

# NEXSTIM

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# COMPANY REPORT



# Overvaluation corrected

In H2, Nexstim continued its multi-year growth streak and guided for growth to continue this year. Revenue and earnings developed below our forecasts. This is explained by a lower average system price than we estimated and a surprisingly slumped recurring revenue. Nexstim published its long-term targets for the first time, aiming for over 20% growth. We expect growth in the current year as the Brainlab collaboration gains full momentum. Earnings growth is likely to remain moderate due to increasing operating costs. We lower our target price to EUR 11.5 (was EUR 12.0) on the back of estimate revisions. Our recommendation rises to Accumulate (was Reduce), as the market is now pricing the growth company more realistically.

## H2 saw growth but fell short of our forecasts

Nexstim's H2 revenue was 6.5 MEUR, representing a 16% increase year-on-year. Revenue fell short of our forecast (7.8 MEUR) due to a decline in recurring revenue and our overly optimistic estimate of the average selling price of devices. Recurring revenue, which is considered defensive, unexpectedly contracted significantly. According to the company, this was due to a shift from selling disposable components to a licensing model and a decrease in leasing contracts. Full-year revenue was 11.0 MEUR (+26% vs 2024). Nexstim's guidance for 2026 was the same as last year: revenue growth and improved earnings. We consider the probability of achieving the guidance to be high, as the Brainlab collaboration, which started last year, should reach full speed this year and drive growth.

## Result turned positive – cash flow to follow

In H2, EBITDA landed at 1.5 MEUR and EBIT was 0.9 MEUR. The figures were slightly below our estimate due to low revenue. The gross margin was in line with our expectations, and operating costs were lower than we expected. The company stated that it will moderately increase its operating costs going forward.

Profitability will be pressured in the future by the shift in sales towards distributor sales due to the Brainlab collaboration. For the full year, EBIT was 0.6 MEUR and cash flow after investments for the full year was at zero.

From a balance sheet perspective, the company's situation is stable. The company has reduced its debt, and following the year-end sales peak, trade receivables included 3.6 MEUR of low-risk future cash flow. Cash flows are turning positive, so the financing outlook is good, even though the company does not yet have the resources for aggressive growth investments.

## Medium-term estimates down – long-term outlook unchanged

We are lowering our medium-term revenue and earnings estimates based on our updated assessment of the pace of sales growth and a lower expectation for the level of recurring revenue. For Sinaptica, we model 1 MEUR in revenue for Nexstim from the collaboration this year. Our long-term forecasts remain roughly unchanged.

## Valuation is again cautiously attractive

We base our valuation on EV/S multiples and the DCF model, as the earnings level for the coming years is still on a rather uncertain footing. Nexstim's 2026e EV/S is 5.9x and 4.6x in 2027e. The earnings turnaround is gaining stronger traction, so we are ready to accept slightly higher valuation multiples for the stock than before. We find the multiples reasonably attractive for a company with growth prospects and high profitability potential. The DCF values the share at EUR 11.5. In our view, the stock is valued at a cautiously attractive level, but the margin of safety is thin due to the valuation multiples and forecast risk. We believe the stock's risk-reward ratio is attractive again, as the share price decline has moderated the valuation.

## Recommendation

**Accumulate**

(was Reduce)

## Target price:

**EUR 11.50**

(was EUR 12.00)

## Share price:

EUR 10.10

## Business risk



## Valuation risk



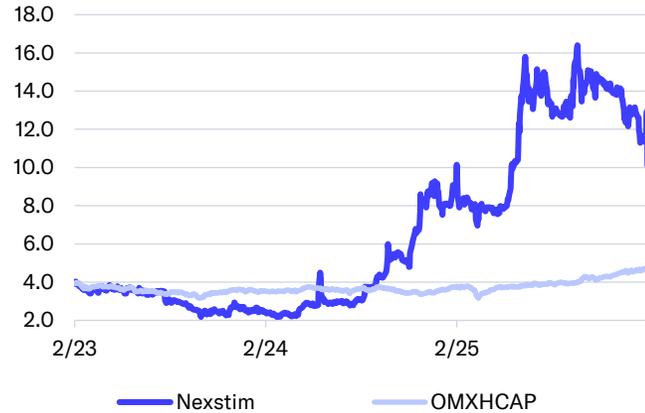
	2025	2026e	2027e	2028e
<b>Revenue</b>	11.0	12.7	16.1	19.6
<b>growth-%</b>	26%	16%	27%	22%
<b>EBIT adj.</b>	0.6	1.2	2.3	3.1
<b>EBIT-% adj.</b>	5.8 %	9.5 %	14.1 %	16.0 %
<b>Net income</b>	0.6	1.0	2.0	2.7
<b>EPS (adj.)</b>	0.08	0.14	0.28	0.37
<b>P/E (adj.)</b>	>100	72.0	36.1	27.2
<b>P/B</b>	17.1	13.9	10.1	7.3
<b>Dividend yield-%</b>	0.0 %	0.0 %	0.0 %	0.0 %
<b>EV/EBIT (adj.)</b>	>100	62.4	32.6	22.7
<b>EV/EBITDA</b>	43.0	30.5	19.9	15.3
<b>EV/S</b>	6.7	5.9	4.6	3.6

Source: Inderes

## Guidance

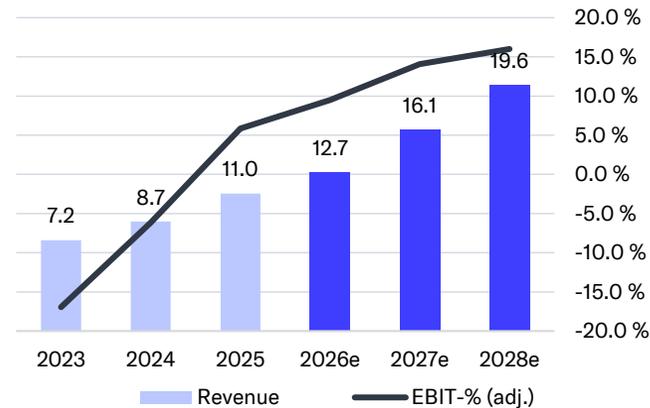
The company estimates an improvement in revenue and EBIT.

## Share price



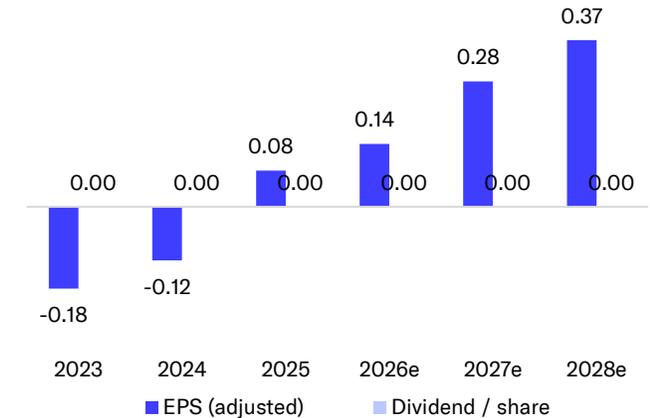
Source: Millistream Market Data AB

## Revenue and EBIT-% (adj.)



Source: Inderes

## EPS and dividend



Source: Inderes

## Value drivers

- Large target market supported by megatrends.
- The popularity and use of TMS treatments are on a growing trend.
- Licensing income can generate significant cash flow.
- Strong position in diagnostic business. Potential to expand in new indications such as Alzheimer's disease.
- Opportunities in new markets such as India and Japan.

## Risk factors

- The competitive situation in the therapy market is partly challenging.
- Competition in diagnostics has increased.
- The company's resources are limited compared to its competitors
- Limited visibility going forward.
- Binary risk related to Sinaptica and Magnus Medical agreements.

Valuation	2026e	2027e	2028e
Share price	10.1	10.1	10.1
Number of shares, millions	7.16	7.16	7.16
Market cap	72	72	72
EV	75	74	71
P/E (adj.)	72.0	36.1	27.2
P/E	72.0	36.1	27.2
P/B	13.9	10.1	7.3
P/S	5.7	4.5	3.7
EV/Sales	5.9	4.6	3.6
EV/EBITDA	30.5	19.9	15.3
EV/EBIT (adj.)	62.4	32.6	22.7
Payout ratio (%)	0.0 %	0.0 %	0.0 %
Dividend yield-%	0.0 %	0.0 %	0.0 %

Source: Inderes

# Our forecasts were overly optimistic

## Estimates vs. outcome

- Revenue was well below our forecast. The miss was due to a surprisingly weak recurring revenue and our overly optimistic estimate of the average selling price of systems.
- The decline in recurring revenue was a surprise, as the number of systems sold has increased, and we had assumed recurring revenue would grow based on an increase in service agreements. According to the company, maintenance agreements are sold for most new systems.
- The company also stated that fewer system leasing agreements are being made nowadays. In our view, old leasing agreements have expired, which had a negative impact on recurring revenue. This particularly affected the decline in recurring revenue for the diagnostics business.
- Another reason for the decline in recurring revenue was the decrease in sales of disposable parts as the company transitions from disposable head coils to a license-based model. In our view, this affected the therapy business more.
- The earnings miss relative to our forecast is mainly explained by lower revenue. The gross margin was in line with our expectations. Operating expenses were lower than our estimate, which had a positive impact on the income statement.

Estimates MEUR / EUR	H2'24	H2'25	H2'25e	H2'25e	Consensus		Difference (%)	2025
	Comparison	Actualized	Inderes	Consensus	Low	High	Act. vs. Inderes	Actualized
Revenue	5.6	6.5	7.8				-17%	11.0
EBITDA	0.8	0.9	1.9				-54%	1.7
EBIT	0.3	0.9	1.7				-48%	0.6
EPS (reported)	0.01	0.13	0.22				-42%	
Revenue growth-%	17.2 %	16.2 %	40.7 %				-24.4 pp	25.5 %
EBIT-% (adj.)	5.9 %	13.7 %	-17.6 %				31.3 pp	5.8 %

Source: Inderes

# We are updating our forecasts to be more realistic

## Estimate revisions

- We are lowering our medium-term estimates, but the long-term outlook remains largely unchanged.
- The revenue forecast is affected by our updated estimate of the sales growth rate, a lower expectation for recurring revenue, and a reduced estimate of the probability of license revenue from Magnus Medical.
- The prolonged contract dispute with Magnus Medical increases the risk regarding the repatriation of receivables.
- Our earnings estimates for the next few years also clearly decreased. This is due to our updated estimate for the gross margin level, which we now estimate to be slightly lower than before, as sales growth is heavily focused on lower-margin distribution sales through Brainlab.

Estimate revisions	2025	2025e	Change	2026e	2026e	Change	2027e	2027e	Change
MEUR / EUR	Inderes	Actualized	%	Old	New	%	Old	New	%
Revenue	12.3	11.0	-11%	15.2	12.7	-17%	18.0	16.1	-10%
EBITDA	2.4	1.7	-29%	4.0	2.5	-39%	5.4	3.7	-32%
EBIT	1.5	0.6	-56%	2.7	1.2	-55%	4.2	2.3	-46%
PTP	1.3	0.6	-54%	2.5	1.0	-60%	4.0	2.0	-50%
EPS (excl. NRIs)	0.17	0.08	-54%	0.35	0.14	-60%	0.56	0.28	-50%
DPS	0.00	0.00		0.00	0.00		0.00	0.00	

Source: Inderes

# Valuation is attractive again

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

We use the EV/S multiple to value Nexstim as earnings multiples only become useful in the medium term. 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. In the near future, binarity will be caused by the news flow from the Sinaptica and Magnus Medical deals.

## The EV/S ratio is attractive after the share price decline

The revenue-based EV/S valuation has increased significantly due to the clarification of the company's future prospects. However, we believe the valuation overshoot, and market expectations for future development were not realistic. With our estimates assuming strong growth, the 2026e EV/S multiple is 5.9x and 4.6x for 2027e. We find the multiples cautiously attractive, even though they require growth. Our forecast assumes the realization of the Sinaptica agreement, which will lead to a development agreement during 2026. Successful collaboration with Brainlab is the key component of our forecast. The significance of the Magnus Medical license agreement has decreased, and we are modeling 2 MEUR from the agreement in the coming years.

The closest peers, Neuronetics and Brainsways, have 2026 multiples of 2x and 9x, respectively, but their valuation utility is limited, as we have described in the extensive report. We believe Nexstim's multiples are reasonable for the profitability potential of the business, assuming rapid

growth materializes as expected in the coming years. The safety margin in the multiples is thin, and slower-than-expected growth will likely lead to a weak share return. In terms of the cash position, the situation has developed positively. We believe that the financial risk is quite low at the moment. However, sustainable profitability is not yet fully certain, and the company has net debt, so substantial growth is still needed to strengthen cash flows.

## The DCF model suggests that the stock is fully priced

Our DCF model indicates that the current value of Nexstim's cash flows is EUR 11.5 per share. The model suggests a moderate upside for the stock. There is, of course, considerable uncertainty about the realization of these forecasts. The weighted average cost of capital (WACC) we use in the model is 9% and reflects the risk profile of a defensive company making a moderated earnings turnaround. The DFC model is very sensitive to the assumptions used, especially when cash flows are far in the future. 56% of the DCF value is explained by the terminal period after 2035, which is a relatively moderate proportion.

## Valuation picture has become more attractive

Nexstim's share price has fallen sharply since the fall. Our estimates have fallen, but the impact of the share price decline is greater. In our opinion, the risk/reward ratio is attractive again after a pause. Based on the EV/S ratio, the share is cautiously attractively priced, but there is little room for setbacks in growth. The DCF model also indicates a moderate return potential for the stock. We believe the stock's risk level is medium and has decreased with the progress of the earnings turnaround.

Valuation	2026e	2027e	2028e
Share price	10.1	10.1	10.1
Number of shares, millions	7.16	7.16	7.16
Market cap	72	72	72
EV	75	74	71
P/E (adj.)	72.0	36.1	27.2
P/E	72.0	36.1	27.2
P/B	13.9	10.1	7.3
P/S	5.7	4.5	3.7
EV/Sales	5.9	4.6	3.6
EV/EBITDA	30.5	19.9	15.3
EV/EBIT (adj.)	62.4	32.6	22.7
Payout ratio (%)	0.0 %	0.0 %	0.0 %
Dividend yield-%	0.0 %	0.0 %	0.0 %

Source: Inderes

# Valuation table

Valuation	2021	2022	2023	2024	2025	2026e	2027e	2028e	2029e
Share price	4.78	4.00	2.69	7.90	10.0	<b>10.1</b>	<b>10.1</b>	<b>10.1</b>	<b>10.1</b>
Number of shares, millions	7.27	7.27	7.27	7.16	7.16	<b>7.16</b>	<b>7.16</b>	<b>7.16</b>	<b>7.16</b>
Market cap	35	29	20	57	72	<b>72</b>	<b>72</b>	<b>72</b>	<b>72</b>
EV	33	28	23	59	74	<b>75</b>	<b>74</b>	<b>71</b>	<b>68</b>
P/E (adj.)	neg.	22.2	neg.	neg.	>100	<b>72.0</b>	<b>36.1</b>	<b>27.2</b>	<b>19.7</b>
P/E	neg.	22.2	neg.	neg.	>100	<b>72.0</b>	<b>36.1</b>	<b>27.2</b>	<b>19.7</b>
P/B	10.9	7.1	6.9	15.0	17.1	<b>13.9</b>	<b>10.1</b>	<b>7.3</b>	<b>5.3</b>
P/S	5.4	3.1	2.7	6.5	6.5	<b>5.7</b>	<b>4.5</b>	<b>3.7</b>	<b>3.1</b>
EV/Sales	5.2	3.0	3.1	6.7	6.7	<b>5.9</b>	<b>4.6</b>	<b>3.6</b>	<b>2.9</b>
EV/EBITDA	neg.	21.4	neg.	>100	43.0	<b>30.5</b>	<b>19.9</b>	<b>15.3</b>	<b>10.7</b>
EV/EBIT (adj.)	neg.	33.6	neg.	neg.	>100	<b>62.4</b>	<b>32.6</b>	<b>22.7</b>	<b>14.4</b>
Payout ratio (%)	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	<b>0.0 %</b>	<b>0.0 %</b>	<b>0.0 %</b>	<b>0.0 %</b>
Dividend yield-%	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	<b>0.0 %</b>	<b>0.0 %</b>	<b>0.0 %</b>	<b>0.0 %</b>

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 2024
			2024	2025	2024	2025	2024	2025	2024	2025	2024	2025	
Neuronetics	78	104					1.7	1.7					
Brainsway	407	348		205.9		197.5	11.1	8.9		180.2			
Ambu	2824	2800	73.2	30.6	34.0	20.1	4.4	3.9	135.1	41.0	0.2		3.9
C Rad	85	70	12.8	9.9	11.3	8.9	1.8	1.5	23.3	14.9			3.3
Elekta	1970	2446	15.9	11.2	9.3	7.5	1.6	1.4	18.6	13.8	3.9	4.6	2.4
Optomed	58	51					3.2	3.5					2.4
Vitrolife	1151	1226	18.3	16.7	11.4	10.7	3.7	3.6	26.9	22.8	1.2	1.3	0.8
Xvivo Perfusion	536	520	122.7	48.9	56.8	31.1	9.0	6.8	157.6	38.6			2.9
<b>Nexstim (Inderes)</b>	<b>72</b>	<b>75</b>	<b>62.4</b>	<b>32.6</b>	<b>30.5</b>	<b>19.9</b>	<b>5.9</b>	<b>4.6</b>	<b>72.0</b>	<b>36.1</b>	<b>0.0</b>	<b>0.0</b>	<b>13.9</b>
<b>Average</b>			<b>40.9</b>	<b>45.8</b>	<b>22.4</b>	<b>38.8</b>	<b>4.6</b>	<b>4.0</b>	<b>59.6</b>	<b>45.9</b>	<b>1.9</b>	<b>2.6</b>	<b>3.0</b>
<b>Median</b>			<b>18.3</b>	<b>22.0</b>	<b>11.4</b>	<b>15.4</b>	<b>3.5</b>	<b>3.5</b>	<b>26.9</b>	<b>29.2</b>	<b>2.0</b>	<b>2.2</b>	<b>2.7</b>
<b>Diff-% to median</b>			<b>242%</b>	<b>48%</b>	<b>167%</b>	<b>29%</b>	<b>71%</b>	<b>30%</b>	<b>168%</b>	<b>24%</b>	<b>-100%</b>	<b>-100%</b>	<b>423%</b>

Source: Refinitiv / Inderes

# Income statement

Income statement	H1'25	H2'25	2025	H1'26e	H2'26e	2026e	H1'27e	H2'27e	2027e	2028e	2029e
<b>Revenue</b>	4.5	6.5	11.0	4.2	8.5	12.7	0.0	0.0	16.1	19.6	23.5
<b>EBITDA</b>	0.2	1.5	1.7	-0.2	2.7	2.5	0.0	0.0	3.7	4.7	6.3
Depreciation	-0.5	-0.6	-1.1	-0.6	-0.6	-1.3	0.0	0.0	-1.4	-1.5	-1.6
<b>EBIT</b>	-0.2	0.9	0.6	-0.8	2.0	1.2	0.0	0.0	2.3	3.1	4.7
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	-0.1	0.0	-0.1	-0.1	-0.1	-0.2	0.0	0.0	-0.3	-0.2	-0.1
<b>PTP</b>	-0.3	0.9	0.6	-0.9	1.9	1.0	0.0	0.0	2.0	3.0	4.6
Taxes	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	-0.3	-0.9
Minority interest	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>Net earnings</b>	-0.3	0.9	0.6	-0.9	1.9	1.0	0.0	0.0	2.0	2.7	3.7
<b>EPS (adj.)</b>	-0.05	0.13	0.08	-0.13	0.27	0.14	0.00	0.00	0.28	0.37	0.51
<b>EPS (rep.)</b>	-0.05	0.13	0.08	-0.13	0.27	0.14	0.00	0.00	0.28	0.37	0.51

Key figures	H1'25	H2'25	2025	H1'26e	H2'26e	2026e	H1'27e	H2'27e	2027e	2028e	2029e
<b>Revenue growth-%</b>	41.8 %	16.2 %	25.5 %	-6.1 %	30.9 %	15.7 %	-100.0 %	-100.0 %	26.8 %	22.0 %	20.0 %
<b>Adjusted EBIT growth-%</b>	-71.9 %	168.1 %	-219.8 %	246.8 %	131.7 %	88.1 %	-100.0 %	-100.0 %	87.7 %	38.8 %	50.0 %
<b>EBITDA-%</b>	5.4 %	22.7 %	15.6 %	-5.3 %	31.8 %	19.4 %			23.1 %	23.7 %	26.8 %
<b>Adjusted EBIT-%</b>	-5.4 %	13.7 %	5.8 %	-19.9 %	24.2 %	9.5 %			14.1 %	16.0 %	20.0 %
<b>Net earnings-%</b>	-7.6 %	14.3 %	5.3 %	-22.2 %	23.0 %	7.9 %			12.5 %	13.6 %	15.6 %

Source: Inderes

# Balance sheet

Assets	2024	2025	2026e	2027e	2028e
<b>Non-current assets</b>	<b>5.2</b>	<b>5.7</b>	<b>5.8</b>	<b>6.0</b>	<b>6.2</b>
Goodwill	0.0	0.0	0.0	0.0	0.0
Intangible assets	3.8	4.4	4.4	4.5	4.6
Tangible assets	0.4	0.4	0.4	0.6	0.7
Associated companies	1.0	1.0	1.0	1.0	1.0
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
<b>Current assets</b>	<b>9.0</b>	<b>7.5</b>	<b>7.3</b>	<b>8.6</b>	<b>9.5</b>
Inventories	0.8	0.6	0.7	0.9	1.0
Other current assets	0.0	0.0	0.0	0.0	0.0
Receivables	4.4	4.2	3.8	4.5	4.9
Cash and equivalents	3.9	2.7	2.8	3.2	3.5
<b>Balance sheet total</b>	<b>14.2</b>	<b>13.2</b>	<b>13.1</b>	<b>14.6</b>	<b>15.7</b>

Source: Inderes

Liabilities & equity	2024	2025	2026e	2027e	2028e
<b>Equity</b>	<b>3.8</b>	<b>4.2</b>	<b>5.2</b>	<b>7.2</b>	<b>9.9</b>
Share capital	0.1	0.1	0.1	0.1	0.1
Retained earnings	-53.2	-52.9	-51.9	-49.9	-47.2
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	56.9	57.0	57.0	57.0	57.0
Minorities	0.0	0.0	0.0	0.0	0.0
<b>Non-current liabilities</b>	<b>4.7</b>	<b>3.1</b>	<b>4.3</b>	<b>3.5</b>	<b>1.9</b>
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	4.7	3.1	4.3	3.5	1.9
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
<b>Current liabilities</b>	<b>5.7</b>	<b>5.9</b>	<b>3.7</b>	<b>3.9</b>	<b>4.0</b>
Interest bearing debt	1.1	1.6	1.4	1.2	0.6
Payables	4.6	4.3	2.3	2.7	3.3
Other current liabilities	0.0	0.0	0.0	0.0	0.0
<b>Balance sheet total</b>	<b>14.2</b>	<b>13.2</b>	<b>13.1</b>	<b>14.6</b>	<b>15.7</b>

# DCF calculation

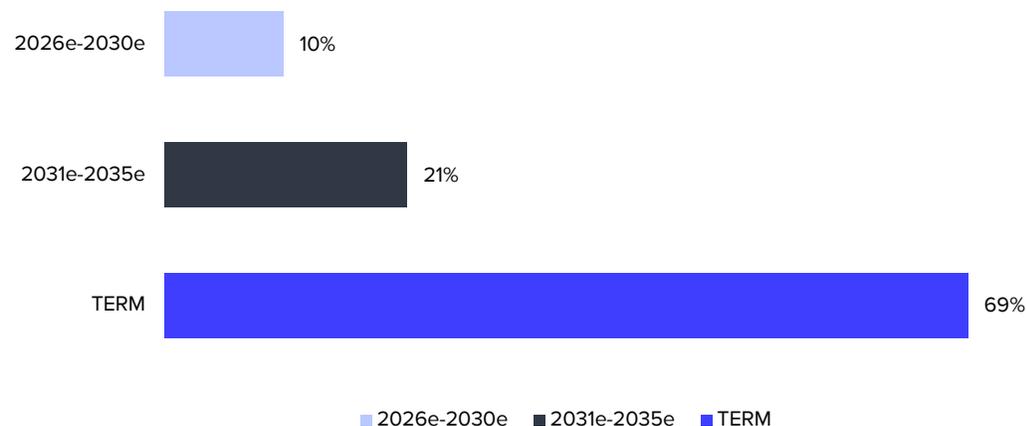
DCF model	2025	2026e	2027e	2028e	2029e	2030e	2031e	2032e	2033e	2034e	2035e	TERM
Revenue growth-%	25.5 %	15.7 %	26.8 %	22.0 %	20.0 %	20.0 %	20.0 %	20.0 %	12.0 %	6.0 %	3.0 %	3.0 %
EBIT-%	5.8 %	9.5 %	14.1 %	16.0 %	20.0 %	20.0 %	20.0 %	20.0 %	20.0 %	20.0 %	20.0 %	20.0 %
<b>EBIT (operating profit)</b>	<b>0.6</b>	<b>1.2</b>	<b>2.3</b>	<b>3.1</b>	<b>4.7</b>	<b>5.7</b>	<b>6.8</b>	<b>8.1</b>	<b>9.1</b>	<b>9.7</b>	<b>9.9</b>	
+ Depreciation	1.1	1.3	1.4	1.5	1.6	1.6	1.7	1.8	1.8	1.9	1.9	
- Paid taxes	0.0	0.0	0.0	-0.3	-0.9	-1.1	-1.3	-1.6	-1.8	-1.9	-2.0	
- 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	0.1	-1.8	-0.4	0.0	0.2	0.4	0.0	0.9	0.0	0.0	0.0	
<b>Operating cash flow</b>	<b>1.8</b>	<b>0.7</b>	<b>3.3</b>	<b>4.4</b>	<b>5.6</b>	<b>6.5</b>	<b>7.1</b>	<b>9.2</b>	<b>9.1</b>	<b>9.6</b>	<b>9.9</b>	
+ 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	-1.7	-1.4	-1.6	-1.7	-1.8	-1.9	-1.9	-2.0	-2.0	-2.1	-2.0	
<b>Free operating cash flow</b>	<b>0.1</b>	<b>-0.7</b>	<b>1.7</b>	<b>2.7</b>	<b>3.8</b>	<b>4.7</b>	<b>5.2</b>	<b>7.1</b>	<b>7.1</b>	<b>7.5</b>	<b>7.9</b>	
+/- Other	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
FCFF	0.1	-0.7	1.7	2.7	3.8	4.7	5.2	7.1	7.1	7.5	7.9	136
<b>Discounted FCFF</b>		<b>-0.6</b>	<b>1.4</b>	<b>2.1</b>	<b>2.7</b>	<b>3.1</b>	<b>3.1</b>	<b>4.0</b>	<b>3.6</b>	<b>3.5</b>	<b>3.4</b>	<b>58.4</b>
Sum of FCFF present value		84.7	85.3	83.9	81.8	79.1	76.0	72.9	68.9	65.3	61.8	58.4
<b>Enterprise value DCF</b>		<b>84.7</b>										
- Interest bearing debt		-4.7										
+ Cash and cash equivalents		2.7										
-Minorities		0.0										
-Dividend/capital return		0.0										
<b>Equity value DCF</b>		<b>82.7</b>										
<b>Equity value DCF per share</b>		<b>11.6</b>										

## WACC

Tax-% (WACC)	20.0 %
Target debt ratio (D/(D+E))	0.0 %
Cost of debt	5.0 %
Equity Beta	1.05
Market risk premium	4.75%
Liquidity premium	1.50%
Risk free interest rate	2.5 %
<b>Cost of equity</b>	<b>9.0 %</b>
<b>Weighted average cost of capital (WACC)</b>	<b>9.0 %</b>

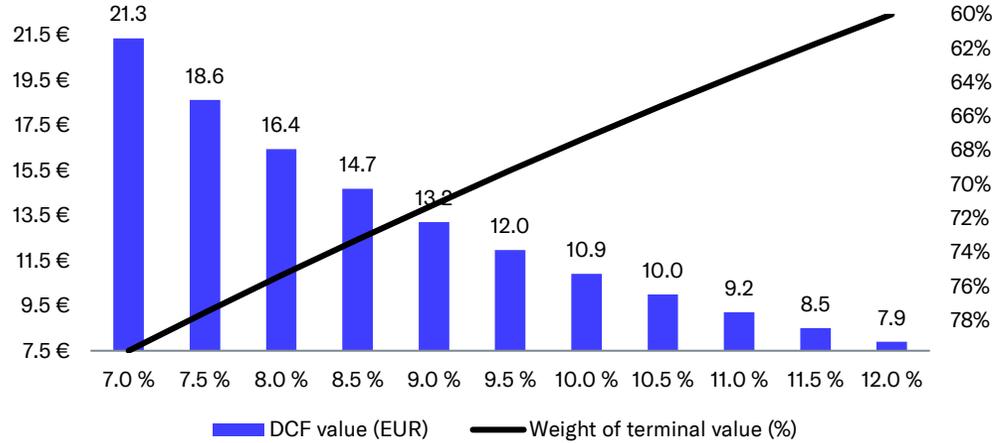
Source: Inderes

## Cash flow distribution

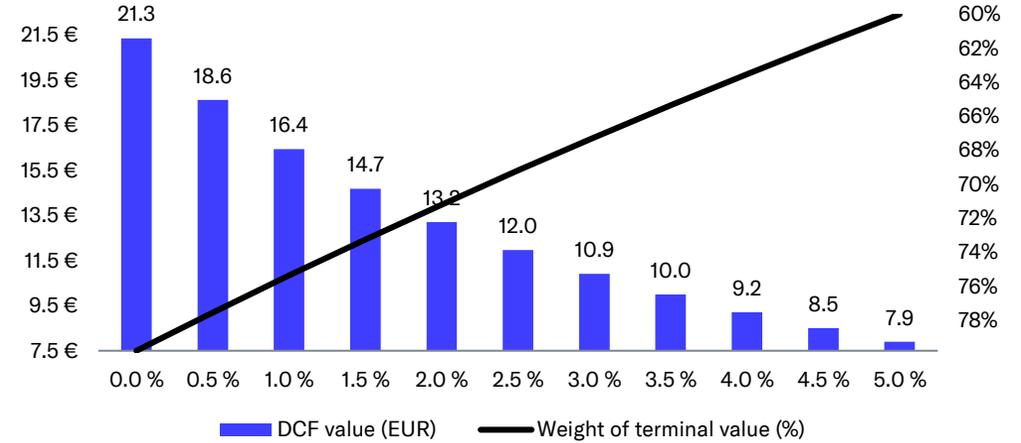


# DCF sensitivity calculations and key assumptions in graphs

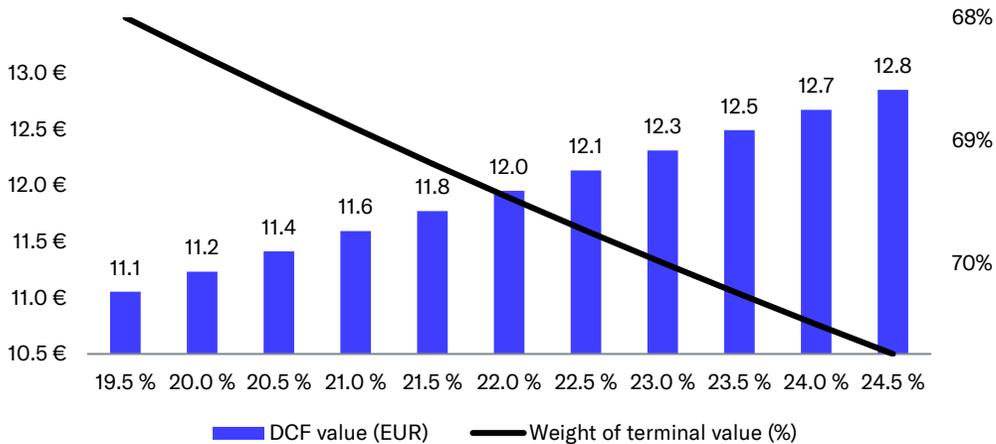
Sensitivity of DCF to changes in the WACC-%



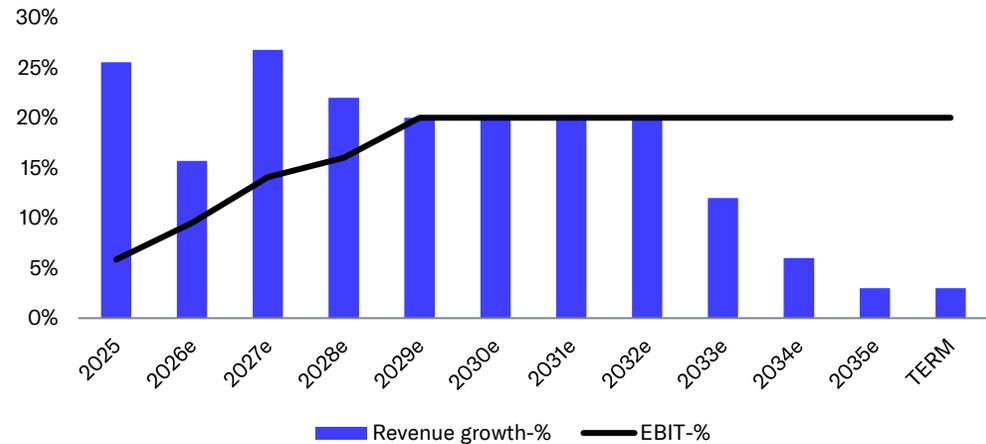
Sensitivity of DCF to changes in the risk-free rate



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	2023	2024	2025	2026e	2027e	Per share data	2023	2024	2025	2026e	2027e
Revenue	7.2	8.7	11.0	<b>12.7</b>	<b>16.1</b>	EPS (reported)	-0.18	-0.12	0.08	<b>0.14</b>	<b>0.28</b>
EBITDA	-0.5	0.3	1.7	<b>2.5</b>	<b>3.7</b>	EPS (adj.)	-0.18	-0.12	0.08	<b>0.14</b>	<b>0.28</b>
EBIT	-1.2	-0.5	0.6	<b>1.2</b>	<b>2.3</b>	OCF / share	-0.31	0.23	0.25	<b>0.10</b>	<b>0.46</b>
PTP	-1.3	-0.9	0.6	<b>1.0</b>	<b>2.0</b>	OFCF / share	-0.51	0.13	0.02	<b>-0.10</b>	<b>0.23</b>
Net Income	-1.3	-0.9	0.6	<b>1.0</b>	<b>2.0</b>	Book value / share	0.39	0.53	0.58	<b>0.72</b>	<b>1.00</b>
Extraordinary items	0.0	0.0	0.0	<b>0.0</b>	<b>0.0</b>	Dividend / share	0.00	0.00	0.00	<b>0.00</b>	<b>0.00</b>
Balance sheet	2023	2024	2025	2026e	2027e	Growth and profitability	2023	2024	2025	2026e	2027e
Balance sheet total	9.9	14.2	13.2	<b>13.1</b>	<b>14.6</b>	Revenue growth-%	-24%	21%	26%	<b>16%</b>	<b>27%</b>
Equity capital	2.8	3.8	4.2	<b>5.2</b>	<b>7.2</b>	EBITDA growth-%	-140%	-161%	430%	<b>44%</b>	<b>51%</b>
Goodwill	0.0	0.0	0.0	<b>0.0</b>	<b>0.0</b>	EBIT (adj.) growth-%	-247%	-56%	-220%	<b>88%</b>	<b>88%</b>
Net debt	3.0	1.9	2.0	<b>2.9</b>	<b>1.5</b>	EPS (adj.) growth-%	-201%	-34%	-168%	<b>73%</b>	<b>99%</b>
Cash flow	2023	2024	2025	2026e	2027e	EBITDA-%	-7.3 %	3.7 %	15.6 %	<b>19.4 %</b>	<b>23.1 %</b>
EBITDA	-0.5	0.3	1.7	<b>2.5</b>	<b>3.7</b>	EBIT (adj.)-%	-16.9 %	-6.1 %	5.8 %	<b>9.5 %</b>	<b>14.1 %</b>
Change in working capital	-1.7	1.3	0.1	<b>-1.8</b>	<b>-0.4</b>	EBIT-%	-16.9 %	-6.1 %	5.8 %	<b>9.5 %</b>	<b>14.1 %</b>
Operating cash flow	-2.2	1.6	1.8	<b>0.7</b>	<b>3.3</b>	ROE-%	-38.5 %	-26.0 %	14.6 %	<b>21.5 %</b>	<b>32.4 %</b>
CAPEX	-1.5	-1.7	-1.7	<b>-1.4</b>	<b>-1.6</b>	ROI-%	-16.6 %	-6.3 %	6.9 %	<b>12.2 %</b>	<b>19.9 %</b>
Free cash flow	-3.7	0.9	0.1	<b>-0.7</b>	<b>1.7</b>	Equity ratio	28.6 %	26.7 %	31.8 %	<b>39.5 %</b>	<b>49.2 %</b>
Valuation multiples	2023	2024	2025	2026e	2027e	Gearing	105.6 %	51.3 %	47.7 %	<b>55.6 %</b>	<b>20.5 %</b>
EV/S	3.1	6.7	6.7	<b>5.9</b>	<b>4.6</b>						
EV/EBITDA	neg.	>100	43.0	<b>30.5</b>	<b>19.9</b>						
EV/EBIT (adj.)	neg.	neg.	>100	<b>62.4</b>	<b>32.6</b>						
P/E (adj.)	neg.	neg.	>100	<b>72.0</b>	<b>36.1</b>						
P/B	6.9	15.0	17.1	<b>13.9</b>	<b>10.1</b>						
Dividend-%	0.0 %	0.0 %	0.0 %	<b>0.0 %</b>	<b>0.0 %</b>						

Source: Inderes

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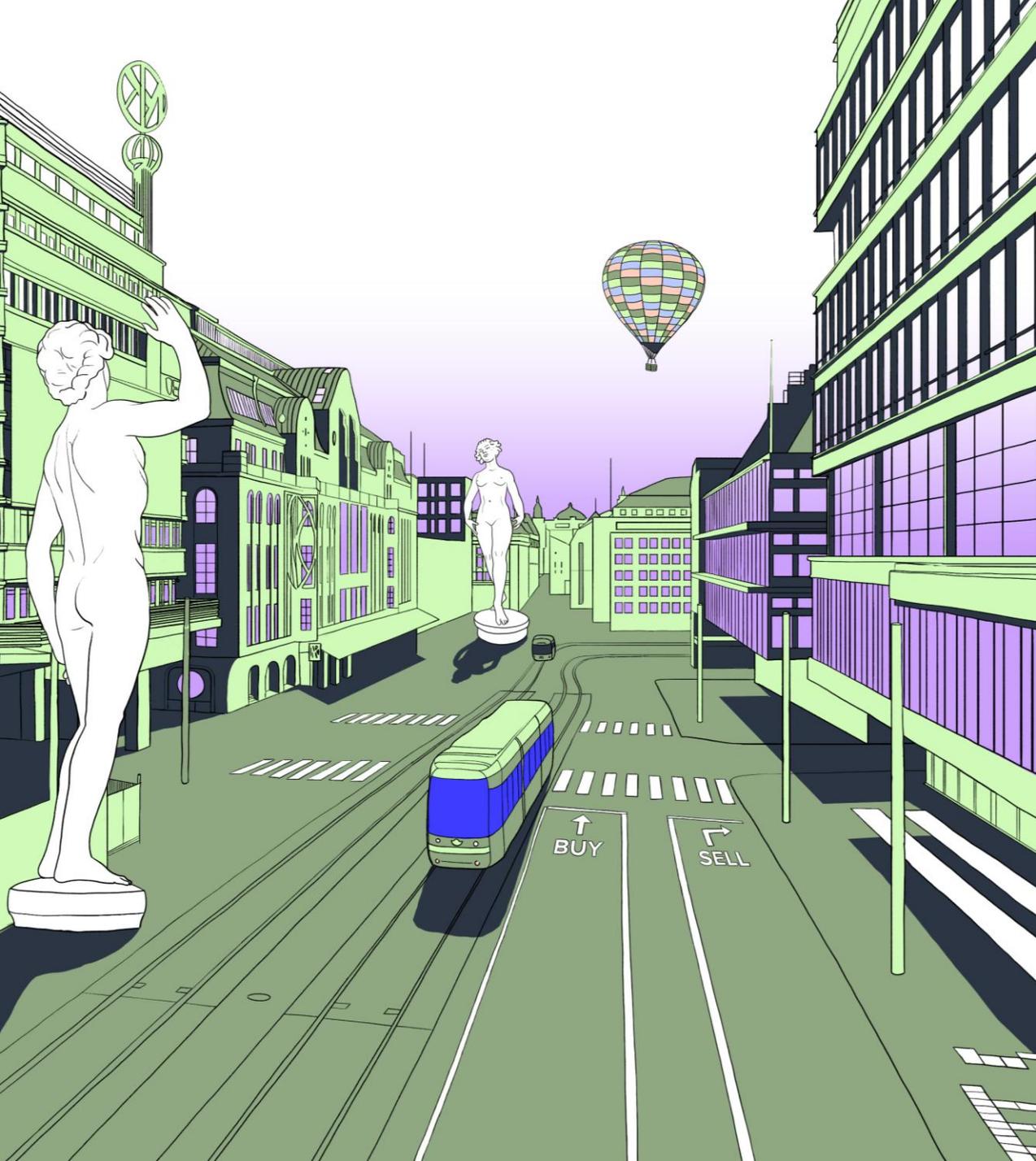
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Date	Recommendation	Target	Share price
5/30/2022	Reduce	4.60 €	4.85 €
8/15/2022	Reduce	4.40 €	4.73 €
9/8/2022	Reduce	4.40 €	4.06 €
1/10/2023	Reduce	4.30 €	4.25 €
2/28/2023	Accumulate	4.50 €	3.96 €
7/5/2023	Accumulate	4.20 €	3.51 €
8/21/2023	Accumulate	3.60 €	3.05 €
9/26/2023	Reduce	3.00 €	2.89 €
1/3/2024	Accumulate	3.00 €	2.69 €
2/28/2024	Accumulate	3.00 €	2.40 €
4/28/2024	Accumulate	3.00 €	2.26 €
6/10/2024	Accumulate	4.00 €	3.64 €
6/12/2024	Reduce	3.40 €	3.38 €
8/19/2024	Accumulate	3.40 €	2.95 €
10/21/2024	Sell	4.00 €	6.00 €
12/2/2024	Accumulate	6.20 €	5.52 €
1/3/2024	Reduce	7.00 €	8.76 €
1/16/2024	Reduce	8.50 €	9.28 €
2/28/2025	Reduce	9.00 €	9.54 €
3/4/2025	Accumulate	9.00 €	7.90 €
6/26/2025	Reduce	10.00 €	12.30 €
7/1/2025	Sell	10.50 €	13.75 €
8/18/2025	Reduce	12.50 €	14.50 €
1/5/2025	Reduce	12.00 €	14.00 €
2/27/2026	Accumulate	11.50 €	10.10 €



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