 2023

Performance



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SEKm	2021	2022	2023e	2024e	2025e
Sales	743	842	971	1,009	1,050
EBITDA	59	69	95	108	114
EBITDA margin (%)	8.0	8.2	9.8	10.7	10.9
EBIT adj.	25	45	63	68	73
EBIT adj. margin (%)	3.4	5.3	6.5	6.7	7.0
Pretax profit	29	32	50	56	61
EPS	1.21	1.30	2.07	2.32	2.52
EPS adj.	0.95	1.56	2.18	2.32	2.52
Sales growth (%)	6.9	13.3	15.3	4.0	4.0
EPS growth (%)	-27.0	7.1	59.5	12.0	8.8

Source: ABG Sundal Collier, Company Data

	2023e	2024e	2025e
P/E (x)	12.6	11.2	10.3
P/E adj. (x)	11.9	11.2	10.3
P/BVPS (x)	2.18	1.94	1.73
EV/EBITDA (x)	7.1	6.0	5.5
EV/EBIT adj. (x)	10.7	9.6	8.5
EV/sales (x)	0.70	0.64	0.60
ROE adj. (%)	19.0	18.3	17.7
Dividend yield (%)	3.2	3.6	3.9
FCF yield (%)	12.2	17.2	17.3
Le. adj. FCF yld. (%)	7.3	11.8	11.1
Net IB debt/EBITDA (x)	2.0	1.5	1.2
Le. adj. ND/EBITDA (x)	1.4	0.7	0.2

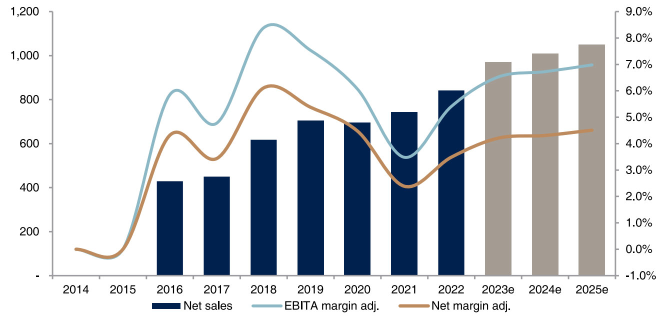
Company description

Christian Berner Tech Trade is a decentralised group of B2B businesses acting both as distributors and selling their own products. The product base is very diversified, but the common theme is technical solutions for sustainable industry within clean energy, clean water, packaging, process technology and noise reduction. Examples of important products are industrial electrical water boilers, pumps, packaging machinery and industrial dampers.

Risks

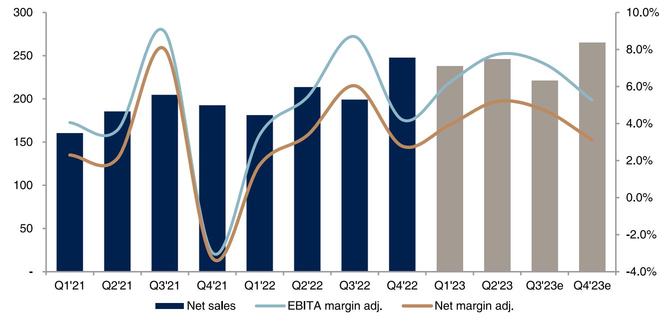
Downturns in the industrial cycle, difficulties in improving underperforming subsidiaries, acquisition integration issues, inflated acquisition multiples.

Annual sales and margins



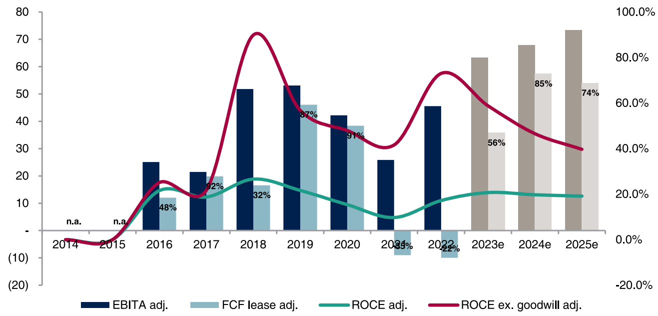
Source: ABG Sundal Collier Estimates, Company Data

Quarterly sales and margins



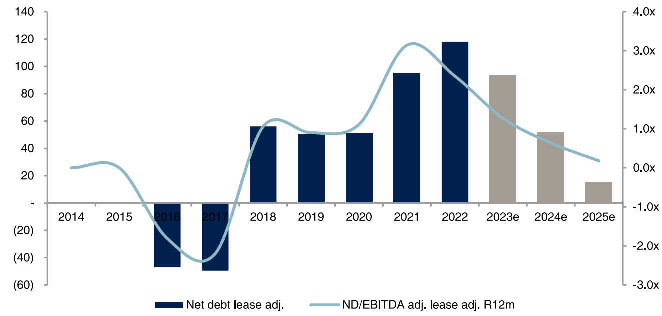
Source: ABG Sundal Collier Estimates, Company Data

Cash flow conversion and return on capital



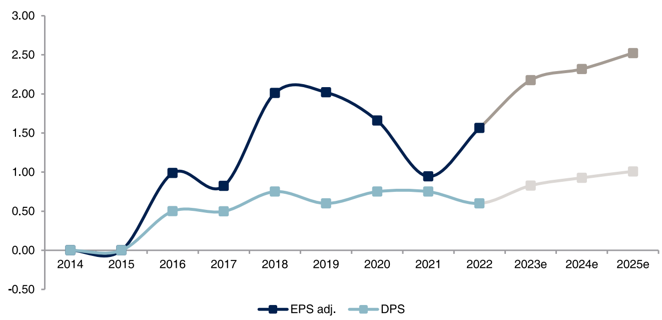
Source: ABG Sundal Collier Estimates, Company Data

Net debt and leverage



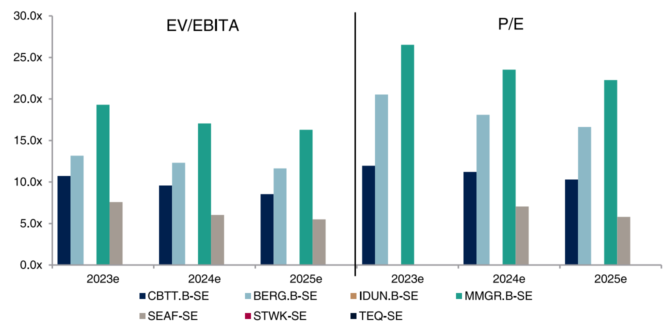
Source: ABG Sundal Collier Estimates, Company Data

EPS and DPS



Source: ABG Sundal Collier Estimates, Company Data

Peer valuation



Source: ABG Sundal Collier Estimates, FactSet Estimates

A company with renewed purpose

Brief history

Christian Berner Tech Trade is a decentralised group of B2B businesses acting both as distributors and selling their own products. The product base is very diversified, but the common theme is technical solutions for sustainable industry within clean energy, clean water, packaging, process technology and noise reduction. Examples of important products are industrial electrical water boilers, pumps, packaging machinery and industrial dampers. The company has a history of growing both organically and through M&A activity.

The company has 125 years of history, but has arguably delivered below its potential in more recent years, with an organic sales CAGR of 1.2% (total 11.6%) during 2016-21, and a cumulative EBITA margin of 6.2%, which trended down throughout 2018-21. The company's results have also been quite volatile, making predictions more difficult.

A change in management

In the first half of 2022, Caroline Reuterskiöld took over as CEO of the company and later that year she was joined by Henrik Nordin who took over as CFO. Since then, the new management has begun working to unleash the potential of the business group. The aim is to achieve the company's financial targets: 10% annual sales growth including M&A, 9% EBITA margin, >35% equity ratio, >25% ROE, dividend of 30-50% of net income; by returning the group to an efficient structure enabled through a focus on decentralisation and entrepreneurship. Among other things, this implies some restructuring, overseeing the division of responsibilities and replacing old systems.

Progress

Over the past one and a half years, progress has started being made. In an effort to improve the decentralised structure and get access to key talent, the group management has moved from one of the subsidiaries in Gothenburg, to a standalone office in Stockholm. The segment reporting structure of the group has been changed to better reflect the way the businesses operate, half the subsidiaries have got new CEOs, and the group and several subsidiaries have got more efficient accounting systems. There is also ongoing work to reduce the volatility in results by improving the project accounting.

Other ongoing projects aim to reduce costs and decrease working capital. Management is quite happy with the group's gross margin, which has been relatively stable around 40%, and is instead focusing on reducing opex. Steps have been taken to achieve this, such as eliminating some unnecessary admin expenses through the actions mentioned above, and reducing external costs by cutting back on consultants, but management believes there is still a lot to be done here.

H1'23 was a good half-year for the company, as the group accelerated the execution on its order book, and the aforementioned efforts to improve efficiency slowly started affecting reported numbers positively. Sales grew 22.5% organically, only partly boosted by inflation, and order intake remained higher than sales (108%). The EBITA margin was 6.6%, up from 4.6% in H1'22, despite some extraordinary expenses (7.0% adj.). Both ROE and ROCE were above 20%. We think this provides support for the thesis that management is on the right path and is making progress. While it is too soon to conclude that the company will reach its 9% EBITA margin target, we do incorporate a more modest margin expansion into our estimates (adj. EBITA margin '23e 6.5%, '24e 6.7%, '25e 7.0%). Even at these modest estimates, the company is trading at '23e-'25e adj. P/E of 12-10x, 50-40% below peers.

M&A

No acquisitions have been made since the beginning of 2021. According to management, the main reason for this has been that sellers have demanded unreasonable acquisition prices, but discussions with potential targets have continuously been ongoing. More recently, they have seen that sellers' expectations are beginning to temper, and they hope to be able to continue the company's acquisition journey in the near future. The company has a fairly solid balance sheet, with SEK 52m in cash, and a lease adj. ND/adj. EBITDA of 1.8x.

Zander & Ingeström: a case study

Earlier this week, we visited one of the group's largest subsidiaries (~25% of sales, >35% of EBIT), Zander & Ingeström, which was acquired in 2018. This company focuses on two product categories: industrial electrical water boilers and industrial pumps. Both of these segments see significant drivers in the increasingly strict regulations on energy efficiency, workplace safety and environmental sustainability.

Thermal technology ~40% (electrical water boilers)

Within thermal technology, the company sells mostly its own products, although production is outsourced. The products are industrial electrical water boilers of different sizes, ~75% of which are used to produce vapour for industrial processes, and ~25% are used for district heating. These are not small household boilers, and can typically contain 45 cubic meters of water being heated at very high effects. The greatest growth inhibitor for this business unit is the lacklustre electrical infrastructure in many countries, which prevents many interested customers from trying to make the switch from e.g. gas boilers. This is a particularly pertinent issue at the moment as many are trying to make the switch to avoid dependance on Russian gas. On the other hand, this will likely encourage governments to invest in their electrical infrastructure to resolve this issue.

Flow technology ~40% (pumps)

Within flow technology, the company mostly acts as a distributor. The products are mainly pumps of all kinds with end markets within industry (~30%), food, beverages and pharma (30%), high-pressure applications (~25%), and water and sewage (~15%). We highlight the significant exposure to food, beverages, pharma and water and sewage, as this is likely minimally cyclical.

Services ~20%

The company also provides aftermarket services for its customers, which typically have a higher margin, and builds long-term customer relationships.

Performance

Since 2009, the company has grown sales at a CAGR of 8%, and averaged an EBIT margin of 12%, at an average ROCE of ~50%. The company was acquired in 2018 at an EV of SEK 125m, corresponding to an LTM EV/EBIT of 7.6x, or an NTM EV/EBIT of 4.1x. Since the acquisition, sales growth has accelerated, reaching a CAGR of 12% during 2018-22, and the EBIT margin has gone from averaging 11% during 2009-17, to averaging 13% during 2018-22. Total EBIT during 2018-22 came in at SEK 125m, exactly matching the acquisition EV. Based on this, we think it is fair to say this was an excellent acquisition.

Conclusion

We think Christian Berner Tech Trade is an overlooked company with limited institutional ownership despite good potential for increased profitability and stable growth, driven by the new management's work to improve efficiency, and a growing demand for safe, high-quality clean energy and water solutions. The company's diversified operations, with exposure to multiple products, geographies and sectors, such as industry, food, pharma, construction and infrastructure, provide it with flexibility and resilience in shifting markets and economies. The continued M&A ambitions constitute a good way to deploy the cash generated by the group companies, and we believe this will boost growth beyond our estimates. On our estimates, the company is trading at '23e-'25e adj. P/E of 12-10x, 50-40% below peers. We reiterate our fair value range of SEK 30-40.

Estimate changes

Income statement	Old forecast 2023e	Old forecast 2024e	Old forecast 2025e	New forecast 2023e	New forecast 2024e	New forecast 2025e	Change (%) 2023e	Change (%) 2024e	Change (%) 2025e	Change (SEKm) 2023e	Change (SEKm) 2024e	Change (SEKm) 2025e
Net sales	**966**	**1,005**	**1,045**	**971**	**1,009**	**1,050**	**0.5%**	**0.5%**	**0.5%**	**5**	**5**	**5**
COGS	(589)	(603)	(627)	(592)	(606)	(630)	-0.5%	-0.5%	-0.5%	(3)	(3)	(3)
SG&A	(283)	(296)	(306)	(284)	(298)	(308)	-0.5%	-0.5%	-0.5%	(1)	(1)	(1)
EBITDA	95	107	114	95	108	114	0.5%	0.5%	0.5%	0	1	1
Depreciation	(34)	(40)	(41)	(34)	(40)	(41)	0.0%	-0.1%	-0.2%	(0)	(0)	(0)
EBITA	61	67	73	61	68	73	0.7%	0.7%	0.6%	0	0	0
EBITA adj.	63	67	73	63	68	73	0.7%	0.7%	0.6%	0	0	0
Amortisation	(0)	(0)	(0)	(0)	(0)	(0)	0.0%	0.0%	0.0%	-	-	-
EBIT	61	67	73	61	68	73	0.7%	0.7%	0.6%	0	0	0
Financial items	(12)	(12)	(13)	(12)	(12)	(13)	-0.5%	-0.5%	-0.5%	(0)	(0)	(0)
Taxes	(11)	(12)	(13)	(11)	(12)	(13)	-0.8%	-0.7%	-0.7%	(0)	(0)	(0)
Net income	39	43	47	39	43	47	0.8%	0.7%	0.7%	0	0	0
Net income adj.	**41**	**43**	**47**	**41**	**43**	**47**	**0.7%**	**0.7%**	**0.7%**	**0**	**0**	**0**
Minority interest	-	-	-	-	-	-	n.a.	n.a.	n.a.	-	-	-
Operating extraordinary items	(2)	-	-	(2)	-	-	0.0%	n.a.	n.a.	-	-	-
Financial extraordinary items	-	-	-	-	-	-	n.a.	n.a.	n.a.	-	-	-
Margins												
Gross margin	39.0%	40.0%	40.0%	39.0%	40.0%	40.0%	0.0pp	0.0pp	0.0pp			
EBITA margin	6.3%	6.7%	7.0%	6.3%	6.7%	7.0%	0.0pp	0.0pp	0.0pp			
EBITA margin adj.	**6.5%**	**6.7%**	**7.0%**	**6.5%**	**6.7%**	**7.0%**	**0.0pp**	**0.0pp**	**0.0pp**			
EBIT margin	6.3%	6.7%	7.0%	6.3%	6.7%	7.0%	0.0pp	0.0pp	0.0pp			
Net margin	4.0%	4.3%	4.5%	4.0%	4.3%	4.5%	0.0pp	0.0pp	0.0pp			
Net margin adj.	**4.2%**	**4.3%**	**4.5%**	**4.2%**	**4.3%**	**4.5%**	**0.0pp**	**0.0pp**	**0.0pp**			
Growth												
Net sales growth (y-o-y)	**14.7%**	**4.0%**	**4.0%**	**15.3%**	**4.0%**	**4.0%**	**0.5pp**	**0.0pp**	**0.0pp**			
Organic sales growth (y-o-y)	14.6%	4.0%	4.0%	14.5%	4.0%	4.0%	-0.1pp	0.0pp	0.0pp			
EBITA growth (y-o-y)	50.2%	10.7%	8.0%	51.3%	10.7%	8.0%	1.1pp	0.0pp	-0.1pp			
EBITA growth adj. (y-o-y)	**38.1%**	**7.2%**	**8.0%**	**39.1%**	**7.2%**	**8.0%**	**1.0pp**	**0.0pp**	**-0.1pp**			
EBIT growth (y-o-y)	53.8%	10.7%	8.0%	54.9%	10.7%	8.0%	1.1pp	0.0pp	-0.1pp			
Net income growth (y-o-y)	58.3%	12.0%	8.9%	59.5%	12.0%	8.8%	1.2pp	0.0pp	-0.1pp			
Net income growth adj. (y-o-y)	**38.1%**	**6.5%**	**8.9%**	**39.1%**	**6.5%**	**8.8%**	**1.0pp**	**0.0pp**	**-0.1pp**			

Source: ABG Sundal Collier Estimates

Detailed estimates, annual

Income statement (SEKm)	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023e	2024e	2025e
Net sales	**n.a.**	**n.a.**	**429**	**450**	**618**	**705**	**695**	**743**	**842**	**971**	**1,009**	**1,050**
COGS	n.a.	n.a.	(251)	(263)	(362)	(430)	(425)	(450)	(519)	(592)	(606)	(630)
Other operating income	n.a.	n.a.	1	0	0	0	2	4	3	4	3	3
SG&A	n.a.	n.a.	(151)	(163)	(200)	(204)	(207)	(238)	(256)	(284)	(298)	(308)
Other operating expenses	n.a.	n.a.	-	-	-	-	(0)	-	(1)	(3)	(1)	(1)
EBITDA	**n.a.**	**n.a.**	**28**	**25**	**56**	**71**	**65**	**59**	**69**	**95**	**108**	**114**
Depreciation	n.a.	n.a.	(3)	(3)	(4)	(18)	(23)	(28)	(28)	(34)	(40)	(41)
EBITA	**n.a.**	**n.a.**	**25**	**21**	**52**	**53**	**42**	**31**	**41**	**61**	**68**	**73**
EBITA adj.	**n.a.**	**n.a.**	**25**	**21**	**52**	**53**	**42**	**26**	**46**	**63**	**68**	**73**
Amortisation	n.a.	n.a.	(1)	(1)	(2)	(2)	(1)	(1)	(1)	(0)	(0)	(0)
EBIT	**n.a.**	**n.a.**	**24**	**20**	**50**	**51**	**41**	**30**	**40**	**61**	**68**	**73**
EBIT adj.	**n.a.**	**n.a.**	**24**	**20**	**50**	**51**	**41**	**25**	**45**	**63**	**68**	**73**
Financial items	n.a.	n.a.	(0)	(0)	(1)	(2)	(1)	(1)	(8)	(12)	(12)	(13)
EBT	**n.a.**	**n.a.**	**24**	**20**	**49**	**49**	**40**	**29**	**32**	**50**	**56**	**61**
Taxes	n.a.	n.a.	(5)	(4)	(11)	(11)	(9)	(6)	(7)	(11)	(12)	(13)
Net income	**n.a.**	**n.a.**	**19**	**15**	**38**	**38**	**31**	**23**	**24**	**39**	**43**	**47**
Net income adj.	**n.a.**	**n.a.**	**19**	**15**	**38**	**38**	**31**	**18**	**29**	**41**	**43**	**47**
Minority interest	n.a.	n.a.	-	-	-	-	-	-	-	-	-	-
EPS	**n.a.**	**n.a.**	**0.99**	**0.82**	**2.01**	**2.02**	**1.66**	**1.21**	**1.30**	**2.07**	**2.32**	**2.52**
EPS adj.	**n.a.**	**n.a.**	**0.99**	**0.82**	**2.01**	**2.02**	**1.66**	**0.95**	**1.56**	**2.18**	**2.32**	**2.52**
DPS	n.a.	n.a.	0.50	0.50	0.75	0.60	0.75	0.75	0.60	0.83	0.93	1.01
Dividend yield R12m	n.a.	n.a.	2.6%	3.0%	4.1%	2.1%	2.9%	2.2%	2.9%	3.2%	3.6%	3.9%

Growth and margins	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023e	2024e	2025e
Net sales growth (y-o-y)	**n.a.**	**n.a.**	**0.0%**	**4.8%**	**37.4%**	**14.1%**	**-1.4%**	**6.9%**	**13.3%**	**15.3%**	**4.0%**	**4.0%**
of which organic	*n.a.*	*n.a.*	*0.0%*	*1.9%*	*8.5%*	*8.5%*	*-5.1%*	*-6.6%*	*9.3%*	*14.5%*	*4.0%*	*4.0%*
EBITDA growth (y-o-y)	n.a.	n.a.	0.0%	-12.0%	125.1%	28.5%	-9.3%	-8.4%	16.0%	38.2%	13.6%	5.9%
EBITA growth adj. (y-o-y)	**n.a.**	**n.a.**	**0.0%**	**-14.5%**	**141.2%**	**2.5%**	**-20.6%**	**-38.6%**	**75.9%**	**39.1%**	**7.2%**	**8.0%**
EBIT growth adj. (y-o-y)	n.a.	n.a.	0.0%	-15.2%	148.3%	1.9%	-20.2%	-38.5%	77.9%	42.0%	7.2%	8.0%
Net income growth adj. (y-o-y)	**n.a.**	**n.a.**	**0.0%**	**-16.6%**	**144.2%**	**0.4%**	**-17.9%**	**-43.0%**	**65.5%**	**39.1%**	**6.5%**	**8.8%**
Gross margin	n.a.	n.a.	41.5%	41.6%	41.3%	39.0%	38.8%	39.5%	38.4%	39.0%	40.0%	40.0%
EBITDA margin	n.a.	n.a.	6.5%	5.5%	9.0%	10.1%	9.3%	8.0%	8.2%	9.8%	10.7%	10.9%
EBITA margin adj.	**n.a.**	**n.a.**	**5.9%**	**4.8%**	**8.4%**	**7.5%**	**6.1%**	**3.5%**	**5.4%**	**6.5%**	**6.7%**	**7.0%**
EBIT margin adj.	n.a.	n.a.	5.5%	4.5%	8.1%	7.2%	5.9%	3.4%	5.3%	6.5%	6.7%	7.0%
Net margin adj.	**n.a.**	**n.a.**	**4.3%**	**3.4%**	**6.1%**	**5.4%**	**4.5%**	**2.4%**	**3.5%**	**4.2%**	**4.3%**	**4.5%**

Valuation multiples	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023e	2024e	2025e
EV/EBITA adj. R12m	**n.a.**	**n.a.**	**12.6x**	**12.1x**	**7.8x**	**12.2x**	**14.9x**	**31.2x**	**12.7x**	**10.7x**	**9.6x**	**8.5x**
EV/EBIT adj. R12m	n.a.	n.a.	13.3x	12.9x	8.0x	12.6x	15.4x	32.3x	12.9x	10.7x	9.6x	8.5x
P/E adj. R12m	**n.a.**	**n.a.**	**19.7x**	**20.0x**	**9.2x**	**14.2x**	**15.6x**	**35.6x**	**13.2x**	**11.9x**	**11.2x**	**10.3x**

Cash flow statement (SEKm)	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023e	2024e	2025e
Operating cash flow	**n.a.**	**n.a.**	**15**	**24**	**26**	**70**	**63**	**22**	**25**	**68**	**91**	**92**
Investing cash flow	n.a.	n.a.	(19)	(3)	(117)	(23)	(40)	(30)	(12)	(9)	(7)	(7)
Financing cash flow	n.a.	n.a.	(3)	(21)	60	(54)	1	37	(37)	(35)	(42)	(48)
Net cash flow	**n.a.**	**n.a.**	**(7)**	**(0)**	**(31)**	**(7)**	**24**	**29**	**(24)**	**24**	**42**	**37**
Closing cash balance	n.a.	n.a.	65	65	34	27	49	80	57	81	123	160
FCF	n.a.	n.a.	14	22	19	62	58	15	14	59	84	84
FCF lease adj.	**n.a.**	**n.a.**	**12**	**20**	**17**	**46**	**38**	**(9)**	**(10)**	**36**	**57**	**54**
FCF/EBITA adj. lease adj.	n.a.	n.a.	48%	92%	32%	87%	91%	-35%	-22%	56%	85%	74%
FCF/Net income adj. lease adj.	n.a.	n.a.	65%	128%	44%	122%	123%	-51%	-34%	88%	132%	114%

Balance sheet (SEKm)	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023e	2024e	2025e
ROE adj.	n.a.	n.a.	19.3%	16.3%	29.1%	24.7%	17.7%	9.5%	14.6%	18.2%	17.3%	16.8%
ROE ex. goodwill adj.	n.a.	n.a.	23.1%	19.3%	n.a.	522.9%	n.a.	n.a.	1106.9%	159.9%	81.3%	56.7%
ROCE adj.	**n.a.**	**n.a.**	**21.5%**	**18.7%**	**26.6%**	**21.6%**	**15.4%**	**9.7%**	**17.2%**	**20.7%**	**19.7%**	**19.1%**
ROCE ex. goodwill adj.	**n.a.**	**n.a.**	**25.1%**	**21.7%**	**89.9%**	**56.8%**	**47.9%**	**41.6%**	**73.0%**	**58.8%**	**46.5%**	**39.7%**
Net debt	n.a.	n.a.	(47)	(49)	56	108	145	178	188	191	162	138
Net debt lease adj.	**n.a.**	**n.a.**	**(47)**	**(49)**	**56**	**50**	**51**	**95**	**118**	**94**	**52**	**15**
ND/EBITDA R12m	n.a.	n.a.	-1.7x	-2.0x	1.0x	1.5x	2.2x	3.0x	2.7x	2.0x	1.5x	1.2x
ND/EBITDA adj. R12m	n.a.	n.a.	-1.7x	-2.0x	1.0x	1.5x	2.2x	3.3x	2.5x	2.0x	1.5x	1.2x
ND/EBITDA lease adj. R12m	n.a.	n.a.	-1.8x	-2.2x	1.1x	0.9x	1.1x	2.7x	2.6x	1.3x	0.6x	0.2x
ND/EBITDA adj. lease adj. R12m	**n.a.**	**n.a.**	**-1.8x**	**-2.2x**	**1.1x**	**0.9x**	**1.1x**	**3.1x**	**2.3x**	**1.3x**	**0.6x**	**0.2x**

Segments	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023e	2024e	2025e
Technology & Distribution												
Sales	n.a.	n.a.	-	-	-	-	-	480	539	560	583	606
Sales growth	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	12.2%	3.9%	4.0%	4.0%
Organic sales growth	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	9.4%	n.a.	4.0%	4.0%
EBITA margin	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	6.0%	5.7%	6.0%	7.0%	7.5%
Energy & Environment												
Sales	n.a.	n.a.	-	-	-	-	-	288	324	415	431	449
Sales growth	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	12.6%	27.8%	4.0%	4.0%
Organic sales growth	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	5.6%	n.a.	4.0%	4.0%
EBITA margin	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	9.6%	6.5%	12.0%	11.4%	11.4%

Source: ABG Sundal Collier Estimates, Company Data

Detailed estimates, quarterly

Income statement (SEKm)	Q1'21	Q2'21	Q3'21	Q4'21	Q1'22	Q2'22	Q3'22	Q4'22	Q1'23	Q2'23	Q3'23e	Q4'23e
Net sales	**160**	**186**	**205**	**193**	**181**	**214**	**199**	**248**	**238**	**246**	**221**	**265**
COGS	(94)	(111)	(125)	(119)	(107)	(129)	(124)	(160)	(144)	(148)	(137)	(163)
Other operating income	1	1	1	3	1	1	0	1	1	1	1	1
SG&A	(52)	(61)	(53)	(73)	(63)	(66)	(52)	(76)	(71)	(74)	(60)	(80)
Other operating expenses	(0)	-	-	(0)	(0)	(1)	(0)	(0)	(1)	(1)	(1)	(1)
EBITDA	**15**	**15**	**27**	**3**	**13**	**18**	**24**	**13**	**23**	**25**	**24**	**22**
Depreciation	(7)	(7)	(7)	(7)	(7)	(7)	(7)	(7)	(8)	(8)	(8)	(9)
EBITA	**8**	**8**	**20**	**(4)**	**6**	**12**	**17**	**5**	**14**	**18**	**16**	**14**
EBITA adj.	**7**	**7**	**18**	**(6)**	**6**	**12**	**17**	**10**	**15**	**19**	**16**	**14**
Amortisation	(0)	(0)	(0)	(0)	(0)	(0)	(0)	(0)	(0)	(0)	(0)	(0)
EBIT	**8**	**8**	**19**	**(5)**	**6**	**11**	**17**	**5**	**14**	**17**	**16**	**14**
EBIT adj.	**6**	**7**	**18**	**(6)**	**6**	**11**	**17**	**10**	**15**	**19**	**16**	**14**
Financial items	(1)	(1)	2	(1)	(1)	(3)	(2)	(2)	(3)	(3)	(3)	(3)
EBT	**7**	**7**	**22**	**(6)**	**5**	**9**	**15**	**3**	**11**	**14**	**13**	**11**
Taxes	(2)	(2)	(4)	1	(1)	(2)	(3)	(1)	(2)	(3)	(3)	(2)
Net income	**5**	**5**	**18**	**(5)**	**3**	**7**	**12**	**2**	**9**	**11**	**10**	**8**
Net income adj.	**4**	**4**	**16**	**(6)**	**3**	**7**	**12**	**7**	**9**	**13**	**10**	**8**
Minority interest	-	-	-	-	-	-	-	-	-	-	-	-
EPS	**0.26**	**0.28**	**0.94**	**-0.27**	**0.17**	**0.38**	**0.64**	**0.10**	**0.47**	**0.60**	**0.56**	**0.44**
EPS adj.	**0.20**	**0.21**	**0.87**	**-0.33**	**0.17**	**0.38**	**0.64**	**0.37**	**0.50**	**0.68**	**0.56**	**0.44**
DPS	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
Dividend yield R12m	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
Growth and margins	**Q1'21**	**Q2'21**	**Q3'21**	**Q4'21**	**Q1'22**	**Q2'22**	**Q3'22**	**Q4'22**	**Q1'23**	**Q2'23**	**Q3'23e**	**Q4'23e**
Net sales growth (y-o-y)	**-8.5%**	**13.2%**	**27.3%**	**-1.3%**	**13.0%**	**15.2%**	**-2.7%**	**28.6%**	**31.4%**	**15.0%**	**10.9%**	**7.1%**
of which organic	*-18.1%*	*-3.2%*	*7.8%*	*-113.7%*	*-110.1%*	*-104.4%*	*-4.5%*	*26.6%*	*31.3%*	*14.9%*	*10.1%*	*5.4%*
EBITDA growth (y-o-y)	50.2%	-21.6%	35.4%	-82.4%	-8.7%	21.8%	-8.7%	351.5%	70.0%	37.7%	0.2%	78.4%
EBITA growth adj. (y-o-y)	**43.6%**	**-51.7%**	**29.5%**	**-160.2%**	**-5.4%**	**71.4%**	**-5.4%**	**282.6%**	**140.7%**	**64.1%**	**-7.9%**	**33.8%**
EBIT growth adj. (y-o-y)	57.4%	-51.5%	30.9%	-163.6%	-5.7%	73.2%	-5.6%	271.8%	145.8%	65.5%	-6.6%	36.9%
Net income growth adj. (y-o-y)	**48.1%**	**-59.2%**	**35.6%**	**-190.6%**	**-12.9%**	**83.4%**	**-26.5%**	**209.9%**	**191.3%**	**77.8%**	**-13.5%**	**19.8%**
Gross margin	41.3%	40.4%	38.7%	38.0%	41.2%	39.7%	38.0%	35.6%	39.5%	40.0%	38.0%	38.5%
EBITDA margin	9.1%	8.2%	13.0%	1.4%	7.4%	8.7%	12.2%	5.1%	9.5%	10.4%	11.1%	8.5%
EBITA margin adj.	**4.1%**	**3.6%**	**9.0%**	**-3.0%**	**3.4%**	**5.4%**	**8.7%**	**4.2%**	**6.2%**	**7.7%**	**7.2%**	**5.3%**
EBIT margin adj.	3.9%	3.5%	8.9%	-3.1%	3.3%	5.3%	8.6%	4.1%	6.1%	7.6%	7.2%	5.3%
Net margin adj.	**2.3%**	**2.1%**	**8.0%**	**-3.3%**	**1.8%**	**3.4%**	**6.0%**	**2.8%**	**3.9%**	**5.2%**	**4.7%**	**3.1%**
Valuation multiples	**Q1'21**	**Q2'21**	**Q3'21**	**Q4'21**	**Q1'22**	**Q2'22**	**Q3'22**	**Q4'22**	**Q1'23**	**Q2'23**	**Q3'23e**	**Q4'23e**
EV/EBITA adj. R12m	**17.4x**	**21.3x**	**19.0x**	**31.2x**	**24.4x**	**20.0x**	**18.7x**	**12.7x**	**10.4x**	**11.2x**	**11.4x**	**10.6x**
EV/EBIT adj. R12m	17.9x	21.8x	19.4x	32.3x	25.3x	20.6x	19.3x	12.9x	10.6x	11.4x	11.6x	10.7x
P/E adj. R12m	**19.0x**	**22.2x**	**19.2x**	**35.5x**	**25.9x**	**19.2x**	**21.5x**	**13.2x**	**10.7x**	**11.4x**	**12.4x**	**11.9x**
Cash flow statement (SEKm)	**Q1'21**	**Q2'21**	**Q3'21**	**Q4'21**	**Q1'22**	**Q2'22**	**Q3'22**	**Q4'22**	**Q1'23**	**Q2'23**	**Q3'23e**	**Q4'23e**
Operating cash flow	**(2)**	**16**	**11**	**(4)**	**3**	**(19)**	**19**	**21**	**15**	**3**	**27**	**24**
Investing cash flow	(1)	(42)	(4)	16	(1)	(3)	(4)	(4)	(2)	(3)	(2)	(2)
Financing cash flow	(5)	54	(6)	(6)	(6)	(20)	(5)	(6)	(7)	(12)	(6)	(11)
Net cash flow	**(8)**	**29**	**2**	**6**	**(4)**	**(41)**	**10**	**11**	**6**	**(11)**	**19**	**11**
Closing cash balance	43	71	73	80	77	35	46	57	62	52	70	81
FCF	(2)	12	(0)	6	2	(21)	16	17	13	1	25	21
FCF lease adj.	**(8)**	**6**	**(7)**	**0**	**(4)**	**(27)**	**10**	**11**	**6**	**(5)**	**19**	**16**
FCF/EBITA adj. lease adj.	-129%	84%	-36%	n.a.	-64%	-233%	58%	105%	41%	-28%	117%	118%
FCF/Net income adj. lease adj.	-227%	145%	-40%	n.a.	-122%	-377%	84%	159%	65%	-42%	179%	199%
Balance sheet (SEKm)	**Q1'21**	**Q2'21**	**Q3'21**	**Q4'21**	**Q1'22**	**Q2'22**	**Q3'22**	**Q4'22**	**Q1'23**	**Q2'23**	**Q3'23e**	**Q4'23e**
ROE adj.	17.7%	15.5%	16.3%	9.5%	8.9%	11.1%	8.2%	14.6%	17.2%	19.7%	18.0%	18.2%
ROE ex. goodwill adj.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	14060.9%	1106.9%	350.5%	359.8%	180.7%	159.9%
ROCE adj.	**15.8%**	**14.5%**	**15.3%**	**9.7%**	**9.5%**	**11.9%**	**11.0%**	**17.2%**	**20.1%**	**20.7%**	**19.8%**	**20.7%**
ROCE ex. goodwill adj.	**49.2%**	**64.7%**	**57.9%**	**41.6%**	**39.7%**	**59.6%**	**46.4%**	**73.0%**	**77.6%**	**63.0%**	**57.1%**	**58.8%**
Net debt	154	195	188	178	177	213	201	188	184	221	201	191
Net debt lease adj.	**58**	**104**	**102**	**95**	**98**	**140**	**129**	**118**	**113**	**123**	**105**	**94**
ND/EBITDA R12m	2.2x	3.0x	2.6x	3.0x	3.1x	3.5x	3.4x	2.7x	2.4x	2.6x	2.4x	2.0x
ND/EBITDA adj. R12m	2.2x	3.1x	2.7x	3.3x	3.3x	3.6x	3.5x	2.5x	2.2x	2.4x	2.2x	2.0x
ND/EBITDA lease adj. R12m	1.2x	2.4x	2.1x	2.7x	2.9x	3.7x	3.7x	2.6x	2.1x	2.0x	1.7x	1.3x
ND/EBITDA adj. lease adj. R12m	**1.2x**	**2.5x**	**2.2x**	**3.1x**	**3.3x**	**4.0x**	**3.8x**	**2.3x**	**1.9x**	**1.8x**	**1.5x**	**1.3x**
Segments	**Q1'21**	**Q2'21**	**Q3'21**	**Q4'21**	**Q1'22**	**Q2'22**	**Q3'22**	**Q4'22**	**Q1'23**	**Q2'23**	**Q3'23e**	**Q4'23e**
Technology & Distribution												
Sales	-	-	-	110	115	135	-	151	145	131	129	156
Sales growth	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
Organic sales growth	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	33.8%	26.0%	-3.1%	n.a.	0.0%
EBITA margin	0.0%	0.0%	0.0%	2.1%	2.9%	6.9%	0.0%	4.9%	8.8%	1.4%	8.0%	5.5%
Energy & Environment												
Sales	-	-	-	94	68	81	-	100	94	115	94	112
Sales growth	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
Organic sales growth	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	5.6%	38.5%	43.1%	n.a.	12.0%
EBITA margin	0.0%	0.0%	0.0%	8.2%	8.7%	5.2%	0.0%	1.4%	10.7%	18.0%	10.3%	8.2%

Source: ABG Sundal Collier Estimates, Company Data

Peer group

Ticker	Company	Mcap	L3M	Sales growth			EBITA margin			Net margin			FCF/EBITA		
		SEKm		2023e	2024e	2025e	2023e	2024e	2025e	2023e	2024e	2025e	2023e	2024e	2025e
CBTT.B-SE	Christian Berner Tech Trade	488	5%	15.3%	4.0%	4.0%	6.5%	6.7%	7.0%	4.2%	4.3%	4.5%	94%	124%	115%
BERG.B-SE	Bergman & Beving AB Class	4,115	-12%	2.5%	2.7%	2.7%	8.7%	9.1%	9.3%	4.1%	4.6%	4.8%	73%	75%	80%
IDUN.B-SE	Idun Industrier AB Class B	1,900	-11%	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
MMGR.B-SE	Momentum Group AB Class	4,762	-21%	30.3%	13.7%	3.5%	11.9%	11.8%	12.0%	7.9%	7.8%	8.0%	17%	90%	85%
SEAF-SE	Seafire AB	394	-40%	21.6%	9.5%	8.7%	8.5%	9.8%	9.8%	-1.8%	4.7%	5.2%	-24%	82%	80%
STWK-SE	Stockwik Forvaltning AB	89	-38%	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
TEQ-SE	Teqnion AB	3,899	15%	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
Peer average		**2,527**	**-18%**	**18.1%**	**8.6%**	**5.0%**	**9.7%**	**10.2%**	**10.4%**	**3.4%**	**5.7%**	**6.0%**	**22%**	**82%**	**82%**
Peer median		**2,899**	**-17%**	**21.6%**	**9.5%**	**3.5%**	**8.7%**	**9.8%**	**9.8%**	**4.1%**	**4.7%**	**5.2%**	**17%**	**82%**	**80%**

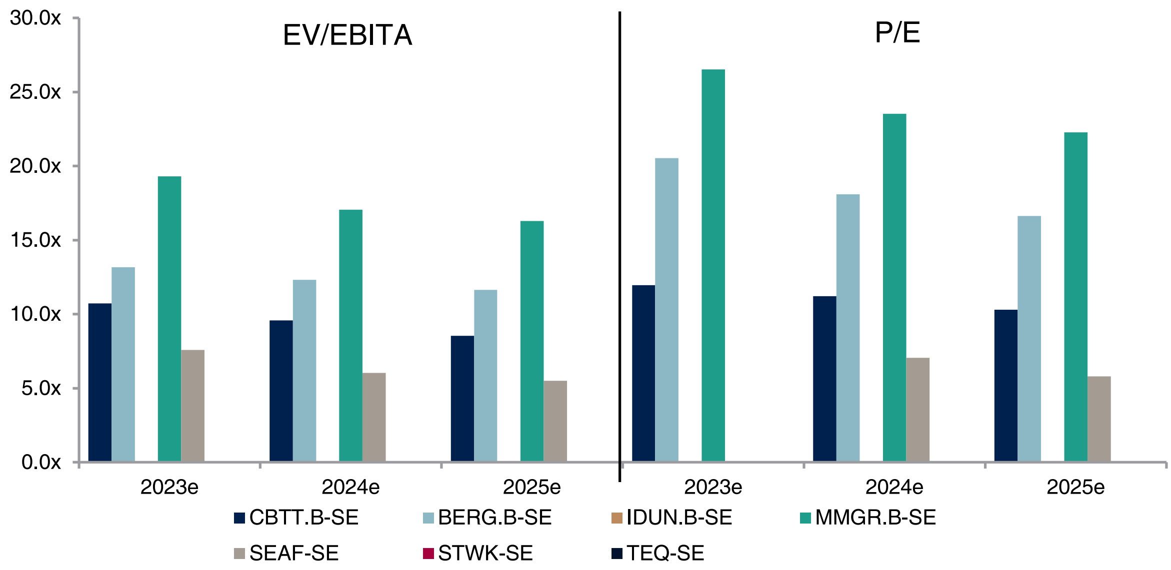
Ticker	Company	Mcap	L3M	EV/Sales			EV/EBITA			P/E			ND/EBITDA		
		SEKm		2023e	2024e	2025e	2023e	2024e	2025e	2023e	2024e	2025e	2023e	2024e	2025e
CBTT.B-SE	Christian Berner Tech Trade	488	5%	0.7x	0.6x	0.6x	10.7x	9.6x	8.5x	11.9x	11.2x	10.3x	2.0x	1.5x	1.2x
BERG.B-SE	Bergman & Beving AB Class	4,115	-12%	1.1x	1.1x	1.1x	13.2x	12.3x	11.6x	20.5x	18.1x	16.6x	2.7x	2.3x	2.0x
IDUN.B-SE	Idun Industrier AB Class B	1,900	-11%	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
MMGR.B-SE	Momentum Group AB Class	4,762	-21%	2.3x	2.0x	1.9x	19.3x	17.1x	16.3x	26.5x	23.5x	22.3x	1.1x	0.5x	0.1x
SEAF-SE	Seafire AB	394	-40%	0.6x	0.6x	0.5x	7.6x	6.0x	5.5x	n.a.	7.0x	5.8x	1.7x	1.0x	0.5x
STWK-SE	Stockwik Forvaltning AB	89	-38%	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
TEQ-SE	Teqnion AB	3,899	15%	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
Peer average		**2,527**	**-18%**	**1.4x**	**1.2x**	**1.2x**	**13.4x**	**11.8x**	**11.1x**	**23.5x**	**16.2x**	**14.9x**	**1.9x**	**1.3x**	**0.9x**
Peer median		**2,899**	**-17%**	**1.1x**	**1.1x**	**1.1x**	**13.2x**	**12.3x**	**11.6x**	**23.5x**	**18.1x**	**16.6x**	**1.7x**	**1.0x**	**0.5x**

Peer multiple valuation	SP	EV/Sales			EV/EBITA			P/E		
	SEK	2023e	2024e	2025e	2023e	2024e	2025e	2023e	2024e	2025e
CBTT.B-SE	26.00	0.7x	0.6x	0.6x	10.7x	9.6x	8.5x	11.9x	11.2x	10.3x
Peer median		1.1x	1.1x	1.1x	13.2x	12.3x	11.6x	23.5x	18.1x	16.6x
Premium/discount		-39%	-42%	-45%	-19%	-22%	-27%	-49%	-38%	-38%
Implied share price		**42.68**	**45.11**	**47.48**	**31.94**	**33.43**	**35.45**	**51.22**	**41.94**	**41.95**

Source: ABG Sundal Collier Estimates, FactSet Estimates

Footnote: ABG Sundal Collier Estimates for Christian Berner Tech Trade, FactSet Estimates for peers

Peer valuation



Source: ABG Sundal Collier Estimates, FactSet Estimates

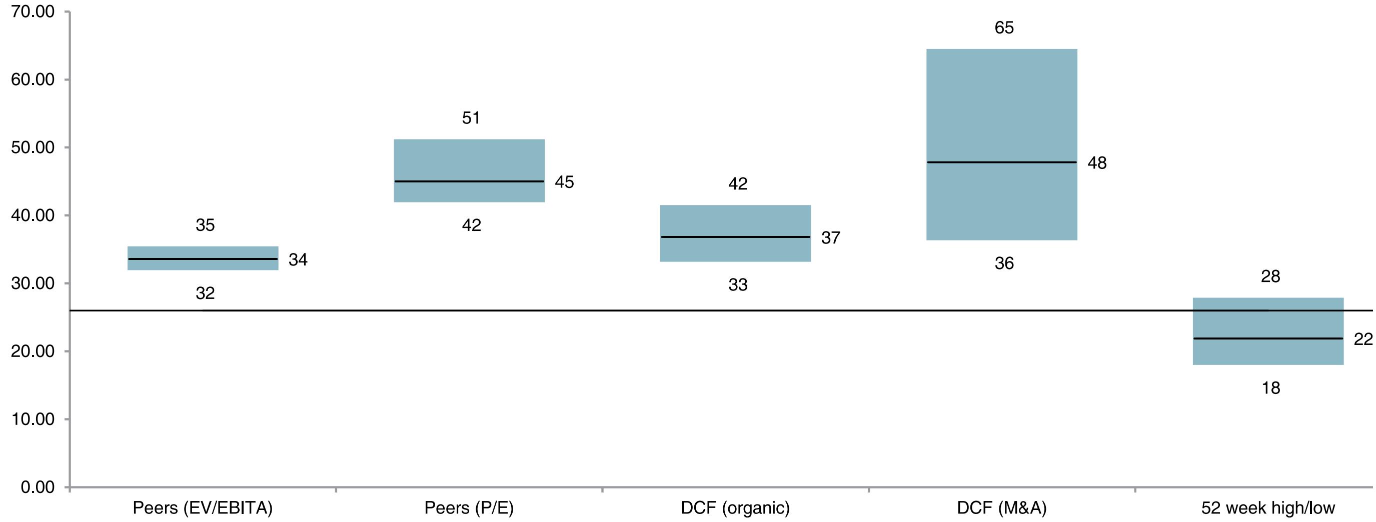
DCF deviation tables

DCF deviation table (organic)		Discount rate				
		12.0%	11.0%	10.0%	9.0%	8.0%
Perpetual growth rate	0.0%	29	32	35	39	44
	1.0%	30	33	36	40	45
	2.0%	30	33	37	42	48
	3.0%	31	34	38	43	51
	4.0%	32	35	40	46	56

DCF deviation table (M&A)		Discount rate				
		12.0%	11.0%	10.0%	9.0%	8.0%
Perpetual growth rate	0.0%	27	35	46	62	85
	1.0%	28	36	47	63	87
	2.0%	28	36	48	65	89
	3.0%	29	37	49	66	93
	4.0%	29	38	51	69	97

Source: ABG Sundal Collier Estimates

Valuation summary



Source: ABG Sundal Collier Estimates

Implied fair valuation multiples

Implied fair valuation multiples		Current share price		26.00
2023e	**EV/Sales**	**EV/EBITA**	**P/E**	**SP**
Peers (EV/EBITA)	0.9x	13.9x	15.4x	34
Peers (P/E)	1.2x	18.6x	20.7x	45
DCF (organic)	1.0x	15.2x	16.9x	37
DCF (M&A)	1.3x	19.7x	22.0x	48
Median	**1.1x**	**16.9x**	**18.8x**	**41**
52 week average	0.6x	9.0x	10.1x	22

Source: ABG Sundal Collier Estimates

Income Statement (SEKm)	2016	2017	2018	2019	2020	2021	2022	2023e	2024e	2025e
Sales	429	450	618	705	695	743	842	971	1,009	1,050
COGS	-251	-263	-362	-430	-425	-450	-519	-592	-606	-630
Gross profit	178	187	255	275	270	294	323	379	404	420
Other operating items	-150	-162	-200	-204	-205	-234	-255	-283	-296	-305
EBITDA	**28**	**25**	**56**	**71**	**65**	**59**	**69**	**95**	**108**	**114**
Depreciation and amortisation	-3	-3	-4	-18	-23	-28	-28	-34	-40	-41
of which leasing depreciation	0	0	0	-16	-19	-24	-24	-28	-34	-35
EBITA	**25**	**21**	**52**	**53**	**42**	**31**	**41**	**61**	**68**	**73**
EO Items	0	0	0	0	0	5	-5	-2	0	0
Impairment and PPA amortisation	-1	-1	-2	-2	-1	-1	-1	-0	-0	-0
EBIT	**24**	**20**	**50**	**51**	**41**	**30**	**40**	**61**	**68**	**73**
Net financial items	-0	-0	-1	-2	-1	-1	-8	-12	-12	-13
Pretax profit	**24**	**20**	**49**	**49**	**40**	**29**	**32**	**50**	**56**	**61**
Tax	-5	-4	-11	-11	-9	-6	-7	-11	-12	-13
Net profit	**19**	**15**	**38**	**38**	**31**	**23**	**24**	**39**	**43**	**47**
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	**19**	**15**	**38**	**38**	**31**	**23**	**24**	**39**	**43**	**47**
EPS	0.99	0.82	2.01	2.02	1.66	1.21	1.30	2.07	2.32	2.52
EPS adj.	0.99	0.82	2.01	2.02	1.66	0.95	1.56	2.18	2.32	2.52
Total extraordinary items after tax	0	0	0	0	0	4	-4	-2	0	0
Leasing payments	0	0	0	-16	-19	-24	-24	-28	-34	-35
Tax rate (%)	*21.9*	*22.5*	*22.8*	*22.4*	*21.9*	*21.0*	*23.4*	*21.8*	*22.0*	*22.0*
Gross margin (%)	*41.5*	*41.6*	*41.3*	*39.0*	*38.8*	*39.5*	*38.4*	*39.0*	*40.0*	*40.0*
EBITDA margin (%)	*6.5*	*5.5*	*9.0*	*10.1*	*9.3*	*8.0*	*8.2*	*9.8*	*10.7*	*10.9*
EBITA margin (%)	*5.9*	*4.8*	*8.4*	*7.5*	*6.1*	*4.2*	*4.8*	*6.3*	*6.7*	*7.0*
EBIT margin (%)	*5.5*	*4.5*	*8.1*	*7.2*	*5.9*	*4.0*	*4.7*	*6.3*	*6.7*	*7.0*
Pre-tax margin (%)	*5.5*	*4.4*	*7.9*	*6.9*	*5.7*	*3.9*	*3.8*	*5.1*	*5.5*	*5.8*
Net margin (%)	*4.3*	*3.4*	*6.1*	*5.4*	*4.5*	*3.1*	*2.9*	*4.0*	*4.3*	*4.5*
Growth Rates y-o-y	-	-	-	-	-	-	-	-	-	-
Sales growth (%)	*-2.9*	*4.8*	*37.4*	*14.1*	*-1.4*	*6.9*	*13.3*	*15.3*	*4.0*	*4.0*
EBITDA growth (%)	--	*-12.0*	*125.1*	*28.5*	*-9.3*	*-8.4*	*16.0*	*38.2*	*13.6*	*5.9*
EBITA growth (%)	--	*-14.5*	*141.2*	*2.5*	*-20.6*	*-26.8*	*31.2*	*51.3*	*10.7*	*8.0*
EBIT growth (%)	*-1.2*	*-15.2*	*NM*	*1.9*	*-20.2*	*-26.2*	*31.7*	*54.9*	*10.7*	*8.0*
Net profit growth (%)	*-23.2*	*-16.6*	*144.2*	*0.4*	*-17.9*	*-27.0*	*7.1*	*59.5*	*12.0*	*8.8*
EPS growth (%)	*-17.7*	*-16.6*	*144.2*	*0.4*	*-17.9*	*-27.0*	*7.1*	*59.5*	*12.0*	*8.8*
Profitability	-	-	-	-	-	-	-	-	-	-
ROE (%)	*20.3*	*16.2*	*33.6*	*26.8*	*18.9*	*12.5*	*12.6*	*18.3*	*18.3*	*17.7*
ROE adj. (%)	*21.8*	*17.5*	*35.1*	*28.2*	*19.8*	*10.8*	*15.0*	*19.0*	*18.3*	*17.7*
ROCE (%)	*22.8*	*17.8*	*29.6*	*19.2*	*12.1*	*7.1*	*7.1*	*10.5*	*10.8*	*10.9*
ROCE adj. (%)	*24.1*	*18.9*	*30.7*	*20.0*	*12.5*	*6.0*	*8.5*	*11.0*	*10.8*	*10.9*
ROIC (%)	*58.4*	*35.3*	*34.6*	*18.4*	*11.3*	*7.1*	*8.2*	*11.9*	*12.8*	*13.7*
ROIC adj. (%)	*58.4*	*35.3*	*34.6*	*18.4*	*11.3*	*6.0*	*9.2*	*12.3*	*12.8*	*13.7*
Adj. earnings numbers	-	-	-	-	-	-	-	-	-	-
EBITDA adj.	*28*	*25*	*56*	*71*	*65*	*54*	*74*	*97*	*108*	*114*
EBITDA adj. margin (%)	*6.5*	*5.5*	*9.0*	*10.1*	*9.3*	*7.3*	*8.8*	*10.0*	*10.7*	*10.9*
EBITDA lease adj.	28	25	56	55	46	30	50	69	74	80
EBITDA lease adj. margin (%)	*6.5*	*5.5*	*9.0*	*7.9*	*6.6*	*4.1*	*6.0*	*7.1*	*7.3*	*7.6*
EBITA adj.	25	21	52	53	42	26	46	63	68	73
EBITA adj. margin (%)	*5.9*	*4.8*	*8.4*	*7.5*	*6.1*	*3.5*	*5.4*	*6.5*	*6.7*	*7.0*
EBIT adj.	24	20	50	51	41	25	45	63	68	73
EBIT adj. margin (%)	*5.5*	*4.5*	*8.1*	*7.2*	*5.9*	*3.4*	*5.3*	*6.5*	*6.7*	*7.0*
Pretax profit Adj.	25	21	51	51	41	25	38	52	56	61
Net profit Adj.	20	17	39	40	33	20	29	40	43	47
Net profit to shareholders adj.	20	17	39	40	33	20	29	40	43	47
Net adj. margin (%)	*4.6*	*3.7*	*6.4*	*5.7*	*4.7*	*2.6*	*3.5*	*4.2*	*4.3*	*4.5*

Source: ABG Sundal Collier, Company Data

Cash Flow (SEKm)	2016	2017	2018	2019	2020	2021	2022	2023e	2024e	2025e
EBITDA	28	25	56	71	65	59	69	95	108	114
Net financial items	-0	-0	-1	-2	-1	-1	-8	-12	-12	-13
Paid tax	-4	-8	-10	-7	-17	-4	-4	-11	-12	-13
Non-cash items	3	6	-7	18	10	-22	-3	-5	0	0
Cash flow before change in WC	27	22	37	80	57	32	54	68	84	88
Change in working capital	-12	2	-11	-10	6	-9	-29	0	8	3

Cash Flow (SEKm)	2016	2017	2018	2019	2020	2021	2022	2023e	2024e	2025e
Operating cash flow	**15**	**24**	**26**	**70**	**63**	**22**	**25**	**68**	**91**	**92**
Capex tangible fixed assets	-1	-2	-6	-7	-5	-7	-3	-2	-6	-6
Capex intangible fixed assets	0	0	-1	-1	-1	0	-8	-7	-1	-1
Acquisitions and Disposals	-18	-1	-110	-15	-34	-23	0	0	0	0
Free cash flow	**-4**	**21**	**-91**	**46**	**23**	**-8**	**14**	**59**	**84**	**84**
Dividend paid	-9	-9	-9	-14	-11	-14	-14	-11	-16	-17
Share issues and buybacks	0	-7	-2	0	0	0	0	0	0	0
Leasing liability amortisation	-2	-2	-2	-15	-19	-24	-24	-24	-27	-30
Other non-cash items	-5	1	-9	-69	-35	19	14	-27	-14	-12
Balance Sheet (SEKm)	**2016**	**2017**	**2018**	**2019**	**2020**	**2021**	**2022**	**2023e**	**2024e**	**2025e**
Goodwill	16	15	133	146	180	198	198	198	198	198
Other intangible assets	9	8	23	21	20	35	43	49	49	49
Tangible fixed assets	11	12	18	14	18	21	21	18	19	21
Right-of-use asset	0	0	0	58	93	84	72	94	100	107
Total other fixed assets	3	3	2	1	1	1	1	1	1	1
Fixed assets	39	38	175	240	311	340	335	361	368	376
Inventories	20	22	50	65	61	85	78	87	91	94
Receivables	61	57	84	80	75	99	145	155	141	136
Other current assets	7	6	10	12	17	10	22	19	20	21
Cash and liquid assets	65	65	34	27	49	80	57	81	123	160
Total assets	**191**	**187**	**352**	**425**	**513**	**613**	**638**	**704**	**744**	**788**
Shareholders equity	96	95	130	153	176	187	201	224	252	282
Minority	0	0	0	0	0	0	0	0	0	0
Total equity	**96**	**95**	**130**	**153**	**176**	**187**	**201**	**224**	**252**	**282**
Long-term debt	12	11	49	33	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	58	94	83	70	97	111	122
Total other long-term liabilities	2	2	10	9	16	10	9	9	9	9
Short-term debt	6	4	41	44	100	175	175	175	175	175
Accounts payable	28	30	36	42	46	51	77	78	71	68
Other current liabilities	47	45	88	85	81	108	105	121	126	131
Total liabilities and equity	**191**	**187**	**352**	**425**	**513**	**613**	**638**	**704**	**744**	**788**
Net IB debt	-47	-49	56	108	145	178	188	191	162	138
Net IB debt excl. pension debt	-47	-49	56	108	145	178	188	191	162	138
Net IB debt excl. leasing	-47	-49	56	50	51	95	118	94	52	15
Capital employed	114	110	220	289	370	444	446	496	538	579
Capital invested	49	46	186	262	321	365	389	415	414	419
Working capital	12	10	21	31	25	35	63	63	56	52
EV breakdown	-	-	-	-	-	-	-	-	-	-
Market cap. diluted (m)	488	488	488	488	488	488	488	488	488	488
Net IB debt adj.	-47	-49	56	108	145	178	188	191	162	138
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	**441**	**438**	**544**	**596**	**633**	**665**	**676**	**678**	**650**	**625**
Total assets turnover (%)	234.5	237.8	229.0	181.4	148.2	132.0	134.6	144.6	139.4	137.1
Working capital/sales (%)	1.7	2.5	2.5	3.7	4.0	4.0	5.8	6.5	5.9	5.1
Financial risk and debt service	-	-	-	-	-	-	-	-	-	-
Net debt/equity (%)	-49.0	-52.1	43.3	70.7	82.2	95.1	93.6	85.1	64.5	48.8
Net debt / market cap (%)	-9.6	-10.1	11.5	22.2	29.7	36.4	38.6	39.1	33.3	28.2
Equity ratio (%)	50.2	50.8	36.8	36.1	34.3	30.5	31.5	31.8	33.9	35.8
Net IB debt adj. / equity (%)	-49.0	-52.1	43.3	70.7	82.2	95.1	93.6	85.1	64.5	48.8
Current ratio	1.89	1.88	1.08	1.08	0.89	0.82	0.85	0.92	1.01	1.10
EBITDA/net interest	--	--	--	--	--	--	--	--	--	--
Net IB debt/EBITDA (x)	-1.7	-2.0	1.0	1.5	2.2	3.0	2.7	2.0	1.5	1.2
Net IB debt/EBITDA lease adj. (x)	-1.7	-2.0	1.0	0.9	1.1	3.1	2.4	1.4	0.7	0.2
Interest coverage	--	--	--	--	--	--	--	--	--	--

Source: ABG Sundal Collier, Company Data

Share Data (SEKm)	2016	2017	2018	2019	2020	2021	2022	2023e	2024e	2025e
Actual shares outstanding	19	19	19	19	19	19	19	19	19	19
Actual shares outstanding (avg)	19	19	19	19	19	19	19	19	19	19

Share Data (SEKm)	2016	2017	2018	2019	2020	2021	2022	2023e	2024e	2025e
All additional shares	19	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	0.50	0.50	0.75	0.60	0.75	0.75	0.60	0.83	0.93	1.01
Reported earnings per share	0.99	0.84	2.02	2.03	1.66	1.21	1.30	-	-	-

Source: ABG Sundal Collier, Company Data

Valuation and Ratios (SEKm)	2016	2017	2018	2019	2020	2021	2022	2023e	2024e	2025e
Shares outstanding adj.	19	19	19	19	19	19	19	19	19	19
Diluted shares adj.	19	19	19	19	19	19	19	19	19	19
EPS	0.99	0.82	2.01	2.02	1.66	1.21	1.30	2.07	2.32	2.52
Dividend per share	0.50	0.50	0.75	0.60	0.75	0.75	0.60	0.83	0.93	1.01
EPS adj.	0.99	0.82	2.01	2.02	1.66	0.95	1.56	2.18	2.32	2.52
BVPS	5.11	5.06	6.91	8.18	9.39	9.96	10.72	11.94	13.43	15.02
BVPS adj.	3.80	3.85	-1.35	-0.74	-1.26	-2.46	-2.15	-1.25	0.25	1.86
Net IB debt/share	-2.51	-2.64	2.99	5.78	7.72	9.47	10.03	10.16	8.66	7.34
Share price	26.00	26.00	26.00	26.00	26.00	26.00	26.00	26.00	26.00	26.00
Market cap. (m)	488	488	488	488	488	488	488	488	488	488
Valuation	-	-	-	-	-	-	-	-	-	-
P/E (x)	26.3	31.6	12.9	12.9	15.7	21.5	20.0	12.6	11.2	10.3
EV/sales (x)	1.03	0.97	0.88	0.85	0.91	0.90	0.80	0.70	0.64	0.60
EV/EBITDA (x)	15.7	17.8	9.8	8.4	9.8	11.2	9.8	7.1	6.0	5.5
EV/EBITA (x)	17.6	20.4	10.5	11.2	15.0	21.6	16.7	11.1	9.6	8.5
EV/EBIT (x)	18.5	21.7	10.9	11.7	15.5	22.1	17.1	11.1	9.6	8.5
Dividend yield (%)	1.9	1.9	2.9	2.3	2.9	2.9	2.3	3.2	3.6	3.9
FCF yield (%)	-0.9	4.2	-18.6	9.5	4.7	-1.5	2.8	12.2	17.2	17.3
Le. adj. FCF yld. (%)	-1.3	3.8	-19.1	6.3	0.8	-6.5	-2.0	7.3	11.8	11.1
P/BVPS (x)	5.08	5.14	3.76	3.18	2.77	2.61	2.43	2.18	1.94	1.73
P/BVPS adj. (x)	6.85	6.75	-19.19	-35.10	-20.63	-10.56	-12.11	-20.85	102.49	13.98
P/E adj. (x)	26.3	31.6	12.9	12.9	15.7	27.5	16.6	11.9	11.2	10.3
EV/EBITDA adj. (x)	15.7	17.8	9.8	8.4	9.8	12.2	9.2	7.0	6.0	5.5
EV/EBITA adj. (x)	17.6	20.4	10.5	11.2	15.0	25.7	14.9	10.7	9.6	8.5
EV/EBIT adj. (x)	18.5	21.7	10.9	11.7	15.5	26.6	15.2	10.7	9.6	8.5
EV/CE (x)	3.9	4.0	2.5	2.1	1.7	1.5	1.5	1.4	1.2	1.1
Investment ratios	-	-	-	-	-	-	-	-	-	-
Capex/sales (%)	0.2	0.5	1.1	1.1	0.8	1.0	1.4	0.9	0.7	0.7
Capex/depreciation	0.2	0.6	1.8	3.3	1.6	1.7	2.4	1.6	1.2	1.2
Capex tangibles / tangible fixed assets	6.4	16.6	31.6	51.6	26.7	34.4	14.7	10.7	31.1	30.6
Capex intangibles / definite intangibles	0.0	0.0	5.3	3.2	2.9	0.0	19.5	13.9	2.1	2.2
Depreciation on intang / def. intang	0	0	0	0	0	0	0	2	2	3
Depreciation on tangibles / tangibles	27.80	26.05	21.49	16.88	18.65	20.60	22.44	25.94	24.34	24.90

Source: ABG Sundal Collier, Company Data

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