

Enapter AG

Germany | Industrial Goods & Services | MCap EUR 130.5m

13 June 2024

UPDATE



Adjust production strategy, increase outsourcing; BUY

What's it all about?

Enapter presented its products last Tuesday at the Info Day in its factory in Pisa, Italy, and once again demonstrated the benefits of its new manufacturing strategy. The overall strategy is similar to the well-known franchise system, as Enapter will only focus on the development and production of electrolyser cores and related software. All further production steps in the production process all the way to the complete electrolyser will be outsourced (joint venture with the Wolong Group in China). At the same time, the factory in Saerbeck will not be needed for the time being and will therefore be rented out (rental income approx. EUR 2m p.a.). The change in production strategy comes as no surprise in light of the announced partnerships, and makes economic sense, as it allows the company to focus on its core competencies in order to develop them further and to relocate labor-intensive activities to China. We therefore reiterate our BUY rating with an unchanged PT of EUR 15.00.

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

BUY (BUY)

Target price	EUR 15.00 (15.00)
Current price	EUR 4.80
Up/downside	212.5%

 ResearchHub 

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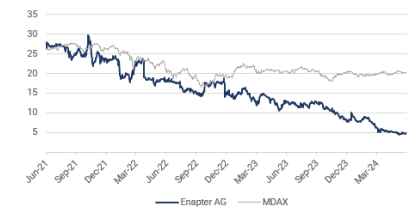
Adjust production strategy, increase outsourcing; BUY

Strategy change. Enapter presented its products last Tuesday at the Info Day in its factory in Pisa, Italy, and once again demonstrated the benefits of its new manufacturing strategy. The overall strategy is similar to the well-proven franchise system, as Enapter will only focus on its core competencies: development, production of the electrolyser core and software.

Outsourcing and focusing on core competencies. All further production steps up to the complete electrolyzer will be outsourced, as well as distribution. In particular, the joint venture with the Wolong Group in China will be used for assembly. This has several advantages: core competencies remain with Enapter and labor-intensive steps are transferred to China. At the same time, the factory in Saerbeck will not be needed for the time being and will therefore be rented out (est. rental income approx. EUR 2m p.a.). As only the production of electrolytic cores is concerned, the capacity of the Pisa factory will be sufficient for the next few years.

Partnerships as a competitive advantage. The joint venture with the Wolong Group specifically for the Chinese market is not the only partnership Enapter has entered to position itself for the expected strong growth of the hydrogen market. The company has also entered a distribution partnership for the US market (Solar Invest International SE) and taken a major stake in H2 Core for the final assembly and installation of complete hydrogen systems. This not only puts Enapter in a better market position, but also allows the company to focus on its core business. It is worth noting that more than 50% of the demand for electrolysis equipment currently comes from China and is growing rapidly, and almost 30% are coming from the US. Enapter is thus laying the foundation for future growth and for consolidating and expanding its global market position. The company's main business objective has always been to produce green hydrogen so cheaply that fossil fuels will eventually become obsolete.

- continued -



Source: Company data, mwb research

High/low 52 weeks 13.15 / 4.45
Price/Book Ratio 1.6x

Ticker / Symbols

ISIN DE000A255G02
WKN A255G0
Bloomberg H20:GR

Changes in estimates

		Sales	EBIT	EPS
2024E	old	38.2	-12.5	-0.65
	Δ	0.0%	na%	na%
2025E	old	80.5	-17.8	-0.95
	Δ	0.0%	na%	na%
2026E	old	177.0	17.8	0.47
	Δ	0.0%	0.0%	0.0%

Key share data

Number of shares: (in m pcs) 27.20
Book value per share: (in EUR) 2.95
Ø trading vol.: (12 months) 18,382

Major shareholders

BluGreen (Sebastian Schmidt) 59.9%
Svelland Global 5.0%
Sergei Storozhenko 4.1%
Johnson Matthey Plc 3.9%
Morgan Stanley 3.0%
Free Float 24.1%

Company description

Enapter produces unified electrolysis systems that can be combined into larger modules using a modular approach. The innovative Anion Exchange Membrane (AEM) electrolysis used is an evolution of PEM technologies. This development is aimed at reducing material costs. Enapter has patented its AEM electrolyser, which uses an even more cost-effective process than normal AEM, is very flexible due to its uniform shape and can be produced in series.

Enapter AG	2021	2022	2023	2024E	2025E	2026E
Sales	8.4	14.7	31.6	38.2	80.5	177.0
<i>Growth yoy</i>	307.8%	73.8%	115.4%	21.0%	110.5%	120.0%
EBITDA	-7.6	-10.6	1.5	-8.0	-12.9	23.0
EBIT	-8.6	-12.9	-2.7	-12.5	-17.8	17.8
Net profit	-8.7	-13.0	-7.2	-17.7	-25.9	12.7
Net debt (net cash)	-15.0	-1.2	25.2	38.6	75.1	95.8
Net debt/EBITDA	2.0x	0.1x	17.0x	-4.8x	-5.8x	4.2x
EPS reported	-0.38	-0.51	-0.26	-0.65	-0.95	0.47
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	13.1%	21.7%	65.6%	52.0%	36.0%	38.0%
EBITDA margin	-90.2%	-72.1%	4.7%	-21.0%	-16.0%	13.0%
EBIT margin	-102.1%	-87.6%	-8.5%	-32.6%	-22.1%	10.0%
ROCE	-16.2%	-13.9%	-2.2%	-9.9%	-13.1%	10.3%
EV/Sales	13.7x	8.8x	5.0x	4.4x	2.6x	1.3x
EV/EBITDA	-15.2x	-12.2x	105.4x	-21.1x	-16.0x	9.8x
EV/EBIT	-13.4x	-10.1x	-58.4x	-13.6x	-11.5x	12.7x
PER	-12.7x	-9.4x	-18.2x	-7.4x	-5.0x	10.3x

Source: Company data, mwb research

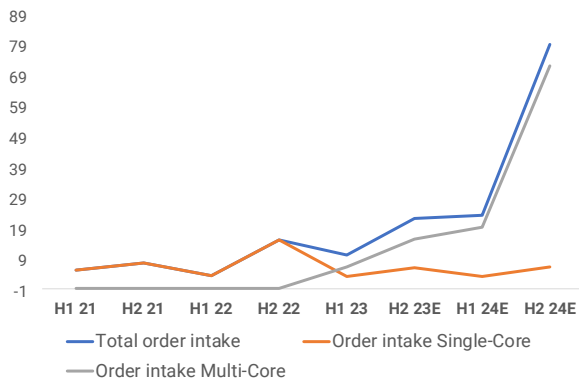
Conclusion. Enapter is already reaping the benefits of the change in distribution strategy with a 730% yoy increase in order intake in Q1 2024 (EUR 9.3m), of which approximately EUR 5m is already from the US distribution partnership. In addition, there are already further inquiries of EUR 8m from the US. The change in production strategy comes as no surprise and makes good business sense, as it allows the company to focus on its core competencies in order to further develop them and move labor-intensive operations to China. We therefore reiterate our BUY rating with an unchanged PT of EUR 15.00.

The following table displays the six-monthly performance of **Enapter AG**:

P&L data	H1 2020	H2 2020	H1 2021	H2 2021	H1 2022	H2 2022	H1 2023	H2 2023
Sales	0.6	2.1	2.0	6.4	3.3	11.4	4.8	26.8
yoy growth in %	na%	na%	218.0%	210.5%	64.5%	76.7%	43.8%	136.3%
Gross profit	-0.4	-7.6	0.5	0.6	0.0	3.1	0.9	0.9
Gross margin in %	-62.3%	-367.4%	26.1%	9.1%	1.4%	27.6%	19.7%	3.5%
EBITDA	-1.6	-3.4	-3.6	-3.8	-6.8	-2.5	-7.0	8.5
EBITDA margin in %	-260.1%	-166.3%	-176.3%	-59.0%	-204.4%	-22.3%	-147.2%	31.7%
EBIT	-1.8	-3.4	-3.9	-4.7	-7.6	-5.2	-8.6	5.9
EBIT margin in %	-276.5%	-166.3%	-195.8%	-72.7%	-229.7%	-46.2%	-180.3%	22.0%
EBT	-1.8	-3.5	-4.0	-4.7	-7.7	-5.3	-9.9	3.6
taxes paid	0.0	0.0	0.0	-0.0	0.0	0.0	0.0	0.9
tax rate in %	-0.3%	-0.1%	-0.1%	0.3%	-0.1%	-0.3%	-0.0%	23.7%
net profit	-1.8	-3.5	-4.0	-4.7	-7.7	-5.3	-9.9	2.8
yoy growth in %	na%	na%	na%	na%	na%	na%	na%	na%
EPS	-0.82	-0.92	-0.17	-0.20	-0.31	-0.20	-0.37	0.10

Source: Company data; mwb research

Order Intake and Expectation, mwb est. (in EURm)



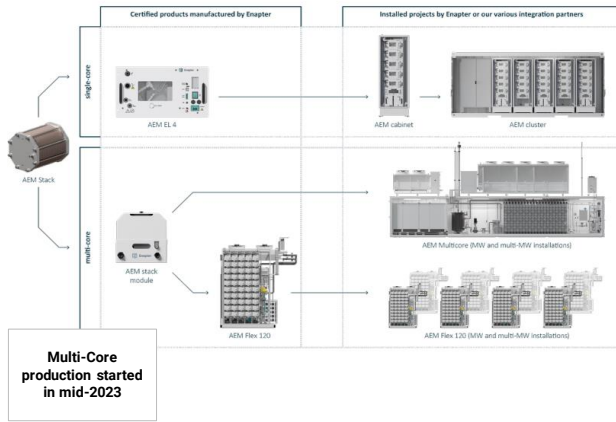
Source: Company data; mwb research

Order Backlog and Expectation, mwb est. (in EURm)

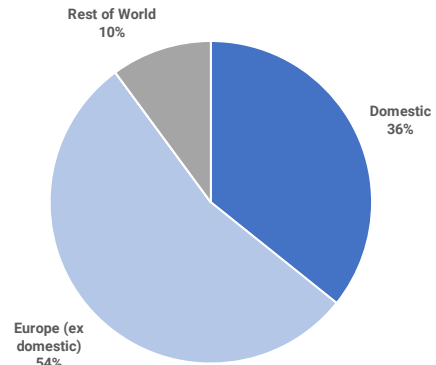


Investment case in six charts

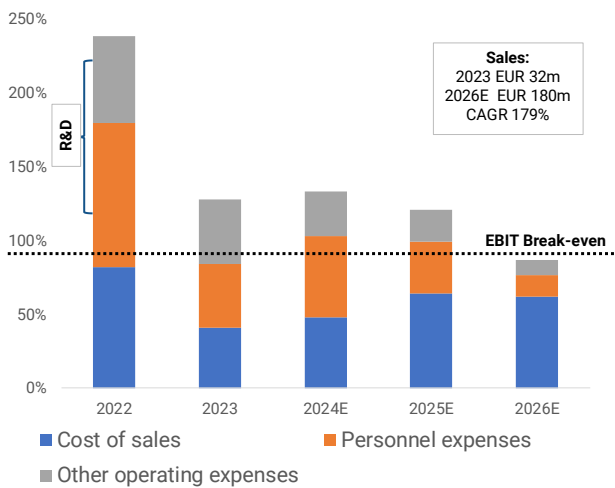
AEM's patented electrolysis systems



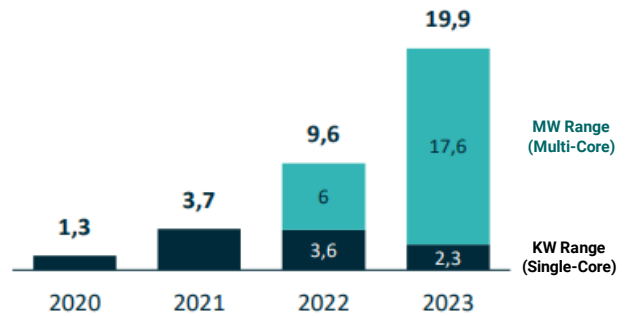
Regional sales split 2023 in %



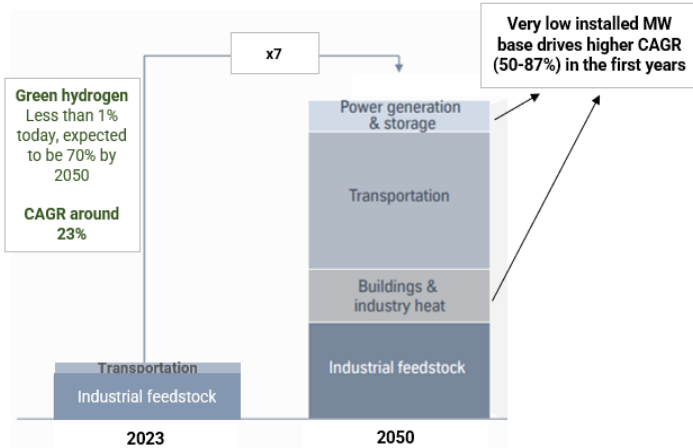
Cost outlook mwb est. (as % of total sales)



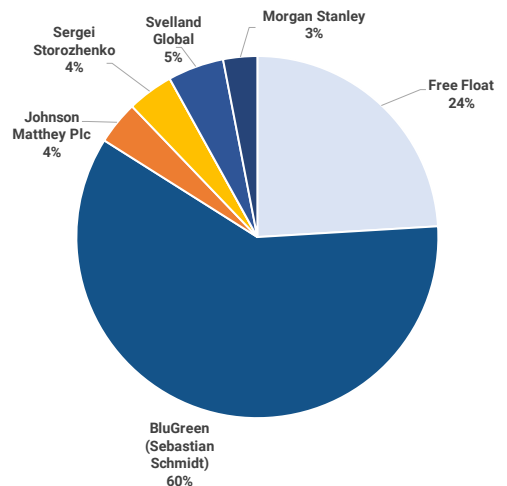
Electrolyser Orders (MW)



Hydrogen area outlook



Major Shareholders



Source: Company data; mwb research

SWOT analysis

Strengths

- Lower cost technology than PEM (lower material costs)
- No dependence on rare metals such as titanium and iridium
- Flexible units for different plant sizes
- Broad customer network
- Focus on electricity storage with hydrogen
- Patented core IP
- Software expertise in stack interconnection
- Full vertical integration and self-sufficiency

Weaknesses

- Only single-digit MW installed to date
- Limited track record of technology
- Growth (R&D and capex) will require outside funding
- Order volumes still too low to reach break-even point

Opportunities

- Standardized modules enable mass production and economies of scale
- Improving the power of a stacked module to MW
- Profitable service contracts
- Rapidly expanding hydrogen energy storage market from a low base (especially in Europe)

Threats

- Mass production not taking off as expected
- Market is still in its infancy, threat of new technologies
- Market transition from a subsidy-driven, supplier-centric market to a low-margin, demand-driven market, similar to the wind and solar industries
- High cost of electricity making electrolysis less profitable for customers

Valuation

DCF Model

The DCF model results in a **fair value of EUR 14.85 per share**:

Top-line growth: We expect Enapter AG to grow revenues at a CAGR of 56.1% between 2024E and 2031E. The long-term growth rate is set at 2.0%.

ROCE. Returns on capital are developing from -9.9% in 2024E to 15.6% in 2031E.

WACC. Starting point is a historical equity beta of 1.53. Unlevering and correcting for mean reversion yields an asset beta of 1.09. Combined with a risk-free rate of 2.0% and an equity risk premium of 6.0% this yields cost of equity of 13.5%. With pre-tax cost of borrowing at 5.0%, a tax rate of 25.0% and target debt/equity of 1.0 this results in a long-term WACC of 8.6%.

DCF (EURm) (except per share data and beta)	2024E	2025E	2026E	2027E	2028E	2029E	2030E	2031E	Terminal value
NOPAT	-13.7	-19.6	21.3	30.7	42.3	75.2	65.6	41.9	
Depreciation & amortization	4.4	4.9	5.2	11.7	33.2	36.8	56.3	69.3	
Change in working capital	10.4	4.3	6.1	4.6	4.2	4.0	1.7	2.0	
Chg. in long-term provisions	1.0	0.2	-0.5	2.5	4.2	5.4	0.8	0.8	
Capex	-11.5	-20.1	-44.3	-75.2	-76.7	-93.9	-57.5	-67.3	
Cash flow	-9.4	-30.2	-12.1	-25.7	7.1	27.4	66.9	46.7	721.4
Present value	-8.9	-26.0	-9.2	-19.2	4.9	17.3	39.0	25.1	386.8
WACC	9.9%	10.3%	11.1%	8.6%	8.6%	8.6%	8.6%	8.6%	8.6%

DCF per share derived from		DCF avg. growth and earnings assumptions	
Total present value	409.8	Planning horizon avg. revenue growth (2024E-2031E)	56.1%
Mid-year adj. total present value	428.2	Terminal value growth (2031E - infinity)	2.0%
Net debt / cash at start of year	25.2	Terminal year ROCE	15.6%
Financial assets	1.8	Terminal year WACC	8.6%
Provisions and off b/s debt	0.8		
Equity value	404.0	Terminal WACC derived from	
No. of shares outstanding	27.2	Cost of borrowing (before taxes)	5.0%
		Long-term tax rate	25.0%
		Equity beta	1.53
		Unlevered beta (industry or company)	1.09
		Target debt / equity	1.0
		Relevered beta	1.91
		Risk-free rate	2.0%
		Equity risk premium	6.0%
		Cost of equity	13.5%

Discounted cash flow / share	14.85
upside/(downside)	209.5%

Share price	4.80
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Sensitivity analysis DCF							
Change in WACC (%-points)	Long term growth					Share of present value	
	1.0%	1.5%	2.0%	2.5%	3.0%		
2.0%	8.6	9.2	9.7	10.4	11.2	2024E-2027E	-15.4%
1.0%	10.4	11.1	12.0	12.9	13.9	2028E-2031E	21.1%
0.0%	12.8	13.7	14.9	16.1	17.7	terminal value	94.4%
-1.0%	15.9	17.2	18.8	20.8	23.1		
-2.0%	20.1	22.1	24.6	27.7	31.7		

Source: mwb research

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 -9.99 per share based on 2024E and EUR 22.58 per share on 2028E 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	2024E	2025E	2026E	2027E	2028E
EBITDA	-8.0	-12.9	23.0	52.7	89.5
- Maintenance capex	4.4	4.9	5.2	11.7	33.2
- Minorities	0.0	0.0	0.0	0.0	0.0
- tax expenses	1.6	2.4	-2.1	8.1	12.0
= Adjusted FCF	-14.1	-20.2	19.9	32.9	44.4
Actual Market Cap	130.5	130.5	130.5	130.5	130.5
+ Net debt (cash)	38.6	75.1	95.8	128.0	127.3
+ 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	1.8	1.8	1.8	1.8	1.8
- Acc. dividend payments	0.0	0.0	0.0	0.0	0.0
<i>EV Reconciliations</i>	36.8	73.3	94.1	126.3	125.5
= Actual EV'	167.4	203.9	224.6	256.8	256.1
Adjusted FCF yield	-8.4%	-9.9%	8.9%	12.8%	17.3%
base hurdle rate	7.0%	7.0%	7.0%	7.0%	7.0%
ESG adjustment	1.0%	1.0%	1.0%	1.0%	1.0%
adjusted hurdle rate	6.0%	6.0%	6.0%	6.0%	6.0%
Fair EV	-234.7	-336.2	331.6	547.8	739.6
- <i>EV Reconciliations</i>	36.8	73.3	94.1	126.3	125.5
Fair Market Cap	-271.6	-409.6	237.6	421.6	614.0
No. of shares (million)	27.2	27.2	27.2	27.2	27.2
Fair value per share in EUR	-9.99	-15.06	8.74	15.50	22.58
Premium (-) / discount (+)	-308.0%	-413.8%	82.0%	222.9%	370.4%

Sensitivity analysis FV						
Adjusted hurdle rate	4.0%	-14.3	-21.2	14.8	25.6	36.2
	5.0%	-11.7	-17.5	11.2	19.5	28.0
	6.0%	-10.0	-15.1	8.7	15.5	22.6
	7.0%	-8.8	-13.3	7.0	12.6	18.7
	8.0%	-7.8	-12.0	5.7	10.5	15.8

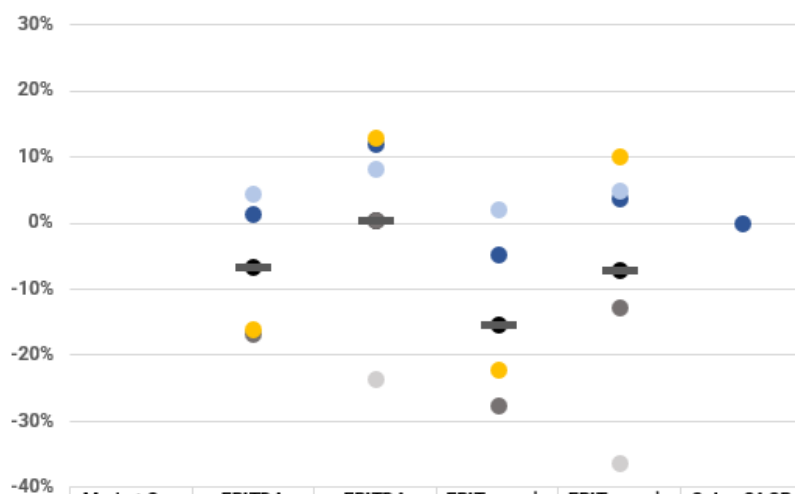
Source: Company data; mwb research

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. 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.**

Peer group analysis

A peer group or comparable company (“comps”) analysis is a methodology that calculates a company’s relative value – how much it should be worth based on how it compares to other similar companies. Given that **Enapter AG** differs quite significantly in terms of size, focus, financial health and growth trajectory, we regard our peer group analysis merely as a support for other valuation methods. The peer group of Enapter AG consists of the stocks displayed in the chart below. As of 13 June 2024 the median market cap of the peer group was EUR 957.2m, compared to EUR 130.5m for Enapter AG. In the period under review, the peer group was less profitable than Enapter AG. The expectations for sales growth are lower for the peer group than for Enapter AG.

Peer Group – Key data



13-Jun-24

	Market Cap (EURm)	EBITDA margin 2025	EBITDA margin 2026	EBIT margin 2025	EBIT margin 2026	Sales CAGR 2024-2027
● Nel ASA	957	-6,5%	0,4%	-15,3%	-7,1%	43,2%
● Plug Power Inc	2.019	-16,7%	0,4%	-27,6%	-12,7%	45,1%
● ITM Power plc	377	-74,4%	-23,5%	-94,1%	-36,2%	99,5%
● Powercell Sweden AB (publ)	159	1,3%	12,0%	-4,7%	3,8%	0,0%
● thyssenkrupp nucera AG & Co KGaA	1.779	4,5%	8,2%	2,2%	4,9%	48,3%
● Enapter AG	131	-16,0%	13,0%	-22,1%	10,0%	100,9%
– Peer Group Median	957	-6,5%	0,4%	-15,3%	-7,1%	46,7%

Source: AlphaSense, mwb research

Comparable company analysis operates under the assumption that similar companies will have similar valuation multiples. We use the following multiples: EV/Sales 2025, EV/Sales 2026, P/BV 2025 and P/BV 2026.

Applying these to Enapter AG results in a range of fair values from EUR 4.44 to EUR 8,459.68.

Peer Group – Multiples and valuation



Source: AlphaSense, mwb research

The following is a detailed description of the peer group (Source: Sentieo):

Nel ASA, formerly Diagenic ASA, is a Norway-based hydrogen company that delivers solutions to produce, store and distribute hydrogen from renewable energy. The Company's hydrogen solutions cover the entire value chain from hydrogen production technologies to hydrogen fueling stations. Nel ASA's operations are divided into two operating segments, Nel Hydrogen Fueling and Nel Hydrogen Electrolyser. The Nel Hydrogen Fueling Segment is a manufacturer of hydrogen fueling stations that provide Fuel Cell Electric Vehicles (FCEVs) with the same fast fueling and long range as conventional fossil fuel vehicles, while the Nel Hydrogen Electrolyser Segment is a global supplier of hydrogen production equipment and plants based on both alkaline and Polymer Electrolyte Membrane (PEM) water electrolyser technology. The Company has several subsidiaries, including Proton Energy Systems Inc, Nel Hydrogen Electrolyser AS and Nel Korea Co Ltd.

ITM Power plc is an energy storage and clean fuel company. The Company manufactures integrated hydrogen energy solutions for grid balancing, energy storage and the production of renewable hydrogen for transport, renewable heat and chemicals. Its proton exchange membrane (PEM) electrolysers use renewable electricity and water to create green hydrogen through a process called electrolysis. Its electrolysers include HGAS1SP, HGAS3SP and 3MEP CUBE. HGAS1SP is a small containerized PEM electrolyser system and its Plug & Play product includes a single ITM Power PEM electrolyser stack alongside all the necessary sub-systems required to produce self-pressurized green hydrogen gas. HGAS3SP is a medium-sized containerized PEM electrolyser system, and its Plug & Play product includes three

ITM Power PEM electrolyser stacks alongside all the necessary sub-systems required to produce self-pressurized green hydrogen gas. 3MEP CUBE is a modular system for large hydrogen production.

Plug Power Inc. is a provider of hydrogen fuel cell turnkey solutions. The Company provide electrolyzers that allow customers, such as refineries, producers of chemicals, steel, fertilizer and commercial refueling stations, to generate hydrogen on-site. It focuses on industrial mobility applications, including electric forklifts and electric industrial vehicles, at multi-shift high volume manufacturing and high throughput distribution sites and environmental benefits; stationary power systems that supports critical operations, such as data centers, microgrids and generation facilities, in either a backup power or continuous power role and replace batteries, diesel generators or the grid for telecommunication logistics, transportation, and utility customers; and production of hydrogen. Its products include GenDrive, GenFuel, GenCare, GenSure, GenKey, ProGen, Electrolyzers, Liquefaction Systems and Cryogenic Equipment. It serves the North American and European material handling markets.

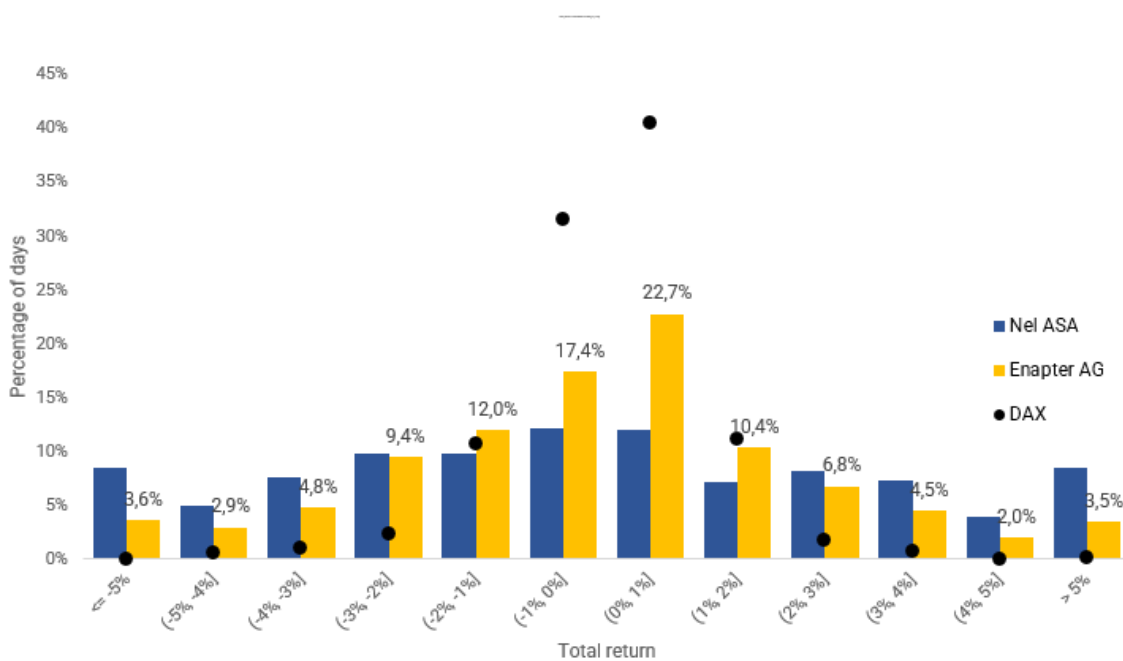
Powercell Sweden AB (publ) is a Sweden-based company active in the field of clean energy. It is engaged in the development, manufacture and sales of power systems with fuel cell and reformer technology. Its systems work both fossil and renewable fuels and convert them to hydrogen, which drives the power cells. The Company's product offering comprises: Fuel Cell Stack, designed to work in the auxiliary power unit (APU) environment on reformat gas or hydrogen and varying from one to six kilowatts (kW); and PowerPac, a complete electric power-generating unit operating in the range between one and three kW, which uses low sulfur road diesel. The possible applications of its products include telecommunication, transport, power supply to buildings, and military.

Thyssenkrupp nucera is an environmental technology company for electrolysis systems. The company focuses on the development, production, project management and maintenance of systems for the production of hydrogen by the chlor-alkali process for industrial use and by alkaline hydrogen electrolysis for the supply of green energy. (Source: mwb research)

Risk

The chart displays the **distribution of daily returns of Enapter AG** over the last 3 years, compared to the same distribution for Nel ASA. We have also included the distribution for the index DAX. The distribution gives a better understanding of risk than measures like volatility, which assume that log returns are normally distributed. In reality, they are skewed (down moves are larger) and have fat tails (large moves occur more often than predicted). Also, volatility treats up and down moves the same, while investors are more worried about down moves. For Enapter AG, the worst day during the past 3 years was 09/12/2022 with a share price decline of -20.0%. The best day was 29/12/2023 when the share price increased by 17.1%.

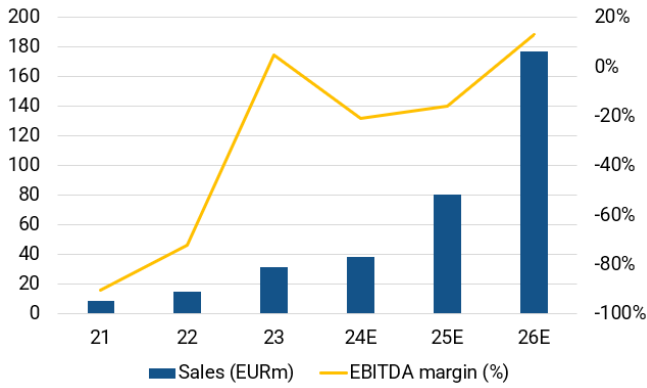
Risk – Daily Returns Distribution (trailing 3 years)



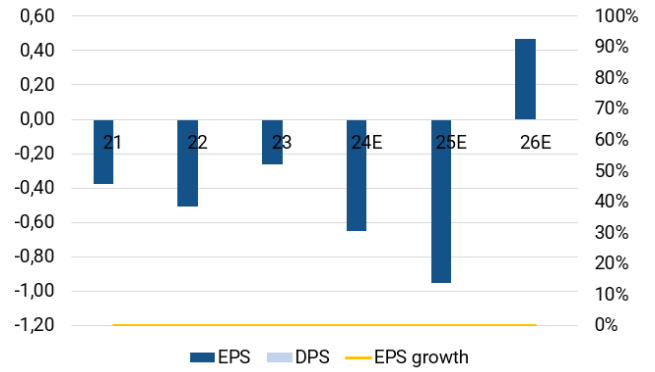
Source: AlphaSense, mwb research

Financials in six charts

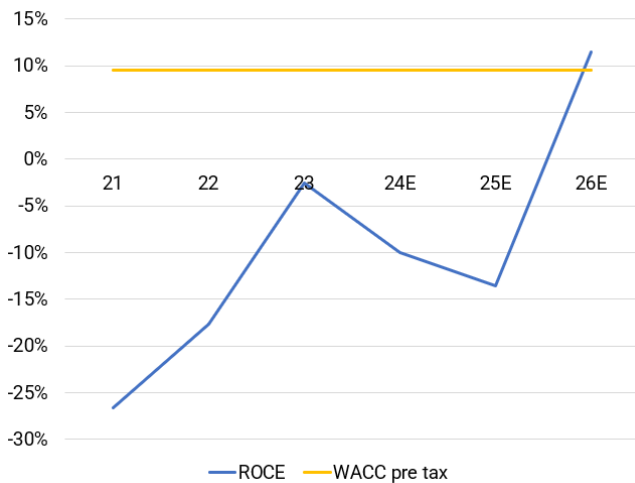
Sales vs. EBITDA margin development



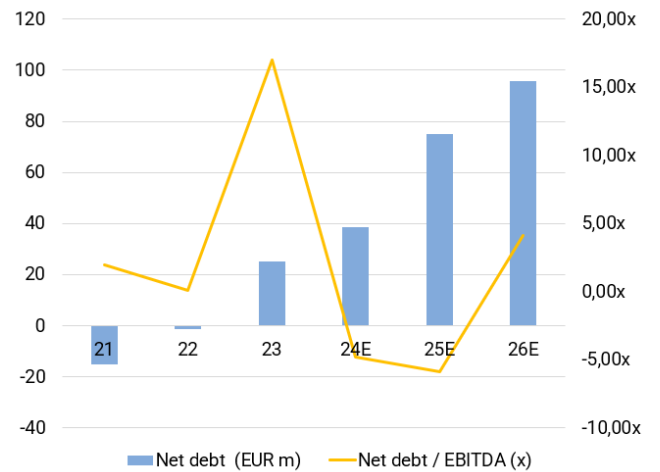
EPS, DPS in EUR & yoy EPS growth



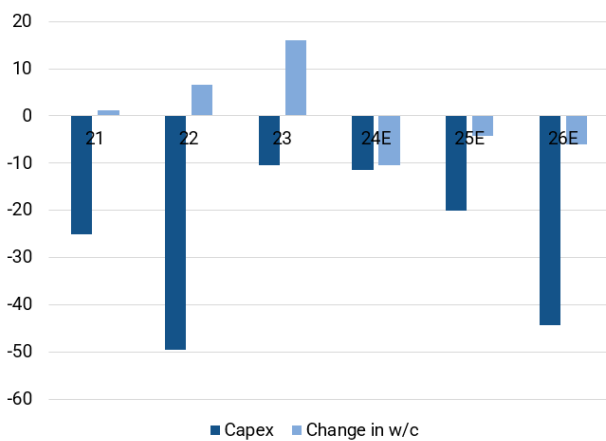
ROCE vs. WACC (pre tax)



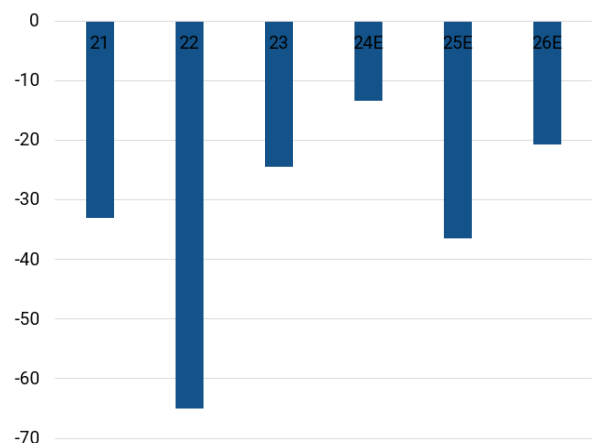
Net debt and net debt/EBITDA



Capex & chgn in w/c requirements in EURm



Free Cash Flow in EURm



Source: Company data; mwb research

Financials

Profit and loss (EURm)	2021	2022	2023	2024E	2025E	2026E
Net sales	8.4	14.7	31.6	38.2	80.5	177.0
Sales growth	307.8%	73.8%	115.4%	21.0%	110.5%	120.0%
Change in finished goods and work-in-process	0.5	0.5	2.1	0.0	0.0	0.0
Total sales	9.0	15.2	33.7	38.2	80.5	177.0
Material expenses	7.9	12.0	13.0	18.4	51.5	109.8
Gross profit	1.1	3.2	20.7	19.9	29.0	67.3
Other operating income	4.7	9.2	8.2	4.6	4.0	0.0
Personnel expenses	7.6	14.3	13.6	21.0	28.2	25.7
Other operating expenses	5.8	8.6	13.9	11.5	17.7	18.6
EBITDA	-7.6	-10.6	1.5	-8.0	-12.9	23.0
Depreciation	1.0	2.3	4.2	4.4	4.9	5.2
EBITA	-8.6	-12.9	-2.7	-12.5	-17.8	17.8
Amortisation of goodwill and intangible assets	0.0	0.0	0.0	0.0	0.0	0.0
EBIT	-8.6	-12.9	-2.7	-12.5	-17.8	17.8
Financial result	-0.1	-0.1	-3.6	-3.6	-5.7	-7.2
Recurring pretax income from continuing operations	-8.7	-13.0	-6.3	-16.1	-23.5	10.6
Extraordinary income/loss	0.0	0.0	0.0	0.0	0.0	0.0
Earnings before taxes	-8.7	-13.0	-6.3	-16.1	-23.5	10.6
Taxes	-0.0	0.0	0.9	1.6	2.4	-2.1
Net income from continuing operations	-8.7	-13.0	-7.2	-17.7	-25.9	12.7
Result from discontinued operations (net of tax)	0.0	0.0	0.0	0.0	0.0	0.0
Net income	-8.7	-13.0	-7.2	-17.7	-25.9	12.7
Minority interest	0.0	0.0	0.0	0.0	0.0	0.0
Net profit (reported)	-8.7	-13.0	-7.2	-17.7	-25.9	12.7
Average number of shares	23.11	25.51	27.20	27.20	27.20	27.20
EPS reported	-0.38	-0.51	-0.26	-0.65	-0.95	0.47

Profit and loss (common size)	2021	2022	2023	2024E	2025E	2026E
Net sales	100%	100%	100%	100%	100%	100%
Change in finished goods and work-in-process	6%	4%	7%	0%	0%	0%
Total sales	106%	104%	107%	100%	100%	100%
Material expenses	93%	82%	41%	48%	64%	62%
Gross profit	13%	22%	66%	52%	36%	38%
Other operating income	56%	63%	26%	12%	5%	0%
Personnel expenses	90%	97%	43%	55%	35%	14%
Other operating expenses	69%	59%	44%	30%	22%	11%
EBITDA	-90%	-72%	5%	-21%	-16%	13%
Depreciation	12%	16%	13%	12%	6%	3%
EBITA	-102%	-88%	-8%	-33%	-22%	10%
Amortisation of goodwill and intangible assets	0%	0%	0%	0%	0%	0%
EBIT	-102%	-88%	-8%	-33%	-22%	10%
Financial result	-1%	-1%	-11%	-9%	-7%	-4%
Recurring pretax income from continuing operations	-103%	-88%	-20%	-42%	-29%	6%
Extraordinary income/loss	0%	0%	0%	0%	0%	0%
Earnings before taxes	-103%	-88%	-20%	-42%	-29%	6%
Taxes	-0%	0%	3%	4%	3%	-1%
Net income from continuing operations	-103%	-88%	-23%	-46%	-32%	7%
Result from discontinued operations (net of tax)	0%	0%	0%	0%	0%	0%
Net income	-103%	-88%	-23%	-46%	-32%	7%
Minority interest	0%	0%	0%	0%	0%	0%
Net profit (reported)	-103%	-88%	-23%	-46%	-32%	7%

Source: Company data; mwb research

Balance sheet (EURm)	2021	2022	2023	2024E	2025E	2026E
Intangible assets (exl. Goodwill)	7.1	10.3	12.0	15.8	19.8	28.7
Goodwill	0.0	0.0	0.0	0.0	0.0	0.0
Property, plant and equipment	25.0	68.8	72.9	76.1	87.3	117.4
Financial assets	0.1	1.2	1.8	1.8	1.8	1.8
FIXED ASSETS	32.2	80.2	86.6	93.7	108.8	147.9
Inventories	3.6	8.4	11.3	6.0	14.1	30.1
Accounts receivable	2.8	9.7	23.3	18.9	35.3	70.3
Other current assets	0.0	0.2	5.6	5.6	5.6	5.6
Liquid assets	19.6	5.1	14.6	21.4	19.9	24.2
Deferred taxes	0.0	0.0	0.0	0.0	0.0	0.0
Deferred charges and prepaid expenses	3.9	4.2	0.0	5.7	12.1	26.6
CURRENT ASSETS	29.9	27.6	54.8	57.7	87.0	156.8
TOTAL ASSETS	62.1	107.8	141.4	151.3	195.8	304.6
SHAREHOLDERS EQUITY	46.5	86.5	80.3	62.6	36.7	49.4
MINORITY INTEREST	0.0	0.0	0.0	0.0	0.0	0.0
Long-term debt	3.3	2.8	38.7	55.0	75.0	100.0
Provisions for pensions and similar obligations	0.0	0.0	0.8	0.0	0.0	0.0
Other provisions	1.9	2.4	2.1	3.8	4.0	3.5
Non-current liabilities	5.2	5.3	41.5	58.8	79.0	103.5
short-term liabilities to banks	1.3	1.0	1.1	5.0	20.0	20.0
Accounts payable	6.4	11.2	5.5	12.6	31.0	51.1
Advance payments received on orders	0.1	0.3	0.7	1.9	8.0	35.4
Other liabilities (incl. from lease and rental contracts)	0.8	1.5	11.4	9.6	20.1	44.3
Deferred taxes	0.0	0.0	0.9	0.9	0.9	0.9
Deferred income	1.8	2.1	0.0	0.0	0.0	0.0
Current liabilities	10.4	16.1	19.6	29.9	80.1	151.7
TOTAL LIABILITIES AND SHAREHOLDERS EQUITY	62.1	107.8	141.4	151.3	195.8	304.6

Balance sheet (common size)	2021	2022	2023	2024E	2025E	2026E
Intangible assets (excl. Goodwill)	11%	10%	8%	10%	10%	9%
Goodwill	0%	0%	0%	0%	0%	0%
Property, plant and equipment	40%	64%	52%	50%	45%	39%
Financial assets	0%	1%	1%	1%	1%	1%
FIXED ASSETS	52%	74%	61%	62%	56%	49%
Inventories	6%	8%	8%	4%	7%	10%
Accounts receivable	5%	9%	16%	12%	18%	23%
Other current assets	0%	0%	4%	4%	3%	2%
Liquid assets	32%	5%	10%	14%	10%	8%
Deferred taxes	0%	0%	0%	0%	0%	0%
Deferred charges and prepaid expenses	6%	4%	0%	4%	6%	9%
CURRENT ASSETS	48%	26%	39%	38%	44%	51%
TOTAL ASSETS	100%	100%	100%	100%	100%	100%
SHAREHOLDERS EQUITY	75%	80%	57%	41%	19%	16%
MINORITY INTEREST	0%	0%	0%	0%	0%	0%
Long-term debt	5%	3%	27%	36%	38%	33%
Provisions for pensions and similar obligations	0%	0%	1%	0%	0%	0%
Other provisions	3%	2%	1%	3%	2%	1%
Non-current liabilities	8%	5%	29%	39%	40%	34%
short-term liabilities to banks	2%	1%	1%	3%	10%	7%
Accounts payable	10%	10%	4%	8%	16%	17%
Advance payments received on orders	0%	0%	1%	1%	4%	12%
Other liabilities (incl. from lease and rental contracts)	1%	1%	8%	6%	10%	15%
Deferred taxes	0%	0%	1%	1%	0%	0%
Deferred income	3%	2%	0%	0%	0%	0%
Current liabilities	17%	15%	14%	20%	41%	50%
TOTAL LIABILITIES AND SHAREHOLDERS EQUITY	100%	100%	100%	100%	100%	100%

Source: Company data; mwb research

Cash flow statement (EURm)	2021	2022	2023	2024E	2025E	2026E
Net profit/loss	-8.7	-13.0	-7.2	-17.7	-25.9	12.7
Depreciation of fixed assets (incl. leases)	1.0	2.3	4.2	4.4	4.9	5.2
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	0.0	0.0	0.0
Others	0.9	1.8	5.0	1.0	0.2	-0.5
Cash flow from operations before changes in w/c	-6.8	-8.9	2.0	-12.3	-20.7	17.5
Increase/decrease in inventory	-2.3	-4.8	-2.9	5.3	-8.1	-16.0
Increase/decrease in accounts receivable	-5.6	-6.1	-14.8	4.4	-16.4	-35.1
Increase/decrease in accounts payable	6.8	4.5	0.7	7.0	18.5	20.1
Increase/decrease in other w/c positions	-0.1	-0.1	0.9	-6.3	10.4	37.0
Increase/decrease in working capital	-1.2	-6.5	-16.0	10.4	4.3	6.1
Cash flow from operating activities	-8.0	-15.5	-14.1	-1.9	-16.4	23.5
CAPEX	-25.1	-49.5	-10.4	-11.5	-20.1	-44.3
Payments for acquisitions	0.0	0.0	0.0	0.0	0.0	0.0
Financial investments	-0.0	-0.0	0.0	0.0	0.0	0.0
Income from asset disposals	0.0	0.0	0.0	0.0	0.0	0.0
Cash flow from investing activities	-25.1	-49.5	-10.4	-11.5	-20.1	-44.3
Cash flow before financing	-33.1	-65.0	-24.5	-13.3	-36.5	-20.7
Increase/decrease in debt position	2.3	-0.8	34.0	20.2	35.0	25.0
Purchase of own shares	0.0	0.0	0.0	0.0	0.0	0.0
Capital measures	48.3	53.0	0.0	0.0	0.0	0.0
Dividends paid	0.0	0.0	0.0	0.0	0.0	0.0
Others	-2.2	-1.8	0.0	0.0	0.0	0.0
Effects of exchange rate changes on cash	0.0	0.0	0.0	0.0	0.0	0.0
Cash flow from financing activities	48.4	50.4	34.0	20.2	35.0	25.0
Increase/decrease in liquid assets	15.4	-14.5	9.5	6.8	-1.5	4.3
Liquid assets at end of period	19.6	5.1	14.6	21.4	19.9	24.2

Source: Company data; mwb research

Regional sales split (EURm)	2021	2022	2023	2024E	2025E	2026E
Domestic	4.3	7.8	11.3	13.7	28.8	63.3
Europe (ex domestic)	1.4	2.7	17.1	20.7	43.6	95.9
The Americas	0.0	0.4	0.0	0.0	0.0	0.0
Asia	0.0	2.4	0.0	0.0	0.0	0.0
Rest of World	2.8	1.4	3.2	3.9	8.1	17.9
Total sales	8.4	14.7	31.6	38.2	80.5	177.0

Regional sales split (common size)	2021	2022	2023	2024E	2025E	2026E
Domestic	51.3%	52.9%	35.7%	35.7%	35.7%	35.7%
Europe (ex domestic)	16.0%	18.3%	54.2%	54.2%	54.2%	54.2%
The Americas	0.0%	3.0%	0.0%	0.0%	0.0%	0.0%
Asia	0.0%	16.1%	0.0%	0.0%	0.0%	0.0%
Rest of World	32.7%	9.6%	10.1%	10.1%	10.1%	10.1%
Total sales	100%	100%	100%	100%	100%	100%

Source: Company data; mwb research

Ratios	2021	2022	2023	2024E	2025E	2026E
Per share data						
Earnings per share reported	-0.38	-0.51	-0.26	-0.65	-0.95	0.47
Cash flow per share	-0.35	-0.61	-0.52	-0.23	-0.78	0.67
Book value per share	2.01	3.39	2.95	2.30	1.35	1.82
Dividend per share	0.00	0.00	0.00	0.00	0.00	0.00
Valuation						
P/E	-12.7x	-9.4x	-18.2x	-7.4x	-5.0x	10.3x
P/CF	-13.9x	-7.9x	-9.3x	-20.7x	-6.1x	7.1x
P/BV	2.4x	1.4x	1.6x	2.1x	3.6x	2.6x
Dividend yield (%)	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
FCF yield (%)	-7.2%	-12.6%	-10.8%	-4.8%	-16.3%	14.0%
EV/Sales	13.7x	8.8x	5.0x	4.4x	2.6x	1.3x
EV/EBITDA	-15.2x	-12.2x	105.4x	-21.1x	-16.0x	9.8x
EV/EBIT	-13.4x	-10.1x	-58.4x	-13.6x	-11.5x	12.7x
Income statement (EURm)						
Sales	8.4	14.7	31.6	38.2	80.5	177.0
yoy chg in %	307.8%	73.8%	115.4%	21.0%	110.5%	120.0%
Gross profit	1.1	3.2	20.7	19.9	29.0	67.3
Gross margin in %	13.1%	21.7%	65.6%	52.0%	36.0%	38.0%
EBITDA	-7.6	-10.6	1.5	-8.0	-12.9	23.0
EBITDA margin in %	-90.2%	-72.1%	4.7%	-21.0%	-16.0%	13.0%
EBIT	-8.6	-12.9	-2.7	-12.5	-17.8	17.8
EBIT margin in %	-102.1%	-87.6%	-8.5%	-32.6%	-22.1%	10.0%
Net profit	-8.7	-13.0	-7.2	-17.7	-25.9	12.7
Cash flow statement (EURm)						
CF from operations	-8.0	-15.5	-14.1	-1.9	-16.4	23.5
Capex	-25.1	-49.5	-10.4	-11.5	-20.1	-44.3
Maintenance Capex	0.0	0.0	0.0	4.4	4.9	5.2
Free cash flow	-33.1	-65.0	-24.5	-13.3	-36.5	-20.7
Balance sheet (EURm)						
Intangible assets	7.1	10.3	12.0	15.8	19.8	28.7
Tangible assets	25.0	68.8	72.9	76.1	87.3	117.4
Shareholders' equity	46.5	86.5	80.3	62.6	36.7	49.4
Pension provisions	0.0	0.0	0.8	0.0	0.0	0.0
Liabilities and provisions	6.6	6.3	42.7	63.8	99.0	123.5
Net financial debt	-15.0	-1.2	25.2	38.6	75.1	95.8
w/c requirements	-0.1	6.6	28.3	10.4	10.3	13.9
Ratios						
ROE	-18.7%	-15.0%	-8.9%	-28.3%	-70.5%	25.7%
ROCE	-16.2%	-13.9%	-2.2%	-9.9%	-13.1%	10.3%
Net gearing	-32.2%	-1.4%	31.4%	61.6%	204.5%	193.9%
Net debt / EBITDA	2.0x	0.1x	17.0x	-4.8x	-5.8x	4.2x

Source: Company data; mwb research

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- In such markets a shareholder cannot expect to find a buyer for his shares at all and/or at reasonable prices. In such narrow markets there is a very high possibility of manipulating prices and in such markets there are often considerable price fluctuations.
- An investment in shares with low liquidity and low market capitalization is therefore highly speculative and represents a very high risk.
- There is no regulated market for unlisted shares and securities and a sale is not possible or only possible on an individual basis.

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10. Miscellaneous According to Article 4(1) No. i of the delegated regulation 2016/958 supplementing regulation 596/2014 of the European Parliament, further information regarding investment recommendations of the last 12 months are published free of charge under <https://www.mwb.-research.com>.

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