

Nexstim

Company report

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✓ Inderes corporate customer

This report is a summary translation of the report "Kaksijakoisissa tunnelmissa uuteen vuoteen" published on 1/3/2024 at 7:37 am EET

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New year starts in a mixed atmosphere

We raise our recommendation to Accumulate and reiterate our EUR 3.0 target price after Nexstim reported preliminary data for 2023. Nexstim's 2023 revenue grew to some 7 MEUR, but EBITDA was below the guidance. Thanks to good sales in late 2023, we raise our forecasts slightly. The valuation picture is moderate, but the company's situation is also twofold. Continued good development and license income that will start later can turn cash flow around and enable future growth investments. On the other hand, a seasonally quieter H1 can freeze moneyflows and increase the likelihood of a financing round, putting pressure on the stock.

Late 2023 was better than we expected in terms of system sales

Nexstim's revenue in 2023 was approximately 7 MEUR (H2: some 4.5 MEUR), which exceeded our expectations. Growth was supported by good sales in the last days of the year. During the period, only NBS system sales were announced, which we suspect increases the average price of the deals, as NBS systems are more expensive than NBT systems. Regarding profitability, Nexstim's previous guidance was positive EBITDA for the full year. However, this will not be achieved, but according to the new guidance, full-year EBITDA will be between -0.3 and -0.6 MEUR. According to the company, missing the guidance is caused by customers postponing decision making. We estimate that Nexstim's total cash flow from operating activities and investments was roughly zero in H2. This would amount to some 3.7 MEUR in cash (including an 1.5 MEUR investment loan). We still see the possibility of a financing round if the cash flows turn back to negative again in the seasonally slower H1. In addition to working capital, Nexstim will need funds to expand its clinic network in the future.

We raise our forecasts moderately for the coming years

We raise our 2023 revenue forecast to the company's guidance level of 7.0 MEUR (+12%). We revise our forecasts for 2024-2025 by 3-6% based on system sales focusing on more expensive NBS systems. Our revenue growth forecasts rely partly on license income starting in H2'24 and small-scale growth through the expansion of the clinic network. However, visibility of these is limited, as licensing income depends on Magnus Medical's actions and growth of the clinic network depends on Nexstim's strategic investments. Our earnings forecast for last year rises by about 40%. The growth is explained by both higher revenue than we expected and by R&D cost capitalization, the level of which we have increased in our modeling. Capitalizations affect the reported result, but not cash flow. Our earnings forecasts for 2024-2025 remain virtually unchanged, as visibility is low.

Share pricing seems moderate, but the risk level is also elevated

We base our valuation on EV/S multiples and DCF. Nexstim's 2023e EV/S is 2.8x and decreases to 1.7x in 2024-2025. Compared to listed peers, the multiples are elevated although the peers have weaker profitability than Nexstim. We find the multiples moderate, but the company's situation is twofold and risks are elevated, especially in terms of the adequacy of financing. Based on our DCF model the share's value is EUR 3.3. We feel the share is reasonably priced relative to growth and profitability expectations and the risk/return ratio is sufficient. However, the situation is delicate and we will review the situation again in connection with the more precise figures of the H2 report.

Recommendation

Accumulate
(previous Reduce)

EUR 3.00
(previous EUR 3.00)

Share price:
2.69



Key figures

	2022	2023e	2024e	2025e
Revenue	9.5	7.0	8.8	11.4
growth-%	49%	-27%	26%	30%
EBIT adj.	0.8	-1.1	-0.4	0.7
EBIT-% adj.	8.8 %	-15.6 %	-4.8 %	6.2 %
Net Income	1.3	-1.2	-0.5	0.6
EPS (adj.)	0.18	-0.17	-0.07	0.08
P/E (adj.)	22.2	neg.	neg.	32.2
P/B	7.1	6.8	8.3	6.6
Dividend yield-%	0.0 %	0.0 %	0.0 %	0.0 %
EV/EBIT (adj.)	33.6	neg.	neg.	28.2
EV/EBITDA	21.4	neg.	>100	15.9
EV/S	3.0	2.8	2.3	1.7

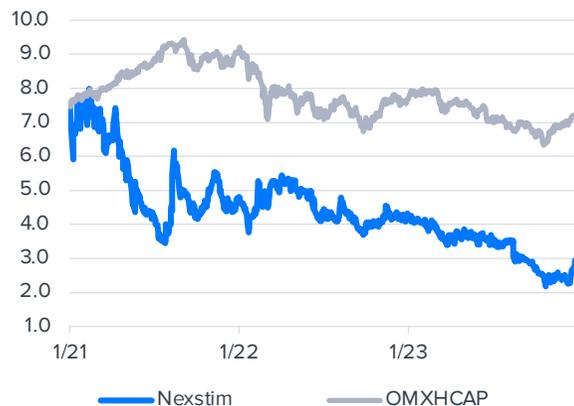
Source: Inderes

Guidance

(New guidance)

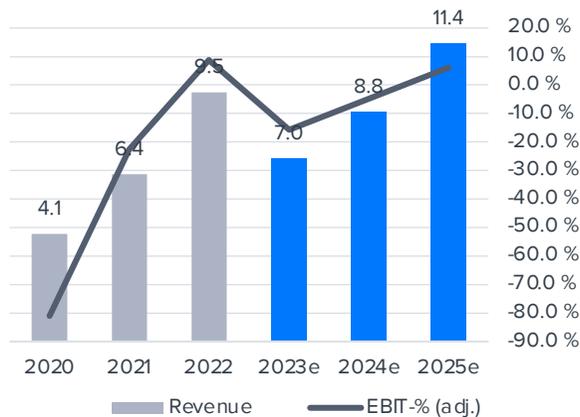
Revenue and comparable revenue for 2023 are expected to be some 7 MEUR and EBITDA for the financial year between -0.6 and -0.3 MEUR.

Share price



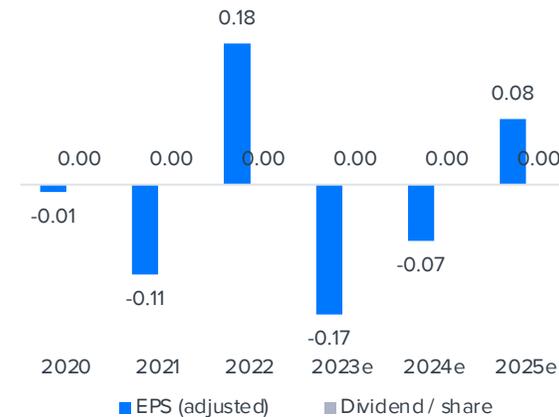
Source: Millstream Market Data AB

Revenue and EBIT-%



Source: Inderes

EPS and dividend



Source: Inderes



Value drivers

- Growing markets and underlying megatrends
- Growth in system base drives profitable and scalable recurring revenue
- Licensing agreement generates strong cash flow in the ongoing decade
- Opportunities for value creation from expanding the network of exclusive partner clinics



Risk factors

- Tough competition in the therapy business can chip away at growth and margins
- Considerable uncertainty about the timing and level of license fees
- The company may fall behind the competition if the development of accelerated treatment protocols fails
- The company's resources are small compared to its competitors
- Possibility of new share issues cannot be excluded

Valuation	2023e	2024e	2025e
Share price	2.69	2.69	2.69
Number of shares, millions	7.27	7.27	7.27
Market cap	20	20	20
EV	20	20	20
P/E (adj.)	neg.	neg.	32.2
P/E	neg.	neg.	32.2
P/B	6.8	8.3	6.6
P/S	2.8	2.2	1.7
EV/Sales	2.8	2.3	1.7
EV/EBITDA	neg.	>100	15.9
EV/EBIT (adj.)	neg.	neg.	28.2
Payout ratio (%)	0.0 %	0.0 %	0.0 %
Dividend yield-%	0.0 %	0.0 %	0.0 %

Source: Inderes

H2 was stronger than we expected

Revenue was strong and exceeded our expectations

2023 revenue was approximately 7 MEUR, which was higher than our expectations (6.3 MEUR) thanks to system sales in the last days of the year. In H2, revenue was 4.5 MEUR (Inderes: 3.8 MEUR), which is the best in Nexstim's history, excluding H1'22 supported by a non-recurring license fee. Not all system sales during a period are typically announced, so we will only know the exact sales volume in connection with the actual H2 report. In addition, no NBT system sales were announced during the period, which we believe are cheaper than NBS systems. We, therefore, believe that the sales mix has contributed to revenue growth through higher average prices. Revenue was in line with Nexstim's guidance, which expected comparable growth from 6 MEUR of the previous year.

EBITDA fell short of the guidance

In connection with the H1 report, Nexstim's guidance indicated positive EBITDA for the full year. However, according to the company, EBITDA will be 0.3-0.6 MEUR negative. According to the release, this is due to the decisions of three system deals being postponed to H1. The new guidance would mean that the EBITDA for H2 was 0.5-0.8 MEUR positive. For the full year, after depreciation, the new guidance would mean that EBIT would be 0.6-0.9 MEUR negative for the whole year. This is a clearly a better result than our expectation (-1.1 MEUR). The overshoot is due to higher revenue than we expected. The level of R&D capitalizations also has a material impact on the reported result, but this will only become clear in the H2 report.

We estimate that cash flow was at zero

The release did not provide any information on cash flow, but its assessment is particularly important as

Nexstim's cash assets have dwindled rapidly since the H1'22 report. According to our calculation, the combined cash flow from operating activities and investments would have been roughly zero, although in reporting, the cash flows from deals for the rest of the year will only generate revenue in H1. A zero level would mean cash reserves of some 3.7 MEUR, including an investment loan of 1.5 MEUR. In terms of cash flow, the company's situation is mixed. In the future, cash flows will increase as the licensing agreement starts, although the exact timetable and the rate at which revenue accumulates are unknown. On the other hand, H1 is typically a seasonally quieter period, so cash flows can again turn negative at the beginning of the year. Nexstim also needs investment funds to grow the clinic network, so we think the possibility of a funding round is still in the air this year.

Estimates MEUR / EUR	H2'22	H2'23	H2'23e	H2'23e	Consensus		Difference (%)	2023e
	Comparison	Actualized	Inderes	Consensus	Low	High	Act. vs. inderes	Inderes
Revenue	2.7	4.5	3.8				19%	7.0
EBIT	-1.5	0.3	-0.4				-168%	-1.1
EPS (reported)	-0.26		-0.07					-0.16
DPS	0.00	0.00	0.00					0.00
Revenue growth-%	-20.5 %	64.4 %	37.9 %				26.5 pp	-26.6 %
EBIT-% (adj.)	-54.6 %	6.5 %	-36.6 %				43.1 pp	-15.6 %

Source: Inderes

Small increases in estimates for the coming years

Estimate revisions 2023e-2025e

- We raise our 2023 revenue forecast to the company's guidance level of 7 MEUR (+12%).
- We raise 2024-2025 forecasts by 3-6% based on the focus of the sales mix on more expensive NBS systems.
- The growth forecasts rely partly on licensing income and expansion of the clinic network, which have little visibility.
- Our EBIT forecast for 2023 increases clearly. The increase is based on both better-than-expected revenue and our updated estimate of the level of R&D capitalizations. Higher R&D capitalizations improve the reported result, but cash flow is not affected.
- In practice, earnings forecasts for the coming years will remain unchanged.

Estimate revisions	2023e	2023e	Change	2024e	2024e	Change	2025e	2025e	Change
MEUR / EUR	Old	New	%	Old	New	%	Old	New	%
Revenue	6.3	7.0	12%	8.5	8.8	4%	10.7	11.4	6%
EBIT	-1.8	-1.1	-40%	-0.4	-0.4	-4%	0.7	0.7	3%
PTP	-1.9	-1.2	-38%	-0.5	-0.5	-4%	0.6	0.6	3%
EPS (excl. NRIs)	-0.26	-0.16	-38%	-0.07	-0.07	-4%	0.08	0.08	3%
DPS	0.00	0.00	0%	0.00	0.00	0%	0.00	0.00	0%

Source: Inderes

Valuation picture improved slightly

Valuation is based on the DCF model and EV/S ratio

We use the EV/S multiple to value Nexstim as earnings multiples will only moderate in a few years' time. A key tool is also the DCF model that models the current value of cash flows. We do not expect a dividend from Nexstim in the next few years, so the investor's return is based on value changes in the share. The margin of error in valuation is high due to the estimate risk and low business visibility. The valuation multiples may, therefore, fluctuate significantly as we have seen throughout the history of the share.

DCF model indicates an upside in the share

Our DCF model indicates that the current value of Nexstim's cash flows is EUR 3.3 per share after the estimate revisions. The DCF model indicates a moderate undervaluation of the share and an upside that exceeds the required return. However, there is considerable uncertainty about the estimate materializing, which raises the share's risk profile. A possible issue with subscription discounts could also have a negative impact on the DCF value. The weighted average cost of capital (WACC) we use in the model is 11.5 %, which reflects the still loss-making business and, on the other hand, the potential for high profitability in a defensive industry. Investors should note that there are considerable uncertainties about the realization of estimated cash flows. The DCF model is also very sensitive to the assumptions used, especially when cash flows are far in the future. 62 % of the DCF is explained by the terminal period after 2032. We believe that this is a moderate share and is largely explained by licensing income in 2024-2029.

EV/S ratio is cautiously attractive

In a recent [extensive report](#), we outlined the fair range of the EV/S ratio to be about 2.5-3.5x. With this year's forecasts, the EV/S ratio is 2.8x. With 2024-2025 forecasts, the ratio decreases to 2.3x-1.7x. The 2024 multiples of the closest peers, Neuronetics and Brainsway are 1.1x and 1.8x. We find the multiples moderate considering the profitability potential of the business. However, visibility to future growth is limited. We believe that the risks are elevated with the uncertainty of growth and the tight cash position. Overall, however, we find the multiples cautiously attractive.

The valuation picture is mostly unchanged

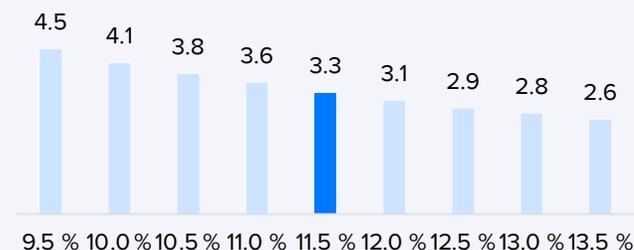
During our coverage, Nexstim's share has decreased by over 40% (from May 2022) which has helped moderate the share's valuation picture. By contrast, our view of the company's growth potential has also declined during this period. However, based on the EV/S ratio, the share is valued at a cautiously attractive level as the ratio falls below our fair value range with 2025 estimates. DCF model indicates a modest upside in the stock. We feel the risk level of the stock is highish (level 3) due to a high forecast risk and the cash position. However, we believe that the risk is currently adequately compensated, so we raise our recommendation to Accumulate. We reiterate our EUR 3.0 target price.

Supported by its business model and good sales margin, Nexstim has the chance to achieve excellent profitability. If the company reaches or exceeds our growth estimate, the share has precondition for good development from the current share price level.

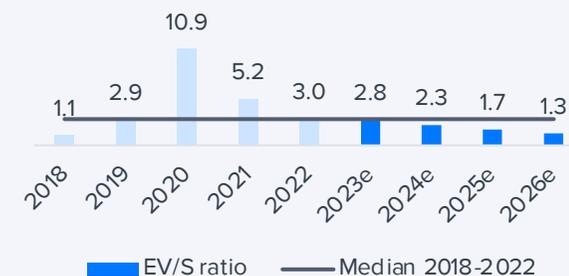
Valuation	2023e	2024e	2025e
Share price	2.69	2.69	2.69
Number of shares, millions	7.27	7.27	7.27
Market cap	20	20	20
EV	20	20	20
P/E (adj.)	neg.	neg.	32.2
P/E	neg.	neg.	32.2
P/B	6.8	8.3	6.6
P/S	2.8	2.2	1.7
EV/Sales	2.8	2.3	1.7
EV/EBITDA	neg.	>100	15.9
EV/EBIT (adj.)	neg.	neg.	28.2
Payout ratio (%)	0.0 %	0.0 %	0.0 %
Dividend yield-%	0.0 %	0.0 %	0.0 %

Source: Inderes

Sensitivity of DCF value to used WACC



EV/S ratio



Valuation table

Valuation	2018	2019	2020	2021	2022	2023e	2024e	2025e	2026e
Share price	0.60	0.12	0.10	4.78	4.00	2.69	2.69	2.69	2.69
Number of shares, millions	3.25	62.8	439.6	7.27	7.27	7.27	7.27	7.27	7.27
Market cap	2.0	7.5	43	35	29	20	20	20	20
EV	3.0	9.5	45	33	28	20	20	20	19
P/E (adj.)	neg.	neg.	neg.	neg.	22.2	neg.	neg.	32.2	16.7
P/E	neg.	neg.	neg.	neg.	22.2	neg.	neg.	32.2	16.7
P/B	neg.	neg.	neg.	10.9	7.1	6.8	8.3	6.6	4.7
P/S	0.7	2.3	10.5	5.4	3.1	2.8	2.2	1.7	1.4
EV/Sales	1.1	2.9	10.9	5.2	3.0	2.8	2.3	1.7	1.3
EV/EBITDA	neg.	neg.	neg.	neg.	21.4	neg.	>100	15.9	9.9
EV/EBIT (adj.)	neg.	neg.	neg.	neg.	33.6	neg.	neg.	28.2	13.2
Payout ratio (%)	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	25.0 %
Dividend yield-%	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	1.5 %

Source: Inderes

Income statement

Income statement	H1'22	H2'22	2022	H1'23	H2'23e	2023e	H1'24e	H2'24e	2024e	2025e	2026e
Revenue	6.8	2.7	9.5	2.5	4.5	7.0	3.4	5.4	8.8	11.4	14.2
Nexstim	6.8	2.7	9.5	2.5	4.5	7.0	3.4	5.4	8.8	11.4	14.2
EBITDA	2.5	-1.2	1.3	-1.2	0.5	-0.6	-0.8	1.0	0.2	1.3	1.9
Depreciation	-0.2	-0.3	-0.5	-0.2	-0.2	-0.5	-0.3	-0.3	-0.6	-0.5	-0.5
EBIT (excl. NRI)	2.3	-1.5	0.8	-1.4	0.3	-1.1	-1.1	0.7	-0.4	0.7	1.4
EBIT	2.3	-1.5	0.8	-1.4	0.3	-1.1	-1.1	0.7	-0.4	0.7	1.4
Nexstim	2.3	-1.5	0.8	-1.4	0.3	-1.1	-1.1	0.7	-0.4	0.7	1.4
Share of profits in assoc. compan.	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net financial items	0.9	-0.4	0.5	-0.1	-0.1	-0.1	-0.1	-0.1	-0.1	-0.1	-0.3
PTP	3.2	-1.9	1.3	-1.4	0.2	-1.2	-1.1	0.6	-0.5	0.6	1.2
Taxes	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Minority interest	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net earnings	3.2	-1.9	1.3	-1.4	0.2	-1.2	-1.1	0.6	-0.5	0.6	1.2
EPS (adj.)	0.44	-0.26	0.18	-0.20	0.03	-0.16	-0.16	0.08	-0.07	0.08	0.16
EPS (rep.)	0.44	-0.26	0.18	-0.20	0.03	-0.16	-0.16	0.08	-0.07	0.08	0.16
Key figures	H1'22	H2'22	2022	H1'23	H2'23e	2023e	H1'24e	H2'24e	2024e	2025e	2026e
Revenue growth-%	129.6 %	-20.5 %	48.9 %	-63.1 %	64.4 %	-26.6 %	34.8 %	20.7 %	25.7 %	29.6 %	24.9 %
Adjusted EBIT growth-%	-358.1 %	171.8 %	-157.6 %	-159.5 %	-119.6 %	-230.8 %	-22.1 %	125.6 %	-61.5 %	-267.9 %	101.5 %
EBITDA-%	37.2 %	-44.4 %	13.8 %	-46.4 %	11.5 %	-9.2 %	-22.9 %	17.9 %	2.2 %	11.0 %	13.4 %
Adjusted EBIT-%	34.3 %	-54.6 %	8.8 %	-55.4 %	6.5 %	-15.6 %	-32.0 %	12.2 %	-4.8 %	6.2 %	10.0 %
Net earnings-%	47.3 %	-69.6 %	13.7 %	-57.4 %	5.4 %	-17.1 %	-33.5 %	11.2 %	-5.9 %	5.3 %	8.2 %

Source: Inderes

Balance sheet

Assets	2021	2022	2023e	2024e	2025e
Non-current assets	2.0	3.0	3.1	3.0	3.2
Goodwill	0.0	0.0	0.0	0.0	0.0
Intangible assets	1.1	2.1	2.3	2.3	2.4
Tangible assets	0.4	0.4	0.3	0.2	0.3
Associated companies	0.5	0.5	0.5	0.5	0.5
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	8.0	7.3	6.8	8.3	10.2
Inventories	1.0	0.9	1.0	1.2	1.6
Other current assets	0.0	0.0	0.0	0.0	0.0
Receivables	1.8	1.9	2.1	2.6	3.4
Cash and equivalents	5.2	4.4	3.7	4.4	5.2
Balance sheet total	10.0	10.2	9.8	11.3	13.4

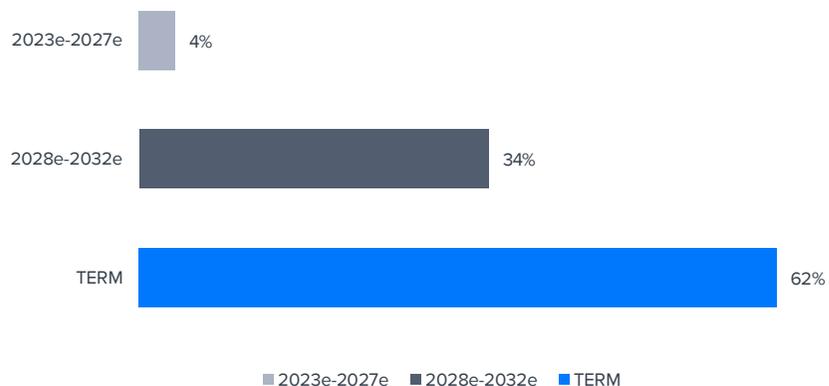
Source: Inderes

Liabilities & equity	2021	2022	2023e	2024e	2025e
Equity	3.2	4.1	2.9	2.3	3.0
Share capital	0.1	0.1	0.1	0.1	0.1
Retained earnings	-51.8	-51.0	-52.2	-52.7	-52.1
Hybrid bonds	0.0	0.0	0.0	0.0	0.0
Revaluation reserve	0.0	0.0	0.0	0.0	0.0
Other equity	54.9	55.0	55.0	55.0	55.0
Minorities	0.0	0.0	0.0	0.0	0.0
Non-current liabilities	3.3	2.6	3.0	3.9	4.2
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	3.3	2.6	3.0	3.9	4.2
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	3.6	3.5	4.0	5.1	6.3
Interest bearing debt	0.6	0.9	1.0	1.3	1.4
Payables	2.9	2.7	3.0	3.8	4.9
Other current liabilities	0.0	0.0	0.0	0.0	0.0
Balance sheet total	10.0	10.2	9.8	11.3	13.4

DCF calculation

DCF model	2022	2023e	2024e	2025e	2026e	2027e	2028e	2029e	2030e	2031e	2032e	TERM
Revenue growth-%	48.9 %	-26.6 %	25.7 %	29.6 %	24.9 %	14.0 %	12.0 %	10.0 %	6.0 %	3.0 %	2.5 %	2.5 %
EBIT-%	8.8 %	-15.6 %	-4.8 %	6.2 %	10.0 %	16.0 %	20.0 %	26.0 %	20.0 %	20.0 %	20.0 %	20.0 %
EBIT (operating profit)	0.8	-1.1	-0.4	0.7	1.4	2.6	3.6	5.2	4.2	4.4	4.5	
+ Depreciation	0.5	0.5	0.6	0.5	0.5	0.5	0.6	0.6	0.6	0.6	0.6	
- Paid taxes	0.0	0.0	0.0	0.0	0.0	0.0	-0.3	-1.0	-0.8	-0.9	-0.9	
- 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	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
- Change in working capital	-0.3	0.1	0.0	0.0	0.1	-1.0	-0.1	-0.1	-0.1	0.0	0.0	
Operating cash flow	1.0	-0.5	0.2	1.2	2.0	2.2	3.7	4.7	3.9	4.0	4.1	
+ 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	-1.4	-0.6	-0.6	-0.7	-0.7	-0.8	-0.9	-0.9	-0.5	-0.5	-0.7	
Free operating cash flow	-0.4	-1.1	-0.4	0.5	1.3	1.4	2.9	3.8	3.4	3.5	3.4	
+/- Other	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
FCFF	-0.4	-1.1	-0.4	0.5	1.3	1.4	2.9	3.8	3.4	3.5	3.4	38.9
Discounted FCFF		-1.1	-0.4	0.4	1.0	0.9	1.7	2.0	1.6	1.5	1.3	14.6
Sum of FCFF present value		23.4	24.5	24.9	24.5	23.5	22.6	20.9	18.9	17.3	15.9	14.6
Enterprise value DCF		23.4										
- Interest bearing debt		-3.5										
+ Cash and cash equivalents		4.4										
-Minorities		0.0										
-Dividend/capital return		0.0										
Equity value DCF		24.4										
Equity value DCF per share		3.4										

Cash flow distribution



WACC	
Tax-% (WACC)	20.0 %
Target debt ratio (D/(D+E))	10.0 %
Cost of debt	5.0 %
Equity Beta	1.76
Market risk premium	4.75%
Liquidity premium	1.50%
Risk free interest rate	2.5 %
Cost of equity	12.4 %
Weighted average cost of capital (WACC)	11.5 %

Source: Inderes

Summary

Income statement	2020	2021	2022	2023e	2024e	Per share data	2020	2021	2022	2023e	2024e
Revenue	4.1	6.4	9.5	7.0	8.8	EPS (reported)	-0.01	-0.11	0.18	-0.17	-0.07
EBITDA	-3.0	-1.0	1.3	-0.6	0.2	EPS (adj.)	-0.01	-0.11	0.18	-0.17	-0.07
EBIT	-3.3	-1.5	0.8	-1.1	-0.4	OCF / share	0.00	-0.25	0.14	-0.07	0.02
PTP	-4.1	-0.7	1.3	-1.2	-0.5	FCF / share	0.00	-0.41	-0.05	-0.15	-0.06
Net Income	-4.1	-0.8	1.3	-1.2	-0.5	Book value / share	0.00	0.44	0.56	0.39	0.32
Extraordinary items	0.0	0.0	0.0	0.0	0.0	Dividend / share	0.00	0.00	0.00	0.00	0.00
Balance sheet	2020	2021	2022	2023e	2024e	Growth and profitability	2020	2021	2022	2023e	2024e
Balance sheet total	6.2	10.0	10.2	9.8	11.3	Revenue growth-%	23%	56%	49%	-27%	26%
Equity capital	-1.5	3.2	4.1	2.9	2.3	EBITDA growth-%	-52%	-66%	-230%	-143%	-135%
Goodwill	0.0	0.0	0.0	0.0	0.0	EBIT (adj.) growth-%	-49%	-56%	-158%	-231%	-62%
Net debt	1.6	-1.3	-1.0	0.3	0.8	EPS (adj.) growth-%	-91%	1121%	-257%	-192%	-57%
Cash flow	2020	2021	2022	2023e	2024e	EBITDA-%	-72.1 %	-15.8 %	13.8 %	-8.0 %	2.2 %
EBITDA	-3.0	-1.0	1.3	-0.6	0.2	EBIT (adj.)-%	-81.0 %	-22.7 %	8.8 %	-15.6 %	-4.8 %
Change in working capital	0.8	-0.6	-0.3	0.1	0.0	EBIT-%	-81.0 %	-22.7 %	8.8 %	-15.6 %	-4.8 %
Operating cash flow	-2.2	-1.8	1.0	-0.5	0.2	ROE-%	373.1 %	-96.0 %	36.0 %	-34.6 %	-20.0 %
CAPEX	0.0	-1.2	-1.4	-0.6	-0.6	ROI-%	-73.1 %	-27.2 %	11.4 %	-15.2 %	-5.9 %
Free cash flow	-2.2	-3.0	-0.4	-1.1	-0.4	Equity ratio	-23.5 %	31.9 %	39.8 %	29.2 %	20.8 %
						Gearing	-108.1 %	-40.6 %	-23.4 %	9.2 %	33.5 %
Valuation multiples	2020	2021	2022	2023e	2024e						
EV/S	10.9	5.2	3.0	2.8	2.3						
EV/EBITDA (adj.)	neg.	neg.	21.4	neg.	>100						
EV/EBIT (adj.)	neg.	neg.	33.6	neg.	neg.						
P/E (adj.)	neg.	neg.	22.2	neg.	neg.						
P/B	neg.	10.9	7.1	6.8	8.3						
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
5/30/2022	Reduce	4.60 €	4.85 €
8/15/2022	Reduce	4.40 €	4.73 €
9/8/2022	Reduce	4.40 €	4.06 €
1/10/2023	Reduce	4.30 €	4.25 €
2/28/2023	Accumulate	4.50 €	3.96 €
7/5/2023	Accumulate	4.20 €	3.51 €
8/21/2023	Accumulate	3.60 €	3.05 €
9/26/2023	Reduce	3.00 €	2.89 €
1/3/2024	Accumulate	3.00 €	2.69 €



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