

Update: Q4 2021

RISK INTELLIGENCE A/S

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investor.riskintelligence.eu

Bloomberg: RISK:SS
 Reuters Eikon: RISK.TE

List: Spotlight Stock Market

Last: DKK 4.2
 Market cap: DKK 47m

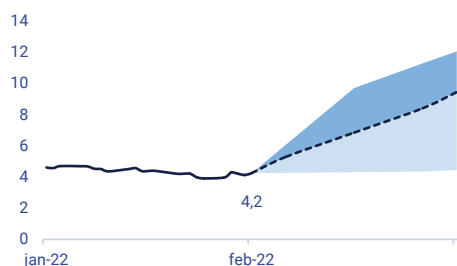
SHARE DEVELOPMENT



	12M	YTD	6M	1M
Development (%)	-45	-31	-18	-7

Source: S&P Capital IQ

VALUATION INTERVAL



	BEAR	BAS	BULL
Share price (DKK)	4.2	9.3	11.9
Up-/divside (%)	0	120	180

Source: S&P Capital IQ and Carlsquare estimates

CARLSQUARE EQUITY RESEARCH

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Initiatives seem to be bearing fruit

Risk Intelligence reported net sales of DKK 7.5 million for the fourth quarter, corresponding to growth of 12.7 per cent. Also, total recurring system revenue increased by 14.9 per cent. Sales activity is high. The company expects to sign 3-4 new clients on LandRisk Logistics during the first half of the year. This bodes well for the coming quarters. However, the company has lowered the average expected revenue for LandRisk Logistics clients. In a base case scenario, a fair value of DKK 9.3 (11.7) is calculated.

Well-established provider of risk systems expands its potential

Through its risk system, Risk Intelligence provides processed, analysed, and actionable risk intelligence with associated advisory services. The company is a well established supplier to the shipping as well as the oil and gas industry with prominent clients such as Maersk and the US Navy. In August 2021, the LandRisk Logistics application will be launched. The application covers the risk situation along roads, parking lots, cities, and hot spots (special exposed areas). This increases the market potential considerably, estimated by a factor of 40x.

The company has several revenue streams, the largest of which comes from recurring system revenue with long contracts and high scalability. The average annual growth rate over the last five years has been 13.5 per cent. This compares to an annual growth rate of 19.2 per cent over the last three years. In other words, growth is accelerating. In the coming years, we expect the maritime solution to continue to grow at a rate of over ten per cent per year. However, we expect that the new application, LandRisk Logistics, will take growth rates to an even higher level and lift the average revenue per customer. Thus, the company can grow at a high rate to improved profitability.

Strong growth in revenue and profitability

The past quarter was characterised by good growth in both revenue and profitability. Net sales came in at DKK 7.5 million, in line with expectations, and grew by 12.7 per cent. System ARR grew even faster, by 14.9 per cent to DKK 14.6 million, reflecting good growth in average revenue per customer. The EBITDA result landed at DKK 2.4 million, slightly above our expectation of DKK 1.8 million. Although the levels are low, the EBITDA result increased by a full 113 per cent, which is clearly impressive.

Lowered valued reference group reduces fair value

The quarterly report states that the company expects several new clients to be signed during the first half of the year, including 3-4 at Land-Risk Logistics. This signals that the company's efforts are beginning to bear fruit, which is important for the investment case. On the other side, the company has lowered its assumption for LandRisk ARPU which also lowers our revenue forecasts.

To calculate a fair value per share, we have combined a multiple valuation with a DCF model. Using this method, a fair value per share is calculated at DKK 9.3 (DKK 11.7) for the next 6-12 months. The downward adjustment is explained by adjusted forecasts, lowered valuation of the peer group and a higher interest rate.

Key figures (DKKm)

	2020	2021	2022E	2023E	2024E
Net sales	15,7	18,8	23,3	32,5	46,5
Total ARR	13,9	16,0	19,7	28,6	40,9
Total revenues	15,7	18,8	23,3	32,5	46,5
EBITDA	-3,9	-0,9	-3,7	-0,3	7,1
EBIT	-5,7	-2,8	-6,2	-3,0	4,1
EBT	-7,8	-4,8	-9,1	-6,1	1,3
Earning per share	-0,7	-0,3	-0,6	-0,4	0,1
Growth, net sales	10%	20%	24%	39%	43%
EBITDA-margin	Neg.	Neg.	Neg.	Neg.	15,4%
EBIT-margin	Neg.	Neg.	Neg.	Neg.	8,8%
EV/Sales	3,8x	3,2x	2,6x	1,9x	1,3x
EV/EBITDA (curr.)	NM	NM	NM	NM	8,4x
EV/EBIT (curr.)	NM	NM	NM	NM	14,7x
P/E (curr.)	NM	NM	NM	NM	72,6x

Total ARR = Annual recurring revenue (long contracts). Source: Company information and Carlsquare estimates

Follow-up and comments

Risk Intelligence reported net sales growth of 12.7 per cent, which was also in line with our expectations. The reported EBITDA result remains at low levels but was better than our forecast. The quarterly report also states that the company expects to sign several new customers to the maritime solution and between 3-4 new customers to LandRisk Logistics in the first six months of the year, which bodes well for the case. For 2022, the team expects net revenue growth of between 15-25 per cent to a negative EBITDA result.

Strong quarter but below our expectations

Good revenue growth with increasing recurring revenues

Recurring revenues on 12-month contracts for the company's Maritime solution increased by 14.9 percent to DKK 14.6 million at annual rates. Total annual recurring revenue, also including contracted revenue for the company's risk reports, increased to DKK 16.0 million at an annual rate and grew by 9.0 percent. Recurring revenue is valuable because it creates predictability in the revenue stream. This is typically also reflected in the revenue-based valuation multiples, such as EV/Sales or P/S. However, both recurring revenue streams grew at a slightly slower rate than we had anticipated, which is partly explained by a lower average revenue per customer on the Maritime solution.

Nevertheless, the company was able to report net sales in line with expectations, with higher than expected non-recurring revenues from consulting services. Net sales amounted to DKK 7.5 million, representing a growth of 12.7 percent.

Actuals vs. estimates, Q4 2021 (MDKK)

	Kv4, 2021A	Kv4, 2021P	Diff. (abs)
Recurring system-revenues	14,6	15,2	-0,6
Sum of recurring revenues	16,0	16,6	-0,6
ARPU	138	142	-4,0
Net sales	7,5	7,5	0,0
EBITDA	2,4	1,8	0,6
EBITDA-margin	32,3%	24,0%	
EBIT	1,9	1,0	0,9
EBIT-margin	25,1%	13,3%	
EBT	1,3	0,6	0,7
Net income per share	0,13	0,04	0,1

ARPU = Average revenue per client. Source: Company information and Carlsquare Forecasts

However, the company has lowered its assumption for average annual revenue from customers at LandRisk to DKK 0,3 million, from DKK 0,425 million stated in the third quarter. This is a significant downward revision to the company's previous estimate and negatively impacts our revenue forecasts.

On the positive side, the company announced an expectation of 3-4 new customers to be signed on the LandRisk Logistics application already during the first six months of the current year. This is a clear signal that the company's efforts are starting to bear fruit.

Growth also for profitability

The reported EBITDA result grew by a high 113 per cent to DKK 2.4 million, which was also above our expectation of SEK 1.8 million. The deviation is mainly explained by the cost item other operating expenses. The reported EBITDA result corresponds to a good margin of 32.3 percent.

The high margin demonstrates the potential for profitability. However, it should be noted that the fourth quarter is the company's strongest as many of the existing contracts for the maritime solution are renewed, and thus invoiced during this quarter. Churn in 2021, which the company calculates as the value of cancelled contracts as a percentage of the total value at the end of the period, was 3.2%. In 2020, the corresponding figure was 1.4 percent.

15-25 per cent growth in 2022

During the full year 2021, 12 new customers were signed on the maritime solution and the business development thus continued well despite the company still being hampered to some extent by the Covid pandemic, mainly in Asia. With new sales managers in both Asia and Europe, we believe that a high growth rate in 2022 can be maintained. The Russia/Ukraine crisis is very tragic but should not hamper the company's performance to any great extent.

The company has released guidance for revenues in the range of DKK 21.5-23.5 million during the full year of 2022. With the growth strategy laid out, the company expects a negative EBITDA result.

| [15-25 per cent growth in 2022.](#)

Investment case, estimates and valuation

Risk Intelligence is a well-established provider to the maritime industry, including oil and gas, of its risk system and associated consultancy services. In recent years, growth has been driven by (i) new customers and (ii) increased ARPU, for example by existing customers adding more user licences. We expect this pattern to continue while the LandRisk Logistics application can help both growth and profitability to reach new levels. In our base case scenario, we assume an average annual growth rate of 35.1 per cent, 2021-2026. The EBITDA margin is estimated to reach 32.3 percent in 2026. Given lower guidance for ARPU on LandRisk Logistics and lower valuation of the reference group, our fair value is reduced to DKK 9.3 per share (11.7) for the next 6-12 months. This corresponds to an EV/Sales multiple 2022 of 6.0x. The peer group currently trades at a median EV/Sales multiple 2022 of 8.8x.

Sustained growth, scalability, and profitability

Companies that enable international and national trade by transporting valuable goods face various risks or threats to personnel and assets. At sea, the number of piracy cases and armed robbery has fluctuated around an average of 186 cases per year. For land-based cargo carriers, incidents of theft have increased significantly over the last 5-10 years. In view of the daily exposure to risk, companies transporting goods by sea or on land require a risk management tool to conduct their business. Based on this demand, Risk Intelligence has developed a system comprising a digital solution with associated services, which provides actionable risk intelligence as a tool for companies to understand the current risk situation and plan to reduce exposure to threats. Risk Intelligence is an interesting investment case:

- **History demonstrates abilities.** Risk Intelligence was founded in 2001 and has since become one of the leading providers of risk intelligence to the maritime industry. This is proven by its historical growth and impressive list of reference clients. The low number of cancelled contracts is also a confirmation of the company's capabilities.
- **Recurring revenue on long-term contracts.** Annual recurring system revenues on long-term contracts (12 months) amounted to SEK 14.6 million by the end of 2021. With a high proportion of recurring revenue, the predictability of revenue flows is increased, a highly valued feature by investors.
- **A new market.** The launch of the LandRisk Logistics application has good potential in a multi-billion-dollar market. It is not an easy task, but the product development has been done in collaboration with customers (Sony), which means that the solution includes features that are in demand. We believe the prospects are good for Land-Risk Logistics to become a key factor in accelerating growth.
- **A higher ARPU offers good prospects for profitability.** The assumed growth of LandRisk Logistics will significantly increase the company's average revenue per customer. An improved ARPU and more extensive use of artificial intelligence will pave the way for good profitability over time.
- **Low valuation compared to peer group.** Risk Intelligence is currently trading at an EV/Sales multiple on our 2022 estimate of 2.5x. Our reference group, which consists of actionable intelligence providers with a similar business model, such as FactSet, trades at 8.8x. Our fair value per share of DKK 9.2 corresponds to an implied 2022 EV/Sales multiple of 6.0x. The discount is motivated by the fact that Risk Intelligence is not profitable at the moment, size and profitability prospects.

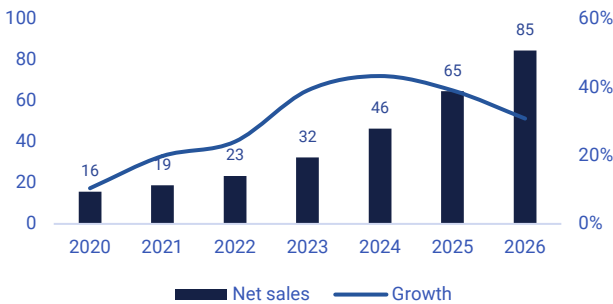
Assumptions and estimates

New growth initiatives will increase net sales

In response to the company's expectations, we have increased our assumption for the number of signed customers at LandRisk Logistics in 2022 but also lowered the average revenue in line with the company's new estimate. This results in a marginally lowered 2022 net sales forecast of DKK 23 million. This corresponds to a growth of 24,1 per cent and is thus within the company's target range. Over the years 2023-2026, the net effect of revised assumptions for the number of customers at LandRisk and lowered ARPU is to lower the revenue forecast by 9.2 per cent on average.

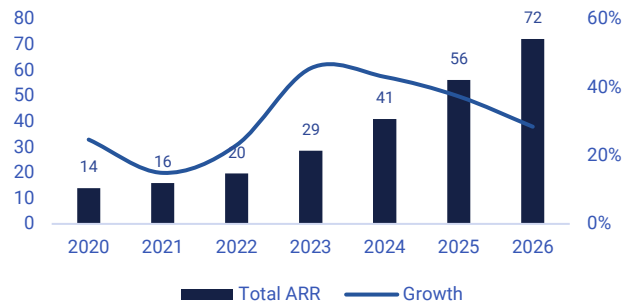
Net sales include revenues from the risk intelligence solution, risk reports and consultancy services. The company has guided for net sales growth between 15-25 per cent.

Net sales (DKKm) and growth (%)



Source: Company information and Carlsquare estimates

Total recurring revenue (MDKK)



Source: Company information and Carlsquare estimates

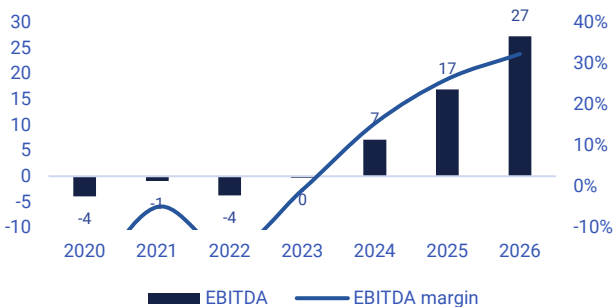
Margin potential with scalability, higher ARPU and AI

Higher revenue per employee is the key to profitability

As shown in the left graph below, we expect an EBITDA result in 2022 of DKK -3.7 million. In 2023, we expect the company to break even at the EBITDA level. At the same time, a lower average revenue per customer at LandRisk Logistics affects the profitability potential. In 2026, we expect the company to reach an EBITDA margin of 32.3 per cent, down from 35.8 per cent previously. However, it should be noted that this is still in line with the previously communicated long-term target for EBITDA margin.

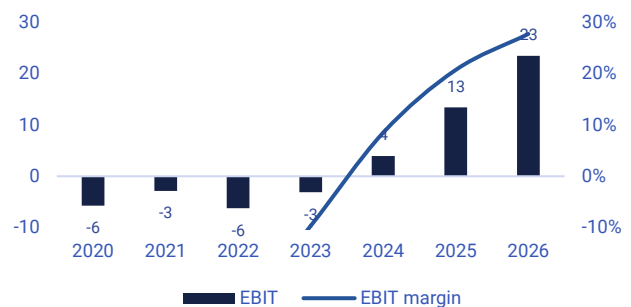
The company has guided for a negative EBITDA result in 2022. Previously, the company's long-term target for the EBITDA margin is to reach a level of at least 30 per cent.

EBITDA (DKKm) and margin (%)



Source: Company information and Carlsquare estimates

EBIT (DKKm) and margin (%)



Source: Company information and Carlsquare estimates

The right-hand chart above shows EBIT result. As can be seen, we expect the operating result in 2022 to come in at DKK -6.2 million, almost unchanged since the previous analysis.

Fair value within a range

Low valuation, given growth potential and reference group

We have combined a DCF model with a multiple valuation model to calculate a fair value per share. Our DCF valuation results in a value per share of DKK 8.9-11.5. Our multiple valuation results in a value per share of DKK 9.8. By combining the lowest value in the DCF model with the multiple valuation in an average, we calculate a fair value per share of DKK 9.3 (11.7) after full funding and accompanying dilution for the next 6-12 months.

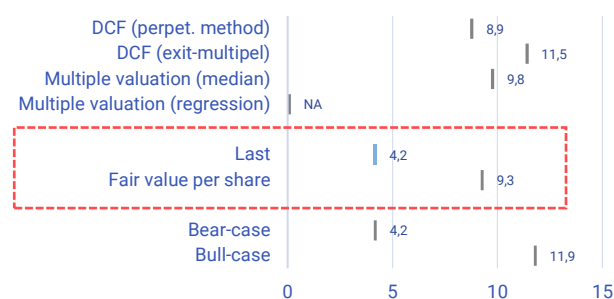
Our fair value per share in the base case corresponds to a good potential upside to the last paid share price of 120 per cent. The growth scenario is based on additional sales to existing customers on MaRisk and PortRisk and the migration of new customers from competing solutions. However, the most decisive factor for future growth is the launch of LandRisk Logistics. In our scenario, the two growth factors result in a higher ARPU, which enables scalability.

Fair value per share (DKK), base case

Multiple valuation	9,8
DCF valuation	8,9
Fair value per share	9,3
Potential up-/down side	120%
Shares outstanding, fully financed and diluted	15,9
Shareholder value	149
Cash (31 Dec.)	3,8
Debt (31 Dec.)	11,4
PV cash from equity financing	15,4
EV	141

Source: Carlsquare estimates

Fair value within a range (DKK)



Source: Carlsquare estimates

Impied valuation multiples, base case

	NTM	2022E	2023E	2024E
EV/Sales	6,0x	6,0x	4,3x	3,0x
EV/EBITDA	NM	NM	NM	19,7x
EV/EBIT	NM	NM	NM	34,4x

Source: Carlsquare estimates

As shown in the table above, our fair value corresponds to an EV/Sales multiple of 6.0x 2022. Our peer group of processed, analysed and actionable information providers currently trade at a median 2022 EV/Sales multiple of 8.8x and a 2022 EV/EBIT multiple of 24.2x. Compared to the peer group, the discount is considered justified by the lack of current profitability and size affecting long-term profitability.

DCF valuation, base case

DCF-valuation	Discount rate	Assumptions
PV(UFCF)	12,0	Risk free rate 0,6% CAGR, 2020–2026 35,1%
PV(TV)	121	Market risk premium 6,7% EBITDA-margin, 2026 32,3%
Enterprise value	133	Size premium 4,2% EBIT-margin, 2026 28,1%
Net debt (31-Dec)	-7,5	Beta 1,2x Tax rate 22,0%
Shareholder value	126	Req. return on equity 13,7%
PV(equity financing proceeds)	15,4	Implied multiples
Shareholder value, after financing	141	Tax adjust. Int. on debt 7,5% EV/Sales, NTM 5,7x
Current shares outstanding	11,1	Leverage 20,0% EV/Sales 2022 5,7x
New shares	4,9	WACC 12,4% EV/EBITDA, NTM NM
Shares outstanding after financing and dilution	15,9	EV/EBITDA 2022 NM
Value per share (before financing and dilution)	11,3	Comp. spec. premium 0,0% EV/EBIT NTM NM
Value per share (after financing and dilution)	8,9	Discount rate 12,4% EV/EBIT, 2022 NM

Source: Carlsquare estimates

Below on the left is a sensitivity analysis with the variables discount rate and assumed growth rate for calculating the terminal value.

Sensitivity analysis (DKK/share), base case

	3,0%	4,0%	5,0%	6,0%
10,4%	10,7	12,2	14,4	17,4
11,4%	9,2	10,3	11,8	13,9
12,4%	8,0	8,9	10,0	11,4
13,4%	7,0	7,7	8,5	9,6
14,4%	6,2	6,8	7,4	8,2

Discount rate on Y-axis and growth perpetuity on X-axis.
 Source: Carlsquare estimates

Sensitivity analysis with an exit-multipel (DKK/aktie)

	9,7x (60%)	12,1x (50%)	14,5x (40%)	17,0x (30%)
10,4%	10,3	12,5	14,8	17,0
11,4%	9,9	12,0	14,1	16,3
12,4%	9,4	11,5	13,5	15,6
13,4%	9,0	11,0	13,0	14,9
14,4%	8,7	10,5	12,4	14,3

Discount rate on Y-axis and growth perpetuity on X-axis.
 (XX%) = applied rebate on reference group's median value for EV/EBIT.
 Source: Carlsquare estimates

To the right is a second sensitivity analysis for the valuation based on a DCF model with an exit multiple as the method to calculate the terminal value - an alternative to the perpetual growth model. For this method we took the median EBIT multiple of the reference group, discounted the multiple by 50% and applied it to the assumed EBIT result in 2026. This value is then discounted to its present value to represent the terminal value in the DCF model. As can be seen, this model yields a motive-rated value per share of DKK 11.5.

Below is the multiple valuation. As shown, we have applied a discount of 30% due to differences in size and profitability. With expected sales of DKK 23.3 million in 2022, the multiple valuation yields a value per share of DKK 9.8 after full funding and dilution.

Multiple valuation, base case

	HQ	Mcap (DKKm)	CAGR, 2020-2023	μEBIT-marg., 2021-2023	EV/Sales, 2022
S&P Global Inc.	US	607 045	6%	57%	10,1x
Moody's Corporation	US	396 285	8%	47%	9,2x
Verisk Analytics, Inc.	US	191 414	7%	39%	9,8x
FactSet Research Systems Inc.	US	101 622	9%	34%	8,4x
GlobalData Plc	GB	13 701	9%	30%	8,0x
Euromoney Institutional Investor PLC	GB	8 557	10%	22%	2,4x
Median		146 518	8%	36%	8,8x
Average		219 771	8%	38%	8,0x
Discount	30%				
Applied EV/Sales multiple	6,2x				
Exp. sales 2022 (DKKm)	23,3				
Enterprise value	144,2				
Net debt (31-Dec)	-7,5				
Cash from equity financing	20,1				
Shareholder value, after financing	156,7				
Current shares outstanding (m)	11,1				
New shares	4,9				
Shares outstanding after financing and dilution	15,9				
Value per share (before financing and dilution)	12,3				
Value per share (after financing and dilution)	9,8				

Source: S&P Capital IQ and Carlsquare estimates

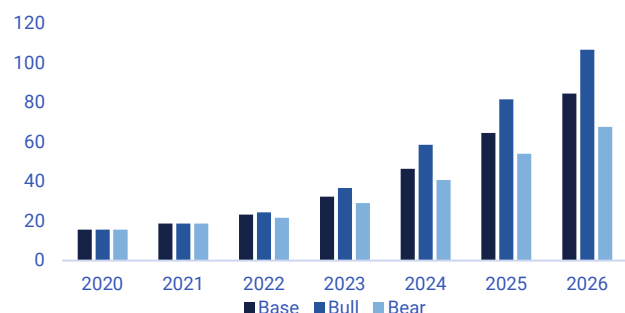
Valuation range

In the Bull and Bear scenarios, we have used our DCF model (perpetual growth model) but assumed alternative growth and profitability curves. In the Bull scenario, we model an average annual growth rate of 41.5 per cent (35.1 per cent in the Base scenario). After full funding and dilution, a fair value per share of DKK 11.9 is calculated. The EBITDA margin is assumed to increase to 34.6 per cent (32.3 per cent in base).

For the Bear scenario, we model an average annual growth rate of 29.2 per cent. The EBITDA margin is assumed to increase to 25.0 per cent in 2026. After full funding and dilution, the more pessimistic scenario yields a fair value per share of DKK 4.2.

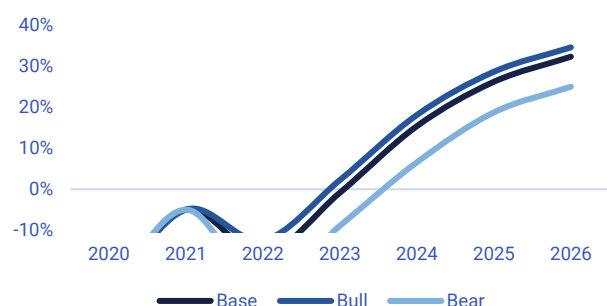
The assumed development of net sales and EBITDA margin is shown below.

Net sales (DKKm), three scenarios



Source: Company information and Carlsquare estimates

EBITDA-margin (%), three scenarios



Source: Company information and Carlsquare estimates

Risks and challenges

The LandRisk Logistics application is an extended version of the LandRisk module. It was launched in August 2021 and an operating version was live in October. So far only one customer is using this application. The product launch is therefore still at an early stage, which implies considerable uncertainty. Furthermore, the pricing of the product is uncertain, which was also proven by the downward revised estimate by the company. Also, sales cycles are long and new potential clients often require tailor-made solutions, which implies resource requirements from both sides. The solution faces competition from related systems, such as Fleet Management systems, which have overlapping functions. Thus, the competitive situation is also complex.

When the company set a new strategy in 2017, the goal was to have revenues of over DKK 30 million by the end of 2020. Intensified sales and marketing efforts of the strengthened offering, including the LandRisk module, were expected to be the main growth drivers. Growth of 27.9 per cent in 2019 was strong, resulting in total revenue of DKK 14.2 million. Although Covid had a negative impact on the outcome, the target of DKK 30 million in net sales in 2020 was not achieved. This is also an example that illustrates this uncertainty and factors outside the company's control that can have a negative impact on the outcome.

A new wave of restrictions in the wake of the Covid-19 pandemic is likely to worsen market conditions and the company's ability to conduct sales. In such a scenario, accelerating growth may take longer than we had assumed.

Current geopolitical uncertainty is considered not likely to affect the company's ability to do business on its main markets. However, if the situation further escalates, the business can get hampered.

Possible financing needs

The company has been profitable for several years since its inception in 2001. Since the introduction of the new strategy in 2017/18, the company has not been profitable, which was also in line with the budget of the new strategy. If the company does not continue to increase its average revenue per customer and/or if the efficiency effects of AI and machine learning are overestimated, profitability may not reach the levels we expect.

We model that the company is cash flow positive from operations in 2024. In 2021 the company has invested DKK 2.9 million. We assume investments fall to DKK 2.6 million in 2022. As investments should be taken in the development of LandRisk Logistics, we have assumed investments to continue to fall until the end of the projected period, 2026.

In addition, outstanding debt to credit institutions and shareholders are to be repaid in 2026. This results in a cash flow of DKK 2.1 million per year. So, for the company to realise its growth potential, we model with need for a capital injection of close to DKK 30 million during the period 2022-2026.

We have assumed around DKK 15 million in equity and DKK 15 million in loans. This is in addition to the outstanding warrants. If equity is not issued, the company risk negative shareholders' equity on the balance sheet over a longer period. Negative shareholders' equity on the balance sheet could be the case in 2022 if no share issues are done.

Nevertheless, in our scenario, the share issue is conducted in 2023 as investors in Denmark typically have a different view on this. For example, in 2020 shareholders' equity was negative.

Metrics and financials

Key metrics

	2020	2021	2022	2023	2024	2025	2026
Per share							
EPS	-0,66	-0,33	-0,64	-0,39	0,06	0,57	1,12
DPS	0,0	0,0	0,0	0,0	0,0	0,0	0,0
BVPS		0,4	-0,2	0,6	0,7	1,4	2,5
Valuation (curr.)							
P/E	NM	NM	NM	NM	72,6x	7,5x	3,8x
P/B	NM	9,6x	NM	5,4x	4,2x	2,2x	1,1x
EV/Sales	3,8x	3,2x	2,6x	1,9x	1,3x	0,9x	0,7x
EV/EBITDA	NM	NM	NM	NM	8,4x	3,6x	2,2x
EV/EBIT	NM	NM	NM	NM	14,7x	4,4x	2,5x
Other							
Dividend yield	0,0%	0,0%	0,0%	0,0%	0,0%	0,0%	0,0%
FCF yield	-12,7%	-6,1%	-28,8%	-5,8%	10,9%	31,0%	56,5%

Source: Company information and Carlsquare

Income statement (MDKK), quarterly

	2021, kv1	2021, kv2	2021, kv3	2021, kv4	2022, kv1	2022, kv2	2022, kv3	2022, kv4
Net sales	4,2	2,8	4,2	7,5	5,4	3,2	5,6	9,2
Total Sales	4,2	2,8	4,2	7,5	5,4	3,2	5,6	9,2
Other operating expenses	-1,5	-1,6	-1,5	-1,7	-2,4	-2,2	-2,5	-4,1
Gross profit	2,7	1,2	2,8	5,9	3,0	0,9	3,1	5,1
Staff costs	-3,4	-3,7	-3,0	-3,4	-3,7	-4,1	-3,6	-4,3
Dep. and amort.	-0,5	-0,5	-0,5	-0,5	-0,5	-0,7	-0,5	-0,7
Other expenses	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0
Total operating expenses	-5,4	-5,7	-4,9	-5,6	-6,6	-7,0	-6,7	-9,2
EBIT	-1,1	-2,9	-0,7	1,9	-1,2	-3,9	-1,1	0,0
EBITDA	-0,7	-2,5	-0,2	2,4	-0,7	-3,2	-0,6	0,8
EBT	-1,6	-3,4	-1,1	1,3	-1,8	-4,7	-1,8	-0,8
Net profit	-1,1	-2,7	-0,9	1,5	-1,4	-3,6	-1,4	-0,6
Earnings per share (DKK)	-0,11	-0,26	-0,08	0,13	-0,12	-0,33	-0,13	-0,06

Source: Company information and Carlsquare

Income statement (DKKm)

	2020	2021	2022	2023	2024	2025	2026
Net sales	15,7	18,8	23,3	32,5	46,5	64,6	84,6
Other revenue	0,0	0,0	0,0	0,0	0,0	0,0	0,0
Total Sales	15,7	18,8	23,3	32,5	46,5	64,6	84,6
Other operating expenses	-6,5	-6,2	-11,3	-14,9	-19,7	-26,5	-34,7
Gross profit	9,2	12,6	12,1	17,5	26,8	38,1	49,9
Staff costs	-13,1	-13,5	-15,8	-17,8	-19,6	-21,2	-22,6
Dep. and amort.	-1,8	-1,9	-2,5	-2,8	-3,0	-3,3	-3,6
Other expenses	0,0	0,0	0,0	0,0	0,0	0,0	0,0
Total operating expenses	-21,4	-21,7	-29,5	-35,5	-42,4	-51,0	-60,8
EBIT	-5,7	-2,8	-6,2	-3,0	4,1	13,6	23,7
EBITDA	-3,9	-0,9	-3,7	-0,3	7,1	16,9	27,3
Financial income	0,0	0,0	0,0	0,0	0,0	0,0	0,0
Financial costs	-2,1	-1,9	-2,9	-3,1	-2,8	-2,2	-0,7
Net finances	-2,0	-1,9	-2,9	-3,1	-2,8	-2,2	-0,7
EBT	-7,8	-4,8	-9,1	-6,1	1,3	11,5	23,0
Tax	1,8	1,2	2,0	1,4	-0,3	-2,5	-5,1
Net loss/profit	-6,0	-3,6	-7,1	-4,8	1,0	8,9	18,0
Earnings per share	-0,7	-0,3	-0,6	-0,4	0,1	0,6	1,1
Shares, EoP	9,1	11,1	11,1	15,0	15,4	15,7	16,1
Growth							
	2020	2021	2022	2023	2024	2025	2026
Net sales	10,4%	19,8%	24,1%	39,0%	43,2%	39,0%	30,8%
Total Sales	10,4%	19,8%	24,1%	39,0%	43,2%	39,0%	30,8%
Bruttoresultat	162,3%	37,1%	-4,3%	45,4%	52,8%	42,4%	30,8%
EBIT	49,9%	50,4%	-117,2%	50,7%	234,7%	231,9%	74,3%
EBITDA	61,3%	76,2%	-295,8%	92,6%	2698,2%	136,8%	61,3%
EBT	36,8%	38,8%	-90,0%	32,1%	120,4%	812,9%	100,9%
Net loss/profit	38,0%	39,4%	-95,5%	32,1%	120,4%	812,9%	100,9%
Earnings per share	42,1%	50,0%	-93,1%	38,2%	114,8%	872,8%	97,4%
Margins							
	2020	2021	2022	2023	2024	2025	2026
Gross profit	58,5%	66,9%	51,6%	54,0%	57,6%	59,0%	59,0%
EBIT margin	-36,5%	-15,1%	-26,5%	-9,4%	8,8%	21,1%	28,1%
EBITDA margin	-25,1%	-5,0%	-15,9%	-0,8%	15,4%	26,2%	32,3%
EBT margin	-49,6%	-25,3%	-38,8%	-18,9%	2,7%	17,7%	27,2%
Profit margin	-38,0%	-19,2%	-30,2%	-14,8%	2,1%	13,8%	21,2%

Source: Company information and Carlsquare

Balance sheet (DKKm)

	2020	2021	2022	2023	2024	2025	2026
ASSETS							
Tot. intangible assets	10,6	11,6	11,1	10,4	9,5	8,6	7,6
Tot. tangible assets	1,5	1,5	2,1	2,4	2,4	2,2	1,8
Tot. financial assets	0,4	0,4	0,4	0,4	0,4	0,4	0,4
Tot. other fixed assets	12,5	13,5	13,6	13,2	12,3	11,2	9,8
Accounts Receivables	4,5	5,2	5,7	8,1	11,7	16,0	20,6
Other receivables	0,0	0,1	1,1	1,3	1,4	1,6	2,0
Tax	1,8	2,3	1,5	0,8	0,0	0,0	0,0
Deferred tax	3,7	4,4	6,4	7,8	7,5	5,0	0,0
Accruals	1,0	0,9	1,0	1,3	1,9	2,7	3,4
Cash	0,6	3,8	1,1	7,9	7,9	2,2	24,2
Total current assets	11,6	16,7	16,8	27,2	30,5	27,4	50,3
Total assets	24,1	30,2	30,5	40,4	42,8	38,6	60,1
EQUITY							
Total equity	-2,5	4,9	-2,2	8,6	11,1	21,5	40,8
DEBT							
Debt to credit institutions	4,8	3,5	17,7	17,0	16,2	0,4	0,0
Debt to shareholders & management	6,3	5,1	3,7	2,4	1,0	0,0	0,0
Total long term liabilities	11,2	8,5	21,4	19,3	17,2	0,4	0,0
Short-term part of long-term debt	1,6	2,8	2,8	2,8	2,8	2,8	2,8
Trade payable	1,2	1,0	1,9	2,8	4,0	5,5	7,1
Payables to subsidiaries	0,5	0,2	0,2	0,2	0,2	0,2	0,2
Lease obligations	0,7	0,6	0,6	0,6	0,6	0,6	0,6
Shareholders & management	3,9	6,0	0,0	0,0	0,0	0,0	0,0
Other payables	3,7	2,5	1,8	2,0	2,4	2,6	3,3
Credit institutions	2,8	3,0	3,0	3,0	3,0	3,0	3,0
Accrued exp. and prepaid income	1,1	0,7	0,8	1,0	1,4	1,8	2,2
Tot. short-term debt	15,4	16,8	11,2	12,5	14,5	16,6	19,3
Total debt	26,6	25,3	32,6	31,8	31,7	17,0	19,3
Tot. equity and debt	24,1	30,2	30,5	40,4	42,8	38,6	60,1
Liquidity							
Current ratio	0,8	1,0	1,5	2,2	2,1	1,7	2,6
Cash ratio	0,2	0,3	0,6	0,6	0,5	0,3	0,0
Leverage							
Net debt(-)/Net cash(+)	-12,1	-7,5	-23,2	-14,3	-12,1	-1,1	21,4
Net debt/EBITDA	NM	NM	NM	NM	170%	6%	NM
Net debt/Equity	NM	154%	NM	165%	109%	5%	NM
Debt/Equity	NM	518%	NM	369%	285%	79%	47%
Assets/Equity	NM	16%	NM	21%	26%	56%	68%
Efficiency							
ROA	Neg.	Neg.	Neg.	Neg.	2,3%	23,2%	29,9%
ROE	Neg.	Neg.	Neg.	Neg.	9,9%	54,8%	57,7%
ROIC	Neg.	Neg.	Neg.	Neg.	10,6%	42,8%	42,5%

Source: Company information and Carlsquare

Cash flow (DKKm)

	2020	2021	2022	2023	2024	2025	2026
CF operating activities	-6,0	-2,9	-13,5	-2,7	5,1	14,6	26,5
Delta WC	-1,4	-3,3	0,5	-1,6	-2,3	-2,8	-3,0
CF operating activities	-7,4	-6,1	-13,0	-4,3	2,8	11,7	23,5
CF investing activities	-2,2	-2,9	-2,2	-1,9	-1,7	-1,7	-1,7
CF financing activities	9,3	12,2	12,5	13,0	-1,1	-15,8	0,2
Cash flow	-0,2	3,2	-2,8	6,8	0,0	-5,7	22,0
Cash, BoP	0,8	0,6	3,8	1,1	7,9	7,9	2,2
Cash, EoP	0,6	3,8	1,1	7,9	7,9	2,2	24,2
Other							
CF operating activities/Net sales	-47%	-32%	-56%	-13%	6%	18%	28%
CF operating activities/Total assets	-31%	-20%	-43%	-11%	7%	30%	39%

Source: Company information and Carlsquare

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