

Gaming Innovation Group

Continued improvements

- Sequential improvements...
- ...but Q4 guidance lowered
- Continued US expansion awaits

Solid momentum in client signings

We note continued sequential improvements, with revenue coming to EUR 17.9m (up 8% q-o-q) and EBITDA to EUR 3.2m (up 12% q-o-q). Operationally, we note that the pipeline continues to look solid, with six new contracts signed within platform services during 'Q3. On top of this, GIG notes that WSN.com continues to grow in the US market with "an ATH in September and a presence in nine states".

FY sales expected toward the lower range of guidance

In October, GiG's revenue on an adjusted basis, i.e. when excluding Sky City, was up 48% compared to the same period last year. Due to short-term headwinds from e.g. Germany transitioning into regulation, however, there will be some negative short-term impact. As such, management guided that adjusted revenues for full year will end in the lower range of previous guidance (e.g. EUR 52-57m), and that FY EBITDA will amount to around EUR 11m (vs. prior guidance of EUR 12-15m). In light of this, we have lowered our adj. Q4 estimates while leaving our 2021 and 2022 estimates largely unchanged (note small changes in absolute terms).

Questions remain

GiG appears to have good momentum in terms of contract wins, and we note the recently signed long-term agreement with Ireland's Slotbox Limited. As previously discussed, however, the termination of the Hard Rock International contract was arguably a negative. While this contract only made up a small portion of revenue (~2%), Hard Rock was seen as a blue-chip customer. We believe the termination raises questions surrounding GiG's offering, particularly given that Hard Rock's own brand has yet to take off in the US iGaming market. As noted above, GiG's expansion into affiliate marketing in the US is set to continue. This could provide another growth lever, but the competition will be fierce, and GiG will have to play catch-up with competitors who in some instances already have domains and teams ready for +20 teams.

Analyst(s): Erik Moberg
Aksel Øverland Engebakken

EURm	2018	2019	2020e	2021e	2022e
Sales	151	123	83	78	82
EBITDA	3	-30	16	22	24
EBITDA margin (%)	1.8	-24.4	19.8	27.9	29.1
EBIT adj	-17	-56	-3	5	8
EBIT adj margin (%)	-11.4	-45.3	-4.1	6.0	10.2
Pretax profit	-19	-64	-8	2	8
EPS rep	-0.22	-0.72	-0.09	0.02	0.08
EPS adj	-0.22	-0.72	-0.09	0.02	0.08
Sales growth (%)	25.7	-18.7	-32.3	-6.6	5.0
EPS growth (%)	-4,611.8	-226.8	87.4	120.6	349.6

Source: ABG Sundal Collier, Company data

Reason: Post-results comment

Company sponsored research

Not rated

	Environ.	Social.	Govern.
ABGSC ESG weight	20%	40%	40%
Estimate changes (%)			
	2020e	2021e	2022e
Sales	0.0%	0.2%	0.2%
EBIT (rep)	36.3%	-16.4%	-4.7%
EPS (rep)	14.2%	-46.2%	-18.6%
Source: ABG Sundal Collier			
Share price (SEK)	05/11/2020		7.4
Fair value range (per share)			na

Online Gaming, Norway
GAMIG.OL/GIG NO

MCap (SEKm)	664
MCap (EURm)	65
Net debt (EURm)	41

No. of shares (m)	90.0
Free float (%)	100
Av. daily volume (k)	1

Performance



	1m	3m	12m
Absolute (%)	-1.8	-5.1	0.1
OSE GI (%)	-99.2	-99.2	-99.3

Source: FactSet

	2020e	2021e	2022e
P/E (x)	-7.9	38.5	8.6
P/E adj (x)	-7.9	38.5	8.6
P/BVPS (x)	6.74	5.77	3.45
EV/EBITDA (x)	6.4	4.3	3.4
EV/EBIT adj (x)	-31.2	20.3	9.7
EV/sales (x)	1.27	1.21	0.99
ROE adj (%)	-51.1	16.2	50.4
Dividend yield (%)	0	0	0
FCF yield (%)	58.0	20.4	25.2
Lease adj. FCF yld (%)	53.6	16.0	20.9
Net IB debt/EBITDA	2.5	1.4	0.7
Lease adj. ND/EBITDA	2.0	0.8	0.1

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This research product is commissioned and paid for by the company covered in this report. As such, this report is deemed to constitute an acceptable minor non-monetary benefit (i.e. not investment research) as defined in MiFID II.

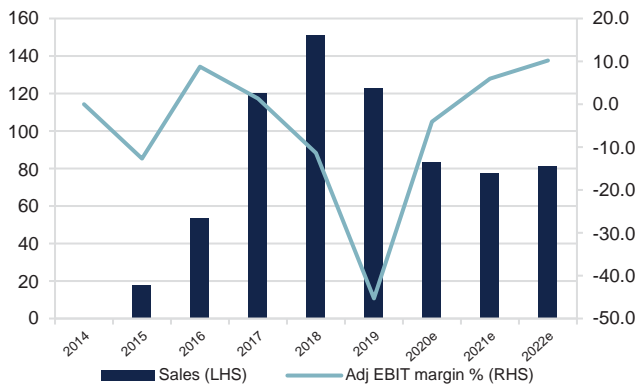
Company description

GIG is a young company that sells products to a large part of the online gambling value chain. It sells marketing services to other gambling operators and sells its own software platform and sportsbook to other B2C operators, as well as land-based casinos, enabling them to offer casino and sports betting services. GIG's footprint is in Western Europe, but it also has US exposure through selling B2B services.

Risks

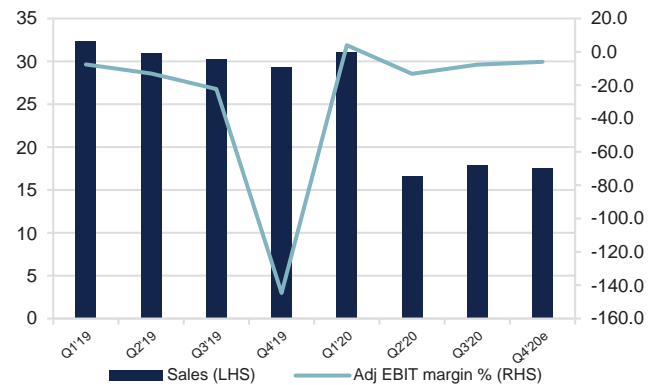
We view GIG as a high-risk business case due to the inherent nature of the business and the current financial profile. We see regulatory risks (could face litigation if it fails to comply with local laws and practices in the regions where it operates) and counterparty risk (faces many counterparties, and some customers on the B2B side are smaller firms with low levels of solidity). We also note that GIG is exposed to financial risk as it has a long-term bond due in June 2022 coupled with a commitment (through its bond agreement) to deliver break-even EBITDA in its sportsbook by Q3 2020e.

Annual sales and adj. EBIT margin



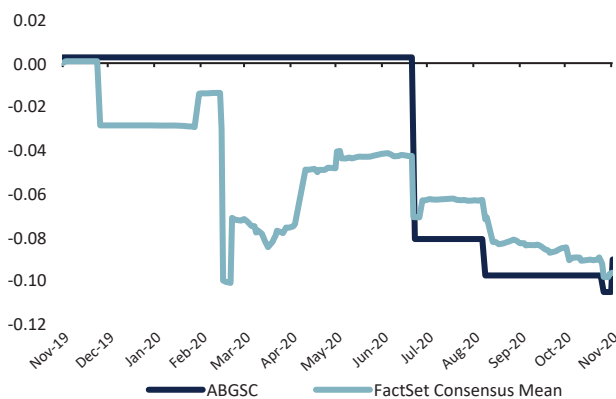
Source: ABG Sundal Collier, Company data

Quarterly sales and adj. EBIT margin



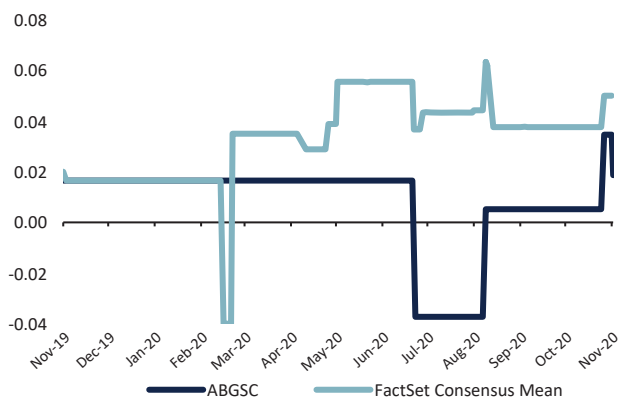
Source: ABG Sundal Collier, Company data

EPS estimate changes, 2020e, EUR



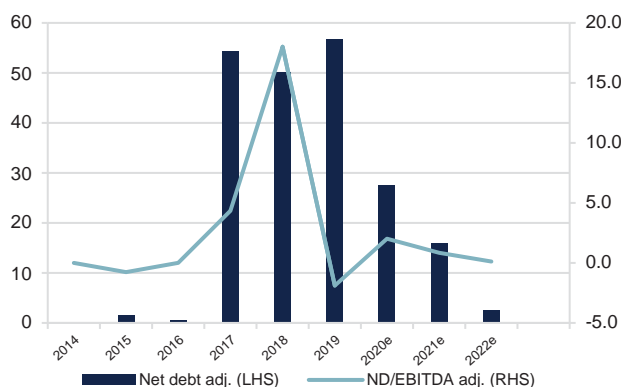
Source: ABG Sundal Collier, FactSet

EPS estimate changes, 2021e, EUR



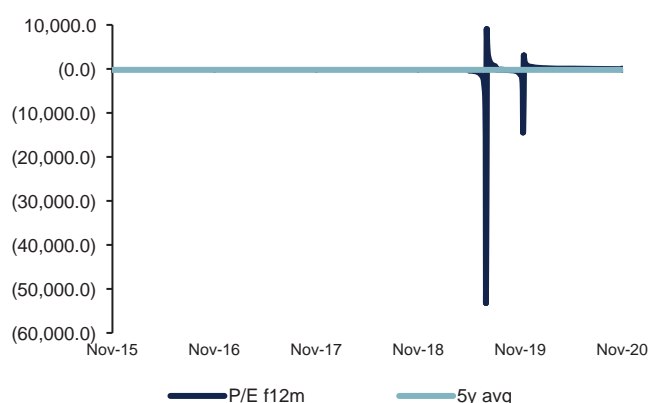
Source: ABG Sundal Collier, FactSet

Net debt and ND/EBITDA adj.



Source: ABG Sundal Collier, Company data

12month forward-looking P/E



Source: ABG Sundal Collier, Company data

Q3 Deviation table

P&L (EURm)	Q3 19	Actual Q3 20	Q3 20e	Deviation ABGSC		Cons.	Deviation Cons.	
				EURm	%		EURm	%
Revenue	10.1	17.9	17.4	0.6	3.3%	17.0	-0.9	5.5%
Change % y-o-y	-35%	78%	0.7	0.1	7.9%			
COGS	-0.2	-0.9	-0.3	-0.6	161.0%			
Gross Profit	9.8	17.0	17.0	0.0	0.1%	17.0	0.0	0.1%
Marketing expenses	-1.3	-4.5	-4.3	-0.2	4.5%			
% of Sales	-13%	-25%	-0.3	0.0				
Other Opex	-10.1	-9.1	-8.6	-0.4	5.0%			
% of Sales	-13%	-25%	-0.3	0.0				
Total Opex	-11.4	-13.6	-13.0	-0.6	4.8%	-13.0	0.6	4.5%
EBITDA	-1.5	3.4	4.0	-0.6	(15.1%)	4.0	0.6	(14.1%)
EBITDA margin	-15.3%	19.2%	23.3%	0.0		23.5%		
D&A:	0.0	-4.8	-4.6	-0.2	4.6%			
EBIT	-1.5	-1.4	-0.6	-0.8		-1.0	0.4	
EBIT margin	-15.3%	-7.7%	-3.2%	0.0				
Financial income	0.0	-1.2	0.4	-1.5				
Other Income (expense)	0.0	0.3	-0.8	1.1				
Net Financial	0.0	-0.9	-0.5	-0.4				
Pre-tax income	-1.5	-2.3	-1.0	-1.2				
Revenue bridge:		17.9	17.4	0.6				
Sportsbook		0.2	0.4	-0.2				
B2B Platform services		9.1	8.3	0.8				
Affiliate		8.6	8.6	0.0				
Discontinued		0.0	0.0	0.0				
Revenue bridge (Normalized B2B)*		14.2	13.8	0.4				
Sportsbook		0.2	0.4	-0.2				
B2B Platform services		5.4	4.8	0.6				
Affiliate		8.6	8.6	0.0				
Discontinued		0.0	0.0	0.0				
EBITDA bridge:		3.4	4.0	-0.6				
Sportsbook		-0.5	0.0	-0.5				
B2B Platform services		-0.1	-0.3	0.2				
Affiliate		4.0	4.3	-0.3				
Discontinued		0.0	0.0	0.0				

Source: ABG Sundal Collier, company data

Detailed P&L Quarterly

New GiG (B2B & Affiliate)				
P&L (In EURm)	Q1 20	Q2 20	Q3 20	Q4 20e
Revenue	11.2	16.7	17.9	17.5
Change % y-o-y	NM	47%	78%	69%
COGS	-0.4	-0.8	-0.9	-0.8
Gross Profit	10.7	15.9	17.0	16.7
Marketing expenses	-1.7	-4.5	-4.5	-4.4
% of Sales	-15%	-27%	-25%	-25%
Other Opex	-8.5	-8.5	-9.1	-8.8
% of Sales	-76%	-27%	-25%	-25%
Total Opex	-10.1	-13.0	-13.6	-13.1
EBITDA	0.6	2.8	3.4	3.6
EBITDA margin	5%	17%	19%	20%
D&A:	-5.3	-5.0	-4.8	-4.6
EBIT	-4.7	-2.2	-1.4	-1.0
EBIT margin	4%	-13%	-8%	-6%
Financial income	0.4	-1.4	-1.2	-1.0
Other Income (expense)	0.0	-1.5	0.3	0.2
Net Financial	0.4	-2.9	-0.9	-0.8
Pre-tax income	-4.3	-5.1	-2.3	-1.8
Revenue bridge:	11.2	16.7	17.9	17.5
Sportsbook	0.2	0.1	0.2	0.2
B2B Platform services	3.8	8.2	9.1	9.2
Affiliate	8.2	8.6	8.6	8.1
Discontinued	-1.0	-0.2	0.0	0.0
Revenue bridge (Normalized B2B)*	10.6	13.1	14.2	13.8
Sportsbook	0.2	0.1	0.2	0.2
B2B Platform services	3.8	4.7	5.4	5.5
Affiliate	8.2	8.6	8.6	8.1
Discontinued	-1.6	-0.3	0.0	0.0
EBITDA bridge:	0.6	2.8	3.4	3.6
Sportsbook	-1.7	-0.9	-0.5	-0.2
B2B Platform services	-1.6	-0.9	-0.1	0.0
Affiliate	4.5	4.8	4.0	3.7
Discontinued	-0.6	-0.2	0.0	0.0

Source: ABG Sundal Collier, company data

ESG profile

Company ESG / ESG activities

Gaming Innovation Group's sustainability strategy focuses on areas that are most relevant to its business, which is responsible gambling. This means offering customers and end-users a full suite of solutions across the iGaming value chain while upholding strict rules to minimise harm caused by gambling, to prevent gambling from being a source of crime, and to ensure it is conducted in a safe way. The company has continuously invested in its legal, compliance and Player Safety Teams. They monitor customer accounts continuously and use data, reporting tools and transaction monitoring tools to identify playing patterns which may indicate problem gambling.

Risks and opportunities

The most prominent risks within online gambling are the social and governmental aspects surrounding gambling addiction and acting in markets that are regulated. To mitigate these risks, GiG has developed an AI machine learning system to help identify end-users that may be at risk. The firm also provides a range of gaming tools that allow users to place limits on their gaming. These tools allow end-users to decide in advance how much time or money they are able or willing to spend.

Key issues*	ABGSC weight
Environment	20%
Carbon emissions	
Packaging material and waste	
Pollution and waste	
Social	40%
Human capital	
Products safety and quality	
Stakeholder opposition	
Governance	40%
Business ethics	
Corporate behaviour	
Board	
Previous ESG incidents	
Jan 2019	
SEK 3.5m fine for offering bets on soccer	
May 2019	
EUR 2.45m settlement with UK authorities	
Exposure to ESG Trends	
Diversity, Recycling, Renewable materials	

Social and governance data			
	2017	2018	2019
Women in workforce %	31	31	31
Women in management %	0	13	35
Women in board %	0	0	25
CEO salary, SEKm p.a.	133.6	150.6	321.8
Employee turnover %	na	na	na
Employee absence %	"low"	"low"	"low"
Person responsible for sustainability:	Richard Brown		
Senior management:	Yes		

ESG Data			
	Today	Target	By
Fully operate in regulated and near-regulated markets (%)	48	100	na

*based on the MSCI framework but not using all the parameters.

Gaming Innovation Group

Income Statement (EURm)	Q1 2019	Q2 2019	Q3 2019	Q4 2019	Q1 2020	Q2 2020	Q3 2020	Q4 2020e
Sales	32	31	30	29	31	17	18	18
COGS	-6	-7	-7	-4	-7	-1	-1	-1
Gross profit	26	24	24	25	24	16	17	17
Other operating items	-22	-22	-24	-61	-18	-13	-14	-13
EBITDA	4	2	-0	-36	7	3	3	4
Depreciation and amortisation	-7	-7	-7	-6	-5	-5	-5	-5
EBITA	-2	-4	-7	-43	1	-2	-1	-1
EO items	0	0	0	0	0	0	0	0
Impairment and PPA amortisation	0	0	0	0	0	0	0	0
EBIT	-2	-4	-7	-43	1	-2	-1	-1
Net financial items	-0	-2	-2	-5	0	-3	-1	-1
Pretax profit	-3	-6	-8	-47	2	-5	-2	-2
Tax	-0	-0	-0	-0	-0	-0	-0	-0
Net profit	-3	-6	-8	-47	2	-5	-2	-2
Minority interest	0	0	0	0	0	0	0	0
Net profit discontinued	0	0	0	0	0	0	0	0
Net profit to shareholders	-3	-6	-8	-47	2	-5	-2	-2
EPS	-0.03	-0.07	-0.09	-0.53	0.02	-0.06	-0.03	-0.02
EPS Adj	-0.03	-0.07	-0.09	-0.53	0.02	-0.06	-0.03	-0.02
Total extraordinary items after tax	0	0	0	0	0	0	0	0
Tax rate (%)	4.9	1.0	1.3	0.7	3.7	1.9	4.9	14.2
Gross margin (%)	80.1	78.8	77.9	85.0	78.3	95.2	94.9	95.3
EBITDA margin (%)	12.7	8.0	-0.6	-123.8	21.4	17.0	19.2	20.3
EBITA margin (%)	-7.5	-13.0	-22.3	-144.7	4.0	-13.2	-7.7	-6.0
EBIT margin (%)	-7.5	-13.0	-22.3	-144.7	4.0	-13.2	-7.7	-6.0
Pretax margin (%)	-8.4	-19.6	-27.3	-160.0	5.2	-30.5	-12.7	-10.6
Net margin (%)	-8.8	-19.8	-27.6	-161.1	5.0	-31.0	-13.3	-12.1
Growth rates Y/Y	Q1 2019	Q2 2019	Q3 2019	Q4 2019	Q1 2020	Q2 2020	Q3 2020	Q4 2020e
Sales growth (%)	-13.2	-16.0	-18.9	-26.3	-4.1	-46.1	-40.7	-40.4
EBITDA growth (%)	-5.1	49.4	-chg	-chg	61.9	14.4	+chg	+chg
EBIT growth (%)	-chg	-chg	-chg	-chg	+chg	+chg	+chg	+chg
Net profit growth (%)	-chg	-chg	-chg	-chg	+chg	+chg	+chg	+chg
EPS growth (%)	-chg	-chg	-chg	-chg	+chg	+chg	+chg	+chg
Adj earnings numbers	Q1 2019	Q2 2019	Q3 2019	Q4 2019	Q1 2020	Q2 2020	Q3 2020	Q4 2020e
EBITDA Adj	4	2	-0	-36	7	3	3	4
EBITDA Adj margin (%)	12.7	8.0	-0.6	-123.8	21.4	17.0	19.2	20.3
EBITA Adj	-2	-4	-7	-43	1	-2	-1	-1
EBITA Adj margin (%)	-7.5	-13.0	-22.3	-144.7	4.0	-13.2	-7.7	-6.0
EBIT Adj	-2	-4	-7	-43	1	-2	-1	-1
EBIT Adj margin (%)	-7.5	-13.0	-22.3	-144.7	4.0	-13.2	-7.7	-6.0
Pretax profit Adj	-3	-6	-8	-47	2	-5	-2	-2
Net profit Adj	-3	-6	-8	-47	2	-5	-2	-2
Net profit to shareholders Adj	-3	-6	-8	-47	2	-5	-2	-2
Net Adj margin (%)	-8.8	-19.8	-27.6	-161.1	5.0	-31.0	-13.3	-12.1

Source: ABG Sundal Collier, Company data

Gaming Innovation Group

Income Statement (EURm)	2013	2014	2015	2016	2017	2018	2019	2020e	2021e	2022e
Sales	0	0	18	54	120	151	123	83	78	82
COGS	0	0	-4	-1	-21	-27	-24	-9	-4	-4
Gross profit	0	0	14	52	100	124	99	74	74	77
Other operating items	0	0	-16	-47	-87	-121	-129	-57	-52	-54
EBITDA	0	0	-2	6	13	3	-30	16	22	24
Depreciation and amortisation	0	0	-0	-1	-11	-20	-26	-20	-17	-15
Of which leasing depreciation	0	0	0	0	0	0	0	-3	-3	-3
EBITA	0	0	-2	5	2	-17	-56	-3	5	8
EO items	0	0	0	0	0	0	0	0	0	0
Impairment and PPA amortisation	0	0	0	0	0	0	0	0	0	0
EBIT	0	0	-2	5	2	-17	-56	-3	5	8
Net financial items	0	0	1	-1	-1	-2	-8	-4	-2	-0
Pretax profit	0	0	-1	3	1	-19	-64	-8	2	8
Tax	0	0	-0	-0	-1	-1	-1	-1	-1	-1
Net profit	0	0	-1	3	-0	-20	-65	-8	2	8
Minority interest	0	0	0	0	0	0	0	0	0	0
Net profit discontinued	0	0	0	0	0	0	0	0	0	0
Net profit to shareholders	0	0	-1	3	-0	-20	-65	-8	2	8
EPS	0	0	-0.00	0.03	-0.00	-0.22	-0.72	-0.09	0.02	0.08
EPS Adj	0	0	-0.00	0.03	-0.00	-0.22	-0.72	-0.09	0.02	0.08
Total extraordinary items after tax	0	0	0	0	0	0	0	0	0	0
Leasing payments	0	0	0	0	0	0	0	-3	-3	-3
Tax rate (%)	ns	ns	4.7	10.9	175.4	3.6	1.0	7.0	29.4	8.5
Gross margin (%)	nm	nm	76.8	97.8	83.0	81.9	80.4	88.8	95.0	95.0
EBITDA margin (%)	nm	nm	-10.8	10.8	10.4	1.8	-24.4	19.8	27.9	29.1
EBITA margin (%)	nm	nm	-12.7	8.8	1.3	-11.4	-45.3	-4.1	6.0	10.2
EBIT margin (%)	nm	nm	-12.7	8.8	1.3	-11.4	-45.3	-4.1	6.0	10.2
Pretax margin (%)	nm	nm	-5.9	6.2	0.5	-12.6	-52.1	-9.1	3.1	10.1
Net margin (%)	nm	nm	-6.2	5.6	-0.3	-13.0	-52.6	-9.8	2.2	9.2
Growth rates Y/Y	2013	2014	2015	2016	2017	2018	2019	2020e	2021e	2022e
Sales growth (%)	na	na	na	200.3	124.6	25.7	-18.7	-32.3	-6.6	5.0
EBITDA growth (%)	-100.0	na	high	401.5	115.3	-77.8	-1,175.9	155.0	31.6	9.4
EBIT growth (%)	na	na	high	307.6	-65.8	-1,170.9	-223.6	93.9	236.6	79.6
Net profit growth (%)	na	na	high	371.5	-114.0	-4,611.4	-228.4	87.4	120.6	349.6
EPS growth (%)	na	na	high	1,620.6	-114.0	-4,611.8	-226.8	87.4	120.6	349.6
Profitability	2013	2014	2015	2016	2017	2018	2019	2020e	2021e	2022e
ROE (%)	nm	nm	-8.1	4.5	-0.4	-20.0	-117.3	-51.1	16.2	50.4
ROE Adj (%)	nm	nm	-8.1	4.5	-0.4	-20.0	-117.3	-51.1	16.2	50.4
ROCE (%)	nm	nm	-6.9	4.7	0.4	-11.6	-52.9	-9.0	9.3	17.4
ROCE Adj (%)	nm	nm	-6.9	4.7	0.4	-11.6	-52.9	-9.0	9.3	17.4
ROIC (%)	na	na	-16.6	6.2	-0.9	-11.7	-48.1	-4.4	4.9	13.1
ROIC Adj (%)	na	na	-16.6	6.2	-0.9	-11.7	-48.1	-4.4	4.9	13.1
Adj earnings numbers	2013	2014	2015	2016	2017	2018	2019	2020e	2021e	2022e
EBITDA Adj	0	0	-2	6	13	3	-30	16	22	24
EBITDA Adj margin (%)	nm	nm	-10.8	10.8	10.4	1.8	-24.4	19.8	27.9	29.1
EBITDA lease Adj	0	0	-2	6	13	3	-30	14	19	21
EBITDA lease Adj margin (%)	nm	nm	-10.8	10.8	10.4	1.8	-24.4	16.4	24.3	25.6
EBITA Adj	0	0	-2	5	2	-17	-56	-3	5	8
EBITA Adj margin (%)	nm	nm	-12.7	8.8	1.3	-11.4	-45.3	-4.1	6.0	10.2
EBIT Adj	0	0	-2	5	2	-17	-56	-3	5	8
EBIT Adj margin (%)	nm	nm	-12.7	8.8	1.3	-11.4	-45.3	-4.1	6.0	10.2
Pretax profit Adj	0	0	-1	3	1	-19	-64	-8	2	8
Net profit Adj	0	0	-1	3	-0	-20	-65	-8	2	8
Net profit to shareholders Adj	0	0	-1	3	-0	-20	-65	-8	2	8
Net Adj margin (%)	nm	nm	-6.2	5.6	-0.3	-13.0	-52.6	-9.8	2.2	9.2

Source: ABG Sundal Collier, Company data

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Cash Flow Statement (EURm)	2013	2014	2015	2016	2017	2018	2019	2020e	2021e	2022e
EBITDA	0	0	-2	6	13	3	-30	16	22	24
Net financial items	0	0	1	-1	-1	-2	-8	-4	-2	-0
Paid tax	0	0	-0	-0	-1	-1	-1	-8	2	8
Non-cash items	0	0	-0	-2	2	16	41	20	-6	-8
Cash flow before change in WC	0	0	-1	2	12	16	2	24	15	23
Change in WC	0	0	1	1	1	2	5	1	4	1
Operating cash flow	0	0	-0	4	13	18	7	24	19	24
CAPEX tangible fixed assets	0	0	-2	-2	-7	-12	-12	-4	-6	-7
CAPEX intangible fixed assets	0	0	0	0	0	0	0	-5	0	0
Acquisitions and disposals	0	0	0	-2	-60	-0	0	22	0	0
Free cash flow	0	0	-2	-0	-53	5	-4	37	13	16
Dividend paid	0	0	0	0	0	0	0	0	0	0
Share issues and buybacks	0	0	1	5	0	0	0	0	0	0
Lease liability amortisation	0	0	0	0	0	0	0	-3	-3	-3
Other non cash items	0	0	-0	-3	-3	-2	-13	-23	-1	2
Balance Sheet (EURm)	2013	2014	2015	2016	2017	2018	2019	2020e	2021e	2022e
Goodwill	0	0	22	64	69	69	41	15	15	15
Other intangible assets	0	0	6	43	92	70	41	44	33	25
Tangible fixed assets	0	0	0	0	0	0	0	7	10	13
Right-of-use asset	0	0	0	0	0	0	0	0	0	0
Total other fixed assets	0	0	1	2	7	8	22	17	19	17
Fixed assets	0	0	30	109	169	147	103	84	77	70
Inventories	0	0	0	0	0	0	0	0	0	0
Receivables	0	0	4	13	25	29	22	23	22	23
Other current assets	0	0	0	0	0	0	0	0	0	0
Cash and liquid assets	0	0	2	6	12	15	10	7	17	8
Total assets	0	0	35	128	206	190	136	114	116	100
Shareholders equity	0	0	27	107	109	88	22	10	11	19
Minority	0	0	-0	0	0	0	-0	0	0	0
Total equity	0	0	27	107	109	88	22	10	11	19
Long-term debt	0	0	2	3	66	64	33	33	0	0
Pension debt	0	0	0	0	0	0	0	0	0	0
Convertible debt	0	0	0	0	0	0	0	0	0	0
Leasing liability	0	0	0	0	0	0	0	14	14	14
Total other long-term liabilities	0	0	0	0	2	3	14	19	21	20
Short-term debt	0	0	2	3	0	1	34	1	33	10
Accounts payable	0	0	5	15	29	34	33	34	37	38
Other current liabilities	0	0	0	0	0	0	0	0	0	0
Total liabilities and equity	0	0	35	128	206	190	136	111	116	100
Net IB debt	0	0	1	0	54	50	57	41	29	16
Net IB debt excl. pension debt	0	0	1	0	54	50	57	41	29	16
Net IB debt excl. leasing	0	0	1	0	54	50	57	28	16	2
Capital invested	0	0	29	107	165	141	93	73	62	54
Working capital	0	0	-1	-2	-4	-6	-11	-11	-15	-16
EV breakdown	2013	2014	2015	2016	2017	2018	2019	2020e	2021e	2022e
Market cap. diluted (m)	0	0	1,009	290	449	200	71	65	65	65
Net IB debt Adj	0	0	1	0	54	50	57	41	29	16
Market value of minority	0	0	0	0	0	0	-0	0	0	0
Reversal of shares and participations	0	0	0	0	0	0	0	0	0	0
Reversal of conv. debt assumed equity	0	0	0	0	0	0	0	0	0	0
EV	0	0	1,011	290	504	250	127	106	94	80
Capital efficiency	2013	2014	2015	2016	2017	2018	2019	2020e	2021e	2022e
Total assets turnover (%)	nm	nm	101.2	65.7	72.2	76.5	75.5	66.7	67.7	75.6
Working capital/sales (%)	nm	nm	-2.8	-3.2	-2.5	-3.0	-6.6	-13.0	-16.7	-18.6
Financial risk and debt service	2013	2014	2015	2016	2017	2018	2019	2020e	2021e	2022e
Net debt/equity	nm	nm	0.05	0.00	0.50	0.57	2.55	4.29	2.63	0.85
Net debt/market cap	nm	nm	0.00	0.00	0.13	0.14	0.53	0.64	0.46	0.25
Equity ratio (%)	nm	nm	76.7	83.5	52.9	46.3	16.4	8.4	9.7	18.7
Net IB debt adj./equity	nm	nm	0.05	0.00	0.50	0.57	2.55	4.29	2.63	0.85
Current ratio	nm	nm	0.86	1.01	1.30	1.24	0.49	0.79	0.54	0.60
EBITDA/net interest	na	na	high	high	high	high	high	3.91	9.62	297.31
Net IB debt/EBITDA	nm	nm	-0.77	0.01	4.34	18.02	-1.89	2.49	1.36	0.67
Net IB debt/EBITDA lease Adj	nm	nm	-0.77	0.01	4.34	18.02	-1.89	2.02	0.84	0.12
Interest cover	nm	nm	nm	nm	nm	nm	nm	-6.53	1.80	19.31

Source: ABG Sundal Collier, Company data

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Valuation and Ratios (EURm)	2013	2014	2015	2016	2017	2018	2019	2020e	2021e	2022e
Shares outstanding adj.	0	0	502	90	90	90	90	90	90	90
Fully diluted shares Adj	0	0	502	90	90	90	90	90	90	90
EPS	0	0	-0.00	0.03	-0.00	-0.22	-0.72	-0.09	0.02	0.08
Dividend per share Adj	0	0	0	0	0	0	0	0	0	0
EPS Adj	0	0	-0.00	0.03	-0.00	-0.22	-0.72	-0.09	0.02	0.08
BVPS	0	0	0.05	1.19	1.21	0.98	0.25	0.11	0.12	0.21
BVPS Adj	0	0	-0.00	-0.00	-0.59	-0.57	-0.66	-0.55	-0.41	-0.24
Net IB debt / share	na	na	0.0	0.0	0.6	0.6	0.6	0.5	0.3	0.2
Share price	1.60	1.72	2.01	3.24	5.01	2.23	0.78	0.72	0.72	0.72
Market cap. (m)	0	0	1,009	290	449	200	71	65	65	65
Valuation	2013	2014	2015	2016	2017	2018	2019	2020e	2021e	2022e
P/E	nm	nm	-917.7	97.1	-1,074.2	-10.1	-1.1	-7.9	38.5	8.6
EV/sales	nm	nm	56.62	5.41	4.18	1.65	1.03	1.27	1.21	0.99
EV/EBITDA	nm	nm	-524.0	49.8	40.2	89.7	-4.2	6.4	4.3	3.4
EV/EBITA	nm	nm	-446.6	61.7	313.2	-14.5	-2.3	-31.2	20.3	9.7
EV/EBIT	nm	nm	-446.6	61.7	313.2	-14.5	-2.3	-31.2	20.3	9.7
Dividend yield (%)	0	0	0	0	0	0	0	0	0	0
FCF yield (%)	0	0	-0.2	-0.2	-11.9	2.7	-5.9	58.0	20.4	25.2
Lease adj. FCF yield (%)	nm	nm	-0.2	-0.2	-11.9	2.7	-5.9	53.6	16.0	20.9
P/BVPS	nm	nm	37.14	2.71	4.13	2.27	3.17	6.74	5.77	3.45
P/BVPS Adj	nm	nm	-1,045.54	-6,589.08	-8.53	-3.93	-1.19	-1.30	-1.74	-3.04
P/E Adj	nm	nm	-917.7	97.1	-1,074.2	-10.1	-1.1	-7.9	38.5	8.6
EV/EBITDA Adj	nm	nm	-524.0	49.8	40.2	89.7	-4.2	6.4	4.3	3.4
EV/EBITA Adj	nm	nm	-446.6	61.7	313.2	-14.5	-2.3	-31.2	20.3	9.7
EV/EBIT Adj	nm	nm	-446.6	61.7	313.2	-14.5	-2.3	-31.2	20.3	9.7
EV/cap. employed	nm	nm	33.0	2.6	2.9	1.6	1.4	1.8	1.6	1.9
Investment ratios	2013	2014	2015	2016	2017	2018	2019	2020e	2021e	2022e
Capex/sales	nm	nm	9.9	3.5	5.4	8.1	9.5	11.1	7.5	9.1
Capex/depreciation	nm	nm	526.5	168.0	59.9	61.6	45.2	54.3	40.9	58.6
Capex tangibles/tangible fixed assets	nm	nm	nm	nm	nm	nm	nm	62.7	60.6	58.2
Capex intangibles/definite intangibles	nm	nm	0	0	0	0	0	11.0	0	0
Depreciation on intangibles/definite intai	nm	nm	0	0	0	0	0	33.3	33.3	33.3
Depreciation on tangibles/tangibles	nm	nm	nm	nm	nm	nm	nm	34.2	33.5	34.1

Source: ABG Sundal Collier, Company data

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ABGSC Research Department

Joint Global Head of Research

John Olaisen +47 22 01 61 87
 Christer Linde +46 8 566 286 90

Strategy

Christer Linde, Quant/Technical +46 8 566 286 90
 Derek Laliberte +46 8 566 286 78
 Bengt Jonassen +47 22 01 60 98

Capital Goods

Olof Cederholm +46 8 566 286 22
 Karl Bokvist +46 8 566 286 33
 Oskar Vikström +46 8 566 286 63

Chemicals

Martin Melbye +47 22 01 61 37
 Bengt Jonassen +47 22 01 60 98
 Petter Nyström +47 22 01 61 35

Construction & Real Estate

Tobias Kaj +46 8 566 286 21
 Bengt Jonassen +47 22 01 60 98
 Daniel Vårdal Haugland +47 22 01 61 75
 Staffan Bülow +46 8 566 286 39
 Laurits Louis Kjaergaard +45 35 46 30 12

Consumer Goods

Petter Nyström +47 22 01 61 35
 Fredrik Ivarsson +46 8 566 286 95

Credit Research

Rikard Magnus Braaten +47 22 01 60 86
 Andreas Johannessen +47 22 01 60 31
 Haakon Amundsen +47 22 01 60 25
 Glenn Kringhaug +47 22 01 61 62
 Karl Fredrik Schjøtt-Pedersen +47 22 01 61 65

Financials

Magnus Andersson +46 8 566 294 69
 Mads Thinggaard +45 35 46 30 18
 Patrik Brattelius +46 8 566 286 64
 Jan Erik Gjerland +47 22 01 61 16
 Jonas Bru Lien +47 22 01 61 71

Food & Beverages

Fredrik Ivarsson +46 8 566 286 95
 Petter Nyström +47 22 01 61 35

Healthcare

Rickard Anderkrans +46 8 566 286 73
 Viktor Sundberg +46 8 566 286 41
 Victor Forssell +46 8 566 286 92
 Jannick Lindegaard Denholt +45 35 46 30 13
 Benjamin Silverstone +45 35 46 30 11

Investment Companies

Derek Laliberte +46 8 566 286 78

IT

Aksel Øverland Engebakken +47 22 01 61 11
 Daniel Thorsson +46 8 566 286 82
 Simon Granath +46 8 566 286 32
 Jesper Birch-Jensen +46 8 566 286 13

Media

Aksel Øverland Engebakken +47 22 01 61 11
 Derek Laliberte +46 8 566 286 78

Metals & Mining

Martin Melbye +47 22 01 61 37
 Bengt Jonassen +47 22 01 60 98

Oil & Gas

John Olaisen +47 22 01 61 87
 Karl Fredrik Schjøtt-Pedersen +47 22 01 61 65
 Eirik Thune Øritsland +47 22 01 61 40

Oil Service

John Olaisen +47 22 01 61 87
 Haakon Amundsen +47 22 01 60 25
 Lukas Daul +47 22 01 61 39
 Karl Fredrik Schjøtt-Pedersen +47 22 01 61 65
 Eirik Thune Øritsland +47 22 01 61 40

Online Gaming

Aksel Øverland Engebakken +47 22 01 61 11
 Erik Moberg +46 8 566 286 87
 Stefan Knutsson +46 8 566 286 37
 Jesper Birch-Jensen +46 8 566 286 13

Pulp & Paper

Martin Melbye +47 22 01 61 37
 Øystein Elton Lodgaard +47 22 01 60 26

Renewable Energy

Casper Blom +45 35 46 30 15
 Petter Nyström +47 22 01 61 35

Retail

Fredrik Ivarsson +46 8 566 286 95
 Johan Brown +46 8 566 286 51
 Petter Nyström +47 22 01 61 35

Seafood

Martin Kaland +47 22 01 60 67

Services

Victor Forssell +46 8 566 286 92
 Stefan Knutsson +46 8 566 286 37

Shipping & Transport

Dennis Anghelopoulos +47 22 01 60 37
 Casper Blom +45 35 46 30 15
 Lukas Daul +47 22 01 61 39

Telecom Operators + Telecom equipment

Peter Kurt Nielsen +44 207 905 5631

Utilities

Petter Nyström +47 22 01 61 35
 Oskar Vikström +46 8 566 286 63

Small Caps/Others

Daniel Thorsson +46 8 566 286 82
 Laurits Louis Kjaergaard +45 35 46 30 12
 Edvard Hagman +45 35 46 30 31

Norway

Pb. 1444 Vikå
 NO-0115 OSLO
 Norway
 Tel: +47 22 01 60 00
 Fax: +47 22 01 60 60

Sweden

Regeringsgatan 25, 8th floor
 SE-111 53 STOCKHOLM
 Sweden
 Tel: +46 8 566 286 00
 Fax: +46 8 566 286 01

Denmark

Forbindelsesvej 12,
 DK-2100 COPENHAGEN
 Denmark
 Tel: +45 35 46 61 00
 Fax: +45 35 46 61 10

United Kingdom

10 Paternoster Row, 5th fl
 LONDON EC4M 7EJ
 UK
 Tel: +44 20 7905 5600
 Fax: +44 20 7905 5601

USA

850 Third Avenue, Suite 9-C
 NEW YORK, NY 10022
 USA
 Tel: +1 212 605 3800
 Fax: +1 212 605 3801

Germany

Schillerstrasse 2, 5. OG
 DE-60313 FRANKFURT
 Germany
 Tel: +49 69 96 86 96 0
 Fax: +49 69 96 86 96 99

Singapore

10 Collyer Quay
 Ocean Financial Center
 #40-07, Singapore 049315
 Tel: +65 6808 6082