



# ERIK PENSER BANK

Penser Access | Software | Sweden | 14 May 2023

## Irisity

### Working through 2022 order book

#### A step in the right direction

Q1 revenues came in at SEK 27.5m, showing growth of -9% y/y and 123% q/q. Sales stemmed partly from the order book of SEK 45m that was presented with the company's Q4 2022 report. Beyond its order book, the company has won deals that were realised during Q1. EBITDA in the quarter was SEK -5.5m. Profitability has been hindered by the active sales work undertaken at a number of large international trade fairs during the quarter. We thus believe the company's guidance for improved profitability and growth during the year is fair. After the quarter closed, the company conducted a directed share issue of SEK 17.5m to the newly appointed CEO. This, together with the available cash of SEK 31m, strengthens Irisity's financial position.

#### Unchanged view on technology, but questions regarding delivery capacity

We have enormous confidence in Irisity's technology, thanks to the technical validation it has received from several large players in the field. In Q4, the company signed two framework agreements with key players in the ecosystem. Moreover, interest in the industry for software investments that facilitate surveillance work is substantial. During 2022, Irisity had repeated problems with project delivery. We believe this was partly the result of winning larger and more complex projects for which it lacked the full delivery capacity. We consider the robust q/q growth seen in Q1 to be proof the company is now starting to deliver.

#### Estimates remain cautious

Its Q1 sales suggest Irisity has now increased its delivery capacity and is eliminating some of the red flags we have previously raised about this. We have made only marginal estimate changes to revenues for our forecast period, as the cost base was slightly higher (by SEK 7m) than we had expected for the full year. Thanks to the capital injection received via the directed share issue, we have lowered the required rate of return in our valuation from 35% to 30%, which has led us to lift our fair value to SEK 9.1–9.5.

Estimate changes			Forecasts (SEKm)				Valuation and risk				
	23e	24e	25e	2022	2023e	2024e	2025e	Fair value	SEK 9.1 – 9.5		
Total revenues	-3,4%	-0,6%	-0,6%	Total revenues	121	151	187	228	Share price	SEK 6,2	
EBITDA, adjusted	-	-7,1%	-2,2%	Growth	30%	25%	24%	22%	Risk level	Medium	
EPS, adjusted	-	-	-	EBITDA, adjusted	-32	-7	17	27	12-mth share price development		
<b>Coming events</b>											
Q2 - report	11 August 2023										
Q3 - report	14 November 2023										
<b>Company details (SEKm)</b>											
Number of shares	41m										
Market capitalisation	257										
Net debt	21										
EV	277										
Free float (Holdings)	99%										
Daily trading volume, average	49k										
Bloomberg Ticker	IRIS SS EQUITY										
<b>Analyst</b>											
Rikard Engberg											
rikard.engberg@penser.se											



	Yes	No
Market maker		✓
Certified adviser	✓	
Transactions, 12 mth	✓	

## Investment case

Irisity is a software company that develops analysis algorithms for IP cameras. These algorithms can autonomously raise an alarm in the case of intrusion onto a protected site or be used to track human activity. Implementation of such solutions can bring cost savings of 50–70% for a security company. We consider Irisity's algorithms to be world leading, as reflected in the technical partners it has. These include Axis, the leading camera manufacturer in the western world, and Milestone, a key VMS system in the market, as well as Mobotix, Intel, and Genetec. Irisity also co-operates with prominent security companies G4S and Securitas. We believe Irisity has – in recent years and via the Agent VI acquisition – built a global presence and a solid base from which to reach new levels of profitability and growth. This will come via channel partnerships with key global security industry players.

## Company profile

Irisity is a software company that develops different analysis algorithms for IP cameras. These cameras can then be used to facilitate various types of surveillance work. Case studies from the company have demonstrated reductions of some 30% in CAPEX and around 80% in OPEX. OPEX savings mainly stem from Irisity being able to reduce the number of false alarms, which is one of the largest cost aspects with traditional surveillance. We believe Irisity has developed a fairly robust software. Beyond effectively reducing the number of alarms with traditional surveillance, Irisity has also developed predictive algorithms that can, for example, warn about suspicious or violent behaviour in public spaces or of a fall by residents at an elderly care home. Irisity's algorithms all work in real time with complete anonymisation, which reduces the authorisation and administration required during installation.

The security industry is conservative, with numerous players. Beyond the pure security companies, there are a number of different types of suppliers to these. These include camera manufacturers, software companies, VMS companies, etc. Given the industry's rapid geographical consolidation, it is relatively decentralised, meaning its digitalisation is relatively slow. Today, only 50% of surveillance cameras are connected and just 50–60% of all storage is in private/connected clouds, limiting the use of analytics. Irisity has managed to engage with several key players in the industry and has, among other things, established a co-operation with leading camera manufacturer Axis, two of the most prominent VMS operators – Milestone and Genetech – and signed agreements with G4S and Securitas, two key security companies. We thus consider the company's technology verified by these leading industry players. During 2021–2022, however, we saw major disruptions to supply chains in the branch, with 46% of all surveyed companies reporting project delays in excess of three months.

We believe there is potential for Irisity to return to a relatively high growth rate following a 2022 dominated by supply chain disruptions that led, in turn, to delays and project cancellations. We base this hypothesis on the company now having a relatively robust sales year and, thanks to the agreements signed, a presence across most of the ecosystem.

## Valuation

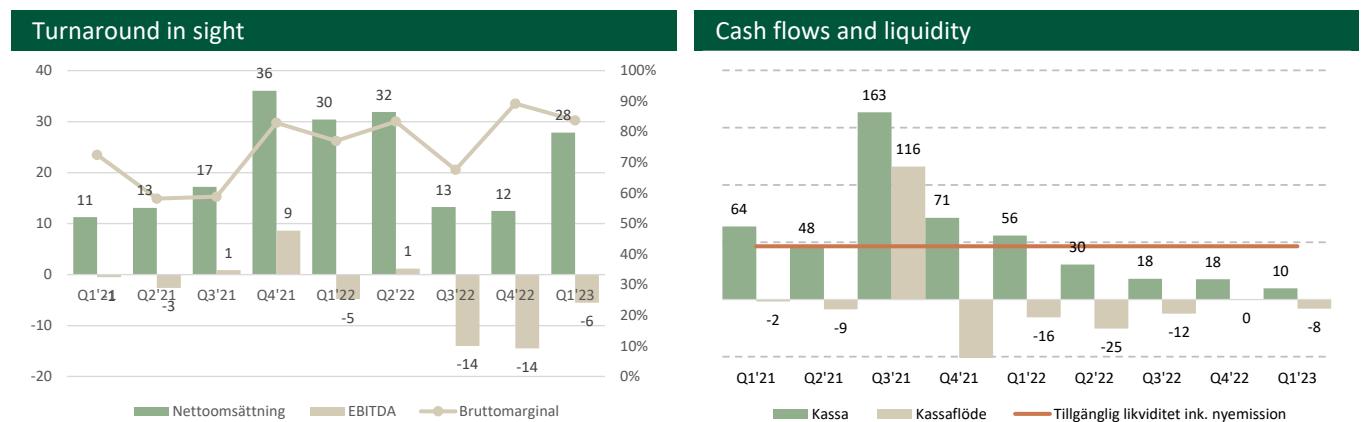
We have chosen to use a combination of a multiples valuation and an IRR calculation to value Irisity. Given that Irisity is considerably earlier in the commercial phase than many of the Swedish software companies we look at, we believe it necessary to look two to three years ahead and apply a relatively high required rate of return. We believe a required rate of return of 30% (previously 35%) reflects Irisity's commercial phase at present. Having adjusted the required rate of return, we have raised our fair value to SEK 9.1–9.5 from SEK 7.3–8.0 before.

## The quarter in detail

Net sales in Q1 came in at SEK 27.5m, representing -9% growth y/y and 123% growth q/q. The company has worked its way through part of the order backlog of SEK 45m stated in its Q4 2022 report and has also won new orders. MRR was SEK 4.4m, in line with Q4 2022. We thus believe last year's contract losses stemming from the impending IMY decision have diminished. Should the IMY decision be in line with the previous case, we anticipate substantial growth in MRR.

EBITDA was SEK -5.5m in the quarter, which was slightly lower than required for Irisity to reach our full-year estimate. Other external costs were higher than we had anticipated. These were elevated on account of its attendance at international trade fairs.

At the end of the quarter, Irisity had available liquidity of SEK 31m. Following the close of Q1, the company conducted a directed share issue of SEK 17.5m to the CEO, which bolstered liquidity.

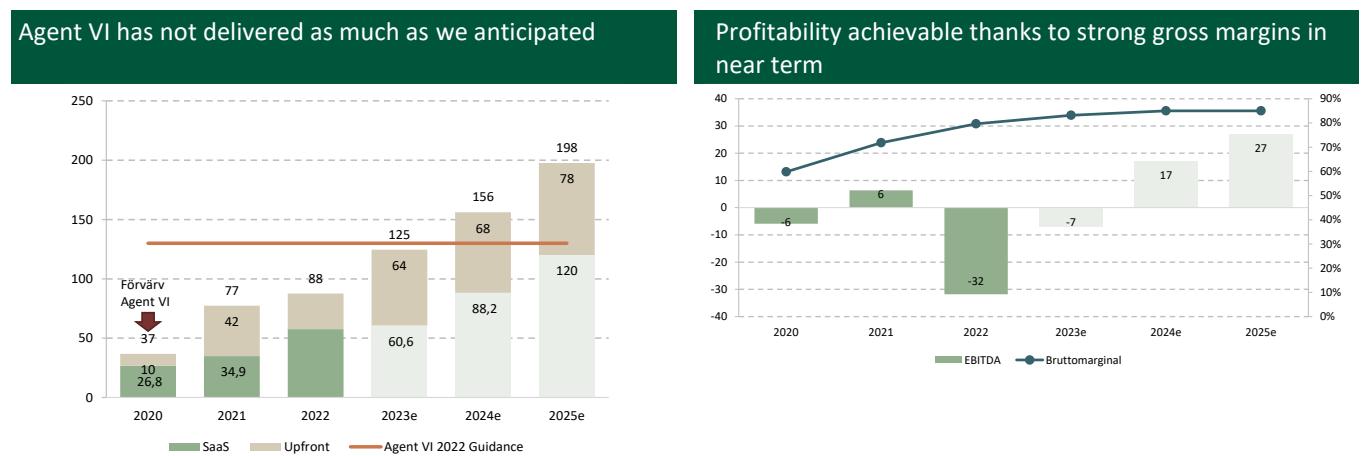


Source: Company

Source: Company

## Estimate changes

Our revenue estimates are largely unchanged for the forecast period. We believe the company will gradually work through the SEK 45m order book from year-end. We also expect MRR to begin growing again as the drop-off rate has stabilised. As the cost base proved slightly higher than we had estimated, we have lowered our EBITDA estimate by SEK 5m for the current year.



Source: EPB

Source: EPB

## Valuation

We have chosen to use a peer valuation based on 2025 sales estimate as the basis from which to value Irisity. We have then discounted these back to current value to arrive at our fair value.

- In our view, Irisity should be valued at a multiple of 3.5x EV/Sales. This represents a discount to the listed SaaS companies. We consider this realistic since Irisity has a higher variable component in its revenues and is not profitable at present.
- IRR of 30% (previously 35%). We believe the directed share issue has reduced the required rate of return. If the company continues to move towards profitability, we believe the required rate can quickly decrease.

These two assumptions give us a value of SEK 9.1–9.5 per share. Despite the high required rate of return, we remain confident in the company's products, given the technical validation from Axis and Mobotix, among others, as well as other industry players. This is bolstered by the performance we have seen from the products, the example projects from G4S and other customers, and the projects Irisity has won in recent years. We are looking for clarity regarding the IMY decision, a return to the previous growth rate in other activities, and a proven ability to execute on underlying market growth and thus report positive cash flows.

Peers												
Name	Share price (USD)	Share price perf.			M-cap (USD)	2023	EV/S		EV/EBITDA		CY rev. growth	
		LTM	L6M	LTM			2024	2025	2023	2024	2025	2023
SignUp Software	10,0	1,8%	15,0%	22,5%	227	6,60	5,43	4,63	42,3	29,1	20,8	27,2%
Carasent	1,3	-60,3%	-35,2%	-16,7%	104	nm	nm	nm	nm	nm	nm	30,3%
SignUp Software	10,0	1,8%	15,0%	22,5%	227	6,60	5,43	4,63	42,3	29,1	20,8	27,2%
Carasent	1,3	-60,3%	-35,2%	-16,7%	104	nm	nm	nm	nm	nm	nm	30,3%
Avanza Bank Holding	21,6	-33,1%	31,1%	-0,5%	3 381	7,88	7,60	7,21	nm	nm	nm	19,1%
Nordnet	15,1	-9,6%	26,6%	3,1%	3 779	8,39	8,16	7,98	nm	nm	nm	35,3%
AVTECH Sweden	0,3	43,3%	5,9%	5,2%	17	5,72	4,98	3,98	10,6	8,7	6,2	35,2%
Fortnox	7,5	50,4%	64,0%	65,8%	4 546	27,63	20,94	16,54	55,0	40,1	31,1	34,2%
SmartCraft	1,9	8,6%	13,6%	12,9%	329	8,42	7,27	6,23	20,5	16,8	14,0	19,2%
Kahoot	2,1	-52,1%	16,3%	13,1%	1 025	nm	nm	nm	nm	nm	nm	21,7%
Lime Technologies	25,3	-21,0%	-14,3%	13,0%	337	6,43	5,66	5,01	20,5	18,4	16,0	16,4%
SimCorp	106,6	13,1%	40,4%	49,8%	4 187	6,43	5,92	5,43	28,3	22,9	20,1	7,4%
Admicom	47,4	-45,1%	-29,0%	-8,0%	236	6,41	5,89	5,29	16,7	15,3	13,2	7,4%
Lemonsoft	8,7	-48,2%	-43,7%	4,0%	nm	5,56	5,13	4,73	18,2	16,1	14,0	10,6%
Efecte	11,2	-26,9%	2,0%	0,5%	72	2,52	2,16	1,85	nm	30,8	16,8	17,0%
FormPipe Software	2,4	-37,9%	-9,3%	15,8%	132	2,65	2,41	2,19	12,9	10,1	8,3	9,1%
Vitec Software Group	53,2	7,7%	35,7%	35,7%	1 745	nm	nm	nm	nm	nm	nm	34,1%
Karnov Group	5,2	2,3%	-8,0%	-7,1%	558	3,16	3,07	2,98	12,6	11,7	10,6	120,6%
Litium	1,0	-38,7%	-23,4%	-9,9%	16	1,99	1,56	1,26	19,7	6,9	5,7	13,8%
Bambuser	0,2	-83,6%	-50,4%	-30,3%	50	0,77	0,66	0,55	nm	nm	nm	8,3%
Upsales Technology	5,9	-20,0%	-6,5%	-19,6%	99	nm	nm	nm	nm	nm	nm	17,1%
Checkin.com Group	3,7	-36,7%	25,5%	8,1%	110	9,21	5,16	2,92	33,5	15,3	8,8	71,4%
Irisity	0,6	-88,0%	-58,8%	-6,3%	23	1,83	1,48	1,22	neg	neg	neg	
Median						6,42	5,43	4,68	20,06	16,84	14,03	19%
medel						6,70	5,77	5,03	24,97	19,70	15,20	26%
Vs Irisity						-73%	-74%	-76%	nm	nm	nm	15%

Source: Factset

Sensitivity table

X-WACC, Y EV/Sales 2025

	20%	25%	30%	35%	40%
3,00	9,5	8,6	7,9	7,2	6,6
3,25	10,3	9,3	8,5	7,8	7,1
3,5	11,0	10,0	9,1	8,3	7,6
3,75	11,8	10,7	9,7	8,9	8,2
4,00	12,5	11,3	10,3	9,4	8,7

Source: EPB

## We do not consider a DCF model applicable given the company's negative cash flows

DCF - GROWING FCF PERPETUITY FORMULA

Valuation output			
Sum of PV of FCF (explicit period)	19		
PV of terminal value (perpetuity formula)	229		
<b>Enterprise value</b>	<b>248</b>		
Latest net debt	21		
Minority interests & other	0		
<b>Equity value</b>	<b>228</b>		
No. of shares outstanding (millions)	38		
<b>Equity value per share (SEK)</b>	<b>6,0</b>		
Implicit multipl.	2023	2024	2025
EV/Sales	2,0	1,6	1,3
EV/EBITDA	-34,8	14,5	9,2
EV/EBIT	-1,9	-2,5	-3,0
EV/NOPLAT	-2,4	-3,2	-3,9
P/E			
ROIC/WACC			

WACC assumptions	
Risk free nominal rate	2,0%
Risk premium	7,0%
Extra risk premium	3,0%
Beta	1,0
Cost of equity	12,0%
Cost of debt (pre-tax)	3,0%
Tax rate	22%
Target debt/(debt + equity)	0%
<b>Implicit WACC</b>	<b>15,0%</b>

Sensitivity analysis		Long-term growth rate				
		1,0%	1,5%	2,0%	2,5%	3,0%
WACC	13,0%	7,7	8,3	8,8	9,5	10,2
	14,0%	6,4	6,8	7,2	7,7	8,3
	15,0%	5,2	5,6	6,0	6,3	6,8
	16,0%	4,3	4,6	4,9	5,2	5,6
	17,0%	3,5	3,7	4,0	4,3	4,5
		Long-term EBIT margin				
		25,0%	27,5%	30,0%	32,5%	35,0%
WACC	13,0%	7,0	7,9	8,8	9,8	10,7
	14,0%	5,7	6,5	7,2	8,0	8,8
	15,0%	4,6	5,3	6,0	6,6	7,3
	16,0%	3,7	4,3	4,9	5,5	6,1
	17,0%	2,9	3,4	4,0	4,5	5,1

Source: EPB

Income statement									
	2017	2018	2019	2020	2021	2022	2023e	2024e	2025e
<b>Net sales</b>	<b>35</b>	<b>45</b>	<b>35</b>	<b>37</b>	<b>77</b>	<b>88</b>	<b>122</b>	<b>155</b>	<b>196</b>
Other operating income	0	0	16	13	16	34	30	32	32
<b>Total revenues</b>	<b>35</b>	<b>45</b>	<b>52</b>	<b>50</b>	<b>93</b>	<b>121</b>	<b>151</b>	<b>187</b>	<b>228</b>
Cost of goods sold	-8	-9	-13	-15	-22	-18	-20	-23	-29
<b>Gross profits</b>	<b>27</b>	<b>36</b>	<b>39</b>	<b>35</b>	<b>71</b>	<b>104</b>	<b>131</b>	<b>164</b>	<b>199</b>
Other operating costs	-27	-44	-43	-41	-65	-135	-138	-147	-172
<b>EBITDA</b>	<b>1</b>	<b>-8</b>	<b>-5</b>	<b>-6</b>	<b>6</b>	<b>-32</b>	<b>-7</b>	<b>17</b>	<b>27</b>
<b>EBITDA, adjusted</b>	<b>1</b>	<b>-8</b>	<b>-5</b>	<b>-6</b>	<b>6</b>	<b>-32</b>	<b>-7</b>	<b>17</b>	<b>27</b>
<b>EBITA, adjusted</b>	<b>1</b>	<b>-8</b>	<b>-5</b>	<b>-6</b>	<b>6</b>	<b>-32</b>	<b>-7</b>	<b>17</b>	<b>27</b>
<b>EBIT</b>	<b>-3</b>	<b>-14</b>	<b>-17</b>	<b>-19</b>	<b>-26</b>	<b>-147</b>	<b>-103</b>	<b>-66</b>	<b>-50</b>
<b>EBIT, adjusted</b>	<b>-3</b>	<b>-14</b>	<b>-17</b>	<b>-19</b>	<b>-26</b>	<b>-147</b>	<b>-103</b>	<b>-66</b>	<b>-50</b>
Net financial items	-1	-1	-1	0	-1	0	0	0	0
<b>Profit/loss before tax</b>	<b>-4</b>	<b>-14</b>	<b>-17</b>	<b>-20</b>	<b>-26</b>	<b>-147</b>	<b>-103</b>	<b>-66</b>	<b>-50</b>
<b>Profit/loss before tax, adjusted</b>	<b>-4</b>	<b>-14</b>	<b>-17</b>	<b>-20</b>	<b>-26</b>	<b>-147</b>	<b>-103</b>	<b>-66</b>	<b>-50</b>
Total taxes	0	0	0	0	3	11	0	0	0
<b>Net income</b>	<b>-4</b>	<b>-14</b>	<b>-18</b>	<b>-20</b>	<b>-24</b>	<b>-137</b>	<b>-103</b>	<b>-66</b>	<b>-50</b>
<b>Net income, adjusted</b>	<b>-4</b>	<b>-14</b>	<b>-18</b>	<b>-20</b>	<b>-24</b>	<b>-137</b>	<b>-103</b>	<b>-66</b>	<b>-50</b>
Revenue growth	-	29%	14%	-4%	88%	30%	25%	24%	22%
Gross margin	77,7%	79,4%	>100%	94,5%	92,3%	>100%	>100%	>100%	>100%
EBIT margin, adjusted	Neg.	Neg.	Neg.	Neg.	Neg.	Neg.	Neg.	Neg.	Neg.
EPS, adjusted	-0,22	-0,81	-0,76	-0,76	-0,62	-3,57	-2,59	-1,60	-1,21
EPS growth, adjusted	-	N.m.	N.m.	N.m.	N.m.	N.m.	N.m.	N.m.	N.m.

Source: Irisity, EPB

Cash flow analysis									
	2017	2018	2019	2020	2021	2022	2023e	2024e	2025e
EBIT	-3	-14	-17	-19	-26	-147	-103	-66	-50
Other cash flow items	4	6	12	13	5	116	65	49	43
Changes in working capital	-3	1	3	-5	-7	-10	3	5	-3
<b>Cash flows from operating activities</b>	<b>-2</b>	<b>-7</b>	<b>-2</b>	<b>-11</b>	<b>-27</b>	<b>-42</b>	<b>-36</b>	<b>-12</b>	<b>-9</b>
Investments in intangible fixed assets	-11	-20	-18	-10	-90	-26	-31	-32	-32
<b>Cash flows from investment activities</b>	<b>-11</b>	<b>-20</b>	<b>-18</b>	<b>-10</b>	<b>-90</b>	<b>-26</b>	<b>-31</b>	<b>-32</b>	<b>-32</b>
<b>Free cash flows</b>	<b>-14</b>	<b>-27</b>	<b>-20</b>	<b>-21</b>	<b>-118</b>	<b>-68</b>	<b>-66</b>	<b>-44</b>	<b>-41</b>
Rights issues / buybacks	0	54	27	47	124	-	-	-	0
Changes in liabilities	-	-	-	-	-	14	33	0	10
<b>Cash flows from financing activities</b>	<b>0</b>	<b>54</b>	<b>27</b>	<b>47</b>	<b>124</b>	<b>14</b>	<b>33</b>	<b>0</b>	<b>10</b>
<b>Cash flows</b>	<b>-14</b>	<b>26</b>	<b>8</b>	<b>25</b>	<b>6</b>	<b>-55</b>	<b>-34</b>	<b>-44</b>	<b>-31</b>
<b>Net debt</b>	<b>8</b>	<b>-21</b>	<b>-34</b>	<b>-63</b>	<b>-62</b>	<b>8</b>	<b>27</b>	<b>40</b>	<b>49</b>

Source: Irisity, EPB

Balance sheet	2017	2018	2019	2020	2021	2022	2023e	2024e	2025e
<b>Assets</b>									
Goodwill	12	25	59	59	736	757	686	635	590
Tangible fixed assets	7	8	5	2	3	2	0	0	0
Financial fixed assets	0	0	0	0	34	39	38	38	38
<b>Total fixed assets</b>	<b>19</b>	<b>33</b>	<b>64</b>	<b>61</b>	<b>772</b>	<b>797</b>	<b>725</b>	<b>673</b>	<b>628</b>
Trade receivables	8	9	6	8	40	19	17	22	25
Other current assets	37	3	2	4	15	30	39	39	39
Cash and cash equivalents and short-term investments	6	32	40	65	71	18	13	1	2
<b>Total current assets</b>	<b>51</b>	<b>44</b>	<b>48</b>	<b>77</b>	<b>127</b>	<b>66</b>	<b>70</b>	<b>63</b>	<b>67</b>
<b>Total assets</b>	<b>69</b>	<b>77</b>	<b>112</b>	<b>138</b>	<b>899</b>	<b>863</b>	<b>795</b>	<b>736</b>	<b>695</b>
<b>EQUITY AND LIABILITIES</b>									
Equity	36	47	87	118	762	739	653	585	533
<b>Total equity</b>	<b>36</b>	<b>47</b>	<b>87</b>	<b>118</b>	<b>762</b>	<b>739</b>	<b>653</b>	<b>585</b>	<b>533</b>
Long-term interest-bearing liabilities	8	6	3	1	9	21	37	37	47
Other long-term liabilities	0	0	0	0	77	65	62	62	62
<b>Total long-term liabilities</b>	<b>8</b>	<b>6</b>	<b>3</b>	<b>1</b>	<b>85</b>	<b>86</b>	<b>99</b>	<b>99</b>	<b>109</b>
Short-term interest-bearing liabilities	6	5	3	1	1	4	4	4	4
Trade payables	4	4	4	4	12	5	13	22	23
Other current liabilities	16	14	14	14	38	29	26	26	26
<b>Total current liabilities</b>	<b>25</b>	<b>24</b>	<b>22</b>	<b>19</b>	<b>52</b>	<b>38</b>	<b>43</b>	<b>52</b>	<b>53</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>69</b>	<b>77</b>	<b>112</b>	<b>138</b>	<b>899</b>	<b>863</b>	<b>795</b>	<b>736</b>	<b>695</b>

Source: Irisity, EPB

Growth and margins	2017	2018	2019	2020	2021	2022	2023e	2024e	2025e
Revenue growth	-	29%	14%	-4%	88%	30%	25%	24%	22%
EBITDA growth, adjusted	-	N.m.	58%						
EBIT growth, adjusted	-	N.m.							
EPS growth, adjusted	-	N.m.							
Gross margin	77,7%	79,4%	>100%	94,5%	92,3%	>100%	>100%	>100%	>100%
EBITDA margin	2,1%	Neg.	Neg.	Neg.	8,3%	Neg.	Neg.	11,0%	13,8%
EBITDA margin, adjusted	2,1%	Neg.	Neg.	Neg.	8,3%	Neg.	Neg.	11,0%	13,8%
EBIT margin	Neg.								
EBIT margin, adjusted	Neg.								
Profit margin, adjusted	Neg.								

Source: Irisity, EPB

Profitability	2017	2018	2019	2020	2021	2022	2023e	2024e	2025e
ROE, adjusted	Neg.	Neg.	Neg.						
ROCE, adjusted	Neg.	Neg.	Neg.						
ROIC, adjusted	Neg.	Neg.	Neg.						

Source: Irisity, EPB

Capital efficiency	2017	2018	2019	2020	2021	2022	2023e	2024e	2025e
Trade receivables / total revenues	22%	19%	12%	17%	43%	16%	12%	12%	11%
Trade payables / cost of sales	46%	47%	34%	24%	57%	30%	62%	94%	77%
Total current liabilities / total expenses	74%	45%	39%	34%	60%	25%	27%	31%	26%
Working capital / total revenues	72%	-16%	-19%	-12%	5%	12%	12%	7%	7%
Capital turnover rate	0,7x	0,8x	0,6x	0,4x	0,1x	0,2x	0,2x	0,3x	0,4x

Source: Irisity, EPB

Financial position	2017	2018	2019	2020	2021	2022	2023e	2024e	2025e
Net debt	8	-21	-34	-63	-62	8	27	40	49
Equity asset ratio	52%	61%	78%	85%	85%	86%	82%	79%	77%
Net debt/equity ratio	0,2x	-0,5x	-0,4x	-0,5x	-0,1x	0,0x	0,0x	0,1x	0,1x
Net debt / EBITDA	10,5x	2,6x	6,9x	10,6x	-9,6x	-0,2x	-3,8x	2,3x	1,8x

Source: Irisity, EPB

Share data	2017	2018	2019	2020	2021	2022	2023e	2024e	2025e
EPS	-0,22	-0,81	-0,76	-0,76	-0,62	-3,57	-2,59	-1,60	-1,21
EPS, adjusted	-0,22	-0,81	-0,76	-0,76	-0,62	-3,57	-2,59	-1,60	-1,21
FCF per share	-0,85	-1,56	-0,84	-0,82	-3,07	-1,78	-1,66	-1,06	-1,00
Dividend per share	0,00	0,00	0,00	0,00	0,00	0,00	0,00	0,00	0,00
Equity per share	2,27	2,67	3,77	4,56	19,9	19,3	15,8	14,1	12,9
Number of shares at year-end, m	16,0	17,6	23,2	25,8	38,3	38,3	41,4	41,4	41,4
Number of shares after dilution, average	16,0	17,6	23,2	25,8	38,3	38,3	39,9	41,4	41,4

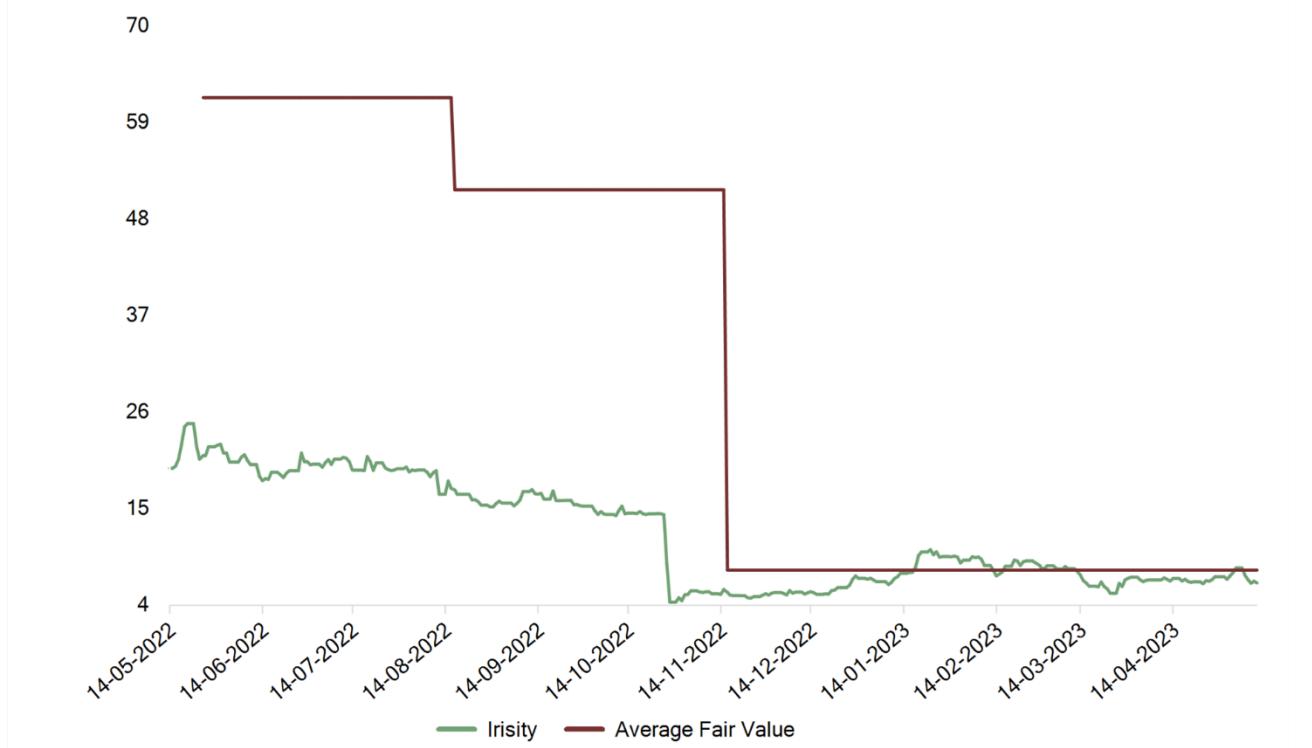
Source: Irisity, EPB

Valuation	2017	2018	2019	2020	2021	2022	2023e	2024e	2025e
P/E, adjusted	Neg.	Neg.	Neg.	Neg.	Neg.	Neg.	Neg.	Neg.	Neg.
Price/book value	4,1x	5,4x	2,4x	8,1x	3,1x	0,3x	0,4x	0,4x	0,5x
P/FCF	Neg.	Neg.	Neg.	Neg.	Neg.	Neg.	Neg.	Neg.	Neg.
FCF yield	Neg.	Neg.	Neg.	Neg.	Neg.	Neg.	Neg.	Neg.	Neg.
Dividend yield	0,0%	0,0%	0,0%	0,0%	0,0%	0,0%	0,0%	0,0%	0,0%
Payout ratio, adjusted	0,0%	0,0%	0,0%	0,0%	0,0%	0,0%	0,0%	0,0%	0,0%
EV/Sales	4,4x	5,1x	3,4x	18,0x	24,8x	2,2x	1,8x	1,5x	1,2x
EV/EBITDA, adjusted	213,7x	Neg.	Neg.	Neg.	360,2x	Neg.	Neg.	16,2x	10,2x
EV/EBIT, adjusted	Neg.	Neg.	Neg.	Neg.	Neg.	Neg.	Neg.	Neg.	Neg.
EV	156	234	178	893	2 309	265	277	277	277
Share price	9,3	14,5	9,1	37,0	61,9	6,7	6,2	6,2	6,2

Source: Irisity, EPB

## Share price and average fair value

Irivity (IRIS SS EQUITY)



Source: EPB, IDC

## **Disclosure**

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Det motiverade värdet speglar ett värde för aktien per den dag analysen publiceras i ett intervall motsvarande ca 5-10%. Banken använder sig av en rad olika värderingsmodeller för att värdera finansiella instrument såsom till exempel kassaflödesmodeller, multipelvärdering samt styckningskalkyler.

Värderingsmetod och ansats för att bestämma motiverat värde ska framgå av analysen och kan variera från bolag till bolag. Väsentliga antaganden för värderingen baseras på vid var tid tillgänglig marknadsdata och ett enligt oss rimligt scenario för bolagets framtid utveckling. Värderingsmetoden ska läsas tillsammans med riskklassificeringen. Vad gäller riskklassificeringen: klassificeras aktien enligt skalan Hög, Medel, Låg utifrån ett antal kända parametrar som är relevanta för Bolaget. En generell riktlinje för att klassificeras som låg risk är att Bolaget har positivt kassaflöde och att ingen enskild faktor påverkar omsättningen mer än 20%. Motsvarande generella beskrivning av hög risk är att Bolaget inte nått positivt kassaflöde alternativt att en enskild faktor påverkar omsättningen mer än 50%.

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Banken erhåller ersättning från Bolaget för tjänsten Penser Access.

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