## Auto cloud over strong growth prospects

- 29% growth expected y-o-y
- Auto weakness is a cloud in the sky
- EV/EBIT '19e 14.9x, FCF yield '19e 6%

#### Q3e: EBIT margin forecast of 35%

We expect SinterCast to reach sales of SEK 21.6m for the quarter, which gives 29% growth y-o-y. We expect EBIT of SEK 7.5m, giving an EBIT margin of 35%. This is an improvement by 7pp y-o-y, but a 6pp decline q-o-q, which is due to lower operating leverage following lower volumes. In terms of production, we expect 45,000 sampling cups and the pace of series production to be 2.65m engine equivalents per year. The Q3 report is due on 14 November.

#### Revised cost assumptions take 4% off '19e EBIT

We have adjusted our cost assumptions for '19e and '20e, which has a negative effect of 4% and 6%, respectively, on EBIT for those years. FX has a negative effect of 1% on '19e. The weakening sentiment in the automotive sector is a concern for the company. However, SinterCast does not rely so much on sector growth and as long as vehicle production remains at relatively high levels, it is unlikely to affect its numbers materially. We therefore maintain our growth forecast for '19e and '20e.

#### Pay-out ratio above 100% to be maintained

SinterCast does not look cheap on EV multiples, with EV/EBIT '19e at 14.9x, which is a 15% premium to peers. However, the FCF yield is 5.5% on 18'e numbers, compared with an average of 1.7% for our small cap industrial peer group. Furthermore, because we find it likely that the pay-out ratio will remain above 100%, the dividend yield is high at 5-6% for the forecast period compared with 2-3% for the peer group.

Lead analyst: Emmi Ostlund



### **Reason: Preview of results**

## **Company-sponsored research**

## Not rated

| 6)       |  |  |
|----------|--|--|
| 2018e    | 2019e  | 2020e  |
| 0.0%     | -0.2%  | -0.2%  |
| 0.1%     | -5.2%  | -6.1%  |
| 0.1%     | -5.2%  | -6.1%  |
| ollier   |  |  |
| 05/11/20 | 018  | 81.8   |
| den      |  |  |
|          |  |  |
|          |  |  |
|          |  | 580  |
|          |  | 56.1   |
|          |  | -7   |
|          |  |  |
|          |  | 7.1  |
|          |  | 75.0   |
|          |  | 5.5  |
|          |  |  |
|          | 2018e<br>0.0%<br>0.1%<br>0.1%<br>billier<br>05/11/20 | 2018e 2019e   0.0% -0.2%   0.1% -5.2%   0.1% -5.2%   ollier 05/11/2018 |

## Performance

Next event



Q3 report: 14 Nov

| Source: FactSet |
|-----------------|
|-----------------|

| SEKm                | 2016 | 2017  | 2018e | 2019e | 2020e |                    | 2018e | 2019e | 2020e |
|---------------------|------|-------|-------|-------|-------|--------------------|-------|-------|-------|
| Sales               | 75   | 66    | 87    | 95    | 102   | P/E (x)            | 18.9  | 16.9  | 15.3  |
| EBITDA              | 27   | 19    | 33    | 37    | 41    | P/E adj (x)        | 18.9  | 16.9  | 15.3  |
| EBITDA margin (%)   | 36.3 | 29.3  | 38.4  | 38.6  | 40.4  | P/BVPS (x)         | 5.96  | 5.92  | 6.07  |
| EBIT adj            | 26   | 18    | 31    | 34    | 38    | EV/EBITDA (x)      | 15.2  | 13.9  | 12.5  |
| EBIT adj margin (%) | 35.0 | 27.0  | 35.8  | 36.0  | 37.4  | EV/EBIT adj (x)    | 16.3  | 14.9  | 13.5  |
| Pretax profit       | 26   | 18    | 30    | 34    | 38    | EV/sales (x)       | 5.84  | 5.37  | 5.06  |
| EPS rep             | 3.78 | 2.62  | 4.34  | 4.83  | 5.36  | ROE adi (%)        | 33.6  | 35.1  | 39.3  |
| EPS adj             | 3.78 | 2.62  | 4.34  | 4.83  | 5.36  | Dividend yield (%) | 5.8   | 7.0   | 7.3   |
| Sales growth (%)    | 4.1  | -13.0 | 32.7  | 9.3   | 6.9   | FCF yield (%)      | 5.5   | 5.7   | 6.5   |
| EPS growth (%)      | 4.3  | -30.6 | 65.3  | 11.4  | 11.0  | Net IB debt/EBITDA | -2.1  | -1.9  | -1.6  |

Source: ABG Sundal Collier, Company data

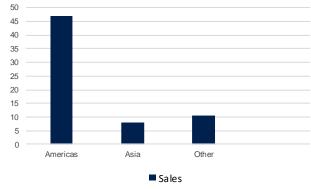
Please refer to important disclosures at the end of this report This research product is commissioned and paid for by the company covered in this report. As such, this report is deemed to constitute an acceptable minor non-monetary benefit (i.e. not investment research) as defined in MiFID II.

## **Opportunities**

Increased focus on higher energy efficiency and lighter diesel engines. Increasing average vehicle size. Higher penetration of the truck and commercial vehicle segments.

## **Risks**

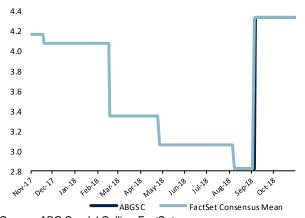
Automotive demand, and more specifically demand for larger passenger vehicles such as SUVs and pick-up trucks with diesel engines. Regulation relating to fossil fuels and diesel in particular poses risks to the business model.



## Geographical breakdown, sales, SEKm

Source: ABG Sundal Collier, Company data

## EPS estimate changes, 2018e, SEK



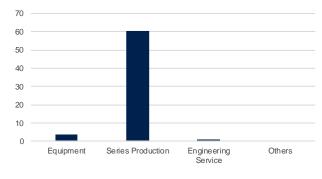
Source: ABG Sundal Collier, FactSet

### Quarterly sales and adj. EBIT, SEKm



Source: ABG Sundal Collier, Company data

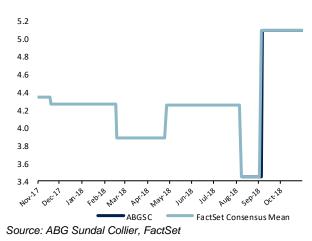
Business area breakdown, sales, SEKm





Source: ABG Sundal Collier, Company data

EPS estimate changes, 2019e, SEK



## **Company description**

SinterCast is a leading supplier of online process control technology and know-how for the reliable high-volume production of Compacted Graphite Iron (CGI). The material is stronger than traditional iron, which enables downsizing, increased thermal and mechanical loading, and increased engine performance. The technology is primarily used in diesel engines for larger passenger vehicles such as SUVs and pick-ups as well as commercial vehicles and offroad equipment.

### ABG Sundal Collier

## **Forecast changes**

|  | Old for | ecast   | New for | ecast   | Diff  |       |
|--|---------|---------|---------|---------|-------|-------|
|  | 2018e   | 2019e   | 2018e   | 2019e   | 2018e | 2019e |
| Net revenue  | 87.0    | 95.4    | 87.1    | 95.2    | 0%    | 0%    |
| Gross profit   | 68.5    | 74.5    | 68.6    | 74.3    | 0%    | 0%    |
| EBIT   | 31.1    | 36.1    | 31.2    | 34.3    | 0%    | -5%   |
| PTP  | 29.7    | 36.1    | 29.8    | 34.3    | 0%    | -5%   |
| Profit for the period                                      | 30.7    | 36.1    | 30.8    | 34.3    | 0%    | -5%   |
| EPS  | 4.3     | 5.1     | 4.3     | 4.8     | 0%    | -5%   |
| Sampling cups  | 193,300 | 216,698 | 193,300 | 216,500 | 0%    | 0%    |
| Engine equivalents (average)<br>Source: ABG Sundal Collier | 2.65    | 2.89    | 2.65    | 2.89    | 0%    | 0%    |

## Detailed quarterly income statement Q1'17-Q4'19e

|                          | Q1'17      | Q2'17   | Q3'17  | Q4'17  | Q1'18  | Q2'18  | Q3'18e | Q4'18e | Q1'19e | Q2'19e | Q3'19e | Q4'19e |
|--------------------------|------------|---------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Net revenue              | 13.9       | 17.2    | 16.7   | 17.8   | 16.6   | 26.8   | 21.6   | 22.1   | 23.1   | 24.3   | 23.1   | 24.7   |
| COGS                     | -3.1       | -3.8    | -4     | -4.1   | -3.4   | -5.9   | -4.6   | -4.6   | -5.1   | -5.3   | -5.1   | -5.4   |
| Gross profit             | 10.8       | 13.4    | 12.7   | 13.7   | 13.2   | 20.9   | 17.0   | 17.5   | 18.0   | 19.0   | 18.0   | 19.3   |
| Sales cost               | -5.0       | -5.0    | -4.4   | -4.3   | -4.8   | -5.2   | -5.1   | -5.1   | -4.9   | -5.4   | -5.3   | -5.3   |
| Administrative costs     | -1.8       | -1.4    | -1.4   | -1.7   | -1.7   | -2.0   | -1.8   | -2.0   | -2.1   | -2.1   | -2.2   | -2.3   |
| R&D cost                 | -1.0       | -1.9    | -2.1   | -2.3   | -2.3   | -3.0   | -2.6   | -2.6   | -2.6   | -2.7   | -2.7   | -2.7   |
| Other income             | 0.0        | 0.0     | 0.0    | 0.0    | 0.5    | 0.3    | 0.0    | 0.0    | 0.0    | 0.0    | 0.0    | 0.0    |
| Other costs              | -0.2       | -0.3    | -0.1   | 0.0    | 0.0    | 0.0    | 0.0    | 0.0    | 0.0    | 0.0    | 0.0    | 0.0    |
| EBIT                     | 2.8        | 4.8     | 4.7    | 5.4    | 4.9    | 11.0   | 7.5    | 7.8    | 8.4    | 8.8    | 7.9    | 9.1    |
| Net financials           | 0.2        | -0.2    | 0.0    | 0.0    | -0.8   | -0.6   | 0.0    | 0.0    | 0.0    | 0.0    | 0.0    | 0.0    |
| РТР                      | 3.0        | 4.6     | 4.7    | 0.0    | 4.1    | 10.4   | 7.5    | 7.8    | 8.4    | 8.8    | 7.9    | 9.1    |
| Тах                      | 0.0        | 0.9     | 0.0    | 0.0    | 0.0    | 1.0    | 0.0    | 0.0    | 0.0    | 0.0    | 0.0    | 0.0    |
| Profit for the period    | 3.0        | 5.5     | 4.7    | 5.4    | 4.1    | 11.4   | 7.5    | 7.8    | 8.4    | 8.8    | 7.9    | 9.1    |
| EPS                      | 0.42       | 0.78    | 0.66   | 0.76   | 0.58   | 1.61   | 1.05   | 1.10   | 1.19   | 1.25   | 1.12   | 1.28   |
| Gross margin             | 78%        | 78%     | 76%    | 77%    | 80%    | 78%    | 79%    | 79%    | 78%    | 78%    | 78%    | 78%    |
| EBIT margin              | 20%        | 28%     | 28%    | 30%    | 30%    | 41%    | 35%    | 35%    | 36%    | 36%    | 34%    | 37%    |
| Production assumptions   | <u>.</u>   |         |        |        |        |        |        |        |        |        |        |        |
| Sampling cups            | 28,700     | 32,900  | 40,600 | 42,400 | 32,500 | 68,800 | 45,000 | 47,000 | 52,500 | 55,300 | 52,500 | 56,200 |
| Engine equivalents/year  | 2.00       | 2.20    | 2.00   | 2.20   | 2.50   | 2.70   | 2.65   | 2.75   | 2.80   | 2.95   | 2.80   | 3.00   |
| Source: ABG Sundal Colli | ier, compa | ny data |        |        |        |        |        |        |        |        |        |        |

## Detailed annual income statement 2010-2020e

|                         | 2010        | 2011    | 2012    | 2013    | 2014    | 2015    | 2016    | 2017    | 2018e   | 2019e   | 2020e   |
|-------------------------|-------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Netrevenue              | 39.4        | 49.0    | 45.9    | 51.9    | 54.5    | 72.4    | 75.4    | 65.6    | 87.1    | 95.2    | 101.8   |
| COGS                    | -10.2       | -14.2   | -13.7   | -14.6   | -18.2   | -17.0   | -16.6   | -15     | -18.5   | -20.9   | -22.2   |
| Gross profit            | 29.2        | 34.8    | 32.2    | 37.3    | 40.8    | 55.4    | 58.8    | 50.6    | 68.6    | 74.3    | 79.6    |
| Sales cost              | -11.3       | -14.4   | -19.7   | -18.2   | -18.2   | -20.1   | -19     | -18.7   | -20.2   | -20.8   | -21.9   |
| Administrative costs    | -5.5        | -6.6    | -6.5    | -6.4    | -6.5    | -6.3    | -6      | -6.3    | -7.5    | -8.6    | -8.9    |
| R&D cost                | -4.5        | -4.4    | -5.5    | -5.8    | -6.5    | -7.6    | -7.9    | -7.3    | -10.5   | -10.7   | -10.8   |
| Otherincome             | 0.0         | 2.2     | 0.5     | 0.4     | 0.6     | 0.0     | 0.5     | 0.0     | 0.8     | 0.0     | 0.0     |
| Other costs             | -0.7        | 0.0     | 0.0     | 0.0     | 0.0     | -1.1    | 0.0     | -0.6    | 0.0     | 0.0     | 0.0     |
| EBIT                    | 7.2         | 11.6    | 1.0     | 7.3     | 10.2    | 20.3    | 26.4    | 17.7    | 31.2    | 34.3    | 38.0    |
| Net financials          | 1.4         | -0.5    | 1.0     | 0.2     | 1.3     | 4.6     | -0.6    | 0       | -1.4    | 0.0     | 0.0     |
| PTP                     | 8.6         | 11.1    | 2       | 7.5     | 11.5    | 24.9    | 25.8    | 17.7    | 29.8    | 34.3    | 38.0    |
| Tax                     | 8.0         | 3.4     | -5.7    | 0.6     | 0.9     | 0.8     | 1.0     | 0.9     | 1.0     | 0.0     | 0.0     |
| Profit for the period   | 16.5        | 14.5    | -3.7    | 8.1     | 12.3    | 25.2    | 26.8    | 18.6    | 30.8    | 34.3    | 38.0    |
| EPS                     | 2.37        | 2.08    | -0.53   | 1.14    | 1.73    | 3.55    | 3.78    | 2.62    | 4.34    | 4.83    | 5.36    |
| Sales growth            |             | 24%     | -6%     | 13%     | 5%      | 33%     | 4%      | -13%    | 33%     | 9%      | 7%      |
| EPS growth              |             | -12%    | -125%   | -316%   | 52%     | 105%    | 6%      | -31%    | 65%     | 11%     | 11%     |
| Gross margin            | 74%         | 71%     | 70%     | 72%     | 75%     | 77%     | 78%     | 77%     | 79%     | 78%     | 78%     |
| EBIT margin             | 18%         | 24%     | 2%      | 14%     | 19%     | 28%     | 35%     | 27%     | 36%     | 36%     | 37%     |
| Production assumptions  |             |         |         |         |         |         |         |         |         |         |         |
| Sampling cups           | 102,650     | 138,200 | 102,400 | 118,500 | 133,000 | 153,000 | 168,800 | 144,600 | 193,300 | 216,500 | 232,600 |
| Engine equivalents/year | 1.04        | 1.41    | 1.35    | 1.50    | 1.76    | 2.08    | 2.13    | 2.10    | 2.65    | 2.89    | 3.10    |
| Source: ABG Sundal Coll | lier. compa | nv data |         |         |         |         |         |         |         |         |         |

| Income Statement (SEKm)             | Q3 2017 | Q4 2017 | Q1 2018 | Q2 2018 | Q3 2018e | Q4 2018e | Q1 2019e | Q2 2019e |
|-------------------------------------|---------|---------|---------|---------|----------|----------|----------|----------|
| Sales                               | 17      | 18      | 17      | 27      | 22       | 22       | 23       | 24       |
| COGS                                | -4      | -4      | -3      | -6      | -5       | -5       | -5       | -5       |
| Gross profit                        | 13      | 14      | 13      | 21      | 17       | 17       | 18       | 19       |
| Other operating items               | -8      | -8      | -8      | -9      | -9       | -9       | -9       | -10      |
| EBITDA                              | 5       | 6       | 6       | 12      | 8        | 8        | 9        | 9        |
| Depreciation on tangibles           | -1      | -0      | -1      | -1      | -1       | -1       | -1       | -1       |
| Depreciation on intangibles         | 0       | 0       | 0       | 0       | 0        | 0        | 0        | 0        |
| EBITA                               | 5       | 5       | 5       | 11      | 7        | 8        | 8        | 9        |
| Goodwill impairment charges         | 0       | 0       | 0       | 0       | 0        | 0        | 0        | 0        |
| Other impairment and amortisation   | 0       | 0       | 0       | 0       | 0        | 0        | 0        | 0        |
| EBIT                                | 5       | 5       | 5       | 11      | 7        | 8        | 8        | 9        |
| Interest Net                        | 0       | 0       | -1      | -1      | 0        | 0        | 0        | 0        |
| Other financial items               | 0       | 0       | 0       | 0       | 0        | 0        | 0        | 0        |
| Associated income                   | 0       | 0       | 0       | 0       | 0        | 0        | 0        | 0        |
| Other EO items                      | 0       | 0       | 0       | 0       | 0        | 0        | 0        | 0        |
| Pretax profit                       | 5       | 5       | 4       | 10      | 7        | 8        | 8        | 9        |
| Tax                                 | 0       | 0       | 0       | 1       | 0        | 0        | 0        | 0        |
| Net profit                          | 5       | 5       | 4       | 11      | 7        | 8        | 8        | 9        |
| 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          | 5       | 5       | 4       | 11      | 7        | 8        | 8        | 9        |
| EPS                                 | 0.66    | 0.76    | 0.58    | 1.61    | 1.05     | 1.10     | 1.19     | 1.25     |
| EPS Adj                             | 0.66    | 0.76    | 0.58    | 1.61    | 1.05     | 1.10     | 1.05     | 0.97     |
| Total extraordinary items after tax | 0       | 0       | 0       | 0       | 0        | 0        | 1        | 2        |
| Tax rate (%)                        | 0       | 0       | 0       | 9.6     | 0        | 0        | 0        | 0        |
| Gross margin (%)                    | 76.0    | 77.0    | 79.5    | 78.0    | 78.7     | 79.1     | 78.0     | 78.1     |
| EBITDA margin (%)                   | 31.1    | 32.6    | 33.1    | 42.9    | 37.3     | 37.8     | 39.1     | 38.9     |
| EBITA margin (%)                    | 28.1    | 30.3    | 29.5    | 41.0    | 34.6     | 35.2     | 36.4     | 36.4     |
| EBIT margin (%)                     | 28.1    | 30.3    | 29.5    | 41.0    | 34.6     | 35.2     | 36.4     | 36.4     |
| Pretax margin (%)                   | 28.1    | 30.3    | 24.7    | 38.8    | 34.6     | 35.2     | 36.4     | 36.4     |
| Net margin (%)                      | 28.1    | 30.3    | 24.7    | 42.5    | 34.6     | 35.2     | 36.4     | 36.4     |
| Growth rates Y/Y                    | Q3 2017 | Q4 2017 | Q1 2018 | Q2 2018 | Q3 2018e | Q4 2018e | Q1 2019e | Q2 2019e |
| Sales growth (%)                    | -29.8   | 3.5     | 19.4    | 55.8    | 29.1     | 24.2     | 39.3     | -9.4     |
| EBITDA growth (%)                   | -54.4   | 16.0    | 77.4    | 125.5   | 54.7     | 44.1     | 64.3     | -17.9    |
| EBIT growth (%)                     | -58.0   | 12.5    | 75.0    | 129.2   | 58.9     | 44.1     | 71.8     | -19.6    |
| Net profit growth (%)               | -57.3   | 5.9     | 36.7    | 107.3   | 58.9     | 44.1     | 105.3    | -22.4    |
| EPS growth (%)                      | -57.3   | 5.9     | 36.7    | 107.3   | 58.9     | 44.1     | 105.3    | -22.4    |
| Adj earnings numbers                | Q3 2017 | Q4 2017 | Q1 2018 | Q2 2018 | Q3 2018e | Q4 2018e | Q1 2019e | Q2 2019e |
| EBITDA Adj                          | 5       | 6       | 6       | 12      | 8        | 8        | 9        | 9        |
| EBITDA Adj margin (%)               | 31.1    | 32.6    | 33.1    | 42.9    | 37.3     | 37.8     | 39.1     | 38.9     |
| EBITA Adj                           | 5       | 5       | 5       | 11      | 7        | 8        | 8        | 9        |
| EBITA Adj margin (%)                | 28.1    | 30.3    | 29.5    | 41.0    | 34.6     | 35.2     | 36.4     | 36.4     |
| EBIT Adj                            | 5       | 5       | 5       | 11      | 7        | 8        | 8        | 9        |
| EBIT Adj margin (%)                 | 28.1    | 30.3    | 29.5    | 41.0    | 34.6     | 35.2     | 36.4     | 36.4     |
| Pretax profit Adj                   | 5       | 5       | 4       | 10      | 7        | 8        | 8        | 9        |
| Net profit Adj                      | 5       | 5       | 4       | 11      | 7        | 8        | 7        | 7        |
| Net profit to shareholders Adj      | 5       | 5       | 4       | 11      | 7        | 8        | 7        | 7        |
| Net Adj margin (%)                  | 28.1    | 30.3    | 24.7    | 42.5    | 34.6     | 35.2     | 32.1     | 28.2     |
|                                     |         | 9       | =       |         | •        |          |          |          |

Source: ABG Sundal Collier, Company data

| Income Statement (SEKm)             | 2011         | 2012       | 2013                | 2014         | 2015         | 2016         | 2017                | 2018e        | 2019e        | 2020e        |
|-------------------------------------|--------------|------------|---------------------|--------------|--------------|--------------|---------------------|--------------|--------------|--------------|
| Sales                               | 49           | 46         | 52                  | 55           | 72           | 75           | 66                  | 87           | 95           | 102          |
| COGS                                | -14          | -14        | -15                 | -18          | -17          | -17          | -15                 | -19          | -21          | -22          |
| Gross profit                        | 35           | 32         | 37                  | 36           | 55           | 59           | 51                  | 69           | 74           | 80           |
| Other operating items               | -22          | -30        | -29                 | -25          | -34          | -31          | -31                 | -35          | -38          | -39          |
| EBITDA                              | 13           | 2          | 8                   | 11           | 21           | 27           | 19                  | 33           | 37           | 41           |
| Depreciation on tangibles           | -1           | -1         | -1                  | -1           | -1           | -1           | -2                  | -2           | -2           | -3           |
| Depreciation on intangibles         | 0            | 0          | 0                   | 0            | 0            | 0            | 0                   | 0            | 0            | 0            |
| EBITA                               | 12           | 1          | 7                   | 10           | 20           | 26           | 18                  | 31           | 34           | 38           |
| Goodwill impairment charges         | 0            | 0          | 0                   | 0            | 0            | 0            | 0                   | 0            | 0            | 0            |
| Other impairment and amortisation   | 0            | 0          | 0                   | 0            | 0            | 0            | 0                   | 0            | 0            | 0            |
| EBIT                                | 12           | 1          | 7                   | 10           | 20           | 26           | 18                  | 31           | 34           | 38           |
| Interest Net                        | -1           | 1          | 0                   | 1            | 5            | -1           | 0                   | -1           | 0            | 0            |
| Other financial items               | 0            | 0          | 0                   | 0            | 0            | 0            | o                   | 0            | 0            | 0            |
| Associated income                   | 0            | 0          | 0                   | 0            | 0            | 0            | 0                   | 0            | 0            | 0            |
| Other EO items                      | 0            | 0          | 0                   | 0            | 0            | 0            | 0                   | 0            | 0            | 0            |
| Pretax profit                       | 11           | 2          | 8                   | 12           | 25           | 26           | 18                  | 30           | 34           | 38           |
| Tax                                 | 3            | -6         | 1                   | 1            | 1            | 1            | 1                   | 1            | 0            | 0            |
| Net profit                          | 15           | -4         | 8                   | 12           | 26           | 27           | 19                  | 31           | 34           | 38           |
| 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          | 15           | -4         | 8                   | 12           | 26           | 27           | 19                  | 31           | 34           | 38           |
| EPS                                 | 2.08         | -0.53      | 1.14                | 1.75         | 3.62         | 3.78         | 2.62                | 4.34         | 4.83         | 5.36         |
| EPS Adj                             | 2.00         | -0.53      | 1.14                | 1.75         | 3.62         | 3.78         | 2.62                | 4.34         | 4.83         | 5.36         |
| Total extraordinary items after tax | 0            | 0.00       | 0                   | 0            | 0.02         | 0.70         | 2.02                | <u>4.54</u>  | <u>4.00</u>  | 0.00         |
| Tax rate (%)                        | 30.6         | 285.0      | 8.0                 | 7.8          | 3.2          | 3.9          | 5.1                 | 3.4          | 0            | 0            |
| Gross margin (%)                    | 50.0<br>71.0 | 70.2       | 71.9                | 66.6         | 76.5         | 78.0         | 77.1                | 78.7         | 78.1         | 78.2         |
| EBITDA margin (%)                   | 25.9         | 4.4        | 15.6                | 20.2         | 29.1         | 36.3         | 29.3                | 38.4         | 38.6         | 40.4         |
| EBITA margin (%)                    | 23.7         | 2.2        | 13.0                | 20.2<br>18.7 | 29.1         | 35.0         | 29.3                | 35.8         | 36.0<br>36.0 | 40.4<br>37.4 |
| EBIT margin (%)                     | 23.7         | 2.2        | 14.1                | 18.7         | 28.0         | 35.0<br>35.0 | 27.0                | 35.8         | 36.0<br>36.0 | 37.4         |
| Pretax margin (%)                   | 23.7<br>22.7 | 2.2<br>4.4 | 14.1<br>14.5        | 21.1         | 20.0<br>34.4 | 35.0<br>34.2 | 27.0                | 35.8<br>34.2 | 36.0<br>36.0 | 37.4<br>37.4 |
|                                     | 22.7<br>29.6 |            |                     | 21.1<br>22.8 |              | 34.2<br>35.5 |                     | 34.2<br>35.3 | 36.0<br>36.0 | 37.4<br>37.4 |
| Net margin (%)                      | 29.0<br>2011 | -8.1       | 15.6<br><b>2013</b> | 22.8<br>2014 | 35.5         |              | 28.4<br><b>2017</b> | 2018e        | 2019e        | 2020e        |
| Growth rates Y/Y                    |              | 2012       |                     |              | 2015         | 2016         |                     |              |              |              |
| Sales growth (%)                    | 24.4         | -6.3       | 13.1                | 5.0          | 32.8         | 4.1          | -13.0               | 32.7         | 9.3          | 6.9          |
| EBITDA growth (%)                   | 58.8         | -84.3      | 305.0               | 35.8         | 91.8         | 29.9         | -29.9               | 74.0         | 9.9          | 11.9         |
| EBIT growth (%)                     | 61.1         | -91.4      | 630.0               | 39.7         | 99.0         | 30.0         | -33.0               | 76.0         | 10.0         | 11.0         |
| Net profit growth (%)               | -12.7        | -125.5     | 318.9               | 53.1         | 107.3        | 4.3          | -30.6               | 65.3         | 11.4         | 11.0         |
| EPS growth (%)                      | -12.7        | -125.4     | 316.1               | 53.1         | 107.3        | 4.3          | -30.6               | 65.3         | 11.4         | 11.0         |
| Profitability                       | 2011         | 2012       | 2013                | 2014         | 2015         | 2016         | 2017                | 2018e        | 2019e        | 2020e        |
| ROE (%)                             | 16.6         | -4.3       | 10.0                | 14.3         | 28.3         | 28.4         | 20.5                | 33.6         | 35.1         | 39.3         |
| ROE Adj (%)                         | 16.6         | -4.3       | 10.0                | 14.3         | 28.3         | 28.4         | 20.5                | 33.6         | 35.1         | 39.3         |
| ROCE (%)                            | 84.7         | 7.3        | 63.8                | 92.7         | 141.5        | 156.7        | 84.7                | 126.7        | 124.3        | 128.1        |
| ROCE Adj(%)                         | 84.7         | 7.3        | 63.8                | 92.7         | 141.5        | 156.7        | 84.7                | 126.7        | 124.3        | 128.1        |
| ROIC (%)                            | 110.6        | -13.5      | 68.9                | 100.0        | 146.0        | 162.7        | 89.0                | 131.0        | 124.3        | 128.1        |
| ROIC Adj (%)                        | 110.6        | -13.5      | 68.9                | 100.0        | 146.0        | 162.7        | 89.0                | 131.0        | 124.3        | 128.1        |
| Adj earnings numbers                | 2011         | 2012       | 2013                | 2014         | 2015         | 2016         | 2017                | 2018e        | 2019e        | 2020e        |
| EBITDA Adj                          | 13           | 2          | 8                   | 11           | 21           | 27           | 19                  | 33           | 37           | 41           |
| EBITDA Adj margin (%)               | 25.9         | 4.4        | 15.6                | 20.2         | 29.1         | 36.3         | 29.3                | 38.4         | 38.6         | 40.4         |
| EBITA Adj                           | 12           | 1          | 7                   | 10           | 20           | 26           | 18                  | 31           | 34           | 38           |
| EBITA Adj margin (%)                | 23.7         | 2.2        | 14.1                | 18.7         | 28.0         | 35.0         | 27.0                | 35.8         | 36.0         | 37.4         |
| EBIT Adj                            | 12           | 1          | 7                   | 10           | 20           | 26           | 18                  | 31           | 34           | 38           |
| EBIT Adj margin (%)                 | 23.7         | 2.2        | 14.1                | 18.7         | 28.0         | 35.0         | 27.0                | 35.8         | 36.0         | 37.4         |
| Pretax profit Adj                   | 11           | 2          | 8                   | 12           | 25           | 26           | 18                  | 30           | 34           | 38           |
| Net profit Adj                      | 15           | -4         | 8                   | 12           | 26           | 27           | 19                  | 31           | 34           | 38           |
| Net profit to shareholders Adj      | 15           | -4         | 8                   | 12           | 26           | 27           | 19                  | 31           | 34           | 38           |
| Net Adj margin (%)                  | 29.6         | -8.1       | 15.6                | 22.8         | 35.5         | 35.5         | 28.4                | 35.3         | 36.0         | 37.4         |

Source: ABG Sundal Collier, Company data

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| Cash Flow Statement (SEKm)                          | 2011                | 2012           | 2013                | 2014                | 2015            | 2016            | 2017            | 2018e           | 2019e                | 2020e           |
|---|---------------------|----------------|---------------------|---------------------|-----------------|-----------------|-----------------|-----------------|----------------------|-----------------|
| EBITDA  | 13                  | 2              | 8                   | 11                  | 21              | 27              | 19              | 33              | 37                   | 41              |
| Net financial items                                 | -1                  | 1              | 0                   | 1                   | 5               | -1              | 0               | -1              | 0                    | 0               |
| Paid tax  | 0                   | 0              | 0                   | 0                   | 0               | 0               | 0               | 1               | 0                    | 0               |
| Non-cash items                                      | -0                  | 2              | -7                  | 4                   | -5              | 2               | 2               | 0               | 0                    | 0               |
| Cash flow before change in WC                       | 12                  | 5              | 2                   | 16                  | 21              | 29              | 21              | 33              | 37                   | 41              |
| Change in WC  | 2                   | -1             | 6                   | -5                  | 0               | -2              | -2              | -2              | -2                   | -1              |
| Operating cash flow<br>CAPEX tangible fixed assets  | <b>13</b><br>-0     | <b>4</b><br>-2 | <b>8</b><br>-1      | <b>11</b><br>-1     | <b>21</b><br>-2 | <b>27</b><br>-3 | <b>19</b><br>-4 | <b>35</b><br>-3 | <b>37</b><br>-3      | <b>41</b><br>-4 |
| CAPEX langible fixed assets                         | -0<br>0             | -2             | -1                  | -1                  | -2              | -3              | -4              | -3<br>0         | -3                   | -4<br>0         |
| Acquisitions and disposals                          | 0                   | 0              | 0                   | 0                   | 0               | 0               | 0               | 0               | 0                    | 0               |
| Free cash flow                                      | 13                  | 2              | 8                   | 10                  | 20              | 24              | 15              | 32              | 33                   | 38              |
| Dividend paid                                       | -7                  | -7             | -9                  | -16                 | -25             | -28             | -19             | -20             | -34                  | -40             |
| Share issues and buybacks                           | ,<br>0              | 0              | 0                   | 0                   | 0               | 20              | 0               | 20              | 0                    | 40<br>0         |
| Other non cash items                                | 8                   | -12            | 14                  | 4                   | 9               | 3               | -10             | -4              | -2                   | -1              |
| Decrease in net IB debt                             | 14                  | -17            | 13                  | -2                  | 4               | -1              | -14             | 8               | -2                   | -4              |
| Balance Sheet (SEKm)                                | 2011                | 2012           | 2013                | 2014                | 2015            | 2016            | 2017            | 2018e           | 2019e                | 2020e           |
| Goodwill  | 0                   | 0              | 0                   | 0                   | 0               | 0               | 0               | 0               | 0                    | 0               |
| Indefinite intangible assets                        | 2                   | 2              | 2                   | 2                   | 4               | 5               | 8               | 7               | 7                    | 7               |
| Definite intangible assets<br>Tangible fixed assets | 0                   | 0              | 0<br>2              | 0<br>2              | 0               | 0               | 0<br>2          | 0               | 0                    | 0               |
| 5   | 0                   | 2              |                     |                     | 2               | 2               |                 | 3               | 4                    | 4               |
| Other fixed assets<br>Fixed assets                  | 33<br>36            | 28<br>32       | 29<br>32            | 30<br>34            | 30<br>36        | 32<br>39        | 33<br>42        | 34<br>44        | 34<br>45             | 34<br>45        |
| Inventories   | 36<br>4             | 32<br>4        | 32<br>4             | 34<br>4             | 36<br>4         | 39<br>4         | 42              | 44<br>6         | 45<br>6              | 45<br>7         |
| Receivables   | 4<br>12             | 4<br>12        | 4<br>11             | 4<br>15             | 4<br>18         | 4<br>19         | 4<br>18         | 6<br>22         | 6<br>25              | 26              |
| Other current assets                                | 0                   | 0              | 0                   | 0                   | 0               | 0               | 0               | 0               | 25                   | 20              |
| Cash and liquid assets                              | 48                  | 35             | 48                  | 45                  | 48              | 45              | 30              | 37              | 35                   | 31              |
| Total assets  | 100                 | 83             | 95                  | 97                  | 106             | 108             | 95              | 109             | 111                  | 110             |
| Shareholders equity                                 | 93                  | 78             | 85                  | 88                  | 93              | 96              | 86              | 97              | 98                   | 96              |
| Minority  | 0                   | 0              | 0                   | 0                   | 0               | 0               | 0               | 0               | 0                    | 0               |
| Total equity  | 93                  | 78             | 85                  | 88                  | 93              | 96              | 86              | 97              | 98                   | 96              |
| Long-term debt                                      | 0                   | 0              | 0                   | 0                   | 0               | 0               | 0               | 0               | 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               |
| Deferred tax  | 0                   | 0              | 0                   | 0                   | 0               | 0               | 0               | 0               | 0                    | 0               |
| Other long-term liabilities                         | 0                   | 0              | 0                   | 0                   | 0               | 0               | 0               | 0               | 0                    | 0               |
| Short-term debt                                     | 0                   | 0              | 0                   | 0                   | 0               | 0               | 0               | 0               | 0                    | 0               |
| Accounts payable                                    | 7                   | 5              | 10                  | 8                   | 13              | 12              | 9               | 12              | 13                   | 14              |
| Other current liabilities                           | 0                   | 0              | 0                   | 0                   | 0               | 0               | 0               | 0               | 0                    | 0               |
| Total liabilities and equity                        | 100                 | 83             | 95                  | 97                  | 106             | 108             | 95              | 109             | 111                  | 110             |
| Net IB debt   | -81                 | -63            | -77                 | -75                 | -78             | -77             | -63             | -71             | -69                  | -65             |
| Net IB debt excl. pension debt                      | -81                 | -63            | -77                 | -75                 | -78             | -77             | -63             | -71             | -69                  | -65             |
| Capital invested                                    | 13                  | 15             | 8                   | 14                  | 15              | 19              | 23              | 26              | 29                   | 30              |
| Working capital                                     | 10                  | 11             | 5                   | 10                  | 10              | 12              | 14              | 16              | 18                   | 19              |
| EV breakdown  | 2011                | 2012           | 2013                | 2014                | 2015            | 2016            | 2017            | 2018e           | 2019e                | 2020e           |
| Market cap. diluted (m)                             | na                  | na             | 560                 | 539                 | 626             | 580             | 461             | 580             | 580                  | 580             |
| Net IB debt Adj                                     | -81                 | -63            | -77                 | -75                 | -78             | -77             | -63             | -71             | -69                  | -65             |
| 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<br><b>503</b> | 0               | 0<br>509        | 0                    | 0               |
| EV<br>Capital efficiency (%)                        | na<br>2011          | na<br>2012     | <u>484</u><br>2013  | <u>464</u><br>2014  | 547<br>2015     | 2016            | 398<br>2017     | 2018e           | 511<br>2019e         | 515<br>2020e    |
| Total assets turnover (%)                           | <b>2011</b><br>51.1 | 50.2           | <b>2013</b><br>58.4 | <b>2014</b><br>56.9 | 71.3            | 70.5            | 64.9            | 85.4            | <b>2019e</b><br>86.6 | 92.3            |
| Capital invested turnover (%)                       | 357.7               | 335.0          | 453.3               | 495.5               | 504.5           | 447.5           | 313.9           | 354.2           | 345.4                | 92.3<br>342.9   |
| Capital employed turnover (%)                       | 357.7               | 335.0          | 453.3               | 495.5               | 504.5           | 447.5           | 313.9           | 354.2           | 345.4                | 342.9           |
| Inventories/sales (%)                               | 7.6                 | 9.2            | 7.6                 | 6.8                 | 5.5             | 5.8             | 6.5             | 5.7             | 6.2                  | 6.3             |
| Customer advances/sales (%)                         | 7.0<br>0            | 9.2<br>0       | 7.0<br>0            | 0.0                 | 0.0             | 0.0             | 0.0             | 0               | 0.2                  | 0.5             |
| Payables/sales (%)                                  | 14.4                | 12.9           | 14.6                | 17.0                | 14.9            | 16.5            | 15.7            | 11.9            | 13.0                 | 13.4            |
| Working capital/sales (%)                           | 22.0                | 22.9           | 15.1                | 13.3                | 13.4            | 14.1            | 19.3            | 17.0            | 17.9                 | 18.1            |
| Financial risk and debt service                     | 2011                | 2012           | 2013                | 2014                | 2015            | 2016            | 2017            | 2018e           | 2019e                | 2020e           |
| Net debt/equity (%)                                 | -86.4               | -81.1          | -90.3               | -84.4               | -84.0           | -80.4           | -73.2           | -73.1           | -70.4                | -68.2           |
| Net debt/market cap (%)                             | na                  | na             | -16.5               | -12.9               | -12.5           | -12.8           | -11.9           | -12.3           | -11.9                | -11.2           |
| Equity ratio (%)                                    | 93.3                | 93.9           | 89.3                | 91.3                | 87.6            | 89.1            | 90.6            | 89.2            | 88.3                 | 87.0            |
| Net IB debt adj./equity (%)                         | -86.4               | -81.1          | -90.3               | -84.4               | -84.0           | -80.4           | -73.2           | -73.1           | -70.4                | -68.2           |
| Current ratio (%)                                   | 959.7               | 1,009.8        | 619.8               | 751.2               | 536.4           | 587.2           | 591.0           | 555.7           | 511.6                | 453.2           |
| EBITDA/net interest (%)                             | 2,540.0             | -200.0         | -4,050.0            | -846.2              | -458.7          | 4,566.7         | high            | 2,386.1         | high                 | high            |
| Net IB debt/EBITDA (%)                              | -633.9              | -3,160.0       | -944.4              | -678.2              | -371.1          | -281.0          | -327.1          | -213.1          | -187.8               | -158.6          |
| Interest cover (%)                                  | 2,320.0             | -100.0         | -3,650.0            | -784.6              | -441.3          | 4,400.0         | nm              | 2,225.2         | nm                   | nm              |
| Source: APC Sundel Collier, Company d               |                     |                |                     |                     |                 |                 |                 |                 |                      |                 |

Source: ABG Sundal Collier, Company data

6 November 2018

### ABG Sundal Collier

| Valuation and Ratios (SEKm)               | 2011  | 2012  | 2013  | 2014  | 2015  | 2016  | 2017  | 2018e | 2019e | 2020e |
|---|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Shares outstanding adj.                   | 7     | 7     | 7     | 7     | 7     | 7     | 7     | 7     | 7     | 7     |
| Fully diluted shares Adj                  | 7     | 7     | 7     | 7     | 7     | 7     | 7     | 7     | 7     | 7     |
| EPS                                       | 2.08  | -0.53 | 1.14  | 1.75  | 3.62  | 3.78  | 2.62  | 4.34  | 4.83  | 5.36  |
| Dividend per share Adj                    | 1.0   | 1.0   | 1.2   | 2.2   | 3.5   | 4.0   | 2.8   | 4.8   | 5.7   | 6.0   |
| EPS Adj                                   | 2.08  | -0.53 | 1.14  | 1.75  | 3.62  | 3.78  | 2.62  | 4.34  | 4.83  | 5.36  |
| BVPS                                      | 13.36 | 11.13 | 11.95 | 12.47 | 13.15 | 13.51 | 12.10 | 13.73 | 13.81 | 13.48 |
| BVPS Adj                                  | 13.36 | 11.13 | 11.95 | 12.47 | 13.15 | 13.51 | 12.10 | 13.73 | 13.81 | 13.48 |
| Net IB debt / share                       | -11.5 | -9.0  | -10.8 | -10.5 | -11.0 | -10.9 | -8.9  | -10.0 | -9.7  | -9.2  |
| Share price                               | na    | na    | 79.00 | 76.00 | 88.25 | 81.75 | 65.00 | 81.80 | 81.80 | 81.80 |
| Market cap. (m)                           | na    | na    | 560   | 539   | 626   | 580   | 461   | 580   | 580   | 580   |
| Valuation                                 | 2011  | 2012  | 2013  | 2014  | 2015  | 2016  | 2017  | 2018e | 2019e | 2020e |
| P/E                                       | na    | na    | 69.1  | 43.5  | 24.3  | 21.6  | 24.8  | 18.9  | 16.9  | 15.3  |
| EV/sales                                  | na    | na    | 9.32  | 8.52  | 7.56  | 6.67  | 6.07  | 5.84  | 5.37  | 5.06  |
| EV/EBITDA                                 | na    | na    | 59.7  | 42.2  | 25.9  | 18.3  | 20.7  | 15.2  | 13.9  | 12.5  |
| EV/EBITA                                  | na    | na    | 66.2  | 45.5  | 27.0  | 19.0  | 22.5  | 16.3  | 14.9  | 13.5  |
| EV/EBIT                                   | na    | na    | 66.2  | 45.5  | 27.0  | 19.0  | 22.5  | 16.3  | 14.9  | 13.5  |
| Dividend yield (%)                        | na    | na    | 1.5   | 2.9   | 4.0   | 4.9   | 4.2   | 5.8   | 7.0   | 7.3   |
| FCF yield (%)                             | na    | na    | 1.3   | 1.8   | 3.1   | 4.1   | 3.3   | 5.5   | 5.7   | 6.5   |
| P/BVPS                                    | na    | na    | 6.61  | 6.10  | 6.71  | 6.05  | 5.37  | 5.96  | 5.92  | 6.07  |
| P/BVPS Adj                                | na    | na    | 6.61  | 6.10  | 6.71  | 6.05  | 5.37  | 5.96  | 5.92  | 6.07  |
| P/E Adj                                   | na    | na    | 69.1  | 43.5  | 24.3  | 21.6  | 24.8  | 18.9  | 16.9  | 15.3  |
| EV/EBITDA Adj                             | na    | na    | 59.7  | 42.2  | 25.9  | 18.3  | 20.7  | 15.2  | 13.9  | 12.5  |
| EV/EBITA Adj                              | na    | na    | 66.2  | 45.5  | 27.0  | 19.0  | 22.5  | 16.3  | 14.9  | 13.5  |
| EV/EBIT Adj                               | na    | na    | 66.2  | 45.5  | 27.0  | 19.0  | 22.5  | 16.3  | 14.9  | 13.5  |
| EV/cap. employed                          | na    | na    | 59.0  | 33.6  | 36.7  | 26.7  | 17.3  | 19.5  | 17.6  | 16.9  |
| Investment ratios                         | 2011  | 2012  | 2013  | 2014  | 2015  | 2016  | 2017  | 2018e | 2019e | 2020e |
| Capex/sales                               | 0.8   | 3.5   | 1.2   | 2.4   | 2.3   | 4.4   | 5.6   | 3.5   | 3.6   | 3.5   |
| Capex/depreciation                        | 36.4  | 160.0 | 75.0  | 162.5 | 212.5 | 330.0 | 246.7 | 134.6 | 137.5 | 116.7 |
| Capex tangibles/tangible fixed assets     | 100.0 | 80.0  | 31.6  | 81.3  | 100.0 | 173.7 | 217.6 | 109.1 | 91.4  | 84.6  |
| Capex intangibles/definite intangibles    | nm    |
| Depreciation on intangibles/definite inta | nm    |
| Depreciation on tangibles/tangibles       | 275.0 | 50.0  | 42.1  | 50.0  | 47.1  | 52.6  | 88.2  | 81.1  | 66.5  | 72.5  |

Source: ABG Sundal Collier, Company data

## Analyst certification

I/We, Emmi Ostlund, the author(s) of this report, certify that not withstanding the existence of any such potential conflicts of interests referred to below, the views expressed in this report accurately reflect my/our personal view about the companies and securities covered in this report.

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