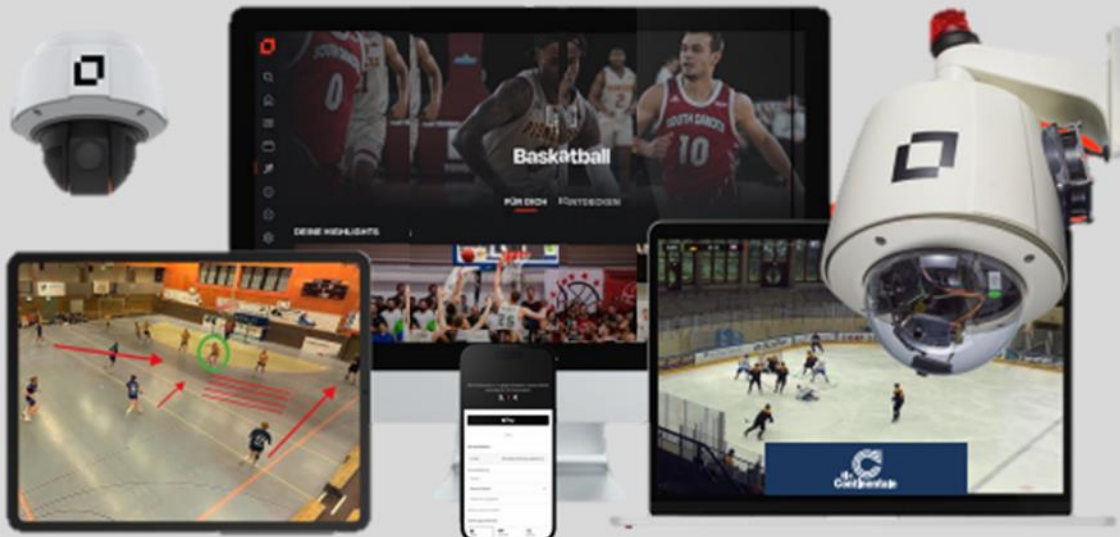


Staige One AG

Germany | Technology | MCap EUR 16.5m

20 March 2024

UPDATE



Substantial new order from entering the Chinese market; BUY

What's it all about?

Staige One AG (Staige) has announced a substantial cooperation, expanding into China's burgeoning football market through a strategic partnership with LingXi Technology Co., Ltd. (ACME). ACME will purchase a minimum of 1,200 camera systems from Staige, ensuring significant sales volume until the decade's end. Facilitated in part by shareholder Borussia Dortmund, the agreement includes upfront payments and monthly license fees, projecting annual revenues of EUR 3.5m by 2029, totaling minimum revenues of nearly EUR 10m. Staige's AI camera systems will aid China's sports infrastructure development and talent identification. The collaboration starts with football but extends to basketball and volleyball. The agreement reflects Staige's entry into a promising market, supported by credible backers, highlighting its technological edge and potential for diversified revenue streams. We keep our estimates unchanged but note that our forecasts are now more on the conservative side. We therefore reiterate to BUY with an unchanged PT of EUR 6.50, offering substantial upside potential.

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

BUY (BUY)

Target price	EUR 6.50 (6.50)
Current price	EUR 3.50
Up/downside	85.7%



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Staige One AG

Germany | Technology | MCap EUR 16.5m | EV EUR 15.5m

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Substantial new order from entering the Chinese market; BUY

New customer win Staige One AG ("Staige") announced yesterday a significant cooperation / new contract. Through a strategic partnership with LingXi Technology Co., Ltd. (ACME), Staige is expanding its operations in China, targeting the growing Chinese football market. ACME will purchase a minimum of 1,200 camera systems from Staige for distribution throughout China, securing significant sales volume for Staige through the end of the decade. The partnership aligns with China's ambitious football development plans and supports Staige's international expansion beyond Europe.

Benefitting from its strong network The agreement, facilitated in part by shareholder Borussia Dortmund, includes upfront payments and monthly license fees, with annual revenues expected to reach EUR 3.5m by 2029, totaling minimum revenues of nearly EUR 10m over the life of the agreement. The collaboration extends beyond football, with plans to expand into basketball and volleyball. Staige's AI camera systems and analysis tools will contribute significantly to China's efforts to develop sports infrastructure, identify talent and improve coaching.

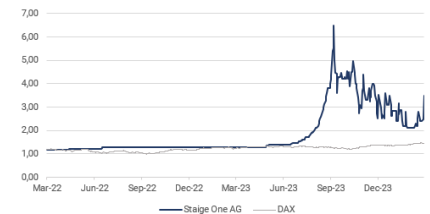
Our view From our perspective, the recent announcement is very promising for Staige on several fronts.

1. First, it marks the company's entry into a vast and rapidly expanding market in China, which offers significant growth prospects due to the sheer size of the country. The procurement of 1,200 cameras through this partnership is particularly noteworthy, especially considering that Staige - in total - had installed only 1,200 cameras by the first half of 2023 (mwb est.). This sizable order not only indicates a significant increase in revenue, but also provides Staige with the financial resources to further invest in its core European market.
2. Moreover, the involvement of Borussia Dortmund, a prominent shareholder, in facilitating this deal underscores the value of having high-profile backers and lends further credibility to Staige's position in the industry.
3. In addition, this agreement serves as tangible evidence of Staige's technological superiority, solidifying its position among competitors.

-continued-

Staige One AG	2020	2021	2022	2023E	2024E	2025E
Sales	1.3	3.8	4.3	3.2	6.7	12.6
<i>Growth yoy</i>	6.4%	202.0%	11.6%	-26.0%	110.7%	89.3%
EBITDA	-2.1	-1.7	-6.0	-3.4	-2.3	0.8
EBIT	-2.1	-1.7	-6.1	-3.5	-2.4	0.6
Net profit	-1.8	-1.4	-5.2	-3.0	-2.1	0.4
Net debt (net cash)	0.2	1.5	-1.0	2.4	3.4	3.2
Net debt/EBITDA	-0.1x	-0.9x	0.2x	-0.7x	-1.5x	4.2x
EPS reported	-0.38	-0.30	-1.10	-0.64	-0.42	0.08
DPS	0.00	0.00	0.00	0.00	0.00	0.00
<i>Dividend yield</i>	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Gross profit margin	56.6%	67.3%	7.4%	79.0%	53.0%	49.0%
EBITDA margin	-164.6%	-43.6%	-141.3%	-108.0%	-34.0%	6.0%
EBIT margin	-167.1%	-44.6%	-142.6%	-111.0%	-35.4%	4.9%
ROCE	-82.0%	-67.8%	-147.1%	-88.4%	-78.2%	17.1%
EV/Sales	13.2x	4.7x	3.6x	6.0x	3.0x	1.6x
EV/EBITDA	-8.0x	-10.8x	-2.6x	-5.5x	-8.8x	26.0x
EV/EBIT	-7.9x	-10.6x	-2.5x	-5.4x	-8.4x	32.1x
PER	-9.3x	-11.6x	-3.2x	-5.4x	-8.3x	45.2x

Source: Company data, mwb research



Source: Company data, mwb research

High/low 52 weeks 6.50 / 1.30
Price/Book Ratio 4.2x

Ticker / Symbols

ISIN DE000A3CQ5L6
WKN A3CQ5L
Bloomberg SPC:GR

Changes in estimates

		Sales	EBIT	EPS
2023E	old	3.2	-3.5	-0.56
	Δ	0.0%	na%	na%
2024E	old	6.7	-2.4	-0.30
	Δ	0.0%	na%	na%
2025E	old	12.6	0.6	0.08
	Δ	0.0%	0.0%	0.6%

Key share data

Number of shares: (in m pcs) 4.72
Book value per share: (in EUR) 0.83
Ø trading vol.: (12 months) 103

Major shareholders

adesso SE 38.1%
Loh Family Office 15.6%
Founders 10.3%
Free Float 29.3%

Company description

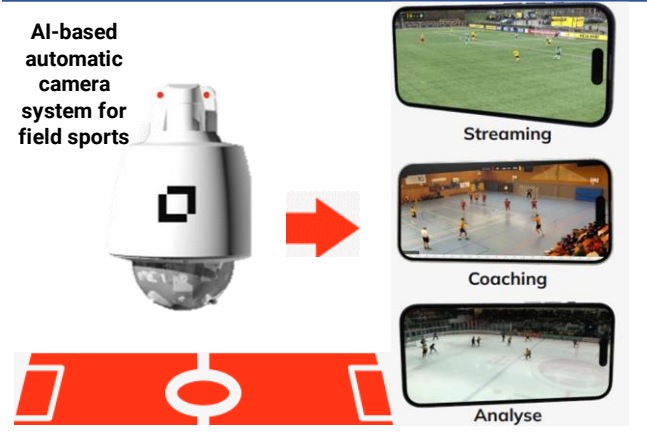
Staige One is a SaaS technology company providing an entire ecosystem in order to digitize (predominantly) amateur sports. The company's product offering ranges from an AI-based automatic camera, coaching and analytic tools, a streaming platform (staige.tv) as well as advertising capabilities. Staige targets eight sports but its main focus is on football in the DACH region.

4. Furthermore, beyond the initial camera sales, there is the potential for recurring revenue streams from analytics, coaching tools and potentially even streaming services. This diversification of revenue streams enhances Staige's long-term sustainability and growth prospects.
5. Finally, the opportunity to expand the collaboration beyond football demonstrates the versatility of Staige's camera system and positions it as a superior choice due to its broad applicability across multiple sports and industries. Overall, this development represents a significant milestone for Staige, with promising implications for its future expansion and market dominance.

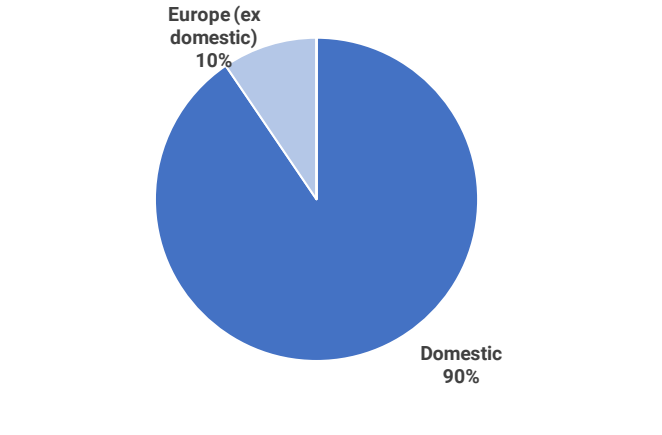
While we are leaving our estimates unchanged for now, we note that our mid-term (2025) forecast of nearly 4,000 camera systems installed is now on the conservative side. Nevertheless, we leave our estimates unchanged until we see more evidence of how the new contract is being executed. We therefore reiterate our BUY rating with an unchanged PT of EUR 6.50, which offers significant upside potential.

Investment case in six charts

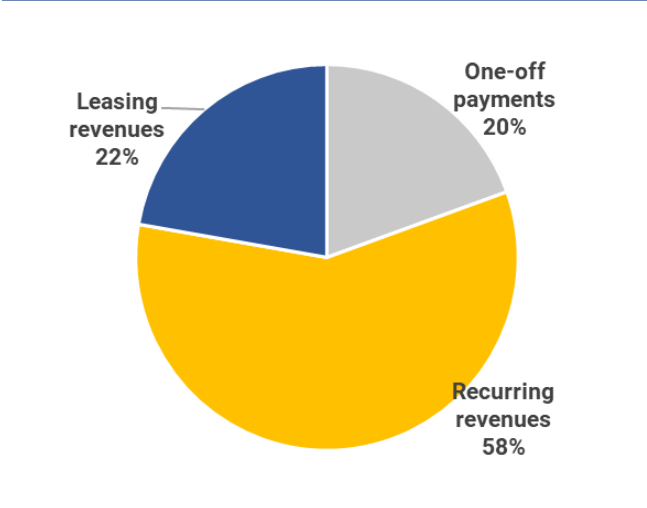
Products & Services



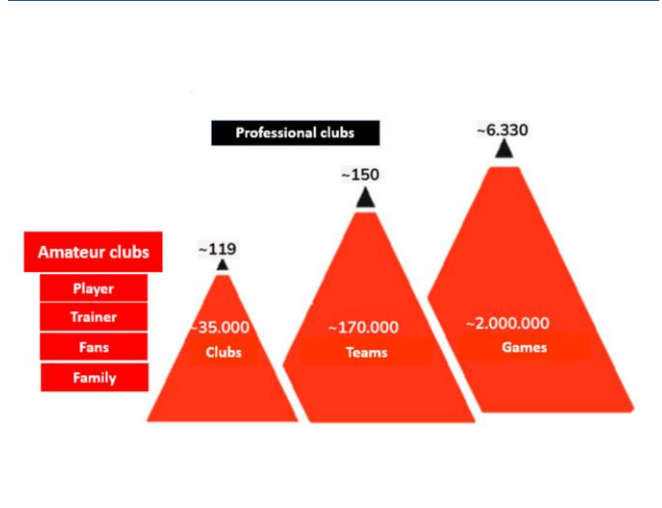
Regional sales split 2022 in %



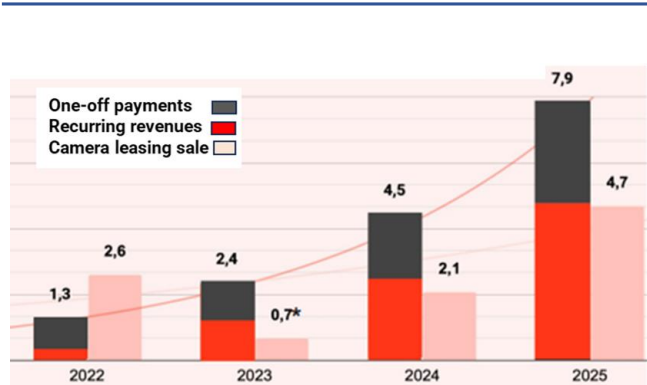
Segmental breakdown 2023E in %



German market for Amateur sports clubs (Field sports)

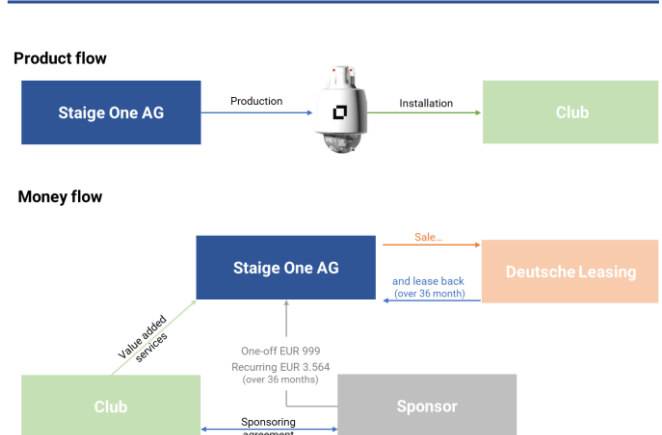


Guidance in EURm



*Sale of stock in preparation for production of successor camera

Flow of money



SWOT analysis

Strengths

- Seasoned and skilled management team (both management and supervisory board)
- Proprietary technology and patents -> camera, streaming platform
- In-house developed and with own data continuously trained AI-tools
- Dominant market position in the DACH region
- Scalable and recurring business model
- Strong customer loyalty (less than 5% churn rate)
- Strong customer base with currently more than 1,200 clubs
- Diversified revenue streams (clubs, sponsors and end consumers)
- Strong partners (professional clubs such as Borussia Dortmund but also national Federations (DFB, DEB) and adesso on the development side)

Weaknesses

- Highly capital intensive in order to built up distribution network
- Competition from relatively larger players outside the DACH region
- Many competing streaming platforms
- High dependence on the German speaking market
- Relatively high start-up costs (camera)

Opportunities

- Digitizing amateur sports still is in its infancy (less than 1% penetration)
- Increased awareness through professional sports partners
- Large market potential in Germany and abroad
- Competitive advantages through covering the entire value chain (own camera, AI tools and streaming platform)
- As the club customer base grows, so does the regular recurring revenue base.
- More cameras sold should lead to higher upselling opportunities
- Favorable economies of scale and high margin potential from streaming and coaching

Threats

- Competitors could offer cheaper products
- Large technology companies enter the market as competitors
- Clubs develop their own broadcasting systems
- Continued cost pressure on clubs, resulting in declining demand

Valuation

DCF Model

The DCF model results in a **fair value of EUR 6.56 per share**:

Top-line growth: We expect Staige One AG to grow revenues at a CAGR of 39.5% between 2023E and 2030E. The long-term growth rate is set at 2.0%.

ROCE. Returns on capital are developing from -88.4% in 2023E to 34.8% in 2030E.

WACC. Starting point is a historical equity beta of 1.00. Unlevering and correcting for mean reversion yields an asset beta of 1.05. Combined with a risk-free rate of 2.0% and an equity risk premium of 6.0% this yields cost of equity of 10.7%. With pre-tax cost of borrowing at 5.0%, a tax rate of 25.0% and target debt/equity of 0.5 this results in a long-term WACC of 8.4%.

DCF (EURm) (except per share data and beta)	2023E	2024E	2025E	2026E	2027E	2028E	2029E	2030E	Terminal value
NOPAT	-2.9	-2.0	0.5	2.1	2.6	3.1	3.3	3.5	
Depreciation & amortization	0.1	0.1	0.1	0.3	0.4	0.5	0.7	0.8	
Change in working capital	-0.1	0.0	-0.1	-0.2	-0.1	-0.2	-0.1	-0.1	
Chg. in long-term provisions	-0.1	0.1	0.2	0.2	0.1	0.2	0.1	0.1	
Capex	-0.1	-0.2	-0.4	-0.6	-0.8	-0.9	-1.0	-1.1	
Cash flow	-3.2	-1.9	0.3	1.7	2.2	2.7	3.0	3.2	51.4
Present value	-3.3	-1.8	0.3	1.3	1.6	1.9	1.9	1.9	29.8
WACC	8.5%	8.5%	8.5%	8.4%	8.3%	8.3%	8.3%	8.3%	8.4%

DCF per share derived from		DCF avg. growth and earnings assumptions	
Total present value	33.6	Planning horizon avg. revenue growth (2023E-2030E)	39.5%
Mid-year adj. total present value	34.9	Terminal value growth (2030E - infinity)	2.0%
Net debt / cash at start of year	2.4	Terminal year ROCE	34.8%
Financial assets	na	Terminal year WACC	8.4%
Provisions and off b/s debt	na		
Equity value	32.6	Terminal WACC derived from	
No. of shares outstanding	5.0	Cost of borrowing (before taxes)	5.0%
		Long-term tax rate	25.0%
		Equity beta	1.00
		Unlevered beta (industry or company)	1.05
		Target debt / equity	0.5
		Relevered beta	1.44
		Risk-free rate	2.0%
		Equity risk premium	6.0%
		Cost of equity	10.7%

Discounted cash flow / share	6.56
upside/(downside)	87.5%

Share price	3.50
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Sensitivity analysis DCF							
Change in WACC (%-points)	Long term growth					Share of present value	
	1.0%	1.5%	2.0%	2.5%	3.0%		
2.0%	3.9	4.1	4.4	4.7	5.0	2023E-2026E	-10.4%
1.0%	4.7	5.0	5.3	5.7	6.2	2027E-2030E	21.5%
0.0%	5.7	6.1	6.6	7.1	7.8	terminal value	88.8%
-1.0%	7.0	7.5	8.3	9.1	10.2		
-2.0%	8.7	9.6	10.7	12.1	13.9		

Source: mwb research

FCF Yield Model

Due to the fact that companies rarely bear sufficient resemblance to peers in terms of geographical exposure, size or competitive strength and in order to adjust for the pitfalls of weak long-term visibility, an Adjusted Free Cash Flow analysis (Adjusted FCF) has been conducted.

The adjusted Free Cash Flow Yield results in a fair value between EUR -9.18 per share based on 2023E and EUR 7.90 per share on 2027E estimates.

The main driver of this model is the level of return available to a controlling investor, influenced by the cost of that investors' capital (opportunity costs) and the purchase price – in this case the enterprise value of the company. Here, the adjusted FCF yield is used as a proxy for the required return and is defined as EBITDA less minority interest, taxes and investments required to maintain existing assets (maintenance capex).

FCF yield in EURm	2023E	2024E	2025E	2026E	2027E
EBITDA	-3.4	-2.3	0.8	2.8	3.6
- Maintenance capex	0.1	0.1	0.1	0.2	0.3
- Minorities	0.0	0.0	0.0	0.0	0.0
- tax expenses	-0.6	-0.4	0.1	0.4	0.6
= Adjusted FCF	-2.9	-1.9	0.6	2.2	2.7
Actual Market Cap	17.4	17.4	17.4	17.4	17.4
+ Net debt (cash)	2.4	3.4	3.2	1.6	-0.5
+ Pension provisions	0.0	0.0	0.0	0.0	0.0
+ Off B/S financing	0.0	0.0	0.0	0.0	0.0
- Financial assets	0.0	0.0	0.0	0.0	0.0
- Acc. dividend payments	0.0	0.0	0.0	0.0	0.0
<i>EV Reconciliations</i>	2.4	3.4	3.2	1.6	-0.5
= Actual EV'	19.7	20.8	20.6	19.0	16.9
Adjusted FCF yield	-14.5%	-9.2%	2.8%	11.6%	16.1%
base hurdle rate	7.0%	7.0%	7.0%	7.0%	7.0%
ESG adjustment	0.0%	0.0%	0.0%	0.0%	0.0%
adjusted hurdle rate	7.0%	7.0%	7.0%	7.0%	7.0%
Fair EV	-41.0	-27.2	8.3	31.4	38.7
- <i>EV Reconciliations</i>	2.4	3.4	3.2	1.6	-0.5
Fair Market Cap	-43.3	-30.6	5.1	29.8	39.2
No. of shares (million)	4.7	5.0	5.0	5.0	5.0
Fair value per share in EUR	-9.18	-6.17	1.03	6.01	7.90
Premium (-) / discount (+)	-362.4%	-276.4%	-70.6%	71.6%	125.6%

Sensitivity analysis FV						
Adjusted hurdle rate	5.0%	-12.7	-8.4	1.7	8.5	11.0
	6.0%	-10.6	-7.1	1.3	7.1	9.2
	7.0%	-9.2	-6.2	1.0	6.0	7.9
	8.0%	-8.1	-5.5	0.8	5.2	6.9
	9.0%	-7.3	-5.0	0.7	4.6	6.2

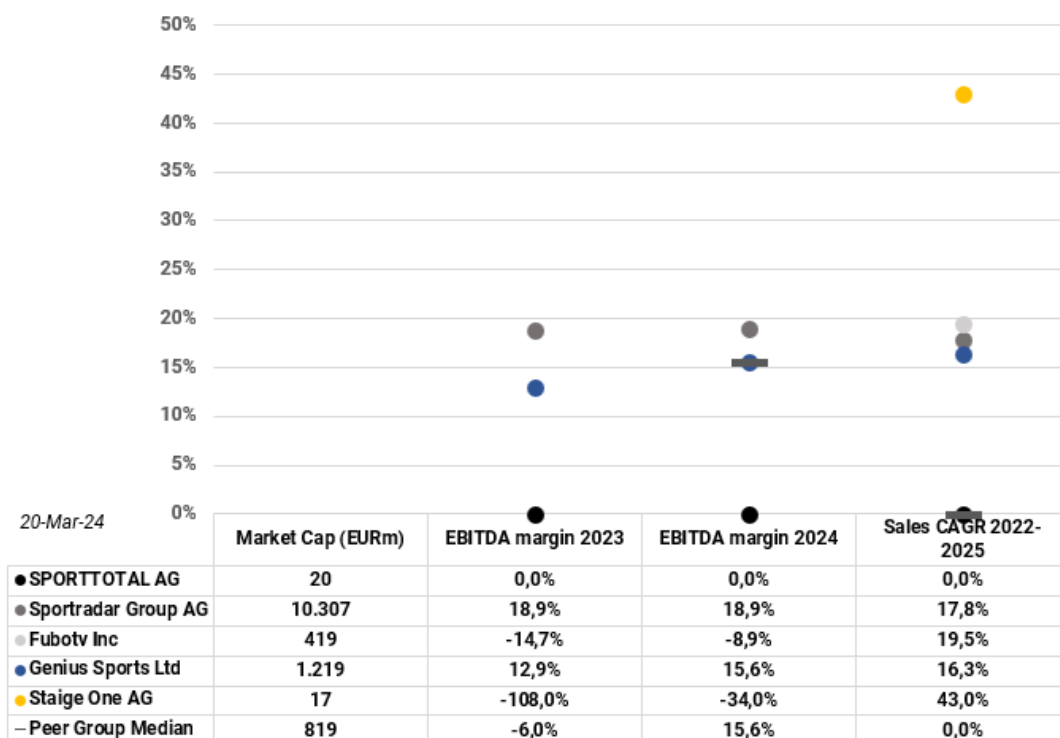
Source: Company data; mwb research

Simply put, the model assumes that investors require companies to generate a minimum return on the investor's purchase price. The required after-tax return equals the model's hurdle rate of 7.0%. Anything less suggests the stock is expensive; anything more suggests the stock is cheap. **ESG adjustments might be applicable. A high score indicates high awareness for environmental, social or governance issues and thus might lower the overall risk an investment in the company might carry. A low score on the contrary might increase the risk of an investment and might therefore trigger a higher required hurdle rate.**

Peer group analysis

A peer group or comparable company (“comps”) analysis is a methodology that calculates a company’s relative value – how much it should be worth based on how it compares to other similar companies. Given that **Staige One AG** differs quite significantly in terms of size, focus, financial health and growth trajectory, we regard our peer group analysis merely as a support for other valuation methods. The peer group of Staige One AG consists of the stocks displayed in the chart below. As of 20 March 2024 the median market cap of the peer group was EUR 818.7m, compared to EUR 16.5m for Staige One AG. In the period under review, the peer group was more profitable than Staige One AG. The expectations for sales growth are lower for the peer group than for Staige One AG.

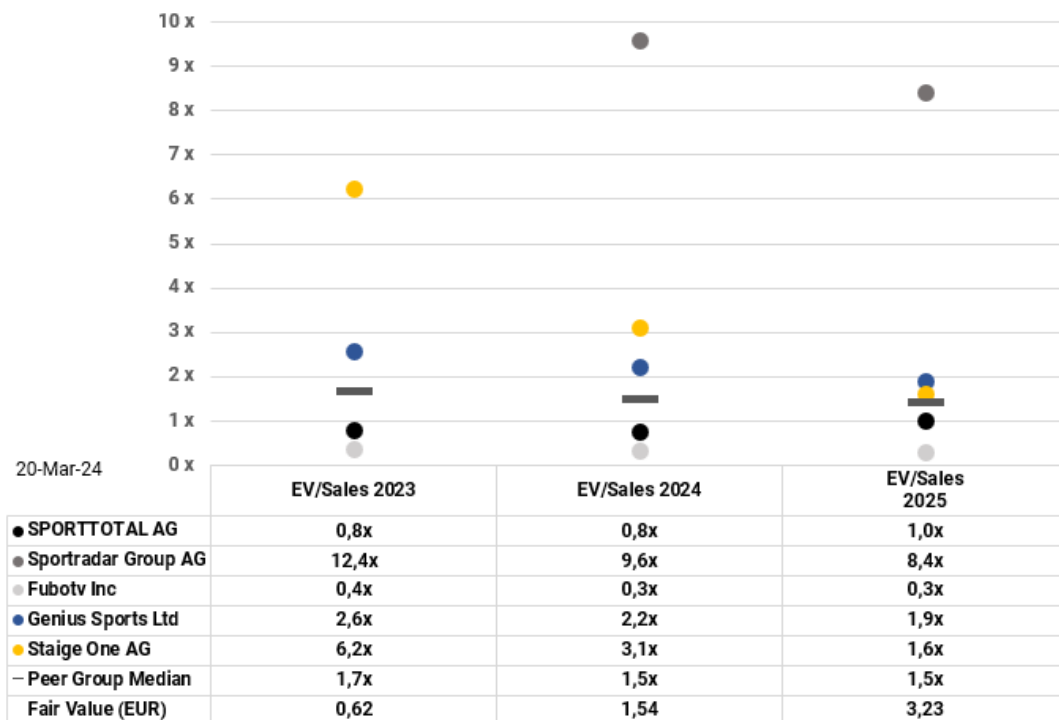
Peer Group – Key data



Source: AlphaSense, mwb research

Comparable company analysis operates under the assumption that similar companies will have similar valuation multiples. We use the following multiples: EV/Sales 2023, EV/Sales 2024 and EV/Sales 2025. **Applying these to Staige One AG results in a range of fair values from EUR 0.63 to EUR 3.23.**

Peer Group – Multiples and valuation

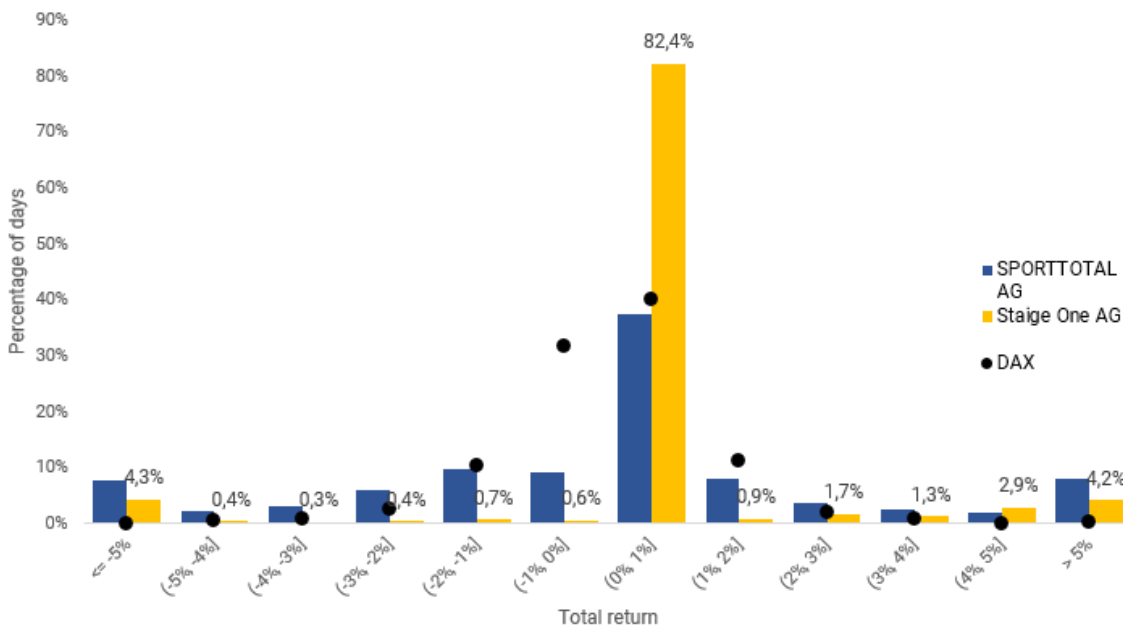


Source: AlphaSense, mwb research

Risk

The chart displays the **distribution of daily returns of Staige One AG** over the last 3 years, compared to the same distribution for SPORTTOTAL AG. We have also included the distribution for the index DAX. The distribution gives a better understanding of risk than measures like volatility, which assume that log returns are normally distributed. In reality, they are skewed (down moves are larger) and have fat tails (large moves occur more often than predicted). Also, volatility treats up and down moves the same, while investors are more worried about down moves. For Staige One AG, the worst day during the past 3 years was 28/09/2023 with a share price decline of -23.1%. The best day was 19/03/2024 when the share price increased by 42.3%.

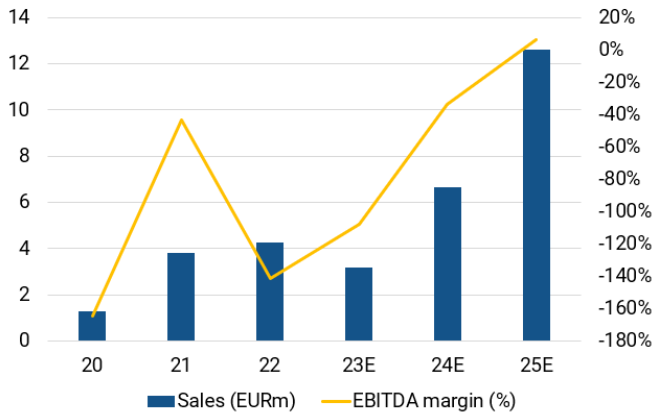
Risk – Daily Returns Distribution (trailing 3 years)



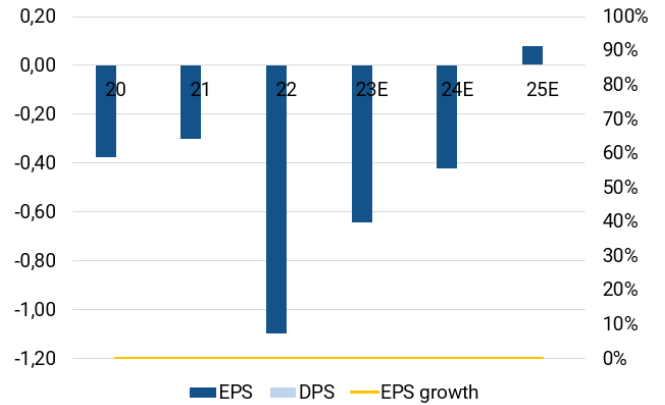
Source: AlphaSense, mwb research

Financials in six charts

Sales vs. EBITDA margin development



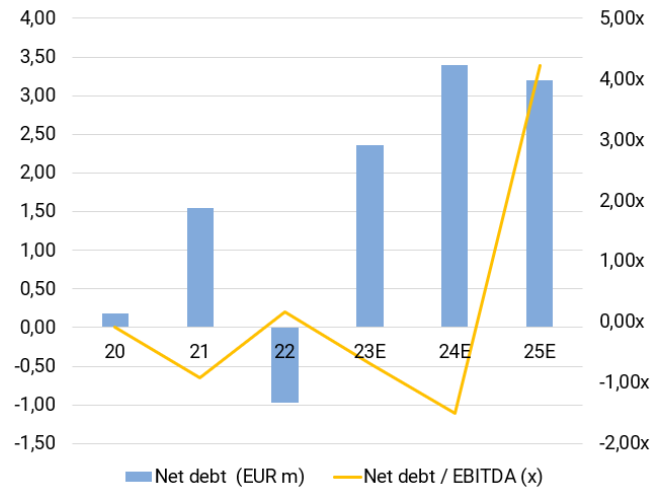
EPS, DPS in EUR & yoy EPS growth



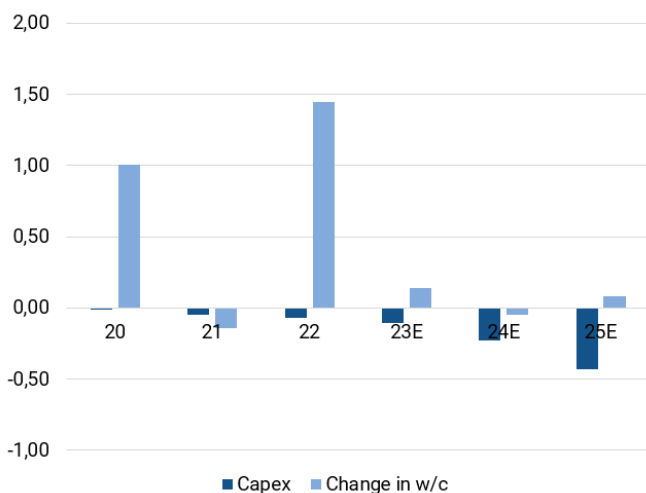
ROCE vs. WACC (pre tax)



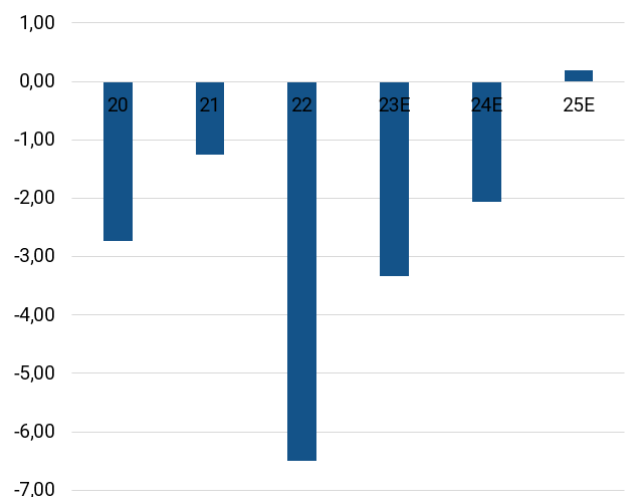
Net debt and net debt/EBITDA



Capex & chgn in w/c requirements in EURm



Free Cash Flow in EURm



Source: Company data; mwb research

Financials

Profit and loss (EURm)	2020	2021	2022	2023E	2024E	2025E
Net sales	1.3	3.8	4.3	3.2	6.7	12.6
Sales growth	6.4%	202.0%	11.6%	-26.0%	110.7%	89.3%
Change in finished goods and work-in-process	0.0	0.1	-0.3	0.0	0.0	0.0
Total sales	1.3	4.0	4.0	3.2	6.7	12.6
Material expenses	0.6	1.4	3.7	0.7	3.1	6.4
Gross profit	0.7	2.6	0.3	2.5	3.5	6.2
Other operating income	0.1	0.2	0.1	0.1	0.2	0.4
Personnel expenses	1.3	1.9	3.0	3.2	3.2	3.0
Other operating expenses	1.6	2.6	3.4	2.8	2.8	2.8
EBITDA	-2.1	-1.7	-6.0	-3.4	-2.3	0.8
Depreciation	0.0	0.0	0.0	0.1	0.1	0.1
EBITA	-2.1	-1.7	-6.1	-3.5	-2.3	0.7
Amortisation of goodwill and intangible assets	0.0	0.0	0.0	0.0	0.0	0.0
EBIT	-2.1	-1.7	-6.1	-3.5	-2.4	0.6
Financial result	-0.0	-0.0	-0.1	-0.1	-0.1	-0.1
Recurring pretax income from continuing operations	-2.1	-1.7	-6.2	-3.7	-2.5	0.5
Extraordinary income/loss	0.0	0.0	0.0	0.0	0.0	0.0
Earnings before taxes	-2.1	-1.7	-6.2	-3.7	-2.5	0.5
Taxes	-0.3	-0.3	-1.0	-0.6	-0.4	0.1
Net income from continuing operations	-1.8	-1.4	-5.2	-3.0	-2.1	0.4
Result from discontinued operations (net of tax)	0.0	0.0	0.0	0.0	0.0	0.0
Net income	-1.8	-1.4	-5.2	-3.0	-2.1	0.4
Minority interest	0.0	0.0	0.0	0.0	0.0	0.0
Net profit (reported)	-1.8	-1.4	-5.2	-3.0	-2.1	0.4
Average number of shares	4.72	4.72	4.72	4.72	4.96	4.96
EPS reported	-0.38	-0.30	-1.10	-0.64	-0.42	0.08

Profit and loss (common size)	2020	2021	2022	2023E	2024E	2025E
Net sales	100%	100%	100%	100%	100%	100%
Change in finished goods and work-in-process	4%	4%	-6%	0%	0%	0%
Total sales	104%	104%	94%	100%	100%	100%
Material expenses	47%	36%	87%	21%	47%	51%
Gross profit	57%	67%	7%	79%	53%	49%
Other operating income	9%	6%	2%	3%	3%	3%
Personnel expenses	105%	48%	71%	100%	48%	24%
Other operating expenses	125%	68%	80%	90%	42%	22%
EBITDA	-165%	-44%	-141%	-108%	-34%	6%
Depreciation	2%	1%	1%	2%	1%	1%
EBITA	-167%	-44%	-142%	-110%	-35%	5%
Amortisation of goodwill and intangible assets	0%	0%	1%	1%	0%	0%
EBIT	-167%	-45%	-143%	-111%	-35%	5%
Financial result	-0%	-0%	-1%	-5%	-2%	-1%
Recurring pretax income from continuing operations	-167%	-45%	-144%	-116%	-38%	4%
Extraordinary income/loss	0%	0%	0%	0%	0%	0%
Earnings before taxes	-167%	-45%	-144%	-116%	-38%	4%
Taxes	-27%	-8%	-23%	-20%	-6%	1%
Net income from continuing operations	-140%	-37%	-121%	-96%	-31%	3%
Result from discontinued operations (net of tax)	0%	0%	0%	0%	0%	0%
Net income	-140%	-37%	-121%	-96%	-31%	3%
Minority interest	0%	0%	0%	0%	0%	0%
Net profit (reported)	-140%	-37%	-121%	-96%	-31%	3%

Source: Company data; mwb research

Balance sheet (EURm)	2020	2021	2022	2023E	2024E	2025E
Intangible assets (excl. Goodwill)	0.0	0.1	0.1	0.1	0.2	0.3
Goodwill	0.0	0.0	0.0	0.0	0.0	0.0
Property, plant and equipment	0.0	0.1	0.1	0.1	0.2	0.3
Financial assets	0.0	0.0	0.0	0.0	0.0	0.0
FIXED ASSETS	0.1	0.2	0.2	0.2	0.4	0.7
Inventories	0.1	0.3	0.7	0.1	0.3	0.5
Accounts receivable	0.7	1.1	0.3	0.3	0.5	1.0
Other current assets	0.5	1.0	0.3	0.3	0.3	0.3
Liquid assets	0.9	0.8	1.0	0.6	-0.4	-0.2
Deferred taxes	1.3	1.6	2.5	2.5	2.5	2.5
Deferred charges and prepaid expenses	0.0	0.0	0.0	0.0	0.0	0.1
CURRENT ASSETS	3.5	4.7	4.9	3.9	3.3	4.3
TOTAL ASSETS	3.5	4.9	5.1	4.1	3.7	4.9
SHAREHOLDERS EQUITY	1.4	0.0	3.9	0.9	-0.2	0.2
MINORITY INTEREST	0.0	0.0	0.0	0.0	0.0	0.0
Long-term debt	1.1	2.4	0.0	3.0	3.0	3.0
Provisions for pensions and similar obligations	0.0	0.0	0.0	0.0	0.0	0.0
Other provisions	0.1	0.1	0.2	0.1	0.2	0.4
Non-current liabilities	1.1	2.5	0.2	3.1	3.2	3.4
short-term liabilities to banks	0.0	0.0	0.0	0.0	0.0	0.0
Accounts payable	0.7	0.9	0.8	0.1	0.7	1.4
Advance payments received on orders	0.0	0.0	0.0	0.0	0.0	0.0
Other liabilities (incl. from lease and rental contracts)	0.0	1.1	0.1	0.0	0.0	0.0
Deferred taxes	0.0	0.0	0.0	0.0	0.0	0.0
Deferred income	0.2	0.3	0.1	0.0	0.0	0.0
Current liabilities	0.9	2.4	1.0	0.1	0.7	1.4
TOTAL LIABILITIES AND SHAREHOLDERS EQUITY	3.5	4.9	5.1	4.1	3.7	4.9

Balance sheet (common size)	2020	2021	2022	2023E	2024E	2025E
Intangible assets (excl. Goodwill)	1%	2%	2%	3%	5%	6%
Goodwill	0%	0%	0%	0%	0%	0%
Property, plant and equipment	1%	1%	3%	3%	5%	7%
Financial assets	0%	0%	0%	0%	0%	0%
FIXED ASSETS	2%	3%	4%	6%	10%	13%
Inventories	4%	5%	13%	2%	7%	11%
Accounts receivable	21%	23%	7%	6%	14%	20%
Other current assets	13%	19%	7%	8%	9%	7%
Liquid assets	25%	17%	19%	15%	-11%	-4%
Deferred taxes	36%	32%	50%	62%	69%	51%
Deferred charges and prepaid expenses	0%	0%	0%	0%	1%	1%
CURRENT ASSETS	98%	97%	96%	94%	90%	87%
TOTAL ASSETS	100%	100%	100%	100%	100%	100%
SHAREHOLDERS EQUITY	41%	0%	77%	21%	-5%	4%
MINORITY INTEREST	0%	0%	0%	0%	0%	0%
Long-term debt	30%	49%	0%	73%	81%	61%
Provisions for pensions and similar obligations	0%	0%	0%	0%	0%	0%
Other provisions	2%	2%	5%	2%	5%	8%
Non-current liabilities	33%	51%	5%	75%	87%	68%
short-term liabilities to banks	0%	0%	0%	0%	0%	0%
Accounts payable	19%	19%	15%	3%	18%	27%
Advance payments received on orders	0%	0%	0%	0%	0%	0%
Other liabilities (incl. from lease and rental contracts)	1%	23%	2%	0%	0%	0%
Deferred taxes	0%	0%	0%	0%	0%	0%
Deferred income	7%	6%	2%	0%	0%	0%
Current liabilities	27%	49%	19%	3%	18%	27%
TOTAL LIABILITIES AND SHAREHOLDERS EQUITY	100%	100%	100%	100%	100%	100%

Source: Company data; mwb research

Cash flow statement (EURm)	2020	2021	2022	2023E	2024E	2025E
Net profit/loss	-1.8	-1.4	-5.2	-3.0	-2.1	0.4
Depreciation of fixed assets (incl. leases)	0.0	0.0	0.0	0.1	0.1	0.1
Amortisation of goodwill	0.0	0.0	0.0	0.0	0.0	0.0
Amortisation of intangible assets	0.0	0.0	0.0	0.0	0.0	0.0
Others	0.0	0.0	0.1	-0.1	0.1	0.2
Cash flow from operations before changes in w/c	-1.7	-1.4	-5.0	-3.1	-1.9	0.7
Increase/decrease in inventory	0.1	-0.1	-0.4	0.6	-0.2	-0.3
Increase/decrease in accounts receivable	-0.7	-0.4	0.8	0.1	-0.3	-0.5
Increase/decrease in accounts payable	0.1	0.3	-0.1	-0.6	0.5	0.7
Increase/decrease in other w/c positions	-0.5	0.4	-1.6	-0.2	-0.0	-0.0
Increase/decrease in working capital	-1.0	0.1	-1.4	-0.1	0.0	-0.1
Cash flow from operating activities	-2.7	-1.2	-6.4	-3.2	-1.8	0.6
CAPEX	-0.0	-0.0	-0.1	-0.1	-0.2	-0.4
Payments for acquisitions	0.0	0.0	0.0	0.0	0.0	0.0
Financial investments	0.0	0.0	0.0	0.0	0.0	0.0
Income from asset disposals	0.0	0.0	0.0	0.0	0.0	0.0
Cash flow from investing activities	-0.0	-0.0	-0.1	-0.1	-0.2	-0.4
Cash flow before financing	-2.7	-1.3	-6.5	-3.3	-2.1	0.2
Increase/decrease in debt position	1.1	1.3	-2.4	3.0	0.0	0.0
Purchase of own shares	0.0	0.0	0.0	0.0	0.0	0.0
Capital measures	2.4	0.0	9.1	0.0	1.0	0.0
Dividends paid	0.0	0.0	0.0	0.0	0.0	0.0
Others	0.0	1.1	-1.0	0.0	0.0	0.0
Effects of exchange rate changes on cash	0.0	0.0	0.0	0.0	0.0	0.0
Cash flow from financing activities	3.5	2.4	5.6	3.0	1.0	0.0
Increase/decrease in liquid assets	0.8	1.2	-0.9	-0.3	-1.0	0.2
Liquid assets at end of period	1.3	2.5	1.6	1.3	0.2	0.4

Source: Company data; mwb research

Regional sales split (EURm)	2020	2021	2022	2023E	2024E	2025E
Domestic	1.0	2.6	3.9	2.9	6.0	11.4
Europe (ex domestic)	0.3	1.2	0.4	0.3	0.6	1.2
The Americas	0.0	0.0	0.0	0.0	0.0	0.0
Asia	0.0	0.0	0.0	0.0	0.0	0.0
Rest of World	0.0	0.0	0.0	0.0	0.0	0.0
Total sales	1.3	3.8	4.3	3.2	6.7	12.6

Regional sales split (common size)	2020	2021	2022	2023E	2024E	2025E
Domestic	77.4%	68.0%	90.5%	90.5%	90.5%	90.5%
Europe (ex domestic)	22.6%	32.0%	9.5%	9.5%	9.5%	9.5%
The Americas	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Asia	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Rest of World	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Total sales	100%	100%	100%	100%	100%	100%

Source: Company data; mwb research

Ratios	2020	2021	2022	2023E	2024E	2025E
Per share data						
Earnings per share reported	-0.38	-0.30	-1.10	-0.64	-0.42	0.08
Cash flow per share	-0.58	-0.26	-1.36	-0.70	-0.38	0.11
Book value per share	0.30	0.00	0.83	0.19	-0.04	0.04
Dividend per share	0.00	0.00	0.00	0.00	0.00	0.00
Valuation						
P/E	-9.3x	-11.6x	-3.2x	-5.4x	-8.3x	45.2x
P/CF	-6.1x	-13.6x	-2.6x	-5.0x	-9.1x	32.7x
P/BV	11.5x	1,178.2x	4.2x	18.8x	-97.1x	84.5x
Dividend yield (%)	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
FCF yield (%)	-16.5%	-7.4%	-39.0%	-20.0%	-11.0%	3.1%
EV/Sales	13.2x	4.7x	3.6x	6.0x	3.0x	1.6x
EV/EBITDA	-8.0x	-10.8x	-2.6x	-5.5x	-8.8x	26.0x
EV/EBIT	-7.9x	-10.6x	-2.5x	-5.4x	-8.4x	32.1x
Income statement (EURm)						
Sales	1.3	3.8	4.3	3.2	6.7	12.6
yoy chg in %	6.4%	202.0%	11.6%	-26.0%	110.7%	89.3%
Gross profit	0.7	2.6	0.3	2.5	3.5	6.2
Gross margin in %	56.6%	67.3%	7.4%	79.0%	53.0%	49.0%
EBITDA	-2.1	-1.7	-6.0	-3.4	-2.3	0.8
EBITDA margin in %	-164.6%	-43.6%	-141.3%	-108.0%	-34.0%	6.0%
EBIT	-2.1	-1.7	-6.1	-3.5	-2.4	0.6
EBIT margin in %	-167.1%	-44.6%	-142.6%	-111.0%	-35.4%	4.9%
Net profit	-1.8	-1.4	-5.2	-3.0	-2.1	0.4
Cash flow statement (EURm)						
CF from operations	-2.7	-1.2	-6.4	-3.2	-1.8	0.6
Capex	-0.0	-0.0	-0.1	-0.1	-0.2	-0.4
Maintenance Capex	0.0	0.0	0.0	0.1	0.1	0.1
Free cash flow	-2.7	-1.3	-6.5	-3.3	-2.1	0.2
Balance sheet (EURm)						
Intangible assets	0.0	0.1	0.1	0.1	0.2	0.3
Tangible assets	0.0	0.1	0.1	0.1	0.2	0.3
Shareholders' equity	1.4	0.0	3.9	0.9	-0.2	0.2
Pension provisions	0.0	0.0	0.0	0.0	0.0	0.0
Liabilities and provisions	1.2	2.5	0.2	3.1	3.2	3.4
Net financial debt	0.2	1.5	-1.0	2.4	3.4	3.2
w/c requirements	0.2	0.4	0.2	0.2	0.1	0.2
Ratios						
ROE	-123.9%	-10,121.8%	-132.0%	-346.6%	1,165.4%	187.0%
ROCE	-82.0%	-67.8%	-147.1%	-88.4%	-78.2%	17.1%
Net gearing	13.2%	10,991.4%	-24.8%	269.5%	-1,898.5%	1,555.7%
Net debt / EBITDA	-0.1x	-0.9x	0.2x	-0.7x	-1.5x	4.2x

Source: Company data; mwb research

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