



# ERIK PENSER BANK

Penser Access | Software | Sweden | 03 November 2022

## eEducation Albert

### Big stride towards financial targets

#### ARR reaches our full year estimate

ARR amounted to SEK 524m, corresponding to growth of 88%, of which 34% organic. The figure is virtually equivalent to our estimate for the full year and thus indicates strong growth. Net sales amounted to SEK 3,316m, corresponding to growth of 89%, of which 30% organic. We believe the powerful growth is attributable to falling CAC in campaigns and rising ARPU resulting from increases in family subscriptions. EBITA amounted to SEK -21.4m and net cash used in operating activities was SEK -7.4m for the quarter. The company is reporting a negative operating quarter due to impairments of annual B2B subscriptions in connection with the start of the school year. Albert also recently launched its business in Finland.

#### Steps towards the financial target

Based on the strong ARR figure, we are raising our ARR estimate by 8% on average across the forecast period. This leads to an increase in the revenue estimate by an average of 7% during the forecast period. In our assessment, the company will be able to see some further ARPU expansion while its good marketing results continue. Considering that the company has maintained its strong cash situation, our estimate still contains scope for acquisitions.

#### Fair value unchanged

eEducation Albert has made progress towards its financial targets since the IPO and has delivered on its strategy as planned. We therefore choose to retain our fair value unchanged. We believe raising the estimates for the next few years compensates for the multiple contraction in our peer set. At present, the company is traded at an implicit WACC of about 20%.

Change in estimates (SEK)				Forecast (SEK m)				Value and risk																			
	22e	Δ%	23e	Δ%	21	22e	23e	24e	Fair value	SEK 55 - 57																	
Total revenue	140	5,4%	191	7,1	Total revenue	70	140	191	285	Share price	SEK 20,0																
EBITDA, adj.	-65	-3,4	-47	9,2	Revenue growth	138%	99%	37%	49%	Risk level	Medel																
<b>Upcoming events</b>				EBITDA, adj.				-52	-65	-47	-7	<b>Price Performance 12 months</b>															
Q4 - report	24 February 2023			EBIT, adj.				-57	-94	-74	-30																
Q1 - report	02 May 2023			EPS, adj.				-3,4	-5,2	-4,2	-1,7																
<b>Company facts (SEK m)</b>				EPS growth				N.m.	N.m.	19%	60%	<table border="1"> <thead> <tr> <th colspan="2">Conflicts of interest</th> </tr> <tr> <th></th> <th>Yes</th> <th>No</th> </tr> </thead> <tbody> <tr> <td>Liquidity provider</td> <td></td> <td>✓</td> </tr> <tr> <td>Certified adviser</td> <td>✓</td> <td></td> </tr> <tr> <td>Transactions 12m</td> <td></td> <td>✓</td> </tr> </tbody> </table>		Conflicts of interest			Yes	No	Liquidity provider		✓	Certified adviser	✓		Transactions 12m		✓
Conflicts of interest																											
	Yes	No																									
Liquidity provider		✓																									
Certified adviser	✓																										
Transactions 12m		✓																									
Number of shares	18			BV/share				15,7x	10,0x	5,8x	4,2x																
Market capitalization	329			Dividend per share				0,0	0,0	0,0	0,0																
Net debt	-104			ROCE, adj.				-8,5%	-10,6%	-13,2%	-8,4%																
EV	225			EV/Sales				6,9x	1,6x	1,5x	1,1x																
Free float	40%			EV/EBITDA				-9,2x	-3,5x	-5,9x	-40,3x																
Daily trading volume, average	16 (k)			EV/EBIT				-8,5x	-2,4x	-3,8x	-10,2x																
<b>Analyst</b>				P/E, adj.				-12,8x	-3,6x	-4,5x	-11,1x																
Rikard Engberg				P/BV				2,7x	1,9x	3,2x	4,5x																
rikard.engberg@penser.se				FCF yield				-8%	-35%	-9%	0%																
				Net debt / EBITDA				4,8x	1,6x	1,0x	3,8x																

## Investment case

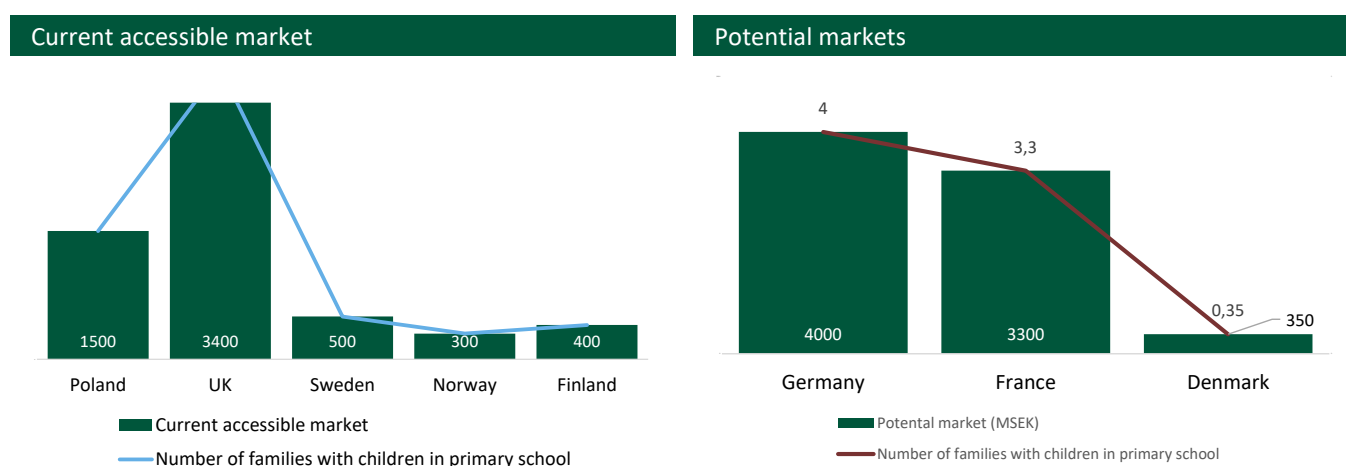
Albert has a leading position in the European EdTech market, which is expected to grow by an average of 32% during the period of 2020-2022. This is partly due to the Covid pandemic, but is also based on the difficulties of the current school system to succeed at its task using only analog platforms. Unlike the American and Asian markets, the European market is highly fragmented and we believe that, with its leading position, Albert is equipped to take an active role in the consolidation of this market.

### Company profile

Albert has developed the leading platform for mathematics and several other subjects in the Swedish market, but has also begun expanding into more European countries. The platform is module-based and is anchored in national curricula, which allows Albert to rapidly build presence in new markets and increase the range of subjects.

Albert sells its products as a SaaS solution to parents of primary school children. At present, the company has ARR (Annual Recurring Revenue) of SEK 81 million. Selling its services as a subscription reduces revenue volatility while facilitating stable long-term growth. One of the company's financial targets is net sales of SEK 500 million by 2025 and if it succeeds, we see strong potential in the share.

At present, there are only 15 EdTech companies in Europe valued above USD 100m. We thus believe that Albert has strong potential to be one of the firms that consolidates the European market.



Source:

Source:

### Valuation

We have chosen to use a multiple valuation on our 2025 estimates to value Albert. This valuation was then discounted to present value using a discount rate of 18% as a proxy for IRR. As Albert has a relatively high churn rate, we believe the company should be valued at a discount of about 35% relative to the Nordic software companies in our peer set. Overall, this results in a fair value of SEK 55-57 per share. The discount is currently about 75%. If we do not see multiple expansion in Albert, the current share price indicates IRR of about 20% during the period of 2022-2025 if our estimates are reached.

## The quarter in detail

Sales in Q3 22 amounted to SEK 3,316 million, corresponding to growth of 89% y/y, of which 30% organic. ARR was SEK 152 million, corresponding to growth of 88%. Of that amount, 34% was organic.

- Revenues from the Swedish B2C business came in at SEK 14.9 million, corresponding to growth of 46%. As we see it, the powerful growth can be explained by successful campaigns and slightly lower churn resulting from the launch of annual subscriptions.
- Revenues from other B2C markets amounted to SEK 10.1 million, corresponding to growth of 39%. We believe this growth is driven by the same factors noted above.
- B2B revenues in the UK were SEK 6.3 million. The company notes that many customers are renewing their subscriptions for the new school year. New customer sales have also been strong. The segment is more profitable than B2C because equally large investments in marketing are not required.

EBITA was SEK -21.4 million. In our view, the company is right to prioritise investments in marketing to continue moving towards its financial targets. eEducation Albert has seen good return on its investments here, and the investments have as a result been relatively high in relation to revenues. The company has cash reserves of SEK 120 million and reported cash used in operating activities of SEK -7.4 million for the quarter. Based on strong sales of annual subscriptions, the company has delivered growth with negative working capital.

### Product-specific key data

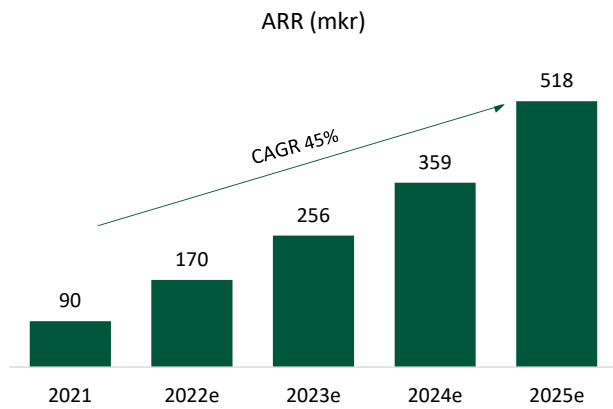
- The number of B2C subscribers was 94.6 thousand, in line with our long-term estimate trend.
- ARPPU B2C amounted to SEK 109.7 million, corresponding to growth of 8.6% y/y. As we see it, the growth can be explained by the increase in customers opting to buy annual subscriptions and family subscriptions.
- The number of B2B subscribers was 627.9 thousand. ARPU for the segment was SEK 3.7. The segment has ARR of SEK 27.5 million.

### Events in Q3

- A cooperation agreement with Egmont Story House was signed during the quarter. Under the agreement, the characters in the Swedish cartoon series *Bamse* will be featured in the company's Jaramba product for children aged 2-5. We believe this has the potential to boost new customer sales and reduce churn.
- An agreement was signed in September with the publishing house Hatten Förlag regarding its *Babblarna* characters. Under the agreement, Babblarna will be featured in the platform for children aged 1-5. In our assessment, this agreement also reinforces Albert's offering.
- Albert launched its platform in Finland after the end of the quarter. We have assessed the Finnish market as somewhat larger than the Norwegian market, with about 0.4 million families with school-aged children.

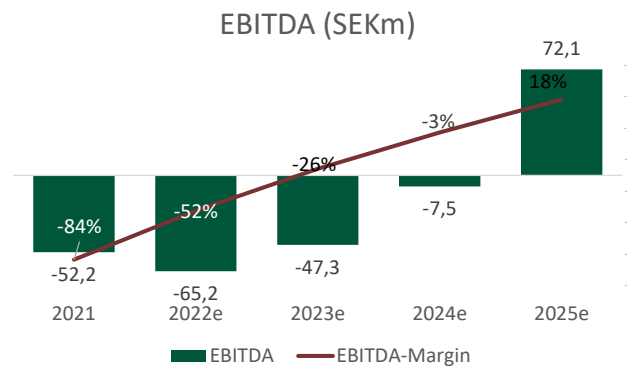
## Albert in Charts

### ARR 2021-2025



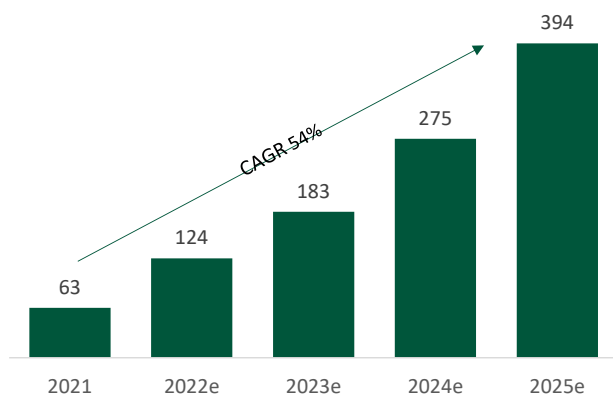
Source: EPB

### Profitability 2021-2025



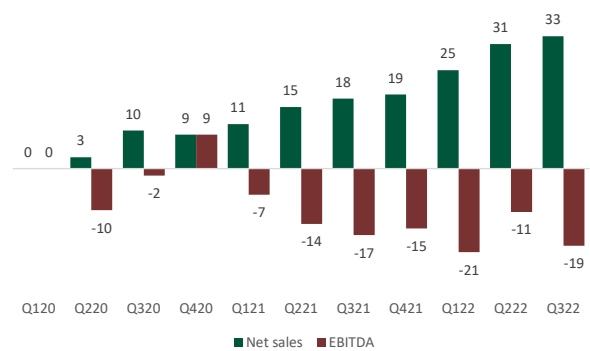
Source: EPB

### Revenue (y/y)



Source: EPB

### Revenue and EBITDA (q/q)



Source: EPB

# Valuation

## Assumptions implicit WACC

DCF - GROWING FCF PERPETUITY FORMULA

Valuation output	
Sum of PV of FCF (explicit period)	257
PV of terminal value (perpetuity formula)	185
<b>Enterprise value</b>	<b>442</b>
Latest net debt	116
Minority interests & other	0
<b>Equity value</b>	<b>326</b>
No. of shares outstanding (millions)	18
<b>Equity value per share (SEK)</b>	<b>18,5</b>

WACC assumptions	
Risk free nominal rate	2,5%
Risk premium	5,5%
Extra risk premium	12,0%
Beta	1,0
Cost of equity	20,0%
Cost of debt (pre-tax)	3,0%
Tax rate	22%
Target debt/(debt + equity)	0%
<b>Implicit WACC</b>	<b>21,0%</b>

### Sensitivity analysis

		Long-term growth rate				
		1,0%	1,5%	2,0%	2,5%	3,0%
WACC	20,0%	20,4	21,0	21,6	22,3	23,0
	20,5%	18,9	19,4	20,0	20,7	21,3
	21,0%	17,4	18,0	<b>18,5</b>	19,1	19,7
	21,5%	16,1	16,6	17,1	17,6	18,2
	22,0%	14,8	15,3	15,8	16,3	16,8

		Long-term EBIT margin				
		15,0%	17,5%	20,0%	22,5%	25,0%
WACC	20,0%	15,5	18,6	21,6	24,7	27,8
	20,5%	14,2	17,1	20,0	22,9	25,8
	21,0%	13,0	15,8	<b>18,5</b>	21,3	24,0
	21,5%	11,9	14,5	17,1	19,7	22,3
	22,0%	10,8	13,3	15,8	18,2	20,7

Implicit multipl.	2021	2022	2023
EV/Sales	7,1	3,6	2,4
EV/EBITDA	-8,5	-6,8	-9,4
EV/EBIT	-7,7	-4,7	-6,0
EV/NOPLAT	-9,7	-5,9	-7,6
P/E			
ROIC/WACC			
Current Share price			18,5

Terminal value assumptions	
Long term growth rate	2,0%
Long term EBIT margin	20,0%
Depreciation (% of sales)	3,0%
Capex (% of sales)	5,0%
Working cap. (% of sales)	8,0%
Tax rate	22%

DCF (SEKm)	2022-11-03	dec-19 2019	dec-20 2020	dec-21 2021	dec-22 2022	dec-23 2023	dec-24 2024	dec-25 2025	dec-26 2026	dec-27 2027	dec-28 2028	dec-29 2029	dec-30 2030	dec-31 2031	dec-32 2032	dec-33 2033	Terminal 2034
Sales			24	63	124	183	275	394	549	744	976	1 234	1 499	1 748	1 953	2 088	2 129
EBITDA			-21	-52	-65	-47	-7	72	125	202	309	372	431	477	505	510	490
- Depreciation			-5	-5	-29	-26	-22	-19	-21	-21	-17	-24	-33	-42	-51	-58	-64
= EBIT			-26	-57	-94	-74	-30	53	104	181	291	348	398	436	455	452	426
- Tax on EBIT			0	12	19	15	6	-11	-21	-37	-60	-72	-82	-90	-94	-93	-88
= NOPLAT			-26	-45	-75	-58	-23	42	82	144	231	276	316	346	361	359	338
+ Depreciation			5	5	29	26	22	19	21	21	17	24	33	42	51	58	64
= Gross cash flow			-21	-41	-46	-32	-1	61	104	165	249	301	349	388	412	417	402
- Capex			-6	-13	-13	-8	-10	-10	-14	-20	-26	-38	-52	-67	-83	-96	-106
- Increase (+decrease) in WC			9	8	1	-1	-2	-4	0	-73	-23	-26	-27	-25	-21	-13	-4
= Free cash flow from operations			-18	-46	-58	-41	-14	48	89	72	199	237	270	295	308	307	291
PV of cash flow				-54	-57	-34	-9	27	41	27	62	61	58	52	45	37	185
% of Enterprise value				-12%	-13%	-8%	-2%	6%	9%	6%	14%	14%	13%	12%	10%	8%	42%
Accumulated % of Enterprise value				-12%	-25%	-33%	-35%	-29%	-20%	-13%	1%	15%	28%	40%	50%	58%	100%

Key figures	2019	2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032	2033	2034
Sales growth			161,7%	98,8%	47,1%	50,0%	43,5%	39,4%	35,3%	31,3%	26,4%	21,5%	16,6%	11,8%	6,9%	2,0%
EBITDA margin			-84%	-52%	-26%	-3%	18%	22,7%	27,2%	31,6%	30,2%	28,8%	27,3%	25,9%	24,4%	23,0%
EBITDA growth			151%	25%	-27%	-84%	-1067%	73,3%	61,8%	52,7%	20,6%	15,7%	10,8%	5,9%	0,9%	-4,0%
EBIT margin			-91%	-76%	-40%	-11%	13%	18,9%	24,4%	29,8%	28,2%	26,6%	24,9%	23,3%	21,6%	20,0%
Depreciation (% of sales)			7,7%	23,4%	14,4%	8,0%	4,9%	3,8%	2,8%	1,8%	2,0%	2,2%	2,4%	2,6%	2,8%	3,0%
Capex (% of sales)			21,1%	10,6%	4,4%	3,6%	2,5%	2,6%	2,7%	2,7%	3,1%	3,5%	3,9%	4,2%	4,6%	5,0%
Capex (% of depreciation)			273%	45%	30%	45%	52%	67%	94%	152%	156%	159%	161%	163%	165%	167%
Working capital (% of sales)			4%	2%	1%	1%	0%	0%	10%	10%	10%	10%	10%	10%	10%	10%
Tax rate			21%	21%	21%	21%	21%	21%	21%	21%	21%	21%	21%	21%	21%	21%

Source: EPB

## Peer valuation

Peers														
Valuation	MCAP (sek)	EV (sek)	EV / Sales			EV / EBITDA			EV / EBIT			Price / Earnings		
			LTM	2022	2023	LTM	2022	2023	LTM	2022	2023	LTM	2022	2023
			Admicom	2 474	2 503	8,18x	7,2x	6,37x	17,2x	15,7x	14,3x	20,3x	16,1x	15,3x
Fortnox	28 661	28 657	24,17x	22,5x	17,26x	54,9x	48,8x	35,8x	70,7x	60,9x	43,0x	91,2x	79,0x	53,5x
Vitec Software Group	14 269	14 927	8,20x	7,7x	6,32x	21,9x	20,6x	16,2x	42,6x	40,0x	30,3x	61,1x	58,0x	43,5x
SimCorp A/S	26 737	26 179	4,82x	4,4x	4,10x	21,0x	18,4x	16,1x	24,1x	20,3x	17,0x	26,2x	25,2x	21,6x
Sinch	21 796	32 327	2,00x	1,1x	1,00x	26,9x	11,4x	10,1x	61,3x	41,6x	17,4x	-	10,2x	9,0x
Lime Technologies	2 681	2 910	6,22x	6,0x	5,28x	22,0x	19,0x	17,1x	34,3x	32,2x	27,2x	41,9x	32,4x	25,8x
Kahoot	11 529	10 796	8,92x	6,5x	5,15x	136,6x	33,9x	20,2x	-	61,0x	20,0x	(195,5x)	142,2x	42,6x
Twilio	150 497	118 374	3,08x	2,7x	2,13x	-	50,7x	27,6x	-	(129,8x)	209,7x	(12,6x)	-	581,0x
Adobe	1 636 247	1 624 306	8,60x	8,3x	7,64x	21,2x	16,7x	15,4x	24,5x	18,5x	17,0x	31,4x	23,4x	20,8x
HubSpot	157 365	152 243	9,01x	8,1x	6,56x	-	68,3x	50,3x	-	95,7x	76,6x	(147,3x)	129,8x	106,5x
Salesforce	1 796 693	1 804 706	5,57x	5,3x	4,60x	30,3x	16,4x	14,9x	2135,6x	25,9x	21,3x	303,9x	34,4x	28,7x
Dropbox	86 018	94 931	3,84x	3,7x	3,51x	15,9x	10,2x	9,5x	23,3x	12,5x	11,6x	24,3x	14,3x	12,7x
Upsales Technology	1 182	1 133	9,34x	8,8x	6,63x	38,1x	32,4x	23,1x	49,6x	42,0x	29,1x	61,8x	56,2x	37,9x
Pexip Holding	975	527	0,56x	0,5x	0,44x	-	(4,1x)	3,5x	-	(2,3x)	26,9x	(4,2x)	-	63,1x
Albert	331	199	-	1,6x	1,40x	nm	nm	nm	nm	nm	nm	nm	nm	nm
<b>Mean</b>			<b>7,43x</b>	<b>6,63x</b>	<b>5,47x</b>	<b>45,22x</b>	<b>26,15x</b>	<b>19,63x</b>	<b>248,63x</b>	<b>26,37x</b>	<b>38,82x</b>	<b>8,1x</b>	<b>59,0x</b>	<b>73,9x</b>
<b>Median</b>			<b>7,32x</b>	<b>6,30x</b>	<b>5,23x</b>	<b>36,91x</b>	<b>25,60x</b>	<b>19,59x</b>	<b>248,63x</b>	<b>23,90x</b>	<b>40,17x</b>	<b>23,7x</b>	<b>52,1x</b>	<b>76,1x</b>
<b>Albert vs Peers</b>			nm	-75%	-73%	nm	nm	nm	nm	nm	nm	nm	nm	nm
<b>Growth</b>			Sales			EBITDA			EBIT			Net Income		
			LTM	2022	2023	LTM	2022	2023	LTM	2022	2023	LTM	2022	2023
Kahoot			-	91,6%	26,3%	-150,0%	86,2%	68,0%	-67,2%	691,8%	204,2%	-83,0%	nm	nm
Admicom			19,1%	27,3%	13,6%	18,3%	22,7%	9,6%	15,1%	23,5%	5,6%	13,1%	11,1%	11,1%
Fortnox			38,9%	36,4%	30,6%	41,9%	45,8%	36,3%	41,8%	46,8%	41,7%	35,4%	45,7%	48,3%
Vitec Software Group			20,9%	23,7%	21,5%	21,8%	25,7%	27,1%	20,9%	25,2%	32,2%	17,6%	19,6%	33,5%
SimCorp A/S			4,9%	10,3%	6,9%	-24,6%	-11,9%	14,1%	-27,0%	-10,9%	19,3%	-12,5%	-16,1%	21,4%
Sinch			83,0%	74,7%	14,1%	73,6%	122,4%	12,6%	-51,5%	19,9%	138,6%	11,2%	nm	nm
Lime Technologies			22,2%	20,3%	13,4%	9,0%	15,2%	11,3%	4,2%	21,3%	18,4%	4,1%	18,2%	14,5%
Twilio			50,9%	36,0%	27,4%	39,3%	-20,7%	83,5%	29,9%	n.m	n.m	26,5%	n.m	n.m
Adobe			12,8%	11,5%	9,3%	9,3%	9,2%	8,5%	7,7%	9,2%	9,1%	-17,6%	6,9%	8,8%
HubSpot			42,3%	30,1%	23,8%	247,6%	23,6%	35,8%	61,6%	22,1%	25,0%	24,6%	26,3%	25,9%
Salesforce			24,6%	16,9%	14,8%	-2,8%	20,9%	9,7%	-91,8%	27,5%	21,7%	-69,2%	2,5%	22,8%
Dropbox			10,7%	7,4%	6,3%	18,7%	6,7%	6,6%	25,4%	7,4%	7,3%	-354,0%	-9,1%	8,4%
Upsales Technology			40,6%	38,7%	32,6%	52,2%	76,8%	40,0%	96,9%	36,4%	44,4%	114,3%	116,5%	47,6%
Pexip Holding			19,9%	17,2%	17,6%	112,5%	n.m	n.m	74,6%	n.m	n.m	43,7%	n.m	n.m
Albert			nm	99,0%	39,0%	n.m	n.m	n.m	n.m	n.m	n.m	n.m	n.m	n.m
<b>Mean</b>			<b>30,0%</b>	<b>36,1%</b>	<b>19,8%</b>	<b>33,3%</b>	<b>32,5%</b>	<b>27,9%</b>	<b>10,0%</b>	<b>76,7%</b>	<b>47,3%</b>	<b>-17,5%</b>	<b>22,1%</b>	<b>24,2%</b>
<b>Median</b>			<b>22,2%</b>	<b>25,5%</b>	<b>16,2%</b>	<b>20,2%</b>	<b>22,7%</b>	<b>14,1%</b>	<b>18,0%</b>	<b>22,8%</b>	<b>23,4%</b>	<b>12,2%</b>	<b>14,6%</b>	<b>22,1%</b>

Source: Factset

### Sensibility table share price (I/II)

	X-axis WACC, Y-axis EV/ARR 2025				
	14%	16%	18%	20%	22%
<b>3,1</b>	46,7	44,4	42,1	40,1	38,1
<b>3,4</b>	51,9	49,3	46,8	44,5	42,4
<b>3,8</b>	57,7	54,8	52,0	49,5	47,1
<b>4,3</b>	64,1	60,9	57,8	55,0	52,3
<b>4,7</b>	70,5	66,9	63,6	60,5	57,5
<b>5,1</b>	77,6	73,6	70,0	66,5	63,3
<b>5,7</b>	85,3	81,0	77,0	73,2	69,6

Source: EPB

### Sensibility table share price (II/II)

	X-axis (ARR, Y-axis EV/ARR 2025) WACC 12%				
	319	355	394	433	477
<b>3,1</b>	34,1	37,9	42,1	46,4	51,0
<b>3,4</b>	37,9	42,1	46,8	51,5	56,7
<b>3,8</b>	42,1	46,8	52,0	57,2	63,0
<b>4,3</b>	46,8	52,0	57,8	63,6	69,9
<b>4,7</b>	51,5	57,2	63,6	69,9	76,9
<b>5,1</b>	56,7	63,0	69,9	76,9	84,6
<b>5,7</b>	62,3	69,2	76,9	84,6	93,1

Source: EPB

## Income statement

	2020	2021	2022e	2023e	2024e
<b>Net sales</b>	<b>24</b>	<b>63</b>	<b>124</b>	<b>183</b>	<b>275</b>
Capitalised work on own account	6	8	13	8	10
Other operating income	0	0	2	0	0
<b>Total revenue</b>	<b>30</b>	<b>70</b>	<b>140</b>	<b>191</b>	<b>285</b>
<b>Gross Profit</b>	<b>30</b>	<b>70</b>	<b>140</b>	<b>191</b>	<b>285</b>
Personnel expenses	-12	-19	-47	-58	-64
Other operating costs	-39	-104	-158	-181	-228
<b>EBITDA, adjusted</b>	<b>-21</b>	<b>-52</b>	<b>-65</b>	<b>-47</b>	<b>-7</b>
<b>EBIT, adjusted</b>	<b>-26</b>	<b>-57</b>	<b>-94</b>	<b>-74</b>	<b>-30</b>
<b>EBIT</b>	<b>-26</b>	<b>-57</b>	<b>-94</b>	<b>-74</b>	<b>-30</b>
<b>Profit before tax</b>	<b>-26</b>	<b>-57</b>	<b>-94</b>	<b>-74</b>	<b>-30</b>
Taxes	0	0	3	0	0
<b>Net income, adjusted</b>	<b>-26</b>	<b>-57</b>	<b>-91</b>	<b>-74</b>	<b>-30</b>
<b>Net income</b>	<b>-26</b>	<b>-57</b>	<b>-91</b>	<b>-74</b>	<b>-30</b>

Source: EPB

## Cash flow statement

	2020	2021	2022e	2023e	2024e
EBIT	-26	-57	-94	-74	-30
Other cash flow-impacting items	5	-2	29	26	22
Changes in working capital	9	7	1	-1	-3
<b>Cash flow from operating activities</b>	<b>-7</b>	<b>-47</b>	<b>-34</b>	<b>-23</b>	<b>11</b>
Investments	6	-7	-13	-8	-10
Other items	0	-5	-69	0	0
<b>Free cash flow</b>	<b>-1</b>	<b>-59</b>	<b>-116</b>	<b>-31</b>	<b>1</b>
New share issue / repurchase	66	249	0	0	0
Changes in debt	-1	-1	0	0	0
<b>Cash flow</b>	<b>64</b>	<b>188</b>	<b>-116</b>	<b>-32</b>	<b>0</b>
<b>Net debt</b>	<b>-69</b>	<b>-251</b>	<b>-104</b>	<b>-48</b>	<b>-28</b>

Source: EPB

## Balance sheet

	2020	2021	2022e	2023e	2024e
<b>ASSETS</b>					
Goodwill	0	0	47	38	31
Other intangible assets	1	12	38	38	38
Other fixed assets	5	9	44	34	28
<b>Total fixed assets</b>	<b>6</b>	<b>21</b>	<b>129</b>	<b>110</b>	<b>98</b>
Accounts receivable	0	5	11	16	23
Other current assets	2	1	4	5	8
Cash and cash equivalents	69	251	104	48	28
<b>Total current assets</b>	<b>71</b>	<b>258</b>	<b>124</b>	<b>75</b>	<b>65</b>
<b>TOTAL ASSETS</b>	<b>77</b>	<b>280</b>	<b>253</b>	<b>185</b>	<b>163</b>
<b>EQUITY AND LIABILITIES</b>					
Equity	70	267	177	103	74
<b>Total equity</b>	<b>70</b>	<b>267</b>	<b>177</b>	<b>103</b>	<b>74</b>
Other long-term liabilities	1	0	41	41	41
<b>Total long-term liabilities</b>	<b>1</b>	<b>0</b>	<b>41</b>	<b>41</b>	<b>41</b>
Accounts payable	0	2	7	11	16
Other current liabilities	0	3	0	0	0
<b>Total current liabilities</b>	<b>6</b>	<b>13</b>	<b>35</b>	<b>41</b>	<b>48</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>77</b>	<b>280</b>	<b>253</b>	<b>185</b>	<b>163</b>

Source: EPB

## Growth and margins

	2020	2021	2022e	2023e	2024e
Revenue growth	-	138%	99%	37%	49%
EBITDA growth, adjusted	-	N.m.	N.m.	27%	84%
EBIT growth, adjusted	-	N.m.	N.m.	22%	60%
EPS growth, adjusted	-	N.m.	N.m.	19%	60%
Gross margin	100,0%	100,0%	100,0%	100,0%	100,0%
EBITDA margin	-	Neg.	Neg.	Neg.	Neg.
EBITDA margin, adjusted	-	Neg.	Neg.	Neg.	Neg.
EBIT margin	-	Neg.	Neg.	Neg.	Neg.
EBIT margin, adjusted	-	Neg.	Neg.	Neg.	Neg.
Profit margin, adjusted	-	Neg.	Neg.	Neg.	Neg.

Source: EPB

## Return

	2020	2021	2022e	2023e	2024e
ROE, adjusted	-	Neg.	Neg.	Neg.	Neg.
ROCE, adjusted	-	Neg.	Neg.	Neg.	Neg.
ROIC, adjusted	-	Neg.	Neg.	Neg.	Neg.

Source: EPB



## Capital efficiency

	2020	2021	2022e	2023e	2024e
Inventory / total revenue	-	0%	0%	0%	0%
Accounts receivable / total revenue	0%	8%	8%	8%	8%
Total short-term liabilities / total cost	12%	10%	17%	17%	16%
Working capital / total revenue	-10%	-8%	-11%	-7%	-4%
Capital turnover rate	0,4x	0,3x	0,8x	1,9x	3,9x

Source: EPB

## Financial position

	2020	2021	2022e	2023e	2024e
Net debt	-69	-251	-104	-48	-28
Equity ratio	91%	96%	70%	56%	45%
Net debt / equity	-1,0x	-0,9x	-0,6x	-0,5x	-0,4x
Net debt / EBITDA	3,3x	4,8x	1,6x	1,0x	3,8x

Source: EPB

## Per share data

	2020	2021	2022e	2023e	2024e
EPS	-1,55	-3,37	-5,18	-4,17	-1,67
EPS, adjusted	-1,55	-3,37	-5,18	-4,17	-1,67
FCF per share	-0,06	-3,47	-6,59	-1,76	0,04
Book value per share	4,12	15,7	10,0	5,84	4,17
Number of shares, m	17,0	17,0	17,6	17,6	17,6
Number of shares after dilution, average	17,0	17,0	17,6	17,6	17,6

Source: EPB

## Valuation

	2020	2021	2022e	2023e	2024e
P/E, adjusted	-	-12,8x	-3,6x	-4,5x	-11,1x
P/BV	-	2,7x	1,9x	3,2x	4,5x
P/FCF	-	-12,4x	-2,8x	-10,6x	486,1x
FCF-yield	-	-8%	-35%	-9%	0%
Dividend yield	-	0,0%	0,0%	0,0%	0,0%
Payout ratio, adjusted	0,0%	0,0%	0,0%	0,0%	0,0%
EV/Sales	-	6,9x	1,6x	1,5x	1,1x
EV/EBITDA, adjusted	-	-9,2x	-3,5x	-5,9x	-40,3x
EV/EBIT, adjusted	-	-8,5x	-2,4x	-3,8x	-10,2x
EV	-	483	225	281	301
Share price, year end	-	43,2	18,7	18,7	18,7

Source: EPB

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