

North Media

Cutting estimates amid soft guidance

- Pre-announced Q4 revenues roughly in line, EBIT 6% below
- We cut estimates on soft FY'24 guidance costs to continue up
- Extent of possible SDR synergies still a question mark

Pre-announced Q4 revenues roughly in line, EBIT 6% below

North Media had pre-announced headline figures. Q4 group revenues were 1% below ABGSCe, declining 4% y-o-y. Group EBIT came in 6% short of ABGSCe, driven by significantly higher unallocated costs (in connection with the SDR acquisition). North Media thus reached its FY'23 guidance, seeing revenues declining ~5% y-o-y in '23 with an EBIT margin of ~16% (down ~3pp vs. '22).

We cut estimates on soft guidance - costs to continue up

We cut '24e-'26e EBIT by 26-8% on a mix of lowered top-line estimates, lower EBITDA margins, and higher D&A estimates than previously anticipated related to the SDR acquisition. North Media guides for 38-45% revenue growth (ABGSCe 42%) and an EBIT margin of 8-11% (ABGSCe 10%) vs. 16% in '23. While margin-dilutive SDR drives part of the contraction, we also expect ~3pp lower margins in FK on a flat top line (which, however, will be an improvement from the decline in '23 that was driven by unfavourable external factors) and increased staff costs. In addition, we forecast Digital Services margins to contract 6pp y-o-y in '24e due to growth investments related to the product offering of the wellperforming BoligPortal and a mix of flattish top-lines and higher costs in the poorly-performing Ofir and especially BeKey.

Extent of possible SDR synergies still a question mark

We were left fairly disappointed by the absence of more clear-cut comments on synergies between SDR and FK. Management, however, said it hopes to see synergies showing in the numbers from '25. We consider packaging/distribution as the most obvious area to extract such from. We now model a slight margin expansion in '24e-'26e for SDR on a fairly flat top line (but more clarification on synergies in the future could provide estimate upside). We adjust our FVR to DKK 58-97 (61-101).

Reason: Post-results comment

Commissioned research

Not rated

Media

Estimate changes (%)

	2024e	2025e	2026e
Sales	-3.2	-2.2	-2.0
EBIT	-26.1	-15.5	-8.0
EPS	12.3	-12.9	-6.5
Source: ABG Sundal Collier			

NORTHM-DK/NORTHM DC

Share price (DKK) Fair value range	29/2/2024	69.60 58.0-97.0
MCap (DKKm)		1,251
MCap (EURm)		168
No. of shares (m)		20.1
Free float (%)		34.3
Av. daily volume (k)		9

Next event Q1 Report 16 May 2024

Performance



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DKKm	2022	2023	2024e	2025e	2026e
Sales	995	949	1,348	1,353	1,329
EBITDA	219	177	200	231	255
EBITDA margin (%)	22.0	18.6	14.8	17.0	19.2
EBIT adj.	192	150	136	173	199
EBIT adj. margin (%)	19.2	15.8	10.1	12.8	15.0
Pretax profit	1	340	255	219	249
EPS	0.11	13.99	10.53	9.05	10.32
EPS adj.	15.61	6.20	5.44	7.08	8.23
Sales growth (%)	-3.7	-4.6	42.0	0.4	-1.8
EPS growth (%)	-99.2	12,423.9	-24.7	-14.1	14.1

	2024e	2025e	2026e
P/E (x)	6.6	7.7	6.7
P/E adj. (x)	12.8	9.8	8.5
P/BVPS (x)	1.03	0.95	0.89
EV/EBITDA (x)	2.5	1.7	1.0
EV/EBIT adj. (x)	3.6	2.2	1.3
EV/sales (x)	0.36	0.28	0.20
ROE adj. (%)	8.4	10.1	10.9
Dividend yield (%)	5.7	7.2	7.2
FCF yield (%)	9.7	10.2	11.6
Le. adj. FCF yld. (%)	9.7	10.2	11.6
Net IB debt/EBITDA (x)	-4.1	-4.0	-4.0
Le. adj. ND/EBITDA (x)	-4.3	-4.2	-4.3

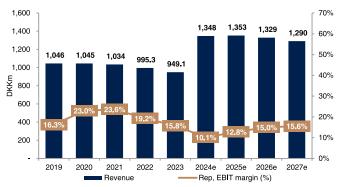
Company description

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

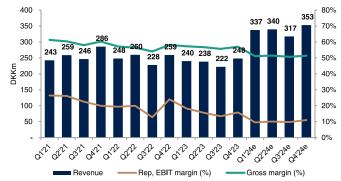
There are three main risks to the company: 1) the implementation of regulations or bans against physical advertisements and newspapers on the back of environmental concerns, which in the worst case could put the Last Mile segment almost completely out of business, 2) stiff competition facing the Digital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

Annual revenue and margins



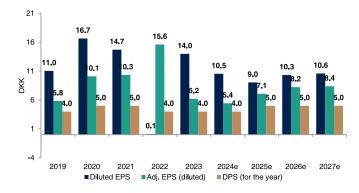
Source: ABG Sundal Collier, company data

Quarterly revenue and margins



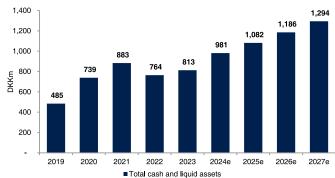
Source: ABG Sundal Collier, company data

Annual EPS and DPS



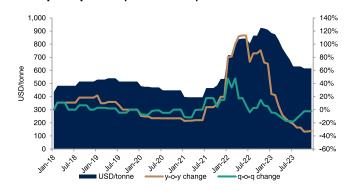
Source: ABG Sundal Collier, company data

Total cash and liquid assets



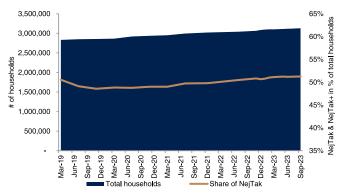
Source: ABG Sundal Collier, company data

Newsprint prices (USD/tonne)



Source: ABG Sundal Collier, RISI

No. of Danish households and share of NejTak



Source: ABG Sundal Collier, FK Distribution

Deviation table

DKKm					ABGSCe	Actual	Deviation	Deviation
	Q4'22	Q1'23	Q2'23	Q3'23	Q4 23	Q4 23	_ %	DKKm
Revenue	259.1	240.0	238.4	222.3	249.9	248.4	-1%	-1.5
Y/Y revenue growth (%)	-9.3%	-3.3%	-8.3%	-2.5%	-3.5%	-4.1%	-0.6pp	
Rep. EBIT	62.3	43.8	37.1	29.8	41.8	39.2	-6%	-2.6
Rep. EBIT margin (%)	24.0%	18.3%	15.6%	13.4%	16.7%	15.8%	-1.0pp	
Return on securities	35.1	103.8	61.1	-8.6	64.9	33.0	-49%	-31.9
Rep. pre-tax profit	97.0	148.8	98.7	21.7	106.3	70.9	-33%	-35.4
Last Mile								
Revenue	221.1	198.2	197.0	181.1	208.7	208.3	0%	-0.4
EBIT	58.0	41.2	37.3	28.2	44.9	46.9	5%	2.0
SDR								
Revenue	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.		
EBIT	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.		
BoligPortal								
Revenue	23.2	26.5	27.4	27.5	26.2	25.6	-2%	-0.6
EBIT	6.7	8.3	10.3	8.6	7.4	8.2	11%	0.8
Ofir								
Revenue	8.7	9.4	8.0	7.9	8.7	8.7	0%	0.0
EBIT	-0.5	-0.3	-1.4	-1.5	-2.3	-1.9	16%	0.4
BeKey								
Revenue	6.1	5.9	6.0	5.8	6.3	5.8	-9%	-0.5
EBIT	-3.5	-4.0	5.7	-5.0	-6.5	-5.2	20%	1.3

Source: ABG Sundal Collier, company data

Estimate revisions

DKKm		ew estimat			Id estimate			ts. change	
	2024e	2025e	2026e	2024e	2025e	2026e	2024e	2025e	2026e
Revenue	1348	1353	1329	1392	1383	1356	-3.2%	-2.2%	-2.0%
Y/Y revenue growth (%)	42.0%	0.4%	-1.8%	46.4%	-0.6%	-1.9%	-4.4pp	1.0pp	0.2pp
Cost of services	-658	- 648	-624	-686	-671	- 646	4.1%	3.4%	3.4%
Gross profit	690	705	705	706	712	710	-2.3%	-1.0%	-0.7%
Gross margin (%)	51.2%	52.1%	53.1%	50.7%	51.5%	52.4%	0.5pp	0.6pp	0.7pp
Other income and costs	- 497	-481	-457	-484	-471	- 458	-2.6%	-2.1%	0.2%
Other operating income	7	7	7	6	6	5	21.1%	22.3%	22.5%
Rep. EBITDA	200	231	255	227	247	258	-12.1%	-6.5%	-1.0%
Adj. EBITDA	200	231	255	227	247	258	-12.1%	-6.5%	-1.0%
Adj. EBITDA margin (%)	14.8%	17.0%	19.2%	16.3%	17.8%	19.0%	-1.5pp	-0.8pp	0.2pp
D&A and impairments	-63	- 58	- 56	-43	- 42	- 42	-48.6%	-37.3%	-35.2%
Rep. EBIT	136	173	199	185	205	216	-26.1%	-15.5%	-8.0%
Adj. EBIT	136	173	199	185	205	216	-26.1%	-15.5%	-8.0%
Adj. EBIT margin (%)	10.1%	12.8%	15.0%	13.3%	14.8%	15.9%	-3.1pp	-2.0pp	-1.0pp
Share of profit/loss in associates	2	3	4	7	8	9	-66.0%	-62.5%	-50.5%
Return on securities	123	48	51	44	47	50	176.9%	0.9%	0.9%
Net financials	I -7	- 5	-4	-7	-7	-6	-2.0%	27.3%	28.1%
Rep. pre-tax profit	255	219	249	229	253	269	11.4%	-13.6%	-7.3%
Adj. pre-tax profit	131	171	199	184	206	219	-28.6%	16.9%	-9.1%
Adj. pre-tax margin (%)	9.8%	12.6%	15.0%	13.2%	14.9%	16.2%	-3.5pp	-2.2pp	-1.2pp
Tax on profit/loss for the period	-55	-48	- 54	- 50	-55	-59	-11.4%	13.6%	7.3%
Rep. net profit to equ. hol.	199	171	195	179	198	210	11.4%	13.6%	7.3%
Adj. net profit to equ. hol.	103	134	156	144	161	171	28.6%	16.9%	9.1%
Adj. net profit margin to equ. hol. (%)	7.6%	9.9%	11.7%	10.3%	11.6%	12.6%	-2.7pp	-1.8pp	-0.9pp
Adj. Het pront margin to equ. Hor. (70)	7.070	5.570	11.770	10.070	11.070	12.070	2.766	т.орр	о.орр
Diluted EPS	10.53	9.05	10.32	9.38	10.38	11.04	12.3%	-12.9%	-6.5%
Adi, EPS	5.44	7.08	8.23	7,55	8.45	8.99	-28.0%	16.2%	8.4%
	i								
FK Distribution + Minetilbud	Ĭ								
Revenue	780	762	722	743	708	664	5.1%	7.7%	8.6%
Y/Y revenue growth (%)	-0.5%	-2.4%	-5.3%	-5.4%	-4.7%	-6.1%	4.9pp	2.4pp	0.8pp
EBIT	126	127	125	144	139	128	-12.6%	-8.7%	-2.1%
EBIT margin (%)	16.1%	16.7%	17.3%	19.4%	19.7%	19.2%	-3.3pp	-3.0pp	-1.9pp
SDR	!								
Revenue	390	394	390	466	471	466	-16.3%	-16.3%	-16.3%
Y/Y revenue growth (%)	n.a.	n.a.	-1.0%	n.a.	n.a.	-1.0%	!		0.0pp
EBIT	17	25	24	30	38	39	-44.7%	33.0%	39.3%
EBIT margin (%)	n.a.	6.4%	6.1%	n.a.	8.0%	8.5%		-1.6pp	-2.3pp
BoligPortal									
Revenue	119	134	149	122	138	153	-2.3%	-2.8%	-2.8%
Y/Y revenue growth (%)	11.5%	12.5%	11.0%	13.5%	13.0%	11.0%	-2.0pp	-0.5pp	0.0pp
EBIT	34	45	57	41	49	59	-16.9%	7.4%	2.8%
EBIT margin (%)	28.5%	33.8%	38.5%	33.5%	35.5%	38.5%	-5.0pp	-1.7pp	0.0pp
Ofir	1								
Revenue	34	37	40	35	39	43	-3.6%	-5.4%	-5.4%
Y/Y revenue growth (%)	-0.3%	8.0%	10.5%	3.5%	10.0%	10.5%	-3.7pp	-2.0pp	0.0pp
EBIT	-11	- 5	1	-4	-1	3	-5.7 <i>pp</i>	291.2%	-51.3%
EBIT margin (%)	-31.0%	-12.4%	3.6%	-11.9%	-3.0%	7.0%	-19.1pp	-9.4pp	-3.4pp
BeKey	01.0/0	14.7/0	0.070	11.0/0	-0.0/0	7.070	ισ. τρρ	-э.трр	-υτρρ
Revenue	24	26	28	26	28	30	-6.0%	-6.0%	-6.0%
	2 7%	9.0%	6.0%	6.8%	9.0%	6.0%	-4 ∩nn	O Onn	0.0nn
Y/Y revenue growth (%) EBIT	2.7% - 23	9.0% -16	6.0% -5	6.8% - 17	9.0% -11	6.0% -4	-4.0pp -41.6%	0.0pp - 53.5%	0.0pp 33.7 %

ABGSCe vs. FY'24 guidance

'24 guidance	Guid	lance	ABGSCe
DKKm	Low	High	ABGSCe
Group			
Revenues	1,310	1,375	1,348
EBITDA	170	210	200
EBIT	110	150	136
FK Distribution			
Revenues	770	795	780
EBITDA	134	152	140
EBIT	120	138	126
SDR			
Revenues	375	400	390
EBITDA	41	53	48
EBIT	7	19	17
BoligPortal			
Revenues	111	120	119
EBITDA	36	40	39
EBIT	32	36	34
Ofir			
Revenues	32	35	34
EBITDA	-12	-9	-10
EBIT	-12	-9	-11
BeKey			
Revenues	22	25	24
EBITDA	-24	-21	-23
EBIT	-24	-21 I	-23

Quarterly numbers and estimates

		20)22		2023				2024e			
DKKm	Q1 22	Q2'22	Q3'22	Q4'22	Q1 23	Q2'23	Q3'23	Q4'23	Q1 24e	Q2'24e	Q3'24e	Q4'24e
Revenue	248	260	228	259	240	238	222	248	337	340	317	353
Y/Y revenue growth (%)	2.3%	0.4%	-7.5%	-9.3%	-3.3%	-8.3%	-2.5%	-4.1%	40.6%	42.5%	42.8%	42.2%
Cost of services	-106	-113	-105	-108	-103	-103	-99	-107	-165	-165	-156	-172
Gross profit	142	147	123	151	138	135	124	142	173	175	161	182
Gross margin (%)	57.2%	56.5%	54.1%	58.2%	57.3%	56.8%	55.7%	57.0%	51.1%	51.5%	50.7%	51.4%
Other income and costs	-88	-89	-89	- 86	-89	-93	-90	- 97	-126	- 126	-117	-128
Other operating income	j 1	1	1	5	2	2	3	2	2	2	2	2
Rep. EBITDA	55	59	36	69	50	44	37	46	48	50	46	55
Adj. EBITDA	55	59	36	69	50	44	37	46	48	50	46	55
Adj. EBITDA margin (%)	22.2%	22.7%	15.7%	26.7%	21.0%	18.4%	16.5%	18.5%	14.2%	14.8%	14.5%	15.7%
D&A and impairments	-7	- 7	- 7	-7	-7	- 7	-7	- 7	-16	-16	-15	-17
Rep. EBIT	48	52	29	62	44	37	30	39	32	34	31	39
Adj. EBIT	48	52	29	62	44	37	30	39	32	34	31	39
Adj. EBIT margin (%)	19.4%	20.0%	12.8%	24.0%	18.3%	15.6%	13.4%	15.8%	9.6%	10.1%	9.7%	11.0%
Share of profit/loss in associates	2	2	2	2	1	1	1	0	1	1	1	1
Return on securities	-95	-116	-19	35	104	61	-9	33	89	11	11	11
Net financials	-1	0	0	-2	0	0	0	-1	-1	-1	-1	- 3
Rep. pre-tax profit	-46	-62	12	97	149	99	22	71	121	45	41	48
Adj. pre-tax profit	49	54	31	62	45	38	30	38	31	34	30	36
Adj. pre-tax margin (%)	19.9%	20.6%	13.6%	23.9%	18.8%	15.8%	13.6%	15.3%	9.3%	9.9%	9.5%	10.3%
Tax on profit/loss for the period	10	14	- 2	- 21	-33	- 22	- 5	-17	-26	-10	- 9	-10
Rep. net profit to equ. hol.	-35	-48	10	76	116	77	17	54	94	35	32	37
Adj. net profit to equ. hol.	38	41	25	48	35	29	24	29	25	26	24	28
Adj. net profit margin to equ. hol. (%)	15.4%	15.9%	11.0%	18.6%	14.7%	12.3%	10.7%	11.6%	7.3%	7.7%	7.4%	8.0%
Diluted EPS	-1.90	-2.60	0.52	4.00	6.14	4.06	0.89	2.84	4.99	1.85	1.71	1.98
Adj. EPS	2.06	2.24	1.30	2.55	1.86	1.55	1.25	1.48	1.31	1.39	1.25	1.50
Operating cash flow	37	56	30	68	57	28	40	1	-44	19	41	147
Free cash flow	30	53	26	56	53	25	40	-152	-53	10	33	136
Cash and liquid assets	735	671	677	764	856	941	972	813	774	794	837	981
FK Distribution												
Revenue	208	219	189	221	198	197	181	208	198	196	180	207
Y/Y revenue growth (%)	-1%	-2%	-10%	-11%	-5%	-10%	-4%	-6%	0%	-1%	-1%	-1%
EBIT	48	50	30	58	41	37	28	47	31	32	27	36
EBIT margin (%)	23%	23%	16%	26%	21%	19%	16%	23%	16%	16%	15%	17%
SDR	1				•				•			
Revenue	0	0	0	0	0	0	0	0	95	99	93	103
Y/Y revenue growth (%)	0%	0%	0%	0%	0%	0%	0%	0%	i			
EBIT	0	0	0	0	0	0	0	0	4	4	3	5
EBIT margin (%)	0%	0%	0%	0%	0%	0%	0%	0%	4%	5%	4%	5%
BoligPortal												
Revenue	23	24	24	23	27	27	28	26	30	31	31	29
Y/Y revenue growth (%)	11%	9%	11%	12%	17%	16%	13%	10%	12%	12%	12%	12%
EBIT	l 5	6	6	7	8	10	9	8	8	9	9	8
EBIT margin (%)	23%	26%	25%	29%	31%	38%	31%	32%	28%	28%	29%	29%
Ofir									1			
Revenue	11	11	9	9	9	8	8	9	9	8	8	9
Y/Y revenue growth (%)	47%	20%	3%	-16%	-16%	-27%	-14%	0%	-1%	0%	-1%	1%
EBIT	1 2	1	0	-10% -1	1 70%	-2770 -1	-7470 - 2	-2	-3	-3	-1/8	-3
EBIT margin (%)	13%	13%	2%	-6%	-3%	-18%	-19%	-22%	-37%	-37%	-17%	-30%
BeKey	1078	10/0	2/0	-0 /0	-0 /0	-10/0	-13/0	-CC /U	-07 /0	-01/0	-17/0	-00/0
Revenue	7	7	6	6	6	6	6	6	6	6	6	6
Y/Y revenue growth (%)	12%	20%	-8%	-6%	-11%	-10%	5%	-5%	2%	2%	3%	4%
EBIT	-4	-3	-3	-0 /o -4	-11/8	-10 % -6	- 5	-5 %	-6	-6	-6	-6
	-62%	-51%	-3 -58%	-57%	-68%	-95%	-86%	-90%	-97%	-97%	-97%	-97%
EBIT margin (%)	-02%	-0170	-50%	-5/70	-00%	-30%	-00%	-30%	-3/70	-3/70	-3/70	-3/70

Annual numbers and estimates

	2022	2023	2024e	2025e	2026e	2027e
DKKm	LUZZ	2020	20246	20236	20206	20216
Revenue	995	949	1348	1353	1329	1290
Y/Y revenue growth (%)	-3.7%	-4.6%	42.0%	0.4%	-1.8%	-2.9%
Cost of services	- 432	- 411	- 658	- 648	-624	-598
Gross profit	563	538	690	705	705	692
Gross margin (%)	56.6%	56.7%	51.2%	52.1%	53.1%	53.6%
Other income and costs	-353	-369	- 497	-481	- 457	-443
Other operating income	9	7	7	7	7	6
Rep. EBITDA	219	177	200	231	255	256
Adi, EBITDA	219	177	200	231	255	256
Adj. EBITDA margin (%)	22.0%	18.6%	14.8%	17.0%	19.2%	19.8%
D&A and impairments	-28	-27	-63	-58	-56	-55
Rep. EBIT	192	150	136	173	199	201
Adj. EB I T	192	150	136	173	199	201
Adj. EBIT Adj. EBIT margin (%)	19.2%	15.8%	10.1%	12.8%	15.0%	15.6%
Share of profit/loss in associates	19.2% 7	3	2	3	15.0%	15.6%
Return on securities	-194	189	123	48	51	54
Net financials	-3	-2 240	-7 055	- 5	-4 040	-4 050
Rep. pre-tax profit	1	340	255	219	249	256
Adj. pre-tax profit	196	151	131	171	199	202
Adj. pre-tax margin (%)	19.7%	15.9%	9.8%	12.6%	15.0%	15.7%
Tax on profit/loss for the period	1	- 76	-55	-48	-54	-56
Rep. net profit to equ. hol.	2	264	199	171	195	200
Adj. net profit to equ. hol.	293	117	103	134	156	158
Adj. net profit margin to equ. hol. (%)	29.5%	12.4%	7.6%	9.9%	11.7%	12.3%
Diluted EPS	0,11	13,99	10,53	9,05	10,32	10,60
Adj. EPS	15.61	6.20	5.44	7.08	8.23	8.38
Operating cash flow	191	126	162	169	186	185
Free cash flow	165	-33	127	134	152	153
Cash and liquid assets	764	813	981	1082	1186	1294
FK Distribution						
Revenue	837	785	780	762	722	678
Y/Y revenue growth (%)	-6%	-6%	-1%	-2%	-5%	-6%
EBIT	185	154	126	-2 /° 127	125	-0 % 114
	22%	20%	16%	17%	17%	17%
EBIT margin (%) SDR	22 /0	20%	10%	1770	1770	17 /0
Revenue	n.a.	n.a.	n.a.	394	390	378
Y/Y revenue growth (%)	n.a.	n.a.	n.a.	n.a.	-1%	-3%
EBIT	n.a.	n.a.	n.a.	25	24	21
EBIT margin (%)	n.a.	n.a.	n.a.	6%	6%	6%
BoligPortal						
Revenue	94	107	119	134	149	161
Y/Y revenue growth (%)	11%	14%	12%	13%	11%	8%
EBIT	24	35	34	45	57	65
EBIT margin (%)	26%	33%	28%	34%	39%	41%
Offir						
D		34	34	37	40	44
Revenue	40	• .				00/
Y/Y revenue growth (%)	40 11%	-15%	0%	8%	11%	9%
			<i>0%</i> -11	8% -5	11% 1	9% 4
Y/Y revenue growth (%)	11%	-15%				
Y/Y revenue growth (%) EBIT EBIT margin (%)	11% 3	-15% -5	-11	- 5	1	4
Y/Y revenue growth (%) EBIT EBIT margin (%)	11% 3	-15% -5	-11	- 5	1	4
Y/Y revenue growth (%) EBIT EBIT margin (%) BeKey Revenue	11% 3 7%	-15% -5 -15%	-11 -31%	-5 -12%	1 4%	9% 29
Y/Y revenue growth (%) EBIT EBIT margin (%) BeKey	11% 3 7% 25	-15% -5 -15%	-11 -31%	-5 -12% 26	1 4% 28	4 9%

Income Statement (DKKm)	2017	2018	2019	2020	2021	2022	2023	2024e	2025e	2026e
Sales	-	-	1,046	1,045	1,034	995	949	1,348	1,353	1,329
COGS	-	-	-523	-426	-413	-432	-411	-658	-648	-624
Gross profit	0	0	523	620	621	563	538	690	705	705
Other operating items	0	0	-330	-349	-328	-344	-361	-490	-474	-450
EBITDA	0	0	193	270	292	219	177	200	231	255
Depreciation and amortisation	0	0	-27	-30	-48	-28	-27	-63	-58	-56
of which leasing depreciation	-	-	0	0	0	0	0	0	0	0
EBITA	0	0	166	240	244	192	150	136	173	199
EO Items	-	-	0	0	0	0	0	0	0	0
Impairment and PPA amortisation	0	0	4	0	0	0	0	0	0	0
EBIT	-	-	170	240	244	192	150	136	173	199
Net financial items	0	0	-12	-6	-5	-3	-2	-7	-5	-4
Pretax profit	0	0	276	388	347	1	340	255	219	249
Tax	0	0	-64	-85	-73	1	-76	-55	-48	-54
Net profit	0	0	212	303	274	2	264	199	171	195
Minority interest	-	-	0	0	0	0	0	0	0	0
Net profit discontinued	-	-	-6	4	0	0	0	0	0	0
Net profit to shareholders	0	0	205	307	274	2	264	199	171	195
EPS	-	0.00	11.04	16.66	14.71	0.11	13.99	10.53	9.05	10.32
EPS adj.	-	0.00	5.83	10.10	10.33	15.61	6.20	5.44	7.08	8.23
Total extraordinary items after tax	0	0	94	121	81	-291	147	96	37	40
Leasing payments	0	0	0	0	0	0	0	0	0	0
Tax rate (%)			23.3	21.9	21.2	-50.0	22.3	21.8	21.8	21.8
Gross margin (%)			50.0	59.3	60.0	56.6	56.7	51.2	52.1	53.1
EBITDA margin (%)			18.5	25.9	28.3	22.0	18.6	14.8	17.0	19.2
EBITA margin (%)			15.9	23.0	23.6	19.2	15.8	10.1	12.8	15.0
EBIT margin (%)			16.3	23.0	23.6	19.2	15.8	10.1	12.8	15.0
Pre-tax margin (%)			26.4	37.1	33.6	0.1	35.8	18.9	16.2	18.8
Net margin (%)			20.2	29.0	26.5	0.2	27.9	14.8	12.6	14.7
Growth Rates y-o-y	-	-	-	-	-	-	-	-	-	-
Sales growth (%)				-0.0	-1.1	-3.7	-4.6	42.0	0.4	-1.8
EBITDA growth (%)				40.0	8.1	-25.0	-19.3	12.9	15.4	10.6
EBITA growth (%)				44.8	1.7	-21.6	-21.7	-9.0	26.8	15.0
EBIT growth (%)				41.3	1.7	-21.6	-21.7	-9.0	26.8	15.0
Net profit growth (%)				43.3	-9.7		12,490.5	-24.7	-14.1	14.1
EPS growth (%)				50.9	-11.7	-99.2	12,423.9	-24.7	-14.1	14.1
Profitability	-	-	-	-	07.0	-	24.6	-	40.0	42.6
ROE (%)		0.0 0.0	33.9 17.8	39.5 24.0	27.9 19.6	0.2 28.3	24.6 10.9	16.3 8.4	12.9 10.1	13.6 10.9
ROE adj. (%)		0.0	37.7	43.1	19.0 31.7	26.3 0.5	28.1	18.8	10.1 15.0	16.1
ROCE (%) ROCE adj. (%)		0.0	20.7	26.1	22.4	17.3	12.7	10.0	11.8	12.9
ROCE auj. (%) ROIC (%)			38.3	62.6	65.2	86.3	26.9	21.5	29.1	34.3
ROIC (%) ROIC adj. (%)			38.3	62.6	65.2	86.3	26.9	21.5	29.1	34.3
Adj. earnings numbers	-		-	-	-		20.3	-	-	37.5
EBITDA adj.	0	0	193	270	292	219	177	200	231	255
EBITDA adj. EBITDA adj. margin (%)			18.5	25.9	28.3	22.0	18.6	14.8	17.0	19.2
EBITDA adj. Margin (76)	0	0	193	270	292	219	177	200	231	255
EBITDA lease adj. EBITDA lease adj. margin (%)			18.5	25.9	28.3	22.0	18.6	14.8	17.0	19.2
EBITA adj.	0	0	166	240	244	192	150	136	173	199
EBITA adj. margin (%)			15.9	23.0	23.6	19.2	15.8	10.1	12.8	15.0
EBIT adj. <i>Margin (78)</i>	0	0	166	240	244	192	150	136	173	199
EBIT adj. margin (%)			15.9	23.0	23.6	19.2	15.8	10.1	12.8	15.0
Pretax profit Adj.	0	0	149	234	244	196	151	131	171	199
Net profit Adj.	0	0	114	182	192	293	117	103	134	156
Net profit to shareholders adj.	0	0	107	186	192	293	117	103	134	156
Net adj. margin (%)			10.9	17.4	18.6	29.5	12.4	7.6	9.9	11.7
Source: ABG Sundal Collier, Company					. = • •		. =	, . .		
		2049	2040	2020	2024	2022	2022	20246	20250	2026*
Cash Flow (DKKm) EBITDA	2017 0	2018	2019 193	2020 270	2021 292	2022 219	2023	2024e 200	2025e 231	2026e 255
	0	0 0	-12	-6	-5	-3	-2	200 -7	231 -5	∠55 -4
Net financial items	U		-1∠ -61	-6 -82	-5 -90	-3 1	-45	-7 -55	-5 -48	-4 -54
Paid tax	0	0		-8∠ -1		0	-45 -78	-55 0	-48 0	
Non-cash items	0	0	8 128	-1 182	2 199	217	-78 52	137	178	0 196
Cash flow before change in WC Change in working capital	0	0	120	35	-43	-26	74	137 25	-9	-11
Change in working capital		<u> </u>		33		-20	77	20	-9	-11

Cash Flow (DKKm)	2017	2018	2019	2020	2021	2022	2023	2024e	2025e	2026e
Operating cash flow	-	-	130	217	156	191	126	162	169	186
Capex tangible fixed assets	-	-	-9	-11	-18	-22	-11	-33	-33	-31
Capex intangible fixed assets	-	-	-3	-4	-7	-1	-1	-2	-2	-2
Acquisitions and Disposals	0	0	2	-2	-1	-6	-148	0	0	0
Free cash flow	0	0	120	200	130	163	-33	127	134	152
Dividend paid	-	-	-55	-72	-91	-92	-74	-74	-74	-93
Share issues and buybacks	0	0	-19	-29	7	10	-29	0	0	0
Leasing liability amortisation	-	-	0	0	0	0	0	0	0	0
Other non-cash items	0	197	91	164	117	-191	84	124	49	53
Balance Sheet (DKKm)	2017	2018	2019	2020	2021	2022	2023	2024e	2025e	2026e
Goodwill	-	39	39	39	39	40	146	146	146	146
Other intangible assets	0	14	14	17	10	12	187	183	180	177
Tangible fixed assets	-	322	325	306	290	287	322	298	279	259
Right-of-use asset	-	0	0	0	0	0	0	0	0	0
Total other fixed assets	0	20	10	9	12	30	18	20	21	23
Fixed assets	0	396	389	371	351	369	674	647	626	606
Inventories	-	4	5	4	6	6	6	9	9	8
Receivables	-	99	89	76	75	72	120	171	171	167
Other current assets	-	0	0	0	6	0	0	0	0	0
Cash and liquid assets	-	327	485	739	883	764	813	981	1,082	1,186
Total assets	0	825	968	1,189	1,321	1,211	1,613	1,808	1,888	1,967
Shareholders equity	0	539	671	879	1,080	995	1,156	1,281	1,378	1,481
Minority	-	0 539	0 671	0 970	0	0	0	0	0	0
Total equity	0	127	123	879	1,080	995 109	1,156	1,281	1,378	1,481
Long-term debt	-	0	0	118 0	113 0	0	124 0	116 0	107 0	99 0
Pension debt	-	0	0	0	0	0	0	0	0	0
Convertible debt	0	0	16	10	7	5	55	55	55	55
Leasing liability	0	5	10	11	0	0	37	37	37	37
Total other long-term liabilities Short-term debt	-	5	5	5	5	5	5	5	5 <i>1</i>	5
Accounts payable	_	44	35	34	45	31	66	94	94	92
Other current liabilities	0	107	109	132	71	66	169	219	211	198
Total liabilities and equity	0	825	968	1,189	1,321	1,211	1,613	1,808	1,888	1,967
Net IB debt	0	-202	-343	-608	-760	-650	-634	-811	-920	-1,033
Net IB debt excl. pension debt	0	-202	-343	-608	-760	-650	-634	-811	-920	-1,033
Net IB debt excl. leasing	0	-202	-359	-618	-767	-655	-690	-867	-975	-1,088
Capital employed	0	670	814	1,012	1,205	1,114	1,341	1,457	1,546	1,640
Capital invested	0	337	328	271	320	346	522	470	458	448
Working capital	0	-48	-50	-87	-29	-19	-109	-134	-125	-114
EV breakdown				-		-	-	-	-	
Market cap. diluted (m)	0	1,322	1,288	1,274	1,295	1,315	1,315	1,315	1,315	1,315
Net IB debt adj.	0	-202	-343	-608	-760	-650	-634	-811	-920	-1,033
Market value of minority	0	0	0	0	0	0	0	0	0	0
Reversal of shares and	0	-13	-7	-6	-8	-15	-12	-13	-15	-17
participations										
Reversal of conv. debt assumed	-	-	-	-	-	-	-	-	-	-
equity	_	4 4 5 5				<u> </u>				
EV	0	1,108	938	659	526	651	669	491	381	266
Total assets turnover (%)		0.0	116.6	96.9	82.4	78.6	67.2	78.8	73.2	69.0
Working capital/sales (%)			-4.7	-6.5	-5.6	-2.4	-6.7	-9.0	-9.6	-9.0
Financial risk and debt service	-	- 27.5	-	-	70.4	-		-	-	- -
Net debt/equity (%)		-37.5	-51.1	-69.2	-70.4	-65.3	-54.9	-63.3	-66.7	-69.7
Net debt / market cap (%)		-15.3	-26.6	-48.5 -73.0	-60.0	-50.5	-49.3	-63.0	-71.5	-80.2
Equity ratio (%)		65.3 -37.5	69.4 -51.1	73.9 -69.2	81.8 -70.4	82.2 -65.3	71.7 -54.9	70.9 -63.3	73.0 -66.7	75.3 -69.7
Net IB debt adj. / equity (%)		-37.5 2.77	3.89	-09.2 4.79	-70.4 8.04	-05.3 8.26		-03.3 3.65	4.08	-09.7 4.61
Current ratio EBITDA/net interest		2.11	3.69 44.9	4.79 54.1	63.5	6.∠6 46.6	3.92 33.4	3.65 22.1	34.6	4.61
Net IB debt/EBITDA (x)			-1.8	-2.2	-2.6	-3.0	-3.6	-4.1	-4.0	-4.0
Net IB debt/EBITDA (x) Net IB debt/EBITDA lease adj. (x)			-1.8 -1.9	-2.2 -2.3	-2.6	-3.0 -3.0	-3.9	-4.1 -4.3	-4.0 -4.2	-4.0 -4.3
Interest coverage			36.9	-2.5 47.1	52.0	40.7	28.3	15.0	25.6	31.0
Source: ABG Sundal Collier, Company D	ata		00.0	77.1	02.0	40.7	20.0	10.0	20.0	01.0
Share Data (DKKm)	2017	2018	2019	2020	2021	2022	2023	2024e	2025e	2026e
Actual shares outstanding	-	19	19	18	18	19	19	19	19	19
Actual shares outstanding (avg)	0	19	19	18	18	18	19	19	19	19
							- 1			

Share Data (DKKm)	2017	2018	2019	2020	2021	2022	2023	2024e	2025e	2026e
All additional shares	-	-	-1	-1	0	0	0	0	0	0
Issue month	-	-	0.0	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	0
As. dil. of shares from conv. (avg)	-	-	0	0	0	0	0	0	0	0
Conv. debt not assumed as equity	-	-	0	0	0	0	0	0	0	0
No. of warrants	-	-	0	0	0	0	0	0	0	0
Market value per warrant	-	-	0	0	0	0	0	0	0	0
Dilution from warrants	-	-	0	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	5.00	5.00
Reported earnings per share	-	-	11.00	16.90	15.00	0.10	14.30	10.76	9.24	10.55

Source: ABG Sundal Collier, Company Data

Valuation and Ratios (DKKm)	2017	2018	2019	2020	2021	2022	2023	2024e	2025e	2026e
Shares outstanding adj.	0	19	19	18	18	18	19	19	19	19
Diluted shares adj.	0	19	19	18	19	19	19	19	19	19
EPS	-	0.00	11.04	16.66	14.71	0.11	13.99	10.53	9.05	10.32
Dividend per share	-	0.00	4.00	5.00	5.00	4.00	4.00	4.00	5.00	5.00
EPS adj.	-	0.00	5.83	10.10	10.33	15.61	6.20	5.44	7.08	8.23
BVPS	-	0.00	36.09	47.77	58.06	52.95	61.19	67.80	72.94	78.37
BVPS adj.	-	0.00	33.22	44.72	55.41	50.20	43.54	50.36	55.67	61.27
Net IB debt/share	-	0.00	-18.44	-33.05	-40.87	-34.56	-33.56	-42.93	-48.68	-54.65
Share price	69.60	69.60	69.60	69.60	69.60	69.60	69.60	69.60	69.60	69.60
Market cap. (m)	0	1,322	1,288	1,253	1,267	1,288	1,288	1,288	1,288	1,288
Valuation	-	-	-	-	-	-	-	-	-	-
P/E (x)			6.3	4.2	4.7	623.1	5.0	6.6	7.7	6.7
EV/sales (x)			0.90	0.63	0.51	0.65	0.70	0.36	0.28	0.20
EV/EBITDA (x)			4.9	2.4	1.8	3.0	3.8	2.5	1.7	1.0
EV/EBITA (x)			5.7	2.7	2.2	3.4	4.5	3.6	2.2	1.3
EV/EBIT (x)			5.5	2.7	2.2	3.4	4.5	3.6	2.2	1.3
Dividend yield (%)	0.0	0.0	5.7	7.2	7.2	5.7	5.7	5.7	7.2	7.2
FCF yield (%)	0.0	0.0	9.3	15.6	10.0	12.4	-2.5	9.7	10.2	11.6
Le. adj. FCF yld. (%)	0.0	0.0	9.3	15.6	10.0	12.4	-2.5	9.7	10.2	11.6
P/BVPS (x)			1.93	1.46	1.20	1.31	1.14	1.03	0.95	0.89
P/BVPS adj. (x)	69.60	2.65	2.05	1.50	1.22	1.35	1.30	1.15	1.06	0.97
P/E adj. (x)			11.9	6.9	6.7	4.5	11.2	12.8	9.8	8.5
EV/EBITDA adj. (x)			4.9	2.4	1.8	3.0	3.8	2.5	1.7	1.0
EV/EBITA adj. (x)			5.7	2.7	2.2	3.4	4.5	3.6	2.2	1.3
EV/EBIT adj. (x)			5.7	2.7	2.2	3.4	4.5	3.6	2.2	1.3
EV/CE (x)		1.7	1.2	0.7	0.4	0.6	0.5	0.3	0.2	0.2
Investment ratios	-	-	-	-	-	-	-	-	-	-
Capex/sales (%)			1.2	1.4	2.4	2.3	1.2	2.6	2.6	2.5
Capex/depreciation			0.4	0.5	0.5	0.8	0.4	0.6	0.6	0.6
Capex tangibles / tangible fixed assets		0.0	2.8	3.5	6.3	7.7	3.4	11.1	11.9	11.9
Capex intangibles / definite intangibles		0.0	98.4	51.8	478.6	15.0	4.6	16.0	18.5	20.5
Depreciation on intang / def. intang		0	55	28	957	69	15	41	43	49
Depreciation on tangibles / tangibles		0.00	7.87	9.26	11.88	8.69	7.54	19.16	18.62	19.47

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