

Digital Workforce

Company report

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✓ Inderes corporate customer

This report is a summary translation of the report "Selvää käännettä odotetaan loppuvuoteen verrattuna" published on 2/29/2024 at 6:41 am EET

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A clear turn is expected compared to H2

The big picture of Digital Workforce's H2 was already known and revenue decreased clearly and the result was slightly in the red. However, the company was confident in the current year and guided that revenue and earnings would grow. In our view, however, the challenging market brings clear uncertainty to the turnaround. In addition, the company's strategically important OutSmart platform and growth markets are still in a relatively early stage and require more proof to rely more on the attractive long-term growth story. With our forecasts, the stock's valuation picture (2024e EV/S 0.8x, SOTP EUR 3.6) supports caution in the short term. We lower our recommendation to Reduce (was Accumulate) and the target price to EUR 3.4 (was EUR 5.0) reflecting the forecast revisions.

Revenue decreased due to the slower market situation and is far from target levels

Digital Workforce's H2 revenue decreased by 9% to 12.3 MEUR and exceeded our forecast slightly. The strategically important continuous services, which account for good 60% of revenue, decreased by 3% (forecast -4%). Expert services decreased by 17% (forecast -25%). Overall, the decrease in revenue was disappointing in our view, even considering the challenging market. However, it was positive that there was no customer churn apart from one larger customer last spring. The decrease in revenue was affected by delays in project starts and challenges of new sales, which largely stem from the market situation.

The result was in line with expectations in H2

In H2, adjusted EBITDA decreased by 9% to -0.2 MEUR and was slightly below our forecast. EBITDA-% (adj.) was -1%. By cost row, materials and services increased from H2'22, mainly due to the increased use of subcontracting in customer deliveries (no R&D). In addition, other operating expenses decreased clearly from the comparison period, which was related to efficiency measures in H2'22. There were no major surprises in other result rows. As expected, the Board of Directors proposed not to distribute dividends for 2023, but to allocate capital to growth pursuits.

Stronger reliance on forecasts for the coming years require more evidence of a turn

Digital Workforce estimates that full-year revenue in 2024 will be higher and adjusted EBITDA will be positive and improve compared to 2023. Based on the report and comments, we cut our 2024-24 absolute forecasts slightly. We expect that the company's revenue will grow by 3% and EBITDA will be 0.7 MEUR or 3% of revenue in 2024 (2023 adjust. EBITDA 0.2 MEUR). The forecasts include a relatively strong trend change from H2'23 (revenue -9% and adj. EBITDA% -2%). We pessimistically estimate that the company will grow to 28 MEUR in 2025 (6% y/y growth) and will be well below the target level (50 MEUR or ~25% y/y growth) partly driven by a challenging market. We forecast EBITDA-% to reach 7% by 2025 driven by profitability focus and continuous services (target over 10%).

The stock's valuation picture is neutral in the short term, although the long-term potential is attractive

The investment story is attractive in the longer term. In the short term, a stronger turnaround and longer-term growth potential are uncertain and require more evidence. We still examine the valuation through the EV/S ratio (2024-2025e 0.8-0.7x), peer analysis and SOTP calculation (EUR 3.6). Considering our revenue growth estimate for 2024e-2025e (CAGR: ~6%) and profitability this is already neutral in the current market. Relative to the potential (growth >10% and EBITA >10%) after the investment phase, we find the valuation is still moderate, but given the uncertainty of the turn, it is too early to rely on this. The cash-flow model (EUR 4.5) also reflects the longer-term potential.

Recommendation

Reduce

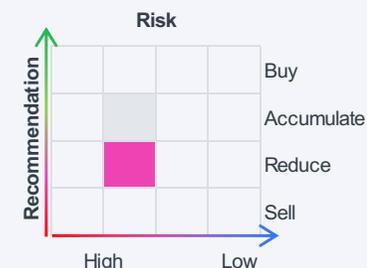
(previous Accumulate)

EUR 3.40

(previous EUR 3.80)

Share price:

3.16



Key figures

	2023	2024e	2025e	2026e
Revenue	24.9	25.6	27.8	31.7
growth-%	-2%	3%	9%	14%
EBIT adj.	0.0	0.5	1.7	3.7
EBIT-% adj.	-0.2 %	2.1 %	5.9 %	11.8 %
Net Income	-0.7	0.7	1.6	3.2
EPS (adj.)	0.01	0.06	0.15	0.29

P/E (adj.)	>100	52.4	21.5	10.7
P/B	2.3	2.3	2.1	1.8
Dividend yield-%	0.0 %	0.0 %	0.0 %	0.0 %
EV/EBIT (adj.)	neg.	39.0	11.8	4.3
EV/EBITDA	neg.	29.0	10.7	4.1
EV/S	0.9	0.8	0.7	0.5

Source: Inderes

Guidance

(New guidance)

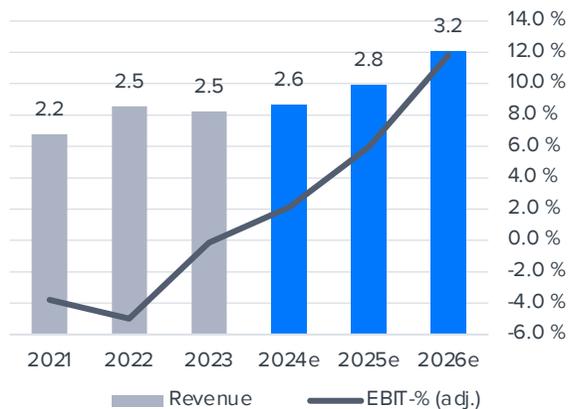
Digital Workforce estimates that full-year revenue in 2024 will be higher and adjusted EBITDA will be positive and improve compared to 2023.

Share price



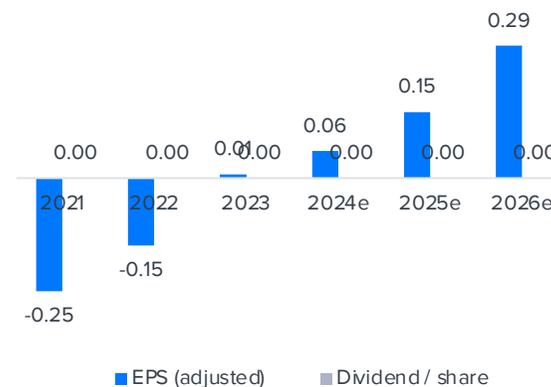
Source: Millstream Market Data AB

Revenue and EBIT-%



Source: Inderes

EPS and dividend



Source: Inderes



Value drivers

- Success in new markets (US and UK) and accelerating growth
- Commercialization of the self-service platform will open clear new market potential and enable accelerated growth
- Increasing the revenue share of Continuous services with better margins drives earnings growth and makes the investor profile more attractive
- Improving scalability
- Acquisitions



Risk factors

- Success of the growth strategy especially in the US
- Building the self-service facility of the platform
- Productivity of investments
- Developing large RPA technologies and their expansion to maintenance
- Reacting to market and technological changes
- Development of the employee image and success in recruitment
- Wage inflation and managing attrition
- Acquisitions

Valuation	2024e	2025e	2026e
Share price	3.16	3.16	3.16
Number of shares, millions	11.3	11.3	11.3
Market cap	36	36	36
EV	21	20	16
P/E (adj.)	52.4	21.5	10.7
P/E	52.4	22.9	11.2
P/FCF	21.5	22.7	10.7
P/B	2.3	2.1	1.8
P/S	1.4	1.3	1.1
EV/Sales	0.8	0.7	0.5
EV/EBITDA	29.0	10.7	4.1
EV/EBIT (adj.)	39.0	11.8	4.3
Payout ratio (%)	0.0 %	0.0 %	0.0 %
Dividend yield-%	0.0 %	0.0 %	0.0 %

Source: Inderes

Estimates

Estimates	H2'22	H2'23	H2'23e	H2'23e	Consensus		Difference (%)	2023
MEUR / EUR	Comparison	Actualized	Inderes	Consensus	Low	High	Act. vs. inderes	Toteutunut
Revenue	13.5	12.3	11.8				5%	24.9
EBITDA (adj.)	0.5	-0.2	0.1					0.2
EBIT	-0.9	-0.9	0.0					-0.8
PTP	-1.1	-0.9	0.0					-0.7
EPS (reported)	-0.10	-0.08	0.00					-0.06
DPS	0.00	0.00	0.00					0.00
Revenue growth-%	7.2 %	-8.7 %	-12.8 %				4.1 pp	-2.2 %
EBITDA-%	3.5 %	-1.2 %	1.2 %				-2.4 pp	0.6 %

Source: Inderes

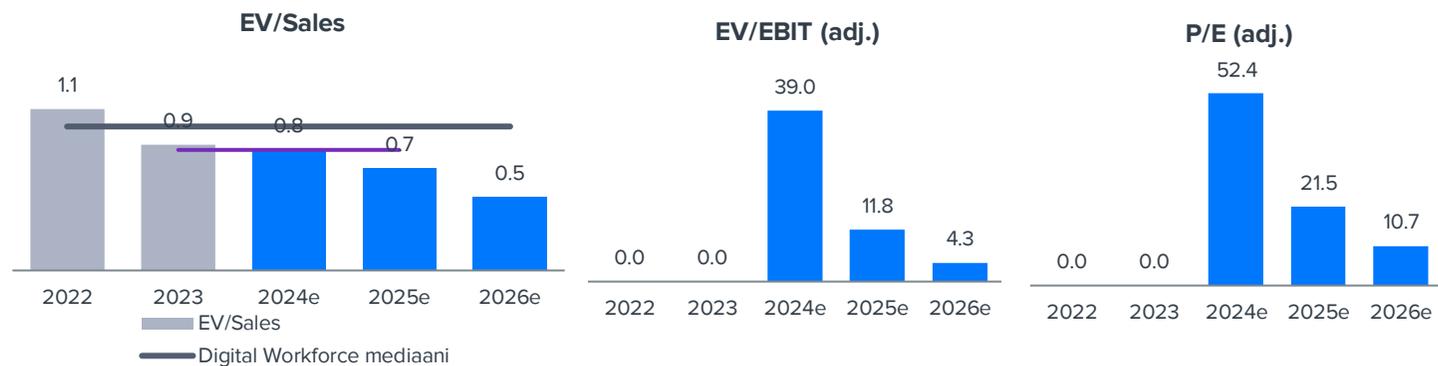
Estimate revisions	2023	2023	Change	2024e	2024e	Change	2025e	2025e	Change
MEUR / EUR	Inderes	Actualized	%	Old	New	%	Old	New	%
Revenue	24.4	24.9	2%	25.7	25.6	0%	28.9	27.8	-4%
EBITDA	0.3	-0.6	-332%	1.2	0.7	-37%	2.8	1.8	-34%
EBIT (exc. NRIs)	0.3	0.0	-115%	1.0	0.5	-44%	2.5	1.7	-35%
EBIT	0.1	-0.8	-1250%	0.8	0.5	-35%	2.4	1.5	-37%
PTP	0.2	-0.7	-518%	0.8	0.8	3%	2.4	1.8	-24%
EPS (excl. NRIs)	0.03	0.01	-72%	0.08	0.06	-20%	0.19	0.15	-23%
DPS	0.00	0.00		0.00	0.00		0.00	0.00	

Source: Inderes

Valuation table

Valuation	2022	2023	2024e	2025e	2026e	2027e	2028e	2029e
Share price	3.94	3.02	3.16	3.16	3.16	3.16	3.16	3.16
Number of shares, millions	11.2	11.3	11.3	11.3	11.3	11.3	11.3	11.3
Market cap	44	34	36	36	36	36	36	36
EV	28	22	21	20	16	12	9.1	6.4
P/E (adj.)	neg.	>100	52.4	21.5	10.7	8.4	8.2	7.6
P/E	neg.	neg.	52.4	22.9	11.2	8.4	8.2	7.6
P/FCF	neg.	neg.	21.5	22.7	10.7	8.2	8.1	7.6
P/B	2.9	2.3	2.3	2.1	1.8	1.5	1.3	1.2
P/S	1.7	1.4	1.4	1.3	1.1	1.0	0.9	0.8
EV/Sales	1.1	0.9	0.8	0.7	0.5	0.3	0.2	0.1
EV/EBITDA	neg.	neg.	29.0	10.7	4.1	2.3	1.7	1.1
EV/EBIT (adj.)	neg.	neg.	39.0	11.8	4.3	2.4	1.8	1.2
Payout ratio (%)	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	50.0 %	50.0 %	50.0 %
Dividend yield-%	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	5.9 %	6.1 %	6.6 %

Source: Inderes



Peer group valuation

Peer group valuation Company	Market cap MEUR	EV MEUR	EV/EBIT		EV/EBITDA		EV/S		P/E		Dividend yield-%		P/B
			2024e	2025e	2024e	2025e	2024e	2025e	2024e	2025e	2024e	2025e	2024e
Admicom*	220	209	17.9	15.6	17.6	15.3	6.0	5.4	22.9	20.5	1.5	1.7	6.2
Efecte*	97	96	91.8	35.9	49.9	27.9	3.5	3.2	107.0	41.2			17.7
Leaddesk*	43	46	30.5	20.0	10.8	8.5	1.5	1.3	52.2	22.8			3.1
Qt Group*	2001	1933	27.1	20.9	25.9	20.2	8.7	6.9	34.4	27.8			8.5
Lime Technologies AB	400	412	32.2	27.2	21.7	18.9	6.7	5.9	41.8	34.4	1.2	1.3	13.5
Upsales Technology AB	64	60	21.5	19.6	15.5	14.5	4.2	3.6	29.1	26.2	3.5	3.5	23.9
Carasent ASA	68	39	81.6	14.2	10.6	6.9	1.6	1.4	97.1	35.6			0.8
FormPipe Software AB	142	141	21.9	14.7	11.3	9.0	2.9	2.6	27.6	19.2	2.4	3.4	3.1
Digia*	142	157	8.4	7.0	6.9	5.9	0.8	0.7	10.5	9.0	3.6	4.0	1.6
Gofore*	363	338	12.4	10.2	10.7	9.0	1.7	1.5	16.5	14.1	2.2	2.5	3.1
Loihde*	75	61	13.4	9.8	5.3	4.4	0.5	0.4	18.9	14.9	2.4	2.6	0.7
Innofactor*	49	54	7.9	6.3	5.5	4.6	0.6	0.6	9.8	8.1	5.9	6.6	1.6
Netum Group*	33	42	11.0	9.3	9.7	8.4	0.9	0.8	11.1	9.7	4.6	5.4	3.3
Silli Solutions*	77	76	8.5	7.2	6.0	5.2	0.6	0.6	12.0	10.2	3.2	3.7	1.6
Solteq*	14	37	13.0	9.9	7.4	6.6	0.7	0.6	36.8	12.7			0.7
Tietoevry*	2551	3429	9.5	8.7	8.0	7.5	1.2	1.1	10.0	9.2	7.0	7.2	1.6
Vincit*	44	32	7.5	5.0	6.1	4.4	0.3	0.3	14.1	9.2	5.7	6.5	1.3
Witted Megacorp*	27	18	12.4	5.9	12.7	5.8	0.3	0.3	19.5	11.4			1.6
Bouvet	569	591	15.7	13.8	12.4	11.1	1.7	1.5	19.0	16.9	4.9	6.0	13.2
CombinedX	71	68	8.5	7.0	5.8	5.2	0.8	0.8	11.7	9.7			
Avensia AB	22	26	9.8	7.3	6.2	5.2	0.7	0.7	10.5	7.8	4.5	7.5	5.2
Knowit	387	475	15.3	11.7	7.8	6.8	0.8	0.7	17.1	12.5	3.7	4.6	1.0
Netcompany Group	1986	2277	21.5	17.4	15.4	13.1	2.6	2.3	25.5	19.9			3.6
Digital Workforce (Inderes)	36	21	39.0	11.8	29.0	10.7	0.8	0.7	52.4	21.5	0.0	0.0	2.3
Average			21.7	13.2	12.6	9.8	2.1	1.9	28.5	17.5	3.7	4.4	5.3
Median (all)			13.4	10.2	10.6	7.5	1.2	1.1	19.0	14.1	3.6	4.0	3.1
Diff.-% to median			<i>n.a.</i>	16%	<i>n.a.</i>	44%	-30%	-38%	<i>n.a.</i>	53%	<i>n.a.</i>	<i>n.a.</i>	-25%
Median (software companies)			24.5	17.6	13.4	11.8	3.2	2.9	31.7	24.5	2.3	3.0	4.7
Diff.-% to median			<i>n.a.</i>	-33%	<i>n.a.</i>	-9%	-74%	-75%	<i>n.a.</i>	-12%	<i>n.a.</i>	<i>n.a.</i>	-51%
Median (IT service companies)			11.0	8.7	7.4	5.8	0.7	0.7	14.1	10.2	4.6	6.0	1.6
Diff.-% to median			<i>n.a.</i>	36%	<i>n.a.</i>	85%	19%	7%	<i>n.a.</i>	110%	<i>n.a.</i>	<i>n.a.</i>	46%

Source: Refinitiv and *adjusted Inderes' estimate / Inderes. NB! Market cap used by Inderes does not consider own shares held by the company.

Income statement

Income statement	2021	2022	H1'23	H2'23	2023	H1'24e	H2'24e	2024e	2025e	2026e	2027e
Revenue	22.4	25.5	12.6	12.3	24.9	12.4	13.2	25.6	27.8	31.7	36.1
Professional Services	10.7	10.5	5.0	4.7	9.7	4.6	4.9	9.5	10.1	11.1	12.7
Continuous Services	11.7	15.0	7.6	7.6	15.2	7.8	8.3	16.1	17.7	20.5	23.4
EBITDA	-1.0	-1.7	0.1	-0.8	-0.6	0.2	0.5	0.7	1.8	3.9	5.1
Depreciation	-0.3	-0.9	-0.1	-0.1	-0.2	-0.1	-0.1	-0.2	-0.3	-0.3	-0.3
EBIT (excl. NRI)	-0.8	-1.3	0.1	-0.2	0.0	0.1	0.5	0.5	1.7	3.7	4.9
EBIT	-1.2	-2.6	0.0	-0.9	-0.8	0.1	0.5	0.5	1.5	3.6	4.9
Net financial items	-2.3	-0.4	0.2	0.0	0.1	0.2	0.2	0.3	0.3	0.2	0.2
PTP	-3.5	-3.0	0.2	-0.9	-0.7	0.2	0.6	0.8	1.8	3.8	5.1
Taxes	-0.1	0.0	0.0	0.0	0.0	0.0	-0.1	-0.2	-0.3	-0.6	-0.9
Net earnings	-3.6	-3.0	0.2	-0.9	-0.7	0.2	0.5	0.7	1.6	3.2	4.2
EPS (adj.)	-0.25	-0.15	0.03	-0.02	0.01	0.02	0.04	0.06	0.15	0.29	0.38
EPS (rep.)	-0.62	-0.27	0.02	-0.08	-0.06	0.02	0.04	0.06	0.14	0.28	0.38

Key figures	2021	2022	H1'23	H2'23	2023	H1'24e	H2'24e	2024e	2025e	2026e	2027e
Revenue growth-%	17.1 %	13.9 %	5.2 %	-8.7 %	-2.2 %	-1.5 %	7.3 %	2.9 %	8.5 %	13.8 %	14.0 %
EBITDA-%	-4.3 %	-6.7 %	1.1 %	-6.4 %	-2.6 %	1.6 %	4.1 %	2.9 %	6.6 %	12.3 %	14.2 %
Adjusted EBIT-%	-3.8 %	-5.0 %	1.0 %	-1.4 %	-0.2 %	0.8 %	3.4 %	2.1 %	5.9 %	11.8 %	13.5 %
Net earnings-%	-16.0 %	-11.8 %	1.5 %	-7.2 %	-2.8 %	1.6 %	3.6 %	2.6 %	5.6 %	10.1 %	11.7 %

Source: Inderes

Balance sheet

Assets	2022	2023	2024e	2025e	2026e
Non-current assets	1.6	2.1	2.1	1.9	1.7
Goodwill	0.0	0.0	0.0	0.0	0.0
Intangible assets	1.5	2.1	1.9	1.7	1.6
Tangible assets	0.0	0.0	0.1	0.1	0.1
Associated companies	0.0	0.0	0.0	0.0	0.0
Other investments	0.0	0.0	0.0	0.0	0.0
Other non-current assets	0.0	0.0	0.0	0.0	0.0
Deferred tax assets	0.0	0.0	0.0	0.0	0.0
Current assets	26.3	21.3	22.1	24.5	28.0
Inventories	0.0	0.0	0.0	0.0	0.0
Other current assets	0.0	0.0	0.0	0.0	0.0
Receivables	8.2	8.1	6.9	7.5	8.6
Cash and equivalents	18.1	13.2	15.1	17.0	19.4
Balance sheet total	27.9	23.4	24.1	26.3	29.7

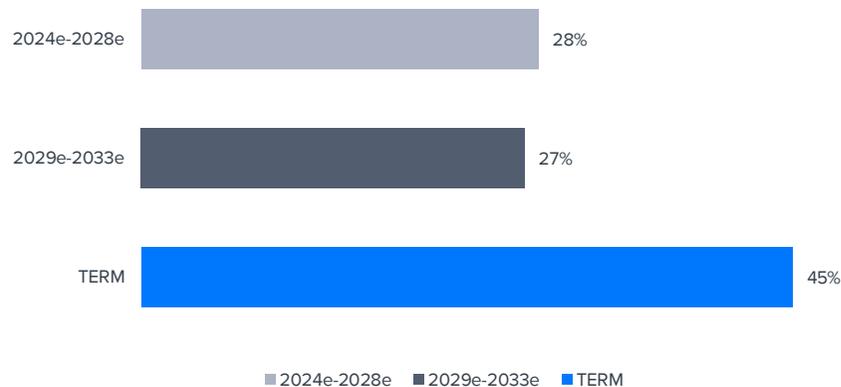
Source: Inderes

Liabilities & equity	2022	2023	2024e	2025e	2026e
Equity	15.4	14.7	15.4	17.0	20.2
Share capital	0.1	0.1	0.1	0.1	0.1
Retained earnings	-12.7	-13.3	-12.6	-11.1	-7.9
Hybrid bonds	0.0	0.0	0.0	0.0	0.0
Revaluation reserve	28.0	28.0	28.0	28.0	28.0
Other equity	0.0	0.0	0.0	0.0	0.0
Minorities	0.0	0.0	0.0	0.0	0.0
Non-current liabilities	2.3	0.8	1.0	1.0	0.0
Deferred tax liabilities	0.0	0.0	0.0	0.0	0.0
Provisions	0.0	0.0	0.0	0.0	0.0
Interest bearing debt	2.3	0.8	1.0	1.0	0.0
Convertibles	0.0	0.0	0.0	0.0	0.0
Other long term liabilities	0.0	0.0	0.0	0.0	0.0
Current liabilities	10.2	7.9	7.7	8.3	9.5
Interest bearing debt	0.2	0.2	0.0	0.0	0.0
Payables	10.0	5.1	7.7	8.3	9.5
Other current liabilities	0.0	2.6	0.0	0.0	0.0
Balance sheet total	27.9	23.4	24.1	26.3	29.7

DCF calculation

DCF model	2023	2024e	2025e	2026e	2027e	2028e	2029e	2030e	2031e	2032e	2033e	TERM
Revenue growth-%	-2.2 %	2.9 %	8.5 %	13.8 %	14.0 %	10.0 %	8.0 %	7.0 %	7.0 %	7.0 %	2.0 %	2.0 %
EBIT-%	-3.4 %	2.1 %	5.5 %	11.4 %	13.5 %	13.0 %	13.0 %	12.0 %	12.0 %	11.0 %	11.0 %	11.0 %
EBIT (operating profit)	-0.8	0.5	1.5	3.6	4.9	5.2	5.6	5.5	5.9	5.8	5.9	
+ Depreciation	0.2	0.2	0.3	0.3	0.3	0.3	0.2	0.2	0.4	0.3	0.3	
- Paid taxes	0.0	-0.2	-0.3	-0.6	-0.9	-1.1	-1.2	-1.2	-1.2	-1.2	-1.3	
- Tax, financial expenses	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
+ Tax, financial income	0.0	0.1	0.0	0.0	0.0	0.1	0.1	0.1	0.1	0.1	0.1	
- Change in working capital	-2.1	1.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.0	
Operating cash flow	-2.7	1.8	1.7	3.4	4.4	4.5	4.8	4.7	5.2	5.0	5.0	
+ Change in other long-term liabilities	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
- Gross CAPEX	-0.8	-0.1	-0.1	-0.1	-0.1	-0.1	-0.1	-0.1	-0.1	-0.1	-0.3	
Free operating cash flow	-3.5	1.7	1.6	3.3	4.3	4.4	4.7	4.6	5.0	4.9	4.7	
+/- Other	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
FCFF	-3.5	1.7	1.6	3.3	4.3	4.4	4.7	4.6	5.0	4.9	4.7	50.7
Discounted FCFF		1.5	1.3	2.5	2.9	2.6	2.5	2.2	2.2	1.9	1.6	17.6
Sum of FCFF present value		38.6	37.1	35.8	33.4	30.5	27.9	25.4	23.2	21.1	19.2	17.6
Enterprise value DCF		38.6										
- Interest bearing debt		-1.0										
+ Cash and cash equivalents		13.2										
-Minorities		0.0										
-Dividend/capital return		0.0										
Equity value DCF		50.9										
Equity value DCF per share		4.5										

Cash flow distribution

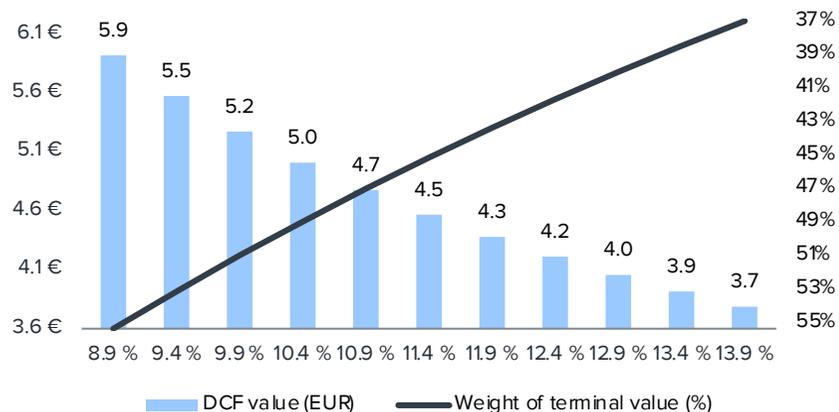


WACC	
Tax-% (WACC)	20.0 %
Target debt ratio (D/(D+E))	10.0 %
Cost of debt	6.0 %
Equity Beta	1.60
Market risk premium	4.75%
Liquidity premium	2.00%
Risk free interest rate	2.5 %
Cost of equity	12.1 %
Weighted average cost of capital (WACC)	11.4 %

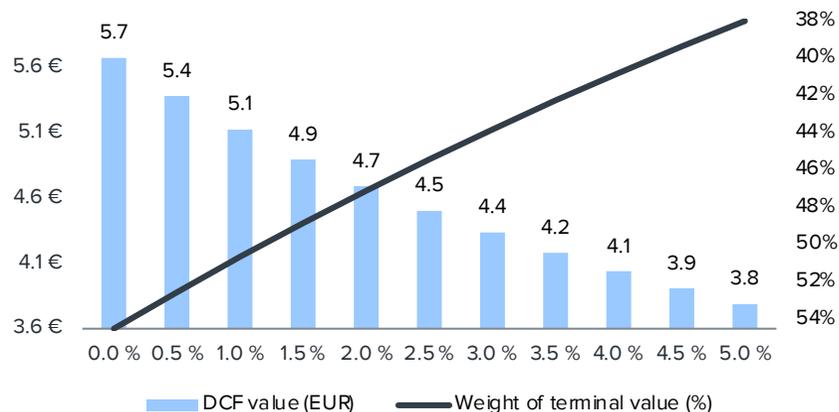
Source: Inderes

DCF sensitivity calculations and key assumptions in graphs

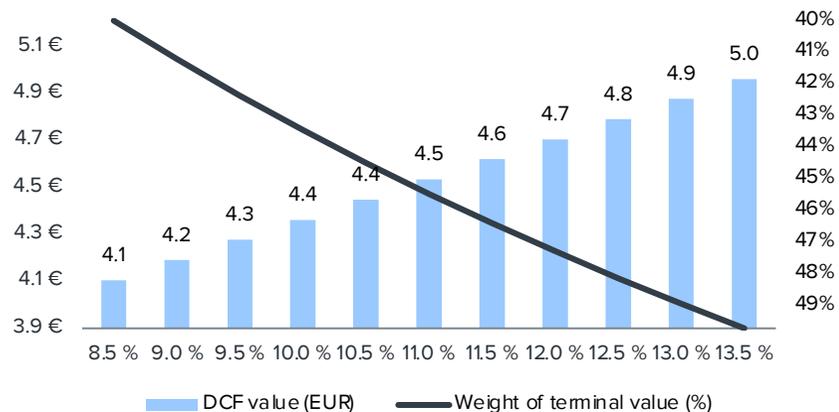
Sensitivity of DCF to changes in the WACC-%



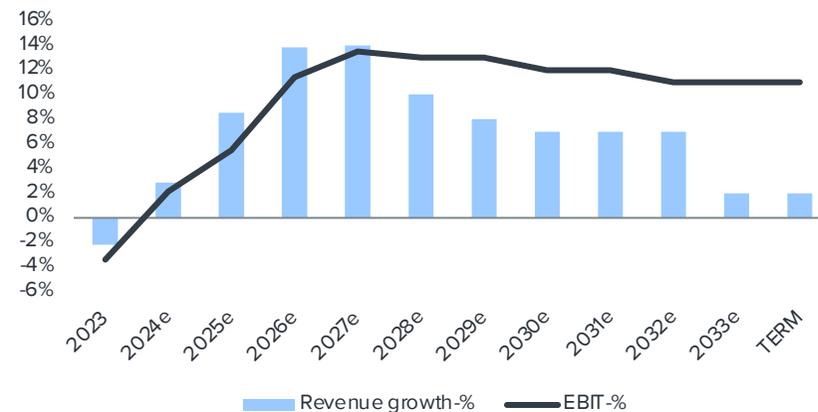
Sensitivity of DCF to changes in the risk-free rate



Sensitivity of DCF to changes in the terminal EBIT margin



Growth and profitability assumptions in the DCF calculation



Source: Inderes. Note that the weight of the terminal value (%) is shown on an inverse scale for clarity.

Summary

Income statement	2021	2022	2023	2024e	2025e	Per share data	2021	2022	2023	2024e	2025e
Revenue	22.4	25.5	24.9	25.6	27.8	EPS (reported)	-0.62	-0.27	-0.06	0.06	0.14
EBITDA	-1.0	-1.7	-0.6	0.7	1.8	EPS (adj.)	-0.25	-0.15	0.01	0.06	0.15
EBIT	-1.2	-2.6	-0.8	0.5	1.5	OCF / share	-0.43	-0.07	-0.24	0.16	0.15
PTP	-3.5	-3.0	-0.7	0.8	1.8	FCF / share	-0.49	-0.22	-0.31	0.15	0.14
Net Income	-3.6	-3.0	-0.7	0.7	1.6	Book value / share	3.18	1.38	1.31	1.37	1.51
Extraordinary items	-0.4	-1.3	-0.8	0.0	-0.1	Dividend / share	0.00	0.00	0.00	0.00	0.00
Balance sheet	2021	2022	2023	2024e	2025e	Growth and profitability	2021	2022	2023	2024e	2025e
Balance sheet total	26.5	27.9	23.4	24.1	26.3	Revenue growth-%	17%	14%	-2%	3%	9%
Equity capital	18.3	15.4	14.7	15.4	17.0	EBITDA growth-%	136%	79%	-62%	-214%	148%
Goodwill	0.0	0.0	0.0	0.0	0.0	EBIT (adj.) growth-%	42%	50%	-97%	-1471%	202%
Net debt	-18.3	-15.6	-12.2	-14.1	-16.0	EPS (adj.) growth-%	-86%	-41%	-105%	649%	144%
Cash flow	2021	2022	2023	2024e	2025e	EBITDA-%	-4.3 %	-6.7 %	-2.6 %	2.9 %	6.6 %
EBITDA	-1.0	-1.7	-0.6	0.7	1.8	EBIT (adj.)-%	-3.8 %	-5.0 %	-0.2 %	2.1 %	5.9 %
Change in working capital	-1.5	1.0	-2.1	1.1	0.1	EBIT-%	-5.5 %	-10.2 %	-3.4 %	2.1 %	5.5 %
Operating cash flow	-2.4	-0.7	-2.7	1.8	1.7	ROE-%	-40.5 %	-17.8 %	-4.6 %	4.5 %	9.6 %
CAPEX	0.0	-1.7	-0.8	-0.1	-0.1	ROI-%	-11.5 %	-13.8 %	-5.0 %	5.2 %	10.7 %
Free cash flow	-2.8	-2.4	-3.5	1.7	1.6	Equity ratio	69.0 %	55.4 %	70.8 %	64.0 %	64.5 %
						Gearing	-100.0 %	-101.2 %	-83.1 %	-91.7 %	-94.0 %
Valuation multiples	2021	2022	2023	2024e	2025e						
EV/S	2.4	1.1	0.9	0.8	0.7						
EV/EBITDA (adj.)	neg.	neg.	neg.	29.0	10.7						
EV/EBIT (adj.)	neg.	neg.	neg.	39.0	11.8						
P/E (adj.)	neg.	neg.	>100	52.4	21.5						
P/B	4.0	2.9	2.3	2.3	2.1						
Dividend-%	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %						

Source: Inderes

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Sell	The 12-month risk-adjusted expected shareholder return of the share is very weak

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Recommendation history (>12 mo)

Date	Recommendation	Target	Share price
5/14/2022	Accumulate	4.50 €	3.85 €
8/19/2022	Accumulate	4.50 €	4.03 €
11/4/2022	Buy	4.50 €	2.95 €
3/1/2023	Buy	5.50 €	4.26 €
8/18/2023	Accumulate	5.50 €	4.75 €
8/24/2023	Accumulate	5.00 €	4.35 €
11/27/2023	Accumulate	3.80 €	3.20 €
2/29/2024	Reduce	3.40 €	3.16 €



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