North Media

Reason: Post-results comment

Lower costs drive positive earnings surprise

Commissioned research

Not rated

- 2% revenue beat; 20% EBIT beat driven by lower costs
- We take '23e EBIT up ~3% to the higher end of guidance
- FVR of DKK 58-96 (54-92); '23e DKK 44/share net cash position

Q1 revenues roughly in line; significant EBIT beat

North Media posted Q1 revenues of DKK 240.0m (+2% vs. ABGSCe at DKK 235.7m), equivalent to negative ~3% y-o-y growth. EBIT came in at DKK 43.8m (+20% vs. ABGSCe at DKK 36.6m), corresponding to a margin of 18.3%, with the beat driven primarily by lower distribution and logistics costs. Q1 also saw a DKK 103.8m gain on the investment portfolio (vs. ABGSCe at DKK 110.4m), leading to a 3% EPS beat vs. ABGSCe, while adj. EPS came in 33% higher than us. The very wide FY'23 guidance, with group revenues of DKK 920m-975m and an EBIT margin of 14-16%, was reiterated.

Lower costs drive our '23e EBIT to higher end of guidance

The 2% revenue beat has not materially changed our growth expectations for the group's segments. We thus leave our '23e-'25e group revenue estimates almost untouched (Last Mile estimates unchanged, BoligPortal slightly up, and Ofir and BeKey slightly down). However, we lift our '23e EBIT by ~3% following what the company calls a quarter with "a strong focus on costs", bringing us to the higher end of the company's '23 EBIT guidance (8% above the mid-point). We leave our '24e-'25e EBIT almost unchanged. With the continued high market uncertainty, the report provided no light on the company's pay-out ambitions ahead. However, management indicated a greater focus on M&A following the appointment of a new CEO for the Last Mile segment, leaving the current group CEO with more time to focus on the strategic development of North Media. In light of this, we stick with our DPS estimate of DKK 4.0 annually from '23e-'25e.

Fair value range of DKK 58-96/share (54-92)

We adjust our one-year fwd. fair value range to DKK 58-96/share (54-92) on slightly higher estimates and a higher net cash position of DKK 828m at YE'23e, equivalent to DKK 44/share.

Media

Estimate changes (%)

	2023e	2024e	2025e
Sales	0.0	0.0	0.0
EBIT	2.8	-0.2	0.1
EPS	1.2	1.2	1.4

Source: ABG Sundal Collier

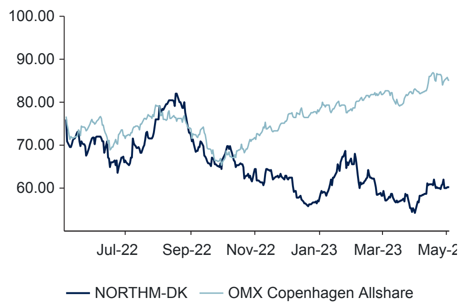
NORTHM-DK/NORTHM-DK

Share price (DKK)	3/5/2023	62.80
Fair value range		58.0-96.0

MCap (DKKm)	1,207
MCap (EURm)	162
No. of shares (m)	20.1
Free float (%)	34.7
Av. daily volume (k)	2

Next event Q2 Report 16 August 2023

Performance



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DKKm	2021	2022	2023e	2024e	2025e
Sales	1,034	995	945	936	925
EBITDA	292	219	180	198	204
EBITDA margin (%)	28.3	22.0	19.1	21.2	22.1
EBIT adj.	244	192	153	172	178
EBIT adj. margin (%)	23.6	19.2	16.2	18.3	19.2
Pretax profit	347	1	288	215	226
EPS	14.71	0.11	11.87	8.83	9.28
EPS adj.	10.33	15.61	6.26	6.96	7.29
Sales growth (%)	-1.1	-3.7	-5.1	-0.9	-1.2
EPS growth (%)	-11.7	-99.2	10,528.0	-25.6	5.0

Source: ABG Sundal Collier, Company Data

	2023e	2024e	2025e
P/E (x)	5.3	7.1	6.8
P/E adj. (x)	10.0	9.0	8.6
P/BVPS (x)	1.03	0.96	0.89
EV/EBITDA (x)	2.0	1.3	0.8
EV/EBIT adj. (x)	2.3	1.5	0.9
EV/sales (x)	0.37	0.28	0.18
ROE adj. (%)	11.0	11.1	10.7
Dividend yield (%)	6.4	6.4	6.4
FCF yield (%)	8.8	9.6	9.7
Le. adj. FCF yld. (%)	8.8	9.6	9.7
Net IB debt/EBITDA (x)	-4.6	-4.6	-5.0
Le. adj. ND/EBITDA (x)	-4.6	-4.7	-5.0

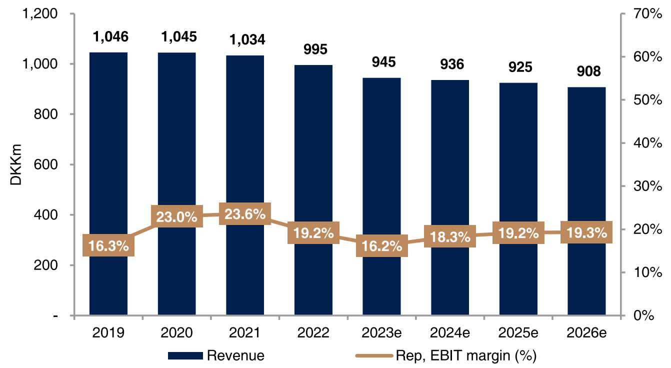
Company description

North Media is the only media company listed on the OMX Copenhagen Stock Exchange. While the company started as a distributor of unaddressed printed advertisements and newspapers in 1965, the company is today considered both a value and a growth company. The company's Last Mile segment (84% of '22 revenues) is its cash cow, but it is operating in an industry with structurally declining volumes. Its Digital Services segments (16% of '22 revenues) consists of BoligPortal (home rentals platform), Ofir (job portal), and BeKey (digital access solutions).

Risks

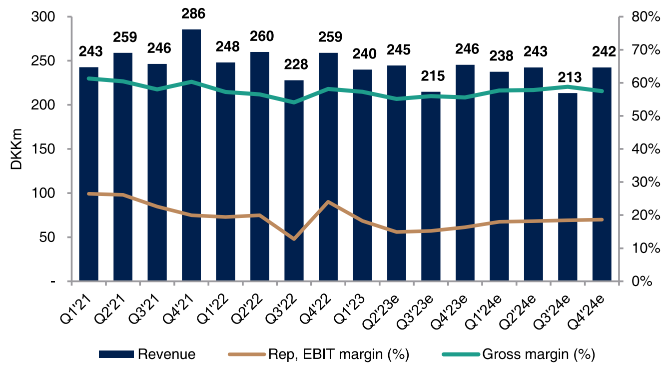
There are three main risks to the company: 1) the implementation of regulations or bans against physical advertisements and newspapers on the back of environmental concerns, which in the worst case could put the Last Mile segment almost completely out of business, 2) stiff competition facing the Digital Services segments, and 3) difficulties in finding new growth opportunities in the Digital Services segments.

Annual revenue and margins



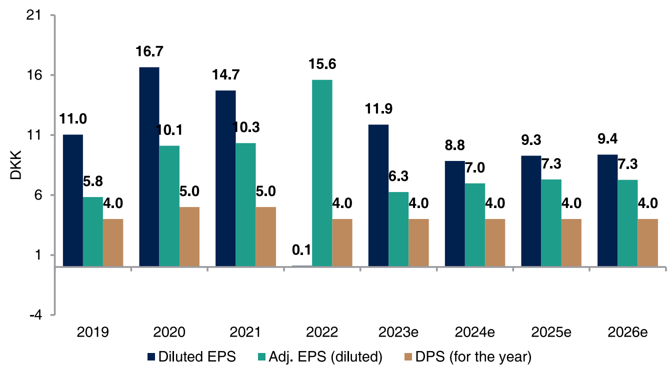
Source: ABG Sundal Collier, company data

Quarterly revenue and margins



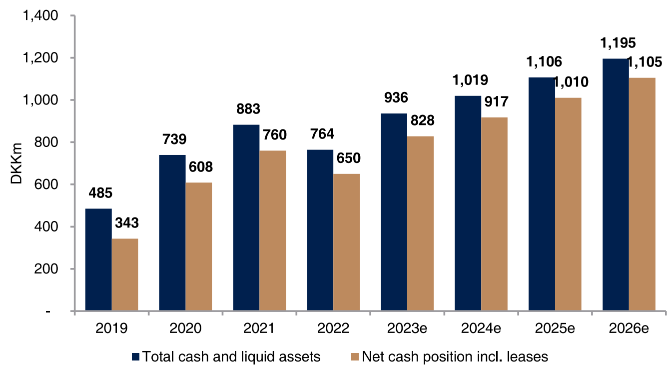
Source: ABG Sundal Collier, company data

Annual EPS and DPS



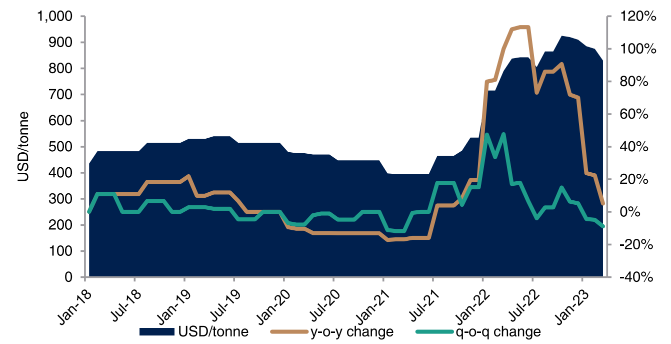
Source: ABG Sundal Collier, company data

Cash and net cash position



Source: ABG Sundal Collier, company data

Newsprint prices (USD/tonne)



Source: ABG Sundal Collier, RISI

Deviation table

DKKm	Q1'22	Q2'22	Q3'22	Q4'22	ABGSCe Q1'23e	Actual Q1'23	Deviation %	Deviation DKKm
Revenue	**248.2**	**260.0**	**228.0**	**259.1**	**235.7**	**240.0**	**2%**	**4.3**
Y/Y revenue growth (%)	*2.3%*	*0.4%*	*-7.5%*	*-9.3%*	*-5.0%*	*-3.3%*	*1.7pp*	
Cost of services	-106.2	-113.1	-104.7	-108.4	-106.1	-102.5	3%	3.6
Gross profit	**142.0**	**146.9**	**123.3**	**150.7**	**129.6**	**137.5**	**6%**	**7.9**
Gross margin (%)	*57.2%*	*56.5%*	*54.1%*	*58.2%*	*55.0%*	*57.3%*	*2.3pp*	
Other income and costs	-88.2	-89.4	-88.8	-86.1	-87.7	-88.6	-1%	-0.9
Other operating income	1.4	1.4	1.4	4.6	1.4	1.5	4%	0.1
Rep. EBITDA	**55.2**	**58.9**	**35.9**	**69.2**	**43.4**	**50.4**	**16%**	**7.0**
Adj. EBITDA	**55.2**	**58.9**	**35.9**	**69.2**	**43.4**	**50.4**	**16%**	**7.0**
Adj. EBITDA margin (%)	*22.2%*	*22.7%*	*15.7%*	*26.7%*	*18.4%*	*21.0%*	*2.6pp*	
D&A and impairments	-7	-7	-7	-7	-7	-7	3%	0.2
Rep. EBIT	**48.2**	**51.9**	**29.1**	**62.3**	**36.6**	**43.8**	**20%**	**7.2**
Rep. EBIT margin (%)	*19.4%*	*20.0%*	*12.8%*	*24.0%*	*15.5%*	*18.3%*	*2.7pp*	
Adj. EBIT	**48.2**	**51.9**	**29.1**	**62.3**	**36.6**	**43.8**	**20%**	**7.2**
Adj. EBIT margin (%)	*19.4%*	*20.0%*	*12.8%*	*24.0%*	*15.5%*	*18.3%*	*2.7pp*	
Share of profit/loss in associates	1.9	2.0	2.0	1.5	1.4	1.1	n.m.	-0.3
Return on securities	-94.9	-115.7	-18.7	35.1	110.4	103.8	-6%	-6.6
Net financials	-0.8	-0.4	-0.2	-1.9	-2.3	0.1	104%	2.4
Rep. pre-tax profit	**-45.6**	**-62.2**	**12.2**	**97.0**	**146.0**	**148.8**	**2%**	**2.8**
Adj. pre-tax profit	**49.3**	**53.5**	**30.9**	**61.9**	**35.6**	**45.0**	**26%**	**9.4**
Adj. pre-tax margin (%)	*19.9%*	*20.6%*	*13.6%*	*23.9%*	*15.1%*	*18.8%*	*3.6pp*	
Tax on profit/loss for the period	10	14	-2	-21	-33	-33	3%	0.8
Rep. net profit to equ. hol.	**-35.4**	**-48.0**	**9.9**	**75.6**	**112.7**	**116.3**	**3%**	**3.6**
Adj. net profit to equ. hol.	**38.3**	**41.3**	**25.1**	**48.2**	**27.5**	**35.2**	**28%**	**7.7**
Adj. net profit margin to equ. hol. (%)	*15.4%*	*15.9%*	*11.0%*	*18.6%*	*11.7%*	*14.7%*	*3.0pp*	
Diluted EPS	**-1.90**	**-2.60**	**0.52**	**4.00**	**5.96**	**6.14**	**3%**	**0.17**
Adj. EPS	**2.06**	**2.24**	**1.30**	**2.55**	**1.41**	**1.86**	**33%**	**0.46**
Last Mile								
Revenue	207.7	218.7	189.0	221.1	193.4	198.2	2%	4.8
EBIT	47.5	49.6	29.6	58.0	36.2	41.2	14%	5.0
BoligPortal								
Revenue	22.7	23.7	24.3	23.2	25.4	26.5	4%	1.1
EBIT	5.2	6.2	6.1	6.7	6.4	8.3	31%	1.9
Ofir								
Revenue	11.2	10.9	9.2	8.7	10.8	9.4	-13%	-1.4
EBIT	1.5	1.4	0.2	-0.5	-0.6	-0.3	53%	0.3
BeKey								
Revenue	6.6	6.7	5.5	6.1	6.1	5.9	-3%	-0.2
EBIT	-4.1	-3.4	-3.2	-3.5	-4.7	-4.0	14%	0.7

Source: ABG Sundal Collier, company data

Guidance vs. ABGSCe (DKKm)

		Group				Last Mile				Boligportal				Ofir				Bekey			
		Revenue		EBIT		Revenue		EBIT		Revenue		EBIT		Revenue		EBIT		Revenue		EBIT	
		Low	High	Low	High	Low	High	Low	High	Low	High	Low	High	Low	High	Low	High	Low	High	Low	High
FY'21 guidance	**AR'20**	985	1,025	230	255	840	870	210	230	93	97	31	33	24	27	1	2	28	31	-7	-5
	Q1'21	995	1,025	235	255	850	870	215	230	93	97	31	33	24	27	1	2	28	31	-7	-5
	Q2'21	1,015	1,035	250	265	865	880	235	245	90	94	29	31	31	34	3	5	26	30	-7	-6
	Q3'21	1,020	1,035	255	265	875	885	240	245	85	87	26	28	34	36	4	5	26	27	-7	-7
	Realised	**1034**		**244**		**889**		**249**		**85**		**27**		**36**		**6**		**24**		**-29**	
FY'22 guidance	**AR'21**	1,010	1,045	190	220	850	870	190	210	93	99	18	22	42	46	5	7	25	30	-14	-12
	Q1'22	1,010	1,045	190	220	850	870	190	210	93	99	18	22	42	46	5	7	25	30	-14	-12
	Q2'22	1,015	1,040	195	220	851	866	192	208	94	98	21	25	43	46	5	7	27	30	-14	-12
	Q3'22	995	1,010	190	200	837	846	188	192	93	95	23	25	40	42	3	5	25	27	-14	-13
	Actual	**995**		**192**		**837**		**185**		**94**		**24**		**40**		**3**		**25**		**-14**	
FY'23 guidance	**AR'22**	920	975	125	160	760	800	135	160	102	108	25	30	36	40	-4	-1	22	27	-21	-19
	Q1'23	920	975	125	160	760	800	135	160	102	108	25	30	36	40	-4	-1	22	27	-21	-19
	Q2'23																				
	Q3'23																				
	ABGSCe	**945**		**153**		**777**		**151**		**107**		**27**		**37**		**-2**		**24**		**-20**	
	Actual																				

Source: ABG Sundal Collier, company data

Estimate revisions

DKKm	New estimates			Old estimates			Ests. change (%)		
	2023e	2024e	2025e	2023e	2024e	2025e	2023e	2024e	2025e
Revenue	**945**	**936**	**925**	**945**	**936**	**925**	**0.0%**	**0.0%**	**-0.1%**
Y/Y revenue growth (%)	-5.1%	-0.9%	-1.2%	-5.1%	-0.9%	-1.2%	*0.0pp*	*0.0pp*	*0.0pp*
Cost of services	-416	-394	-377	-421	-394	-378	1.2%	0.1%	0.1%
Gross profit	**529**	**542**	**547**	**524**	**542**	**548**	**1.0%**	**0.0%**	**0.0%**
Gross margin (%)	*56.0%*	*57.9%*	*59.2%*	*55.4%*	*57.9%*	*59.2%*	*0.5pp*	*0.0pp*	*0.0pp*
Other income and costs	-354	-350	-349	-354	-350	-350	-0.2%	0.0%	0.1%
Other operating income	6	6	6	6	6	6	0.4%	0.0%	-0.1%
Rep. EBITDA	**180**	**198**	**204**	**176**	**198**	**204**	**2.4%**	**0.0%**	**0.1%**
Adj. EBITDA	**180**	**198**	**204**	**176**	**198**	**204**	**2.4%**	**0.0%**	**0.1%**
Adj. EBITDA margin (%)	*19.1%*	*21.2%*	*22.1%*	*18.6%*	*21.2%*	*22.0%*	*0.4pp*	*0.0pp*	*0.0pp*
D&A and impairments	-27	-27	-26	-27	-26	-26	0.0%	-1.2%	0.0%
Rep. EBIT	**153**	**172**	**178**	**149**	**172**	**178**	**2.8%**	**-0.2%**	**0.1%**
Adj. EBIT	**153**	**172**	**178**	**149**	**172**	**178**	**2.8%**	**-0.2%**	**0.1%**
Adj. EBIT margin (%)	*16.2%*	*18.3%*	*19.2%*	*15.8%*	*18.4%*	*19.2%*	*0.4pp*	*0.0pp*	*0.0pp*
Share of profit/loss in associates	5	7	8	6	7	8	-5.3%	0.0%	0.0%
Return on securities	136	45	48	142	44	47	-4.0%	3.0%	3.0%
Net financials	-7	-9	-8	-9	-9	-8	26.9%	0.6%	0.6%
Rep. pre-tax profit	**288**	**215**	**226**	**287**	**214**	**224**	**0.3%**	**0.5%**	**0.7%**
Adj. pre-tax profit	**152**	**169**	**177**	**145**	**170**	**177**	**4.4%**	**-0.2%**	**0.1%**
Adj. pre-tax margin (%)	*16.1%*	*18.1%*	*19.2%*	*15.4%*	*18.1%*	*19.1%*	*0.7pp*	*0.0pp*	*0.0pp*
Tax on profit/loss for the period	-63	-47	-49	-66	-49	-51	4.1%	3.9%	3.6%
Rep. net profit to equ. hol.	**225**	**168**	**176**	**222**	**165**	**173**	**1.5%**	**1.8%**	**2.0%**
Adj. net profit to equ. hol.	**119**	**132**	**139**	**112**	**131**	**137**	**5.7%**	**1.1%**	**1.4%**
Adj. net profit margin to equ. hol. (%)	*12.6%*	*14.1%*	*15.0%*	*11.9%*	*14.0%*	*14.8%*	*0.7pp*	*0.2pp*	*0.2pp*
Diluted EPS	**11.87**	**8.83**	**9.28**	**11.73**	**8.73**	**9.15**	**1.2%**	**1.2%**	**1.4%**
Adj. EPS	**6.26**	**6.96**	**7.29**	**5.93**	**6.93**	**7.23**	**5.4%**	**0.5%**	**0.8%**
Last Mile									
Revenue	**777**	**748**	**713**	**776**	**748**	**714**	**0.0%**	**0.0%**	**-0.1%**
Y/Y revenue growth (%)	*-7.2%*	*-3.7%*	*-4.6%*	*-7.2%*	*-3.7%*	*-4.6%*	*0.0pp*	*-0.1pp*	*-0.1pp*
EBIT	**151**	**151**	**144**	**147**	**151**	**144**	**3.0%**	**0.0%**	**-0.1%**
EBIT margin (%)	*19.5%*	*20.2%*	*20.2%*	*18.9%*	*20.2%*	*20.2%*	*0.6pp*	*0.0pp*	*0.0pp*
BoligPortal									
Revenue	**107**	**123**	**140**	**106**	**122**	**139**	**1.0%**	**1.0%**	**1.0%**
Y/Y revenue growth (%)	*13.9%*	*15.0%*	*14.0%*	*12.8%*	*15.0%*	*14.0%*	*1.1pp*	*0.0pp*	*0.0pp*
EBIT	**27**	**32**	**41**	**26**	**32**	**40**	**6.3%**	**0.0%**	**1.0%**
EBIT margin (%)	*25.5%*	*25.7%*	*29.0%*	*24.2%*	*26.0%*	*29.0%*	*1.3pp*	*-0.3pp*	*0.0pp*
Ofir									
Revenue	**37**	**39**	**43**	**38**	**41**	**44**	**-3.5%**	**-3.4%**	**-3.4%**
Y/Y revenue growth (%)	*-7.2%*	*5.4%*	*9.0%*	*-3.8%*	*5.3%*	*9.0%*	*-3.4pp*	*0.1pp*	*0.0pp*
EBIT	**-2**	**3**	**6**	**-2**	**3**	**6**	**-7.0%**	**-3.4%**	**-3.4%**
EBIT margin (%)	*-6.7%*	*7.0%*	*14.0%*	*-6.0%*	*7.0%*	*14.0%*	*-0.7pp*	*0.0pp*	*0.0pp*
BeKey									
Revenue	**24**	**26**	**29**	**24**	**26**	**29**	**-0.7%**	**-0.7%**	**-0.7%**
Y/Y revenue growth (%)	*-2.4%*	*8.0%*	*9.0%*	*-1.7%*	*8.0%*	*9.0%*	*-0.7pp*	*0.0pp*	*0.0pp*
EBIT	**-20**	**-11**	**-10**	**-19**	**-11**	**-11**	**-4.5%**	**-2.2%**	**0.7%**
EBIT margin (%)	*-81.0%*	*-43.2%*	*-36.5%*	*-77.0%*	*-42.0%*	*-36.5%*	*-4.0pp*	*-1.2pp*	*0.0pp*

Source: ABG Sundal Collier, company data

Valuation

We set a one-year fwd. FVR of DKK 58-96/share (54-92) and estimate a net cash position at YE'23e of DKK 828m, equivalent to DKK 44/share.

DCF valuation yields DKK 96/share

Our DCF relies on the following assumptions:

- ABGSC '23-'26 estimates.
- WACC of 8.7%.
- Last Mile revenue CAGR '23e-'35e of -7%.
- Last Mile EBITDA margin relatively stable, averaging 18% from '23e-'35e.
- Last Mile terminal growth rate of -5%.
- Digital Services growth rate declining towards 2% annually from '31e.
- Digital Services EBITDA margin of 20% from '31e.
- Digital Services terminal growth rate of 2%.
- Group revenue CAGR '23e-'35e of -3%.
- Group average EBITDA margin of 20% from '23e-'35e.
- Capex as a % of revenue converging to 3% in '35e.
- NWC as a % of revenue converging to 3% in '35e.
- Tax rate of 22%.

This values North Media at a '24e adjusted EV/EBIT of 6.0x and a '24e adjusted P/E of 14.0x.

DCF valuation

DCF model

	ABGSC estimates				Extrapolated								
DKKm	2023e	2024e	2025e	2026e	2027e	2028e	2029e	2030e	2031e	2032e	2033e	2034e	2035e
Group revenues	**945**	**936**	**925**	**908**	**888**	**866**	**839**	**808**	**774**	**742**	**714**	**689**	**666**
Group revenue growth	*-5%*	*-1%*	*-1%*	*-2%*	*-2%*	*-3%*	*-3%*	*-4%*	*-4%*	*-4%*	*-4%*	*-4%*	*-3%*
Last Mile	777	748	713	674	634	592	551	510	469	431	397	365	336
Last Mile revenue growth	*-7%*	*-4%*	*-5%*	*-5%*	*-6%*	*-6%*	*-7%*	*-7%*	*-8%*	*-8%*	*-8%*	*-8%*	*-8%*
Digital Services	168	188	211	234	255	273	288	299	305	311	317	324	330
Digital Services revenue growth	*6%*	*12%*	*12%*	*11%*	*9%*	*7%*	*5%*	*4%*	*2%*	*2%*	*2%*	*2%*	*2%*
EBITDA	**180**	**198**	**204**	**201**	**191**	**180**	**169**	**158**	**146**	**141**	**137**	**133**	**130**
Group EBITDA margin	*19%*	*21%*	*22%*	*22%*	*21%*	*21%*	*20%*	*19%*	*19%*	*19%*	*19%*	*19%*	*19%*
Last Mile	165	164	157	142	127	113	99	87	75	69	63	58	54
Last Mile EBITDA margin	*21%*	*22%*	*22%*	*21%*	*20%*	*19%*	*18%*	*17%*	*16%*	*16%*	*16%*	*16%*	*16%*
Digital Services	10	28	41	54	58	62	65	66	67	68	70	71	73
Dig. Services EBITDA margin	*6%*	*15%*	*20%*	*23%*	*23%*	*23%*	*22%*	*22%*	*22%*	*22%*	*22%*	*22%*	*22%*
Other op. Income	6	6	6	6	5	5	5	5	4	4	4	4	3
Other op. income of rev.	*1%*	*1%*	*1%*	*1%*	*1%*	*1%*	*1%*	*1%*	*1%*	*1%*	*1%*	*1%*	*1%*
D&A	-27	-27	-26	-26	-26	-25	-24	-24	-23	-22	-21	-21	-20
D&A in % of revenues	*-3%*	*-3%*	*-3%*	*-3%*	*-3%*	*-3%*	*-3%*	*-3%*	*-3%*	*-3%*	*-3%*	*-3%*	*-3%*
EBIT	**153**	**172**	**178**	**175**	**165**	**155**	**144**	**134**	**124**	**120**	**116**	**113**	**110**
Group EBIT margin	*16%*	*18%*	*19%*	*19%*	*19%*	*18%*	*17%*	*17%*	*16%*	*16%*	*16%*	*16%*	*16%*
Tax on EBIT	-34	-38	-39	-39	-36	-34	-32	-29	-27	-26	-25	-25	-24
NOPAT	**119**	**134**	**139**	**137**	**129**	**121**	**113**	**105**	**96**	**93**	**90**	**88**	**86**
D&A	27	27	26	26	26	25	24	24	23	22	21	21	20
Net working capital	-6	-4	-2	0	-3	-6	-8	-11	-13	-15	-17	-18	-20
Net working capital in % of rev.	*-1%*	*0%*	*0%*	*0%*	*0%*	*-1%*	*-1%*	*-1%*	*-2%*	*-2%*	*-2%*	*-3%*	*-3%*
Delta net working capital	3	2	2	2	3	3	3	2	2	2	2	2	2
Other non-cash adjustments	-9	-22	-23	-23	-22	-22	-21	-20	-19	-19	-18	-17	-17
Capex	-36	-26	-29	-28	-28	-27	-26	-25	-24	-23	-22	-21	-20
Capex in % of revenues	*-4%*	*-3%*	*-3%*	*-3%*	*-3%*	*-3%*	*-3%*	*-3%*	*-3%*	*-3%*	*-3%*	*-3%*	*-3%*
Acquistions and disposals	0	0	0	0	0	0	0	0	0	0	0	0	0
Free cash flow	**104**	**115**	**115**	**114**	**107**	**100**	**93**	**85**	**78**	**76**	**74**	**72**	**71**
Discounted free cash flow	**104**	**105**	**98**	**88**	**77**	**66**	**56**	**48**	**40**	**36**	**32**	**29**	**26**

Terminal value		
DKKm	2035e	2036e
Revenues	**666**	**656**
Group revenue growth	*-3%*	*-2%*
Last Mile	*336*	*319*
Last Mile revenue growth	*-8%*	*-5%*
Digital Services	*330*	*337*
Digital Services revenue growth	*2%*	*2%*
EBITDA	**130**	**128**
Group EBITDA margin	*19%*	*20%*
Last Mile	*54*	*51*
Last Mile EBITDA margin	*16%*	*16%*
Digital Services	*73*	*74*
Dig. Services EBITDA margin	*22%*	*22%*
Other op. Income	*3*	*3*
Other op. income of rev.	*1%*	*1%*
D&A	-20	-20
D&A in % of revenues	*-3%*	*-3%*
EBIT	**110**	**109**
Group EBIT margin	*16%*	*17%*
Tax on EBIT	-24	-24
NOPAT	**86**	**85**
D&A	20	20
Net working capital	-20	-20
Net working capital in % of rev.	*-3%*	*-3%*
Delta net working capital	2	0
Other non-cash adjustments	-17	-16
Capex	-20	-20
Capex in % of revenues	*-3%*	*-3%*
Acquistions and disposals	0	0
Free cash flow	**71**	**68**
Terminal value		**670**

Valuation summary	
PV DCF	807
PV TV	228
EV	**1,034**
Net debt	-828
Associates and other	-13
Equity value	**1,850**
Dividends	-74
Equity value (1Y from today)	**1,828**
Number of shares (m)	19
1Y forward share price	**96**

Assumptions	
Tax rate on EBIT	22.0%
Terminal growth (Last Mile)	-5.0%
Terminal growth (Dig. Services)	2.0%
Last Mile growth rate 2031e-2035e	-8.0%
Dig. Services growth rate 2031e-2035e	2.0%
Last Mile EBITDA margin 2031e-2035e	16.0%
Dig. Services EBITDA margin 2031e-2035e	22.0%
Cost of equity	9.0%
After-tax cost of debt	3.1%
Equity beta	0.9
WACC	**8.7%**

Growth rates and margins 2023e-2035e	
Group revenue CAGR	-3%
Last Mile revenue CAGR	-7%
Dig. Services revenue CAGR	6%
Group avg. EBITDA margin	20%
Last Mile avg. EBITDA margin	18%
Dig. Services avg. EBITDA margin	20%

Source: ABG Sundal Collier

DCF sensitivities to LM growth rate and WACC

1Y fwd. share price sensitivity		Last Mile growth rate 2031e-2035e				
		2.0%	-3.0%	-8.0%	-13.0%	-18.0%
WACC	6.7%	118	111	106	103	100
	7.7%	111	105	101	97	95
	8.7%	104	100	96	93	91
	9.7%	100	95	92	90	88
	10.7%	95	92	89	87	86

Source: ABG Sundal Collier

DCF sensitivities to DS growth rate and WACC

1Y fwd. share price sensitivity		Dig. Services growth rate 2031e-2035e				
		8.0%	5.0%	2.0%	-1.0%	-4.0%
WACC	6.7%	115	110	106	103	100
	7.7%	108	104	101	98	96
	8.7%	102	99	96	94	92
	9.7%	97	95	92	90	89
	10.7%	93	91	89	88	86

Source: ABG Sundal Collier

Scenario of no cash flows post-'24e yields DKK 58/share

We note the differing views about North Media's future earnings potential, much of which (in our view) can be explained by the possibility of several customers substituting their physical leaflets with digital alternatives, as well as the risk of a regulatory shift to JaTak or a complete ban on printed matter in Denmark.

Fair share price given assumption of no cash flows post-'24e

Lower bound of FVR - assuming zero free cash flow post-'24	ABGSCe	
	Total	Per share
2023e	104	5
2024e	105	6
Net cash position	828	44
Last Mile sites (assuming disposal at YE'24 carrying amount) + other	103	5
Equity value (YE'23)	**1141**	**60**
Dividends	74	4
1Y forward fair share price	**1099**	**58**

Source: ABG Sundal Collier

Quarterly numbers and estimates

P&L	2021				2022				2023e				2024e			
DKKm	Q1'21	Q2'21	Q3'21	Q4'21	Q1'22	Q2'22	Q3'22	Q4'22	Q1'23	Q2'23e	Q3'23e	Q4'23e	Q1'24e	Q2'24e	Q3'24e	Q4'24e
Revenue	**243**	**259**	**246**	**286**	**248**	**260**	**228**	**259**	**240**	**245**	**215**	**246**	**238**	**243**	**213**	**242**
Y/Y revenue growth (%)	*-5.5%*	*2.1%*	*-5.4%*	*4.0%*	*2.3%*	*0.4%*	*-7.5%*	*-9.3%*	*-3.3%*	*-5.9%*	*-5.8%*	*-5.2%*	*-1.0%*	*-0.8%*	*-0.7%*	*-1.2%*
Cost of services	-94	-102	-103	-113	-106	-113	-105	-108	-103	-110	-95	-109	-100	-102	-88	-103
Gross profit	**149**	**157**	**143**	**172**	**142**	**147**	**123**	**151**	**138**	**135**	**120**	**136**	**137**	**140**	**125**	**139**
Gross margin (%)	*61.3%*	*60.4%*	*58.0%*	*60.3%*	*57.2%*	*56.5%*	*54.1%*	*58.2%*	*57.3%*	*55.1%*	*56.0%*	*55.6%*	*57.7%*	*57.8%*	*58.8%*	*57.5%*
Other income and costs	-79	-83	-82	-89	-88	-89	-89	-86	-89	-93	-83	-91	-89	-91	-81	-89
Other operating income	1	1	1	1	1	1	1	5	2	2	1	2	1	1	1	1
Rep. EBITDA	**71**	**74**	**63**	**84**	**55**	**59**	**36**	**69**	**50**	**44**	**39**	**47**	**50**	**51**	**45**	**52**
Adj. EBITDA	**71**	**74**	**63**	**84**	**55**	**59**	**36**	**69**	**50**	**44**	**39**	**47**	**50**	**51**	**45**	**52**
Adj. EBITDA margin (%)	*29.4%*	*28.7%*	*25.4%*	*29.4%*	*22.2%*	*22.7%*	*15.7%*	*26.7%*	*21.0%*	*17.8%*	*18.2%*	*19.3%*	*20.9%*	*21.1%*	*21.3%*	*21.4%*
D&A and impairments	-7	-7	-7	-27	-7	-7	-7	-7	-7	-7	-6	-7	-7	-7	-6	-7
Rep. EBIT	**64**	**68**	**56**	**57**	**48**	**52**	**29**	**62**	**44**	**37**	**33**	**40**	**43**	**44**	**39**	**45**
Adj. EBIT	**64**	**68**	**56**	**57**	**48**	**52**	**29**	**62**	**44**	**37**	**33**	**40**	**43**	**44**	**39**	**45**
Adj. EBIT margin (%)	*26.5%*	*26.1%*	*22.6%*	*20.0%*	*19.4%*	*20.0%*	*12.8%*	*24.0%*	*18.3%*	*14.9%*	*15.2%*	*16.4%*	*18.0%*	*18.2%*	*18.5%*	*18.6%*
Share of profit/loss in associates	0	1	2	2	2	2	2	2	1	1	1	1	2	2	2	2
Return on securities	1	61	15	26	-95	-116	-19	35	104	11	11	11	11	11	11	12
Net financials	-1	-2	-1	-1	-1	0	0	-2	0	-2	-2	-2	-2	-2	-2	-2
Rep. pre-tax profit	**65**	**128**	**71**	**84**	**-46**	**-62**	**12**	**97**	**149**	**46**	**43**	**50**	**53**	**55**	**50**	**56**
Adj. pre-tax profit	**64**	**66**	**56**	**57**	**49**	**54**	**31**	**62**	**45**	**36**	**32**	**39**	**42**	**44**	**39**	**45**
Adj. pre-tax margin (%)	*26.2%*	*25.6%*	*22.9%*	*20.1%*	*19.9%*	*20.6%*	*13.6%*	*23.9%*	*18.8%*	*14.6%*	*14.8%*	*16.0%*	*17.8%*	*18.0%*	*18.2%*	*18.4%*
Tax on profit/loss for the period	-12	-29	-15	-17	10	14	-2	-21	-33	-10	-9	-11	-12	-12	-11	-12
Rep. net profit to equ. hol.	**53**	**98**	**56**	**67**	**-35**	**-48**	**10**	**76**	**116**	**36**	**33**	**39**	**42**	**43**	**39**	**44**
Adj. net profit to equ. hol.	**52**	**51**	**44**	**46**	**38**	**41**	**25**	**48**	**35**	**28**	**25**	**31**	**33**	**34**	**30**	**35**
Adj. net profit margin to equ. hol. (%)	*21.5%*	*19.7%*	*18.0%*	*16.0%*	*15.4%*	*15.9%*	*11.0%*	*18.6%*	*14.7%*	*11.4%*	*11.6%*	*12.5%*	*13.9%*	*14.0%*	*14.3%*	*14.4%*
Diluted EPS	**2.90**	**5.30**	**3.00**	**3.59**	**-1.90**	**-2.60**	**0.52**	**4.00**	**6.14**	**1.90**	**1.75**	**2.07**	**2.19**	**2.26**	**2.07**	**2.32**
Adj. EPS	**2.82**	**2.71**	**2.39**	**2.48**	**2.06**	**2.24**	**1.30**	**2.55**	**1.86**	**1.46**	**1.31**	**1.62**	**1.74**	**1.79**	**1.60**	**1.84**
Operating cash flow	27	39	60	30	37	56	30	68	57	31	22	30	42	37	27	34
Free cash flow	**22**	**36**	**57**	**16**	**30**	**53**	**26**	**56**	**53**	**21**	**14**	**17**	**36**	**31**	**22**	**26**
Cash and liquid assets	676	771	840	883	735	671	677	764	856	886	910	936	909	950	982	1019
Last Mile																
Revenue	**209**	**223**	**210**	**248**	**208**	**219**	**189**	**221**	**198**	**201**	**173**	**204**	**191**	**194**	**166**	**196**
Y/Y revenue growth (%)	*-7%*	*0%*	*-8%*	*4%*	*-1%*	*-2%*	*-10%*	*-11%*	*-5%*	*-8%*	*-8%*	*-8%*	*-4%*	*-4%*	*-4%*	*-4%*
EBIT	**62**	**62**	**51**	**74**	**48**	**50**	**30**	**58**	**41**	**38**	**32**	**40**	**39**	**39**	**34**	**40**
EBIT margin (%)	*29%*	*28%*	*24%*	*30%*	*23%*	*23%*	*16%*	*26%*	*21%*	*19%*	*19%*	*20%*	*20%*	*20%*	*20%*	*20%*
BoligPortal																
Revenue	**20**	**22**	**22**	**21**	**23**	**24**	**24**	**23**	**27**	**27**	**27**	**26**	**30**	**31**	**32**	**30**
Y/Y revenue growth (%)	*6%*	*1%*	*1%*	*4%*	*11%*	*9%*	*11%*	*12%*	*17%*	*13%*	*13%*	*14%*	*15%*	*15%*	*15%*	*15%*
EBIT	**6**	**8**	**7**	**7**	**5**	**6**	**6**	**7**	**8**	**7**	**6**	**6**	**7**	**8**	**8**	**8**
EBIT margin (%)	*28%*	*35%*	*31%*	*32%*	*23%*	*26%*	*25%*	*29%*	*31%*	*25%*	*23%*	*23%*	*24%*	*26%*	*26%*	*28%*
Ofir																
Revenue	**8**	**9**	**9**	**10**	**11**	**11**	**9**	**9**	**9**	**10**	**9**	**8**	**10**	**11**	**9**	**9**
Y/Y revenue growth (%)	*65%*	*102%*	*71%*	*58%*	*47%*	*20%*	*3%*	*-16%*	*-16%*	*-4%*	*-4%*	*-3%*	*3%*	*5%*	*6%*	*8%*
EBIT	**1**	**2**	**1**	**1**	**2**	**1**	**0**	**-1**	**0**	**-1**	**-1**	**-1**	**1**	**1**	**1**	**1**
EBIT margin (%)	*14%*	*21%*	*13%*	*13%*	*13%*	*13%*	*2%*	*-6%*	*-3%*	*-10%*	*-7%*	*-6%*	*7%*	*7%*	*7%*	*7%*
BeKey																
Revenue	**6**	**6**	**6**	**7**	**7**	**7**	**6**	**6**	**6**	**6**	**6**	**6**	**6**	**7**	**6**	**7**
Y/Y revenue growth (%)	*-24%*	*-10%*	*5%*	*-27%*	*12%*	*20%*	*-8%*	*-6%*	*-11%*	*-3%*	*0%*	*5%*	*8%*	*8%*	*8%*	*8%*
EBIT	**-2**	**-2**	**-2**	**-23**	**-4**	**-3**	**-3**	**-4**	**-4**	**-6**	**-5**	**-5**	**-3**	**-3**	**-2**	**-3**
EBIT margin (%)	*-25%*	*-36%*	*-40%*	*-360%*	*-62%*	*-51%*	*-58%*	*-57%*	*-68%*	*-92%*	*-87%*	*-77%*	*-47%*	*-42%*	*-42%*	*-42%*

Source: ABG Sundal Collier, company data

Annual numbers and estimates

P&L DKKm	2021	2022	2023e	2024e	2025e	2026e
Revenue	**1034**	**995**	**945**	**936**	**925**	**908**
Y/Y revenue growth (%)	*-1.1%*	*-3.7%*	*-5.1%*	*-0.9%*	*-1.2%*	*-1.8%*
Cost of services	-413	-432	-416	-394	-377	-357
Gross profit	**621**	**563**	**529**	**542**	**547**	**551**
Gross margin (%)	*60.0%*	*56.6%*	*56.0%*	*57.9%*	*59.2%*	*60.7%*
Other income and costs	-333	-353	-354	-350	-349	-355
Other operating income	5	9	6	6	6	6
Rep. EBITDA	**292**	**219**	**180**	**198**	**204**	**201**
Adj. EBITDA	**292**	**219**	**180**	**198**	**204**	**201**
Adj. EBITDA margin (%)	*28.3%*	*22.0%*	*19.1%*	*21.2%*	*22.1%*	*22.2%*
D&A and impairments	-48	-28	-27	-27	-26	-26
Rep. EBIT	**244**	**192**	**153**	**172**	**178**	**175**
Adj. EBIT	**244**	**192**	**153**	**172**	**178**	**175**
Adj. EBIT margin (%)	*23.6%*	*19.2%*	*16.2%*	*18.3%*	*19.2%*	*19.3%*
Share of profit/loss in associates	4	7	5	7	8	9
Return on securities	103	-194	136	45	48	51
Net financials	-5	-3	-7	-9	-8	-8
Rep. pre-tax profit	**347**	**1**	**288**	**215**	**226**	**228**
Adj. pre-tax profit	**244**	**196**	**152**	**169**	**177**	**177**
Adj. pre-tax margin (%)	*23.6%*	*19.7%*	*16.1%*	*18.1%*	*19.2%*	*19.5%*
Tax on profit/loss for the period	-73	1	-63	-47	-49	-50
Rep. net profit to equ. hol.	**274**	**2**	**225**	**168**	**176**	**178**
Adj. net profit to equ. hol.	**192**	**293**	**119**	**132**	**139**	**138**
Adj. net profit margin to equ. hol. (%)	*18.6%*	*29.5%*	*12.6%*	*14.1%*	*15.0%*	*15.2%*
Diluted EPS	**14.71**	**0.11**	**11.87**	**8.83**	**9.28**	**9.37**
Adj. EPS	**10.33**	**15.61**	**6.26**	**6.96**	**7.29**	**7.27**
Operating cash flow	156	191	140	140	144	142
Free cash flow	**130**	**165**	**104**	**115**	**115**	**114**
Cash and liquid assets	883	764	936	1019	1106	1195
Last Mile						
Revenue	**889**	**837**	**777**	**748**	**713**	**674**
Y/Y revenue growth (%)	*-3%*	*-6%*	*-7%*	*-4%*	*-5%*	*-5%*
EBIT	**249**	**185**	**151**	**151**	**144**	**129**
EBIT margin (%)	*28%*	*22%*	*19%*	*20%*	*20%*	*19%*
BoligPortal						
Revenue	**85**	**94**	**107**	**123**	**140**	**157**
Y/Y revenue growth (%)	*3%*	*11%*	*14%*	*15%*	*14%*	*12%*
EBIT	**27**	**24**	**27**	**32**	**41**	**46**
EBIT margin (%)	*32%*	*26%*	*26%*	*26%*	*29%*	*30%*
Ofir						
Revenue	**36**	**40**	**37**	**39**	**43**	**46**
Y/Y revenue growth (%)	*72%*	*11%*	*-7%*	*5%*	*9%*	*8%*
EBIT	**6**	**3**	**-2**	**3**	**6**	**7**
EBIT margin (%)	*16%*	*7%*	*-7%*	*7%*	*14%*	*16%*
BeKey						
Revenue	**24**	**25**	**24**	**26**	**29**	**31**
Y/Y revenue growth (%)	*-16%*	*4%*	*-2%*	*8%*	*9%*	*8%*
EBIT	**-29**	**-14**	**-20**	**-11**	**-10**	**-5**
EBIT margin (%)	*-122%*	*-57%*	*-81%*	*-43%*	*-37%*	*-17%*

Source: ABG Sundal Collier, company data

Income Statement (DKKm)	2016	2017	2018	2019	2020	2021	2022	2023e	2024e	2025e
Sales	-	-	-	1,046	1,045	1,034	995	945	936	925
COGS	-	-	-	-523	-426	-413	-432	-416	-394	-377
Gross profit	0	0	0	523	620	621	563	529	542	547
Other operating items	0	0	0	-330	-349	-328	-344	-349	-344	-343
EBITDA	**0**	**0**	**0**	**193**	**270**	**292**	**219**	**180**	**198**	**204**
Depreciation and amortisation	0	0	0	-27	-30	-48	-28	-27	-27	-26
of which leasing depreciation	-	-	-	0	0	0	0	0	0	0
EBITA	**0**	**0**	**0**	**166**	**240**	**244**	**192**	**153**	**172**	**178**
EO Items	-	-	-	0	0	0	0	0	0	0
Impairment and PPA amortisation	0	0	0	4	0	0	0	0	0	0
EBIT	**-**	**-**	**-**	**170**	**240**	**244**	**192**	**153**	**172**	**178**
Net financial items	0	0	0	-12	-6	-5	-3	-7	-9	-8
Pretax profit	**0**	**0**	**0**	**276**	**388**	**347**	**1**	**288**	**215**	**226**
Tax	0	0	0	-64	-85	-73	1	-63	-47	-49
Net profit	**0**	**0**	**0**	**212**	**303**	**274**	**2**	**225**	**168**	**176**
Minority interest	-	-	-	0	0	0	0	0	0	0
Net profit discontinued	-	-	-	-6	4	0	0	0	0	0
Net profit to shareholders	**0**	**0**	**0**	**205**	**307**	**274**	**2**	**225**	**168**	**176**
EPS	-	-	0.00	11.04	16.66	14.71	0.11	11.87	8.83	9.28
EPS adj.	-	-	0.00	5.83	10.10	10.33	15.61	6.26	6.96	7.29
Total extraordinary items after tax	0	0	0	94	121	81	-291	106	36	38
Leasing payments	0	0	0	0	0	0	0	0	0	0
Tax rate (%)	--	--	--	*23.3*	*21.9*	*21.2*	*-50.0*	*21.8*	*21.8*	*21.8*
Gross margin (%)	--	--	--	*50.0*	*59.3*	*60.0*	*56.6*	*56.0*	*57.9*	*59.2*
EBITDA margin (%)	--	--	--	*18.5*	*25.9*	*28.3*	*22.0*	*19.1*	*21.2*	*22.1*
EBITA margin (%)	--	--	--	*15.9*	*23.0*	*23.6*	*19.2*	*16.2*	*18.3*	*19.2*
EBIT margin (%)	--	--	--	*16.3*	*23.0*	*23.6*	*19.2*	*16.2*	*18.3*	*19.2*
Pre-tax margin (%)	--	--	--	*26.4*	*37.1*	*33.6*	*0.1*	*30.5*	*23.0*	*24.4*
Net margin (%)	--	--	--	*20.2*	*29.0*	*26.5*	*0.2*	*23.8*	*17.9*	*19.1*
Growth Rates y-o-y	-	-	-	-	-	-	-	-	-	-
Sales growth (%)	--	--	--	--	*-0.0*	*-1.1*	*-3.7*	*-5.1*	*-0.9*	*-1.2*
EBITDA growth (%)	--	--	--	--	*40.0*	*8.1*	*-25.0*	*-17.7*	*9.9*	*2.9*
EBITA growth (%)	--	--	--	--	*44.8*	*1.7*	*-21.6*	*-20.0*	*12.0*	*3.6*
EBIT growth (%)	--	--	--	--	*41.3*	*1.7*	*-21.6*	*-20.0*	*12.0*	*3.6*
Net profit growth (%)	--	--	--	--	*43.3*	*-9.7*	*-99.2*	*10,615.9*	*-25.4*	*5.0*
EPS growth (%)	--	--	--	--	*50.9*	*-11.7*	*-99.2*	*10,528.0*	*-25.6*	*5.0*
Profitability	-	-	-	-	-	-	-	-	-	-
ROE (%)	--	--	*0.0*	*33.9*	*39.5*	*27.9*	*0.2*	*21.0*	*14.0*	*13.6*
ROE adj. (%)	--	--	*0.0*	*17.8*	*24.0*	*19.6*	*28.3*	*11.0*	*11.1*	*10.7*
ROCE (%)	--	--	*0.0*	*37.7*	*43.1*	*31.7*	*0.5*	*24.9*	*17.1*	*16.7*
ROCE adj. (%)	--	--	*0.0*	*20.7*	*26.1*	*22.4*	*17.3*	*13.4*	*13.6*	*13.3*
ROIC (%)	--	--	--	*38.3*	*62.6*	*65.2*	*86.3*	*35.8*	*41.2*	*41.8*
ROIC adj. (%)	--	--	--	*38.3*	*62.6*	*65.2*	*86.3*	*35.8*	*41.2*	*41.8*
Adj. earnings numbers	-	-	-	-	-	-	-	-	-	-
EBITDA adj.	*0*	*0*	*0*	*193*	*270*	*292*	*219*	*180*	*198*	*204*
EBITDA adj. margin (%)	--	--	--	*18.5*	*25.9*	*28.3*	*22.0*	*19.1*	*21.2*	*22.1*
EBITDA lease adj.	0	0	0	193	270	292	219	180	198	204
EBITDA lease adj. margin (%)	--	--	--	*18.5*	*25.9*	*28.3*	*22.0*	*19.1*	*21.2*	*22.1*
EBITA adj.	0	0	0	166	240	244	192	153	172	178
EBITA adj. margin (%)	--	--	--	*15.9*	*23.0*	*23.6*	*19.2*	*16.2*	*18.3*	*19.2*
EBIT adj.	0	0	0	166	240	244	192	153	172	178
EBIT adj. margin (%)	--	--	--	*15.9*	*23.0*	*23.6*	*19.2*	*16.2*	*18.3*	*19.2*
Pretax profit Adj.	0	0	0	149	234	244	196	152	169	177
Net profit Adj.	0	0	0	114	182	192	293	119	132	139
Net profit to shareholders adj.	0	0	0	107	186	192	293	119	132	139
Net adj. margin (%)	--	--	--	*10.9*	*17.4*	*18.6*	*29.5*	*12.6*	*14.1*	*15.0*

Source: ABG Sundal Collier, Company Data

Cash Flow (DKKm)	2016	2017	2018	2019	2020	2021	2022	2023e	2024e	2025e
EBITDA	0	0	0	193	270	292	219	180	198	204
Net financial items	0	0	0	-12	-6	-5	-3	-7	-9	-8
Paid tax	-	-	-	-61	-82	-90	1	-31	-47	-49
Non-cash items	0	0	0	8	-1	2	0	0	0	0
Cash flow before change in WC	0	0	0	128	182	199	217	143	143	147
Change in working capital	0	0	0	2	35	-43	-26	-3	-2	-2

Cash Flow (DKKm)	2016	2017	2018	2019	2020	2021	2022	2023e	2024e	2025e
Operating cash flow	-	-	-	**130**	**217**	**156**	**191**	**140**	**140**	**144**
Capex tangible fixed assets	-	-	-	-9	-11	-18	-22	-33	-24	-27
Capex intangible fixed assets	-	-	-	-3	-4	-7	-1	-2	-2	-2
Acquisitions and Disposals	0	0	0	2	-2	-1	-6	-0	0	0
Free cash flow	**0**	**0**	**0**	**120**	**200**	**130**	**163**	**104**	**115**	**115**
Dividend paid	-	-	-	-55	-72	-91	-92	-74	-74	-74
Share issues and buybacks	0	0	0	-19	-29	7	10	5	0	0
Leasing liability amortisation	-	-	-	0	0	0	0	0	0	0
Other non-cash items	0	0	197	91	164	117	-191	142	49	52

Balance Sheet (DKKm)	2016	2017	2018	2019	2020	2021	2022	2023e	2024e	2025e
Goodwill	-	-	39	39	39	39	40	40	40	40
Other intangible assets	0	0	14	14	17	10	12	11	10	10
Tangible fixed assets	-	-	322	325	306	290	287	296	296	299
Right-of-use asset	-	-	0	0	0	0	0	0	0	0
Total other fixed assets	0	0	20	10	9	12	30	18	22	25
Fixed assets	0	0	396	389	371	351	369	365	367	374
Inventories	-	-	4	5	4	6	6	5	5	5
Receivables	-	-	99	89	76	75	72	68	68	66
Other current assets	-	-	0	0	0	6	0	0	0	0
Cash and liquid assets	-	-	327	485	739	883	764	936	1,019	1,106
Total assets	**0**	**0**	**825**	**968**	**1,189**	**1,321**	**1,211**	**1,375**	**1,460**	**1,552**
Shareholders equity	0	0	539	671	879	1,080	995	1,152	1,245	1,347
Minority	-	-	0	0	0	0	0	0	0	0
Total equity	**0**	**0**	**539**	**671**	**879**	**1,080**	**995**	**1,152**	**1,245**	**1,347**
Long-term debt	-	-	127	123	118	113	109	103	97	91
Pension debt	-	-	0	0	0	0	0	0	0	0
Convertible debt	-	-	0	0	0	0	0	0	0	0
Leasing liability	0	0	0	16	10	7	5	5	5	5
Total other long-term liabilities	0	0	5	10	11	0	0	2	2	2
Short-term debt	-	-	5	5	5	5	5	5	5	5
Accounts payable	-	-	44	35	34	45	31	29	29	28
Other current liabilities	0	0	107	109	132	71	66	81	78	75
Total liabilities and equity	**0**	**0**	**825**	**968**	**1,189**	**1,321**	**1,211**	**1,375**	**1,460**	**1,552**
Net IB debt	0	0	-202	-343	-608	-760	-650	-828	-917	-1,010
Net IB debt excl. pension debt	0	0	-202	-343	-608	-760	-650	-828	-917	-1,010
Net IB debt excl. leasing	0	0	-202	-359	-618	-767	-655	-833	-922	-1,015
Capital employed	0	0	670	814	1,012	1,205	1,114	1,264	1,351	1,447
Capital invested	0	0	337	328	271	320	346	323	328	337
Working capital	0	0	-48	-50	-87	-29	-19	-36	-34	-32
EV breakdown	-	-	-	-	-	-	-	-	-	-
Market cap. diluted (m)	0	0	1,193	1,162	1,149	1,168	1,187	1,194	1,194	1,194
Net IB debt adj.	0	0	-202	-343	-608	-760	-650	-828	-917	-1,010
Market value of minority	0	0	0	0	0	0	0	0	0	0
Reversal of shares and participations	0	0	-13	-7	-6	-8	-15	-13	-16	-20
Reversal of conv. debt assumed equity	-	-	-	-	-	-	-	-	-	-
EV	**0**	**0**	**979**	**812**	**535**	**400**	**523**	**353**	**261**	**164**
Total assets turnover (%)	--	--	0.0	116.6	96.9	82.4	78.6	73.1	66.0	61.4
Working capital/sales (%)	--	--	--	-4.7	-6.5	-5.6	-2.4	-2.9	-3.7	-3.5
Financial risk and debt service	-	-	-	-	-	-	-	-	-	-
Net debt/equity (%)	--	--	-37.5	-51.1	-69.2	-70.4	-65.3	-71.9	-73.7	-75.0
Net debt / market cap (%)	--	--	-16.9	-29.5	-53.8	-66.5	-55.9	-70.9	-78.5	-86.4
Equity ratio (%)	--	--	65.3	69.4	73.9	81.8	82.2	83.7	85.3	86.8
Net IB debt adj. / equity (%)	--	--	-37.5	-51.1	-69.2	-70.4	-65.3	-71.9	-73.7	-75.0
Current ratio	--	--	2.77	3.89	4.79	8.04	8.26	8.81	9.80	10.89
EBITDA/net interest	--	--	--	44.9	54.1	63.5	46.6	23.6	22.8	24.9
Net IB debt/EBITDA (x)	--	--	--	-1.8	-2.2	-2.6	-3.0	-4.6	-4.6	-5.0
Net IB debt/EBITDA lease adj. (x)	--	--	--	-1.9	-2.3	-2.6	-3.0	-4.6	-4.7	-5.0
Interest coverage	--	--	--	36.9	47.1	52.0	40.7	19.9	19.5	21.4

Source: ABG Sundal Collier, Company Data

Share Data (DKKm)	2016	2017	2018	2019	2020	2021	2022	2023e	2024e	2025e
Actual shares outstanding	-	-	19	19	18	18	19	19	19	19
Actual shares outstanding (avg)	0	0	19	19	18	18	18	19	19	19

Share Data (DKKm)	2016	2017	2018	2019	2020	2021	2022	2023e	2024e	2025e
All additional shares	-	-	-	-1	-1	0	0	0	0	0
Issue month	-	-	-	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Assumed dil. of shares from conv.	-	-	-	0	0	0	0	0	0	0
As. dil. of shares from conv. (avg)	-	-	-	0	0	0	0	0	0	0
Conv. debt not assumed as equity	-	-	-	0	0	0	0	0	0	0
No. of warrants	-	-	-	0	0	0	0	0	0	0
Market value per warrant	-	-	-	0	0	0	0	0	0	0
Dilution from warrants	-	-	-	0	0	0	0	0	0	0
Issue factor	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0
Actual dividend per share	-	-	0.00	4.00	5.00	5.00	4.00	4.00	4.00	4.00
Reported earnings per share	-	-	-	11.00	16.90	15.00	0.10	12.13	9.02	9.47

Source: ABG Sundal Collier, Company Data

Valuation and Ratios (DKKm)	2016	2017	2018	2019	2020	2021	2022	2023e	2024e	2025e
Shares outstanding adj.	0	0	19	19	18	18	18	19	19	19
Diluted shares adj.	0	0	19	19	18	19	19	19	19	19
EPS	-	-	0.00	11.04	16.66	14.71	0.11	11.87	8.83	9.28
Dividend per share	-	-	0.00	4.00	5.00	5.00	4.00	4.00	4.00	4.00
EPS adj.	-	-	0.00	5.83	10.10	10.33	15.61	6.26	6.96	7.29
BVPS	-	-	0.00	36.09	47.77	58.06	52.95	60.75	65.49	70.85
BVPS adj.	-	-	0.00	33.22	44.72	55.41	50.20	58.05	62.85	68.24
Net IB debt/share	-	-	0.00	-18.44	-33.05	-40.87	-34.56	-43.70	-48.24	-53.14
Share price	62.80	62.80	62.80	62.80	62.80	62.80	62.80	62.80	62.80	62.80
Market cap. (m)	0	0	1,193	1,162	1,130	1,143	1,162	1,169	1,169	1,169
Valuation	-	-	-	-	-	-	-	-	-	-
P/E (x)	--	--	--	5.7	3.8	4.3	562.2	5.3	7.1	6.8
EV/sales (x)	--	--	--	0.78	0.51	0.39	0.53	0.37	0.28	0.18
EV/EBITDA (x)	--	--	--	4.2	2.0	1.4	2.4	2.0	1.3	0.8
EV/EBITA (x)	--	--	--	4.9	2.2	1.6	2.7	2.3	1.5	0.9
EV/EBIT (x)	--	--	--	4.8	2.2	1.6	2.7	2.3	1.5	0.9
Dividend yield (%)	0.0	0.0	0.0	6.4	8.0	8.0	6.4	6.4	6.4	6.4
FCF yield (%)	0.0	0.0	0.0	10.3	17.3	11.1	13.8	8.8	9.6	9.7
Le. adj. FCF yld. (%)	0.0	0.0	0.0	10.3	17.3	11.1	13.8	8.8	9.6	9.7
P/BVPS (x)	--	--	--	1.74	1.31	1.08	1.19	1.03	0.96	0.89
P/BVPS adj. (x)	62.80	62.80	2.40	1.85	1.36	1.10	1.22	1.06	0.97	0.90
P/E adj. (x)	--	--	--	10.8	6.2	6.1	4.0	10.0	9.0	8.6
EV/EBITDA adj. (x)	--	--	--	4.2	2.0	1.4	2.4	2.0	1.3	0.8
EV/EBITA adj. (x)	--	--	--	4.9	2.2	1.6	2.7	2.3	1.5	0.9
EV/EBIT adj. (x)	--	--	--	4.9	2.2	1.6	2.7	2.3	1.5	0.9
EV/CE (x)	--	--	1.5	1.0	0.5	0.3	0.5	0.3	0.2	0.1
Investment ratios	-	-	-	-	-	-	-	-	-	-
Capex/sales (%)	--	--	--	1.2	1.4	2.4	2.3	3.7	2.8	3.1
Capex/depreciation	--	--	--	0.4	0.5	0.5	0.8	1.3	1.0	1.1
Capex tangibles / tangible fixed assets	--	--	0.0	2.8	3.5	6.3	7.7	11.1	8.1	9.0
Capex intangibles / definite intangibles	--	--	0.0	98.4	51.8	478.6	15.0	54.6	36.8	36.7
Depreciation on intang / def. intang	--	--	0	55	28	957	69	59	54	47
Depreciation on tangibles / tangibles	--	--	0.00	7.87	9.26	11.88	8.69	8.27	8.11	7.89

Source: ABG Sundal Collier, Company Data

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