

Enapter AG

Germany | Renewables | MCap EUR 86.3m

2 May 2025

UPDATE



FY24 better than expected; Well positioned; Reiterate Spec. BUY

Spec. BUY (Spec. BUY)

Target price	EUR 7.00 (7.00)
Current price	EUR 2.97
Up/downside	135.7%

 **ResearchHub**



What's it all about?

Enapter delivered better-than-anticipated FY24 results, with revenues of EUR 21.3m and EBITDA of EUR -6.9m, EUR 1.7m above preliminary figures due to post-closing adjustments. Product revenues rose 18.8% yoy, offsetting the absence of a EUR 15m one-off from FY23. FY24 order intake doubled to EUR 50m, driving a record EUR 42m backlog, led by strong demand for multi-core systems in Italy and progress in China via the Wolong Joint Venture. For FY25, Enapter guides for EUR 39-42m in revenue and up to breakeven EBITDA, though we see breakeven more likely in 2026. A high 2.35x book-to-bill ratio highlights strong positioning despite market uncertainty. With 136% upside to our unchanged EUR 7.00 PT, we reiterate our Spec. BUY.

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

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Enapter AG

Germany | Renewables | MCap EUR 86.3m | EV EUR 120.4m

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FY24 better than expected; Well positioned; Reiterate Spec. BUY

Better-than-anticipated FY24 figures. Enapter has announced its FY24 results, reporting revenues of EUR 21.3m, in line with the preliminary figures released at the end of February. EBITDA came in better than the preliminary results, at EUR -6.9m, an improvement of EUR 1.7m. As the company had already disclosed last week, this was mainly due to post-closing accounting adjustments and the reversal of certain provisions. The yoy decline in total revenues (-32.5%) reflects the absence of a EUR 15m one-off recorded in FY23 from the U.S. distribution agreement and delays in project deliveries into FY24. Still, product-related revenues rose 18.8% to EUR 19m, with initial multi-core sales contributing to the increase.

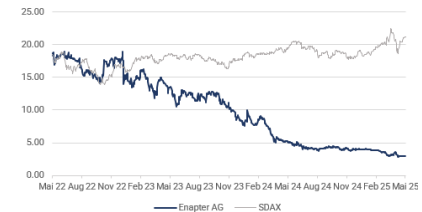
Robust intake continues. Enapter recorded approximately EUR 50m in new orders for FY24, up from EUR 25m the prior year. The backlog at year-end stood at a record EUR 42m, underpinned by strong demand for megawatt-scale multi-core systems—particularly in Italy, where 17 units were ordered by 10 different “Hydrogen Valley” projects. Enapter also reached important milestones in China, where its Joint Venture with Wolong began series production.

Outlook. Enapter's pipeline and order book position it well for accelerated growth in FY25, with mass production of multi-core units expected to start. Execution of this production ramp, combined with the Core Partner model, will be key to reaching breakeven over the medium term. The company has reaffirmed its guidance for FY25, targeting revenues of EUR 39–42m and an EBITDA range of EUR -2m to breakeven. While we take a conservative view and place our estimates at the lower end, we do not anticipate breakeven at the EBITDA and EBIT level before 2026. That said, the guidance appears achievable thanks to a strong and well-filled order book, with a large portion of expected revenues already secured through confirmed orders. The broader question is whether—and when—the hydrogen market will regain momentum. Much depends on if and how quickly governments across the Western hemisphere implement their national hydrogen strategies.

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Enapter AG	2022	2023	2024	2025E	2026E	2027E
Sales	14.7	31.6	21.4	39.4	70.8	106.2
<i>Growth yoy</i>	73.8%	115.4%	-32.2%	83.6%	80.0%	50.0%
EBITDA	-10.6	1.5	-6.9	-2.0	10.6	18.6
EBIT	-12.9	-2.7	-12.9	-6.7	6.1	10.0
Net profit	-13.0	-7.2	-20.7	-13.6	-1.3	7.5
Net debt (net cash)	-1.2	25.2	33.2	47.2	54.6	54.1
Net debt/EBITDA	0.1x	17.0x	-4.8x	-24.0x	5.1x	2.9x
EPS reported	-0.51	-0.26	-0.75	-0.47	-0.05	0.26
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	21.7%	65.6%	30.9%	42.0%	40.0%	40.0%
EBITDA margin	-72.1%	4.7%	-32.3%	-5.0%	15.0%	17.5%
EBIT margin	-87.6%	-8.5%	-60.4%	-17.0%	8.6%	9.5%
ROCE	-13.9%	-2.2%	-11.9%	-6.1%	4.6%	5.9%
EV/Sales	5.8x	3.6x	5.6x	3.4x	2.0x	1.3x
EV/EBITDA	-8.0x	75.6x	-17.4x	-67.9x	13.3x	7.6x
EV/EBIT	-6.6x	-41.9x	-9.3x	-19.9x	23.2x	14.0x
PER	-5.8x	-11.3x	-4.0x	-6.3x	-64.0x	11.5x

Source: Company data, mwb research



Source: Company data, mwb research

High/low 52 weeks 5.42 / 2.81
Price/Book Ratio 1.2x

Ticker / Symbols

ISIN DE000A255G02
WKN A255G0
Bloomberg H20:GR

Changes in estimates

		Sales	EBIT	EPS
2025E	old	39.4	-6.7	-0.47
	Δ	0.0%	na%	na%
2026E	old	70.8	6.1	-0.05
	Δ	0.0%	0.0%	na%
2027E	old	106.2	10.0	0.26
	Δ	0.0%	0.0%	0.0%

Key share data

Number of shares: (in m pcs) 29.07
Book value per share: (in EUR) 2.40
Ø trading vol.: (12 months) 23,965

Major shareholders

BluGreen (Sebastian Schmidt) 47.6%
Svelland Global 15.3%
Morgan Stanley 5.0%
CVI Investment (Jefrey Yass) 4.5%
Sergei Storozhenko 4.4%
Johnson Matthey Plc 3.6%
Free Float 19.5%

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's book-to-bill ratio of 2.35x in FY24, which stands out compared to industry peers, highlights the company's strong demand position and its potential to further expand market share as the sector matures. Despite short-term headwinds, we remain confident in the long-term outlook for hydrogen. This conviction is supported not only by government policy but also by the rapid pace of innovation in this field. In the long run, we believe hydrogen could become economically competitive with fossil fuels, even without subsidies.

Remain Spec. BUY; unchanged PT. Following the euphoric phase for hydrogen between 2020 and 2023, the market has now entered a more subdued and depressed phase, which is expected to gradually transition into a more realistic and sustainable growth period.

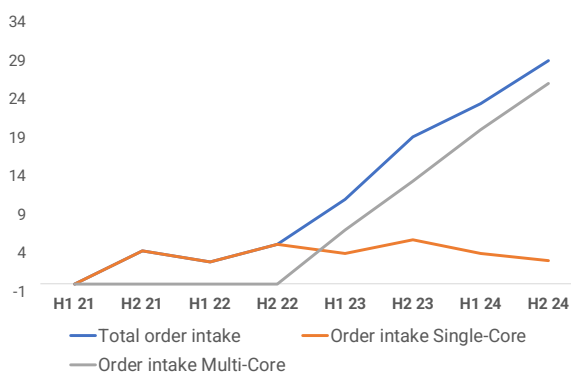
The downturn has provided Enapter with the opportunity to solidify its strategic positioning and concentrate on advancing its product development. Key milestones include the outsourcing of cost-intensive production processes to China and the formation of a strategic partnership with the Wolong Group. As of the end of FY24, Enapter had accumulated a net debt of EUR 33m. In light of ongoing uncertainty regarding the outlook and timing of the hydrogen market, this level of debt presents a notable risk. Nevertheless, for risk-tolerant investors with long-term conviction in the hydrogen sector, Enapter presents an attractive investment opportunity with the potential for substantial returns. We reiterate our Spec. BUY rating with an unchanged price target of EUR 7.00, representing an upside potential of 136%. If the hydrogen market regains momentum, Enapter could see significant additional upside, potentially driving higher earnings estimates and price target revisions.

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

P&L data	H1 2021	H2 2021	H1 2022	H2 2022	H1 2023	H2 2023	H1 2024	H2 2024
Sales	2.0	6.4	3.3	11.4	4.8	26.8	8.3	13.2
yoy growth in %	218.0%	210.5%	64.5%	76.7%	43.8%	136.3%	73.5%	-50.9%
Gross profit	0.5	0.6	0.0	3.1	0.6	na	2.6	16.7
Gross margin in %	26.1%	9.1%	1.4%	27.6%	12.5%	na%	31.7%	126.9%
EBITDA	-3.6	-3.8	-6.8	-2.5	-7.0	8.5	-3.0	-4.0
EBITDA margin in %	-176.3%	-59.0%	-204.4%	-22.3%	-147.2%	31.7%	-36.0%	-30.1%
EBIT	-3.9	-4.7	-7.6	-5.2	-8.6	5.9	-5.2	-7.7
EBIT margin in %	-195.8%	-72.7%	-229.7%	-46.2%	-180.3%	22.0%	-63.2%	-58.6%
EBT	-4.0	-4.7	-7.7	-5.3	-9.9	3.6	-7.9	-13.0
taxes paid	0.0	-0.0	0.0	0.0	0.0	0.9	0.7	-0.8
tax rate in %	-0.1%	0.3%	-0.1%	-0.3%	-0.0%	23.7%	-8.6%	6.4%
net profit	-4.0	-4.7	-7.7	-5.3	-9.9	2.8	-7.9	-12.8
yoy growth in %	na%	na%	na%	na%	na%	na%	na%	-559.9%
EPS	-0.17	-0.20	-0.31	-0.20	-0.37	0.10	-0.29	-0.46

Source: Company data; mwb research

Order Intake (in EURm)



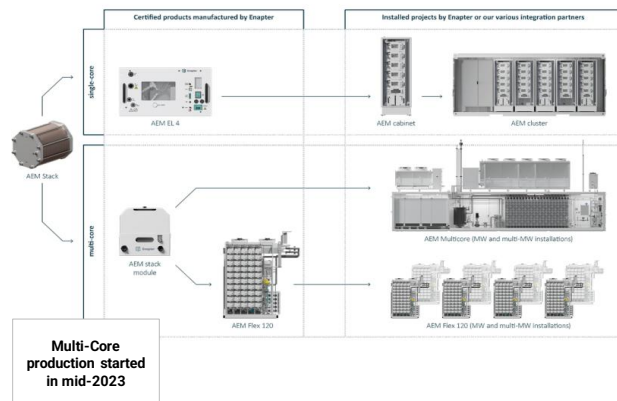
Source: Company data; mwb research

Order Backlog (in EURm)

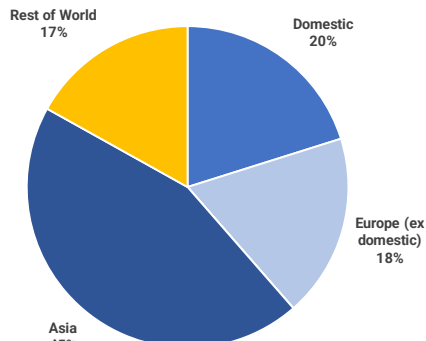


Investment case in six charts

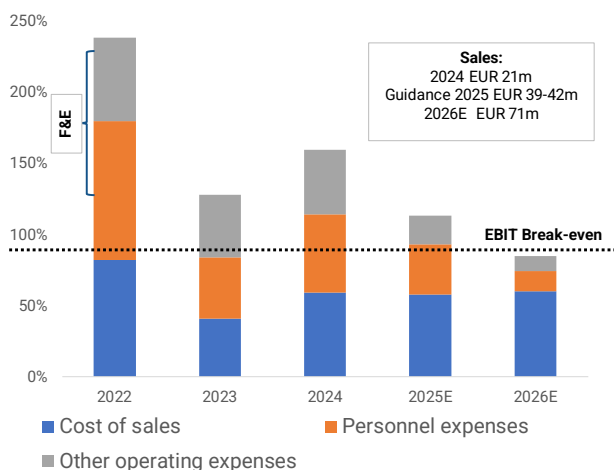
AEM's patented electrolysis systems



Regional sales split 2024 in %

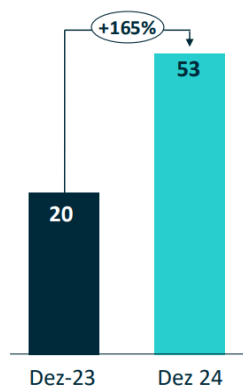


Cost outlook mwb est. (as % of total sales)

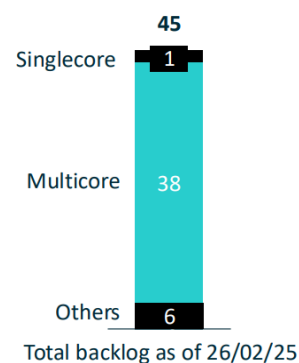


Electrolyser Orders

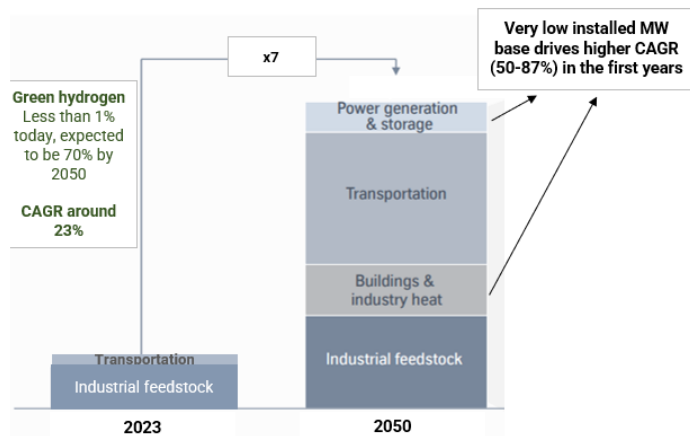
Order intake (MEUR)



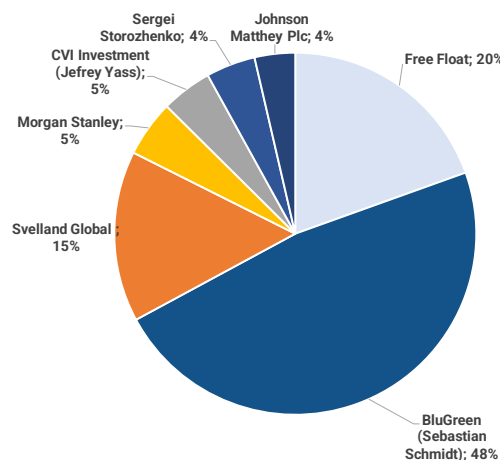
Order backlog (MEUR)



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 6.67 per share**:

Top-line growth: We expect Enapter AG to grow revenues at a CAGR of 28.0% between 2025E and 2032E. The long-term growth rate is set at 2.0%.

ROCE. Returns on capital are developing from -6.1% in 2025E to 15.3% in 2032E.

WACC. Starting point is a historical equity beta of 1.53. Unlevering and correcting for mean reversion yields an asset beta of 1.02. Combined with a risk-free rate of 2.0% and an equity risk premium of 6.0% this yields cost of equity of 12.7%. 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 8.2%.

DCF (EURm) (except per share data and beta)	2025E	2026E	2027E	2028E	2029E	2030E	2031E	2032E	Terminal value
NOPAT	-7.4	7.3	7.5	9.1	16.9	16.1	18.8	19.5	
Depreciation & amortization	4.7	4.6	8.5	13.9	13.8	14.6	14.0	13.8	
Change in working capital	7.5	6.3	1.7	0.7	0.8	0.3	-0.8	0.1	
Chg. in long-term provisions	-2.8	-0.6	0.7	0.8	1.2	0.1	0.1	0.1	
Capex	-9.8	-16.3	-18.1	-14.9	-19.8	-11.7	-13.6	-13.9	
Cash flow	-7.7	1.3	0.5	9.7	13.0	19.4	18.4	19.5	318.6
Present value	-7.3	1.1	0.4	7.2	8.9	12.4	10.9	10.7	173.5
WACC	9.7%	10.7%	8.3%	8.3%	8.3%	8.3%	8.2%	8.1%	8.2%

DCF per share derived from	
Total present value	217.8
Mid-year adj. total present value	227.1
Net debt / cash at start of year	33.2
Financial assets	0.8
Provisions and off b/s debt	0.9
Equity value	193.8
No. of shares outstanding	29.1
Discounted cash flow / share upside/(downside)	6.67 124.5%

Share price	2.97
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DCF avg. growth and earnings assumptions	
Planning horizon avg. revenue growth (2025E-2032E)	28.0%
Terminal value growth (2032E - infinity)	2.0%
Terminal year ROCE	15.3%
Terminal year WACC	8.2%

Terminal WACC derived from	
Cost of borrowing (before taxes)	5.0%
Long-term tax rate	25.0%
Equity beta	1.53
Unlevered beta (industry or company)	1.02
Target debt / equity	1.0
Relevered beta	1.79
Risk-free rate	2.0%
Equity risk premium	6.0%
Cost of equity	12.7%

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%	3.9	4.2	4.4	4.7	5.0	2025E-2028E	0.6%
1.0%	4.7	5.0	5.4	5.8	6.2	2029E-2032E	19.7%
0.0%	5.8	6.2	6.7	7.2	7.9	terminal value	79.7%
-1.0%	7.1	7.7	8.5	9.3	10.4		
-2.0%	9.0	9.9	11.1	12.5	14.4		

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 -5.49 per share based on 2025E and EUR 7.27 per share on 2029E 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	2025E	2026E	2027E	2028E	2029E
EBITDA	-2.0	10.6	18.6	26.0	36.4
- Maintenance capex	4.7	4.6	8.5	13.9	13.8
- Minorities	0.0	0.0	0.0	0.0	0.0
- tax expenses	1.2	0.2	2.5	3.0	5.6
= Adjusted FCF	-7.9	5.8	7.5	9.1	16.9
Actual Market Cap	86.3	86.3	86.3	86.3	86.3
+ Net debt (cash)	47.2	54.6	54.1	44.4	31.5
+ 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	0.8	0.8	0.8	0.8	0.8
- Acc. dividend payments	0.0	0.0	0.0	0.0	0.0
<i>EV Reconciliations</i>	46.4	53.8	53.3	43.6	30.7
= Actual EV'	132.7	140.1	139.6	130.0	117.0
Adjusted FCF yield	-6.0%	4.2%	5.4%	7.0%	14.5%
base hurdle rate	7.0%	7.0%	7.0%	7.0%	7.0%
ESG adjustment	0.0%	0.0%	0.0%	0.0%	0.0%
adjusted hurdle rate	7.0%	7.0%	7.0%	7.0%	7.0%
Fair EV	-113.3	83.5	107.6	129.7	242.1
- <i>EV Reconciliations</i>	46.4	53.8	53.3	43.6	30.7
Fair Market Cap	-159.7	29.8	54.3	86.0	211.4
No. of shares (million)	29.1	29.1	29.1	29.1	29.1
Fair value per share in EUR	-5.49	1.02	1.87	2.96	7.27
Premium (-) / discount (+)	-285.0%	-65.5%	-37.1%	-0.4%	144.8%

Sensitivity analysis FV						
Adjusted hurdle rate	5.0%	-7.1	2.2	3.3	4.7	10.6
	6.0%	-6.1	1.5	2.5	3.7	8.7
	7.0%	-5.5	1.0	1.9	3.0	7.3
	8.0%	-5.0	0.7	1.4	2.4	6.2
	9.0%	-4.6	0.4	1.0	2.0	5.4

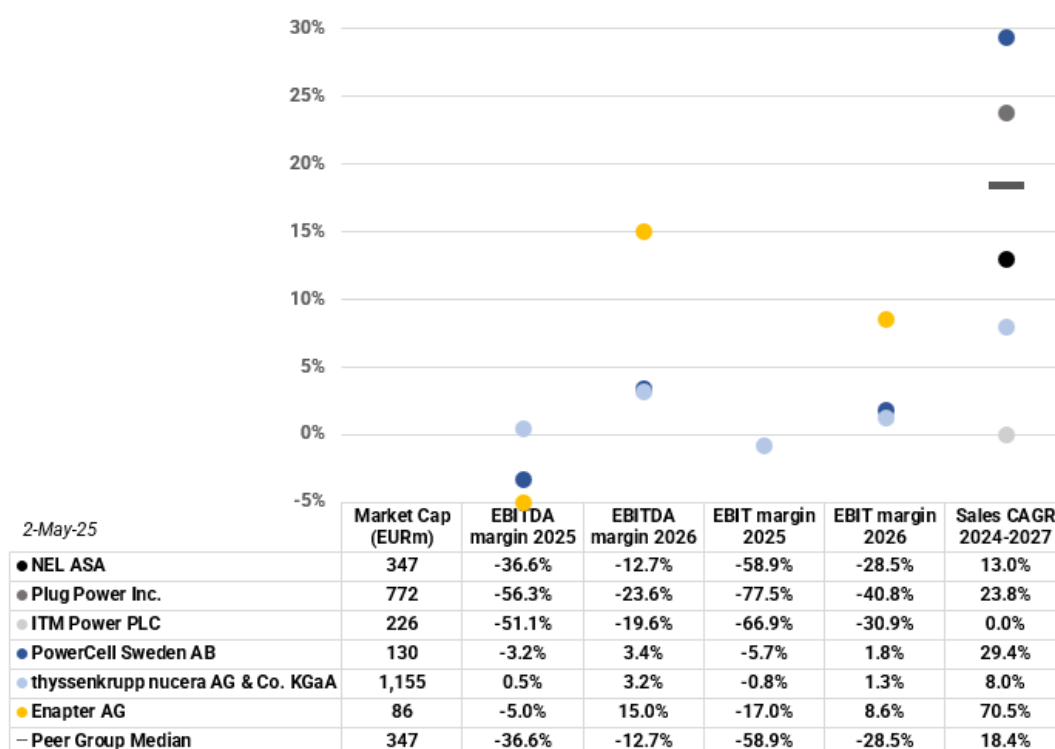
Source: Company data; mwb research

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 2 May 2025 the median market cap of the peer group was EUR 346.9m, compared to EUR 86.3m 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

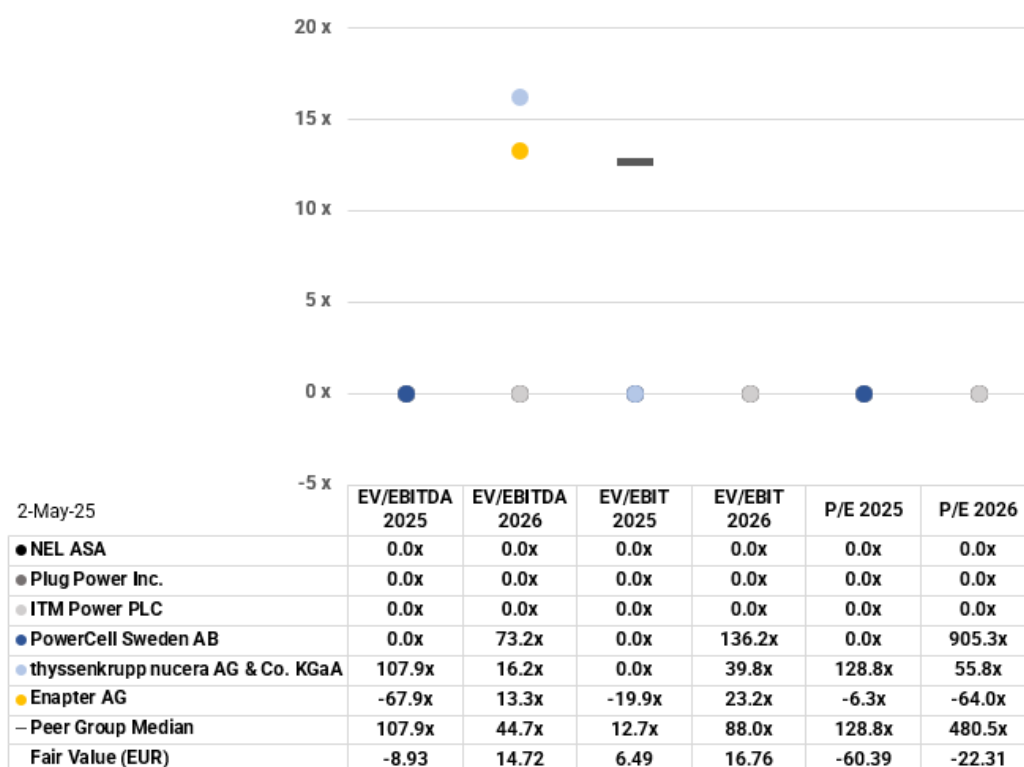


Source: FactSet, mwb research

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

Applying these to Enapter AG results in a range of fair values from EUR 4.44 to EUR 16.76.

Peer Group – Multiples and valuation



Source: FactSet, 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) electrolyzers use renewable electricity and water to create green hydrogen through a process called electrolysis. Its electrolyzers 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.

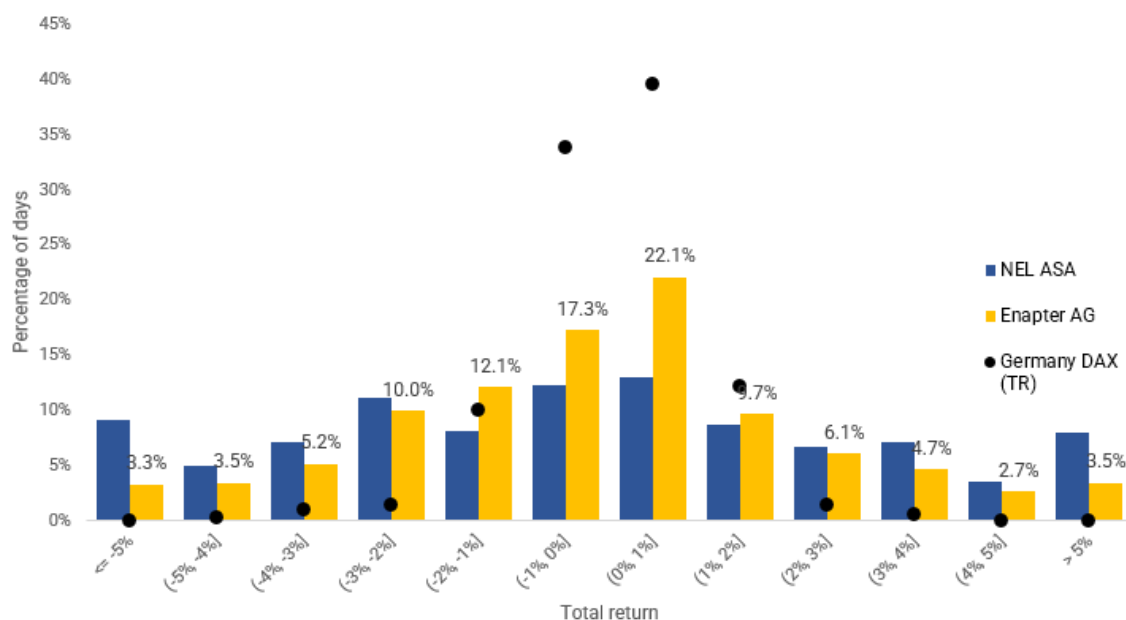
Powercell Sweden AB (publ) is a Sweden-based company active in the field of clean energy. It is engaged in the development, manufacture and sales of power systems with fuel cell and reformer technology. Its systems work both fossil and renewable fuels and convert them to hydrogen, which drives the power 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 Germany DAX (TR). 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%.

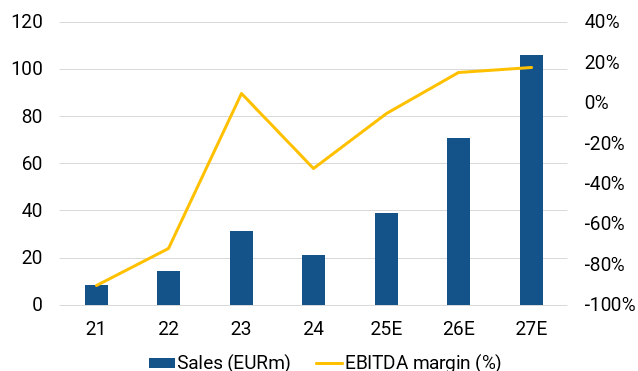
Risk – Daily Returns Distribution (trailing 3 years)



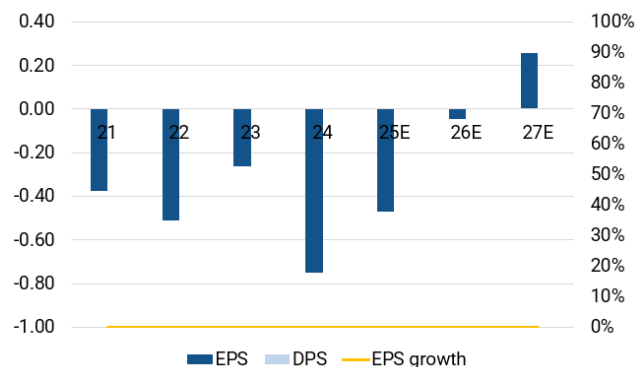
Source: FactSet, mwb research

Financials in six charts

Sales vs. EBITDA margin development



EPS, DPS in EUR & yoy EPS growth



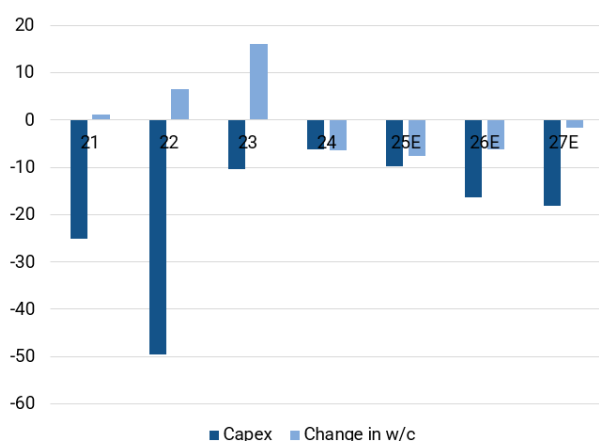
ROCE vs. WACC (pre tax)



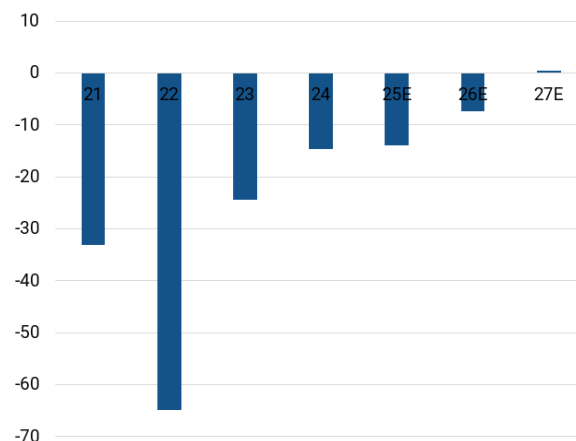
Net debt and net debt/EBITDA



Capex & chgn in w/c requirements in EURm



Free Cash Flow in EURm



Source: Company data; mwb research

Financials

Profit and loss (EURm)	2022	2023	2024	2025E	2026E	2027E
Net sales	14.7	31.6	21.4	39.4	70.8	106.2
Sales growth	73.8%	115.4%	-32.2%	83.6%	80.0%	50.0%
Change in finished goods and work-in-process	0.5	2.1	-2.1	0.0	0.0	0.0
Total sales	15.2	33.7	19.3	39.4	70.8	106.2
Material expenses	12.0	13.0	12.7	22.8	42.5	63.7
Gross profit	3.2	20.7	6.6	16.5	28.3	42.5
Other operating income	9.2	8.2	7.9	3.1	0.0	0.0
Personnel expenses	14.3	13.6	11.7	13.8	10.3	12.7
Other operating expenses	8.6	13.9	9.7	7.9	7.4	11.2
EBITDA	-10.6	1.5	-6.9	-2.0	10.6	18.6
Depreciation	2.3	4.2	6.0	4.7	4.6	8.5
EBITA	-12.9	-2.7	-12.9	-6.7	6.1	10.0
Amortisation of goodwill and intangible assets	0.0	0.0	0.0	0.0	0.0	0.0
EBIT	-12.9	-2.7	-12.9	-6.7	6.1	10.0
Financial result	-0.1	-3.6	-7.9	-5.7	-7.2	0.0
Recurring pretax income from continuing operations	-13.0	-6.3	-20.9	-12.4	-1.1	10.0
Extraordinary income/loss	0.0	0.0	0.0	0.0	0.0	0.0
Earnings before taxes	-13.0	-6.3	-20.9	-12.4	-1.1	10.0
Taxes	0.0	0.9	-0.2	1.2	0.2	2.5
Net income from continuing operations	-13.0	-7.2	-20.7	-13.6	-1.3	7.5
Result from discontinued operations (net of tax)	0.0	0.0	0.0	0.0	0.0	0.0
Net income	-13.0	-7.2	-20.7	-13.6	-1.3	7.5
Minority interest	0.0	0.0	0.0	0.0	0.0	0.0
Net profit (reported)	-13.0	-7.2	-20.7	-13.6	-1.3	7.5
Average number of shares	25.51	27.20	27.64	29.07	29.07	29.07
EPS reported	-0.51	-0.26	-0.75	-0.47	-0.05	0.26

Profit and loss (common size)	2022	2023	2024	2025E	2026E	2027E
Net sales	100%	100%	100%	100%	100%	100%
Change in finished goods and work-in-process	4%	7%	-10%	0%	0%	0%
Total sales	104%	107%	90%	100%	100%	100%
Material expenses	82%	41%	59%	58%	60%	60%
Gross profit	22%	66%	31%	42%	40%	40%
Other operating income	63%	26%	37%	8%	0%	0%
Personnel expenses	97%	43%	55%	35%	15%	12%
Other operating expenses	59%	44%	45%	20%	11%	11%
EBITDA	-72%	5%	-32%	-5%	15%	17%
Depreciation	16%	13%	28%	12%	6%	8%
EBITA	-88%	-8%	-60%	-17%	9%	9%
Amortisation of goodwill and intangible assets	0%	0%	0%	0%	0%	0%
EBIT	-88%	-8%	-60%	-17%	9%	9%
Financial result	-1%	-11%	-37%	-14%	-10%	0%
Recurring pretax income from continuing operations	-88%	-20%	-97%	-31%	-2%	9%
Extraordinary income/loss	0%	0%	0%	0%	0%	0%
Earnings before taxes	-88%	-20%	-97%	-31%	-2%	9%
Taxes	0%	3%	-1%	3%	0%	2%
Net income from continuing operations	-88%	-23%	-97%	-35%	-2%	7%
Result from discontinued operations (net of tax)	0%	0%	0%	0%	0%	0%
Net income	-88%	-23%	-97%	-35%	-2%	7%
Minority interest	0%	0%	0%	0%	0%	0%
Net profit (reported)	-88%	-23%	-97%	-35%	-2%	7%

Source: Company data; mwb research

Balance sheet (EURm)	2022	2023	2024	2025E	2026E	2027E
Intangible assets (exl. Goodwill)	10.3	12.0	14.4	16.1	18.2	20.3
Goodwill	0.0	0.0	0.0	0.0	0.0	0.0
Property, plant and equipment	68.8	72.9	71.8	75.9	85.5	92.9
Financial assets	1.2	1.8	0.8	0.8	0.8	0.8
FIXED ASSETS	80.2	86.6	86.9	92.7	104.5	114.0
Inventories	8.4	11.3	8.8	9.4	11.6	17.5
Accounts receivable	9.7	23.3	37.3	17.2	28.1	34.9
Other current assets	0.2	5.6	5.6	5.6	5.6	5.6
Liquid assets	5.1	14.6	4.6	7.8	25.4	55.9
Deferred taxes	0.0	0.0	0.0	0.0	0.0	0.0
Deferred charges and prepaid expenses	4.2	0.0	0.0	5.9	10.6	15.9
CURRENT ASSETS	27.6	54.8	56.3	45.9	81.4	129.8
TOTAL ASSETS	107.8	141.4	143.2	138.7	185.9	243.8
SHAREHOLDERS EQUITY	86.5	80.3	66.4	52.8	51.4	59.0
MINORITY INTEREST	0.0	0.0	0.0	0.0	0.0	0.0
Long-term debt	2.8	38.7	32.9	45.0	60.0	80.0
Provisions for pensions and similar obligations	0.0	0.8	0.9	0.0	0.0	0.0
Other provisions	2.4	2.1	3.9	2.0	1.4	2.1
Non-current liabilities	5.3	41.5	37.6	47.0	61.4	82.1
short-term liabilities to banks	1.0	1.1	4.9	10.0	20.0	30.0
Accounts payable	11.2	5.5	7.5	13.8	19.8	28.8
Advance payments received on orders	0.3	0.7	0.0	3.9	14.2	15.9
Other liabilities (incl. from lease and rental contracts)	1.5	11.4	23.1	9.8	17.7	26.6
Deferred taxes	0.0	0.9	0.7	0.7	0.7	0.7
Deferred income	2.1	0.0	2.9	0.0	0.0	0.0
Current liabilities	16.1	19.6	39.2	38.2	72.4	102.0
TOTAL LIABILITIES AND SHAREHOLDERS EQUITY	107.8	141.4	143.2	138.0	185.2	243.1

Balance sheet (common size)	2022	2023	2024	2025E	2026E	2027E
Intangible assets (excl. Goodwill)	10%	8%	10%	12%	10%	8%
Goodwill	0%	0%	0%	0%	0%	0%
Property, plant and equipment	64%	52%	50%	55%	46%	38%
Financial assets	1%	1%	1%	1%	0%	0%
FIXED ASSETS	74%	61%	61%	67%	56%	47%
Inventories	8%	8%	6%	7%	6%	7%
Accounts receivable	9%	16%	26%	12%	15%	14%
Other current assets	0%	4%	4%	4%	3%	2%
Liquid assets	5%	10%	3%	6%	14%	23%
Deferred taxes	0%	0%	0%	0%	0%	0%
Deferred charges and prepaid expenses	4%	0%	0%	4%	6%	7%
CURRENT ASSETS	26%	39%	39%	33%	44%	53%
TOTAL ASSETS	100%	100%	100%	100%	100%	100%
SHAREHOLDERS EQUITY	80%	57%	46%	38%	28%	24%
MINORITY INTEREST	0%	0%	0%	0%	0%	0%
Long-term debt	3%	27%	23%	32%	32%	33%
Provisions for pensions and similar obligations	0%	1%	1%	0%	0%	0%
Other provisions	2%	1%	3%	1%	1%	1%
Non-current liabilities	5%	29%	26%	34%	33%	34%
short-term liabilities to banks	1%	1%	3%	7%	11%	12%
Accounts payable	10%	4%	5%	10%	11%	12%
Advance payments received on orders	0%	1%	0%	3%	8%	7%
Other liabilities (incl. from lease and rental contracts)	1%	8%	16%	7%	10%	11%
Deferred taxes	0%	1%	0%	1%	0%	0%
Deferred income	2%	0%	2%	0%	0%	0%
Current liabilities	15%	14%	27%	28%	39%	42%
TOTAL LIABILITIES AND SHAREHOLDERS EQUITY	100%	100%	100%	100%	100%	100%

Source: Company data; mwb research

Cash flow statement (EURm)	2022	2023	2024	2025E	2026E	2027E
Net profit/loss	-13.0	-7.2	-20.7	-13.6	-1.3	7.5
Depreciation of fixed assets (incl. leases)	2.3	4.2	6.0	4.7	4.6	8.5
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	1.8	5.0	-0.2	-2.8	-0.6	0.7
Cash flow from operations before changes in w/c	-8.9	2.0	-14.9	-11.7	2.7	16.8
Increase/decrease in inventory	-4.8	-2.9	2.5	-0.5	-2.3	-5.8
Increase/decrease in accounts receivable	-6.1	-14.8	-14.0	20.0	-10.9	-6.8
Increase/decrease in accounts payable	4.5	0.7	18.3	6.2	6.0	9.0
Increase/decrease in other w/c positions	-0.1	0.9	-0.4	-18.2	13.4	5.3
Increase/decrease in working capital	-6.5	-16.0	6.4	7.5	6.3	1.7
Cash flow from operating activities	-15.5	-14.1	-8.5	-4.2	8.9	18.5
CAPEX	-49.5	-10.4	-6.2	-9.8	-16.3	-18.1
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	-49.5	-10.4	-6.2	-9.8	-16.3	-18.1
Cash flow before financing	-65.0	-24.5	-14.7	-14.0	-7.4	0.5
Increase/decrease in debt position	-0.8	34.0	-2.6	17.3	25.0	30.0
Purchase of own shares	0.0	0.0	0.0	0.0	0.0	0.0
Capital measures	53.0	0.0	8.0	0.0	0.0	0.0
Dividends paid	0.0	0.0	0.0	0.0	0.0	0.0
Others	-1.8	0.0	-0.8	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	50.4	34.0	4.7	17.3	25.0	30.0
Increase/decrease in liquid assets	-14.5	9.5	-10.0	3.3	17.6	30.5
Liquid assets at end of period	5.1	14.6	4.6	7.8	25.4	55.9

Source: Company data; mwb research

Regional sales split (EURm)	2022	2023	2024	2025E	2026E	2027E
Domestic	7.8	11.3	4.4	8.1	14.6	21.9
Europe (ex domestic)	2.7	17.1	4.0	7.4	13.3	20.0
The Americas	0.4	0.0	0.0	0.0	0.0	0.0
Asia	2.4	0.0	9.7	17.9	32.2	48.3
Rest of World	1.4	3.2	3.7	6.8	12.2	18.4
Total sales	14.7	31.6	21.4	39.4	70.8	106.2

Regional sales split (common size)	2022	2023	2024	2025E	2026E	2027E
Domestic	52.9%	35.7%	20.4%	20.6%	20.6%	20.6%
Europe (ex domestic)	18.3%	54.2%	18.7%	18.8%	18.8%	18.8%
The Americas	3.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Asia	16.1%	0.0%	45.1%	45.5%	45.5%	45.5%
Rest of World	9.6%	10.1%	17.1%	17.3%	17.3%	17.3%
Total sales	100%	100%	100%	100%	100%	100%

Source: Company data; mwb research

Ratios	2022	2023	2024	2025E	2026E	2027E
Per share data						
Earnings per share reported	-0.51	-0.26	-0.75	-0.47	-0.05	0.26
Cash flow per share	-0.61	-0.52	-0.47	-0.31	0.15	0.34
Book value per share	3.39	2.95	2.40	1.82	1.77	2.03
Dividend per share	0.00	0.00	0.00	0.00	0.00	0.00
Valuation						
P/E	-5.8x	-11.3x	-4.0x	-6.3x	-64.0x	11.5x
P/CF	-4.9x	-5.7x	-6.3x	-9.7x	19.8x	8.7x
P/BV	0.9x	1.0x	1.2x	1.6x	1.7x	1.5x
Dividend yield (%)	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
FCF yield (%)	-20.4%	-17.4%	-15.8%	-10.3%	5.1%	11.5%
EV/Sales	5.8x	3.6x	5.6x	3.4x	2.0x	1.3x
EV/EBITDA	-8.0x	75.6x	-17.4x	-67.9x	13.3x	7.6x
EV/EBIT	-6.6x	-41.9x	-9.3x	-19.9x	23.2x	14.0x
Income statement (EURm)						
Sales	14.7	31.6	21.4	39.4	70.8	106.2
yoy chg in %	73.8%	115.4%	-32.2%	83.6%	80.0%	50.0%
Gross profit	3.2	20.7	6.6	16.5	28.3	42.5
Gross margin in %	21.7%	65.6%	30.9%	42.0%	40.0%	40.0%
EBITDA	-10.6	1.5	-6.9	-2.0	10.6	18.6
EBITDA margin in %	-72.1%	4.7%	-32.3%	-5.0%	15.0%	17.5%
EBIT	-12.9	-2.7	-12.9	-6.7	6.1	10.0
EBIT margin in %	-87.6%	-8.5%	-60.4%	-17.0%	8.6%	9.5%
Net profit	-13.0	-7.2	-20.7	-13.6	-1.3	7.5
Cash flow statement (EURm)						
CF from operations	-15.5	-14.1	-8.5	-4.2	8.9	18.5
Capex	-49.5	-10.4	-6.2	-9.8	-16.3	-18.1
Maintenance Capex	0.0	0.0	4.4	4.7	4.6	8.5
Free cash flow	-65.0	-24.5	-14.7	-14.0	-7.4	0.5
Balance sheet (EURm)						
Intangible assets	10.3	12.0	14.4	16.1	18.2	20.3
Tangible assets	68.8	72.9	71.8	75.9	85.5	92.9
Shareholders' equity	86.5	80.3	66.4	52.8	51.4	59.0
Pension provisions	0.0	0.8	0.9	0.0	0.0	0.0
Liabilities and provisions	6.3	42.7	42.5	57.0	81.4	112.1
Net financial debt	-1.2	25.2	33.2	47.2	54.6	54.1
w/c requirements	6.6	28.3	38.6	8.9	5.8	7.6
Ratios						
ROE	-15.0%	-8.9%	-31.2%	-25.8%	-2.6%	12.8%
ROCE	-13.9%	-2.2%	-11.9%	-6.1%	4.6%	5.9%
Net gearing	-1.4%	31.4%	49.9%	89.3%	106.0%	91.7%
Net debt / EBITDA	0.1x	17.0x	-4.8x	-24.0x	5.1x	2.9x

Source: Company data; mwb research

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Company	Disclosure
Enapter AG	2, 8

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- 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.

7. Major Sources of Information Part of the information required for this research report was made available by the issuer of the financial instrument. Furthermore, this report is based on publicly available sources (such as, for example, Bloomberg, Reuters, VWD-Trader and the relevant daily press) believed to be reliable. mwb research AG has checked the information for plausibility but not for accuracy or completeness.

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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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