

# Rubean AG

Germany | Technology | MCap EUR 16.3m

9 January 2025

UPDATE



## Sales nearly doubles in FY24, poised for continued growth; BUY

**BUY** (BUY)

<b>Target price</b>	<b>EUR 10.00</b> (12.00)
Current price	EUR 4.52
Up/downside	121.2%



**MAIN AUTHOR**

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### What's it all about?

Rubean achieved significant growth in FY24, almost doubling its revenues to EUR 1.94m. This success has been attributed to partnerships with major financial institutions, most notably Commerz-GlobalPay, a joint venture between Commerzbank and Global Payments. While this growth was impressive in itself and demonstrated Rubean's ability to hyperscale, it still fell some 10-15% short of the company's guidance and our expectations. In addition, the company completed a capital increase, raising EUR 0.9m to fund its growth. Looking ahead to FY25, Rubean expects similarly strong growth, potentially doubling revenues again. Despite slightly lower-than-expected results, Rubean's performance points to a successful hyperscaling of its innovative payment solutions, positioning the company for profitability in the current fiscal year. We reiterate our BUY rating with a new PT of EUR 10.00 (old EUR 12.00). In addition, Rubean continues its discussions with a potential strategic partner initiated in '24.

IMPORTANT. Please refer to the last page of this report for "Important disclosures" and analyst(s) certifications.

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Germany | Technology | MCap EUR 16.3m | EV EUR 20.4m

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## Sales nearly doubles in FY24, poised for continued growth; BUY

**Hyperscaling finally arrived** Rubean released prelim. FY24 sales figures. On a full year basis, the company showed significant growth with sales nearly doubling to EUR 1.94m. This represents an increase of over 90% compared to the previous year with sales of EUR 1.1m in H2 alone, compared to EUR 0.84m in H1. This strong performance is a continuation of the company's impressive growth trajectory as partnerships with large financial institutions such as Commerz-GlobalPay are finally paying off. As a reminder: Commerz-GlobalPay is a joint venture between Commerzbank and Global Payments which went live with Rubean's SoftPOS solution in 2024 (for more details read here). Even though the company's guidance and our estimates were around 10-15% higher, we see Rubean's FY24 performance as a sign that the company can indeed hyperscale its innovative payment solution to the market - a prerequisite for becoming a profitable business already this fiscal year (mwb est. EBIT of EUR 0.4m).

**Capital increase completed** On a separate note, Rubean announced that it has successfully completed its capital increase. The share capital was increased from approximately EUR 3.6m to EUR 3.75, with the number of shares issued increasing by approximately 150,000. With a subscription price set at EUR 6.00, Rubean raised additional capital of approximately EUR 0.9m, which will be used to finance growth measures and to bridge the loss until break-even.

**Outlook & Conclusion** With the release of its preliminary sales figures for FY24, Rubean also provided an outlook for FY25. Essentially, the company expects similarly strong growth in 2025, building on its success in 2024. The company is continuing discussions with a potential strategic partner, which were initiated in 2024. We read into this soft guidance that Rubean expects sales to double again in FY25E, which would be an impressive achievement in itself. However, our estimates had been slightly higher, so we are adjusting our forecast to bring our expectations in line with Rubean's outlook. We have also taken into account the company's capital increase, which leads us to adjust our PT to EUR 10.00 (previously EUR 12.00). With an upside of more than 100%, we reiterate our BUY recommendation.

Rubean AG	2021	2022	2023	2024E	2025E	2026E
Sales	0.7	0.8	1.0	1.9	4.0	6.8
<i>Growth yoy</i>	39.8%	26.0%	21.3%	91.6%	106.2%	70.0%
EBITDA	-3.9	-3.8	-3.6	-2.7	0.4	1.3
EBIT	-4.1	-4.0	-3.8	-2.8	0.4	1.3
Net profit	-4.2	-4.2	-3.9	-3.1	-0.2	0.7
Net debt (net cash)	-1.2	4.1	4.1	5.3	4.9	4.4
Net debt/EBITDA	0.3x	-1.1x	-1.1x	-2.0x	13.5x	3.4x
EPS reported	-1.60	-1.55	-1.20	-0.86	-0.05	0.18
DPS	0.00	0.00	0.00	0.00	0.00	0.00
<i>Dividend yield</i>	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Gross profit margin	56.2%	71.1%	62.4%	76.0%	88.0%	89.0%
EBITDA margin	-590.9%	-459.8%	-355.7%	-139.0%	9.0%	19.0%
EBIT margin	-619.1%	-480.4%	-371.3%	-143.4%	10.1%	19.0%
ROCE	-459.0%	-357.1%	-493.9%	-79.8%	6.1%	19.0%
EV/Sales	23.1x	24.8x	20.1x	11.1x	5.3x	3.0x
EV/EBITDA	-3.9x	-5.4x	-5.7x	-8.0x	58.8x	16.0x
EV/EBIT	-3.7x	-5.2x	-5.4x	-7.8x	52.6x	16.0x
PER	-2.8x	-2.9x	-3.8x	-5.3x	-90.3x	25.1x

Source: Company data, mwb research



Source: Company data, mwb research

**High/low 52 weeks** 7.42 / 4.52  
**Price/Book Ratio** -3.9x

**Ticker / Symbols**  
ISIN DE0005120802  
WKN 512080  
Bloomberg R1B:GR

### Changes in estimates

		Sales	EBIT	EPS
<b>2024E</b>	old	2.2	-2.6	-0.81
	Δ	-11.8%	na%	na%
<b>2025E</b>	old	5.1	0.5	-0.03
	Δ	-21.6%	-19.8%	na%
<b>2026E</b>	old	7.7	1.5	0.23
	Δ	-11.1%	-11.1%	-21.0%

### Key share data

Number of shares: (in m pcs) 3.60  
Book value per share: (in EUR) -1.17  
Ø trading vol.: (12 months) 1,165

### Major shareholders

Founders 11.0%  
Management & staff 7.0%  
BMK Holding GmbH 15.0%  
Free Float 37.0%

### Company description

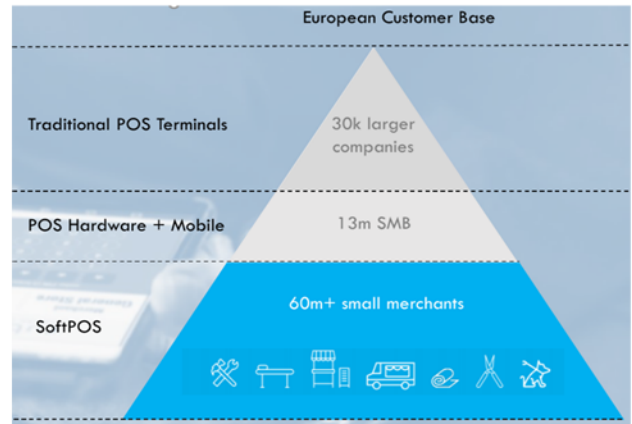
Rubean AG is a Germany-based Fintech that develops software for banks and online payment companies. It develops the payment acceptance solution phonePOS, which turns smartphones into merchant terminals at the point of sale (POS). Rubean partners with the German saving banks "Sparkassen" as well as BBVA and Global Payments.

# Investment case in six charts

## Business model PhonePOS



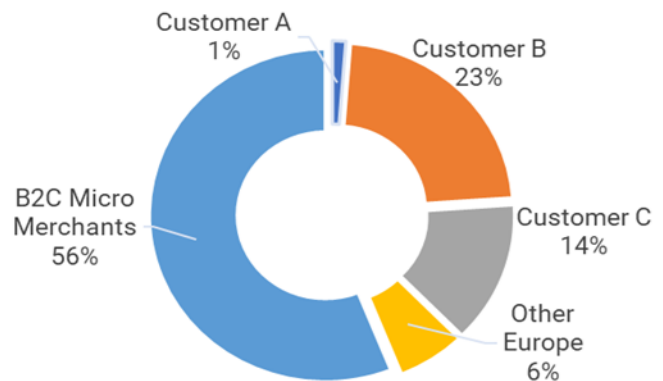
## Market potential



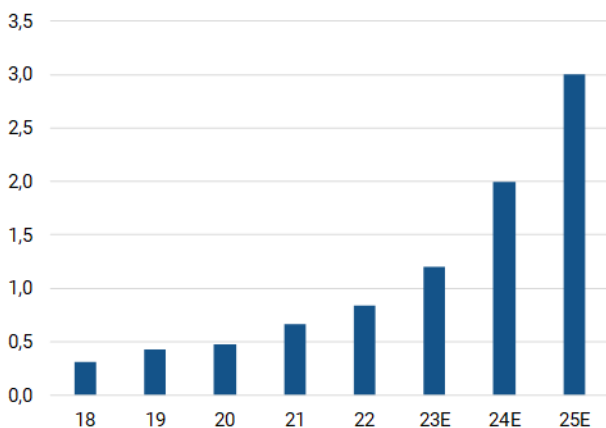
## Customers



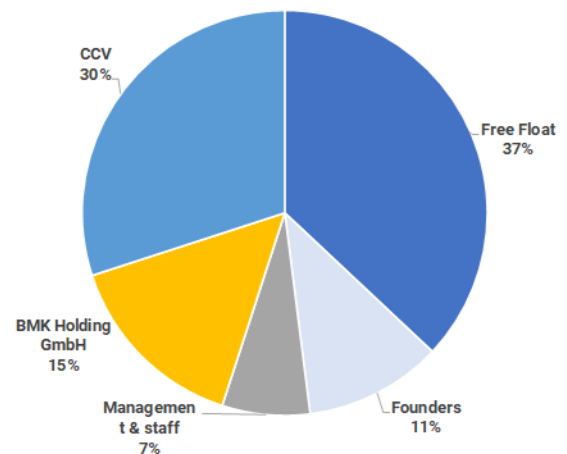
## 2024E sales by white label channel in %



## Sales development in EURm



## Major shareholder (after capital measures)



Source: Company data, mwb research

# SWOT analysis

## Strength

- 20 years of track record of working at the neuralgic interfaces of large banks, enabling them to connect with all kinds of legacy banking peripherals
- Software know-how which conforms to the most demanding quality and safety standards
- Very close partnership with EU market leader CCV
- Significant R&D spending of EUR 14m occurred during the last 5 years
- Powerful white label clients with the German Savings Bank organization "Sparkassen", Global Payments and BBVA
- Accredited with PCI SSC, the global head organization that develops standards and defines common security levels
- Accredited with Deutsche Kreditwirtschaft the head organization of the issuing institutes in Germany...
- ... as well as with the two major credit card institutes – Visa and Mastercard
- Talented and well incentivized management and employees

## Weaknesses

- Relatively "small fish in a large pond"
- Lack of a real international footprint
- Dependency on a few large white label banking partner
- Still loss making
- Stretched balance sheet – additional funding required

## Opportunities

- Increasing the share-of-wallet with own B2C Micro Merchant solution
- International expansion
- Potential takeover candidate
- Covid-19 induced structural change in payment behaviour of clients – card payments increasingly substitute cash payments – even for smaller amounts, could drive additional growth
- Potential future growth financing via capital markets– no banks needed

## Threats

- Currently, Rubean's App only runs on Android systems. Apple could remain a closed shop
- Execution risks of building up the necessary organizational structure

# Valuation

## DCF Model

The DCF model results in a **fair value of EUR 10.00 per share**:

**Top-line growth:** We expect Rubean AG to grow revenues at a CAGR of 37.4% between 2024E and 2031E. The long-term growth rate is set at 2.0%.

**ROCE.** Returns on capital are developing from -79.8% in 2024E to 42.4% in 2031E.

**WACC.** Starting point is a historical equity beta of -0.60. Unlevering and correcting for mean reversion yields an asset beta of 1.30. Combined with a risk-free rate of 2.0% and an equity risk premium of 6.0% this yields cost of equity of 12.7%. With pre-tax cost of borrowing at 5.0%, a tax rate of 25.0% and target debt/equity of 0.5 this results in a long-term WACC of 9.7%.

DCF (EURm) (except per share data and beta)	2024E	2025E	2026E	2027E	2028E	2029E	2030E	2031E	Terminal value
NOPAT	-2.6	0.4	1.2	2.3	3.5	3.9	4.0	4.4	
Depreciation & amortization	0.1	-0.0	0.0	0.0	0.0	0.0	0.0	0.0	
Change in working capital	-0.4	-0.6	-0.7	-0.7	-0.8	-0.7	-0.4	-0.4	
Chg. in long-term provisions	0.2	0.4	0.6	0.5	0.6	0.5	0.3	0.3	
Capex	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
Cash flow	-2.7	0.1	1.0	2.1	3.2	3.7	3.9	4.3	56.5
Present value	-2.7	0.1	0.8	1.5	2.2	2.3	2.2	2.2	29.6
WACC	10.4%	10.5%	10.3%	10.1%	9.9%	9.8%	9.8%	9.8%	9.7%

DCF per share derived from		DCF avg. growth and earnings assumptions	
Total present value	38.2	Planning horizon avg. revenue growth (2024E-2031E)	37.4%
Mid-year adj. total present value	40.1	Terminal value growth (2031E - infinity)	2.0%
Net debt / cash at start of year	4.1	Terminal year ROCE	42.4%
Financial assets	1.6	Terminal year WACC	9.7%
Provisions and off b/s debt	0.4		
Equity value	36.0	Terminal WACC derived from	
No. of shares outstanding	3.6	Cost of borrowing (before taxes)	5.0%
		Long-term tax rate	25.0%
		Equity beta	-0.60
		Unlevered beta (industry or company)	1.30
		Target debt / equity	0.5
		Relevered beta	1.79
		Risk-free rate	2.0%
		Equity risk premium	6.0%
		Cost of equity	12.7%

Discounted cash flow / share	
Discounted cash flow / share	10.00
upside/(downside)	121.2%

Share price	
Share price	4.52

Sensitivity analysis DCF								
Change in WACC (%-points)		Long term growth					Share of present value	
		1.0%	1.5%	2.0%	2.5%	3.0%		
2.0%		6.6	6.9	7.2	7.6	8.0	2024E-2027E	-0.8%
1.0%		7.6	8.0	8.4	8.9	9.5	2028E-2031E	23.5%
0.0%		8.9	9.4	10.0	10.6	11.4	terminal value	77.3%
-1.0%		10.6	11.2	12.0	12.9	14.0		
-2.0%		12.7	13.6	14.8	16.1	17.7		

Source: mwb research

## FCF Yield Model

Due to the fact that companies rarely bear sufficient resemblance to peers in terms of geographical exposure, size or competitive strength and in order to adjust for the pitfalls of weak long-term visibility, an Adjusted Free Cash Flow analysis (Adjusted FCF) has been conducted.

**The adjusted Free Cash Flow Yield results in a fair value between EUR -11.84 per share based on 2024E and EUR 13.52 per share on 2028E estimates.**

The main driver of this model is the level of return available to a controlling investor, influenced by the cost of that investors' capital (opportunity costs) and the purchase price – in this case the enterprise value of the company. Here, the adjusted FCF yield is used as a proxy for the required return and is defined as EBITDA less minority interest, taxes and investments required to maintain existing assets (maintenance capex).

FCF yield in EURm	2024E	2025E	2026E	2027E	2028E
<b>EBITDA</b>	<b>-2.7</b>	<b>0.4</b>	<b>1.3</b>	<b>2.7</b>	<b>4.3</b>
- Maintenance capex	0.1	-0.0	0.0	0.0	0.0
- Minorities	0.0	0.0	0.0	0.0	0.0
- tax expenses	-0.2	-0.0	0.1	0.3	0.8
<b>= Adjusted FCF</b>	<b>-2.6</b>	<b>0.4</b>	<b>1.2</b>	<b>2.3</b>	<b>3.5</b>
<b>Actual Market Cap</b>	<b>22.0</b>	<b>22.0</b>	<b>22.0</b>	<b>22.0</b>	<b>22.0</b>
+ Net debt (cash)	5.3	4.9	4.4	2.7	-0.2
+ Pension provisions	0.0	0.0	0.0	0.0	0.0
+ Off B/S financing	0.0	0.0	0.0	0.0	0.0
- Financial assets	0.0	0.0	0.0	0.0	0.0
- Acc. dividend payments	0.0	0.0	0.0	0.0	0.0
<i>EV Reconciliations</i>	5.3	4.9	4.4	2.7	-0.2
<b>= Actual EV'</b>	<b>27.3</b>	<b>26.9</b>	<b>26.4</b>	<b>24.7</b>	<b>21.8</b>
<b>Adjusted FCF yield</b>	<b>-9.6%</b>	<b>1.5%</b>	<b>4.6%</b>	<b>9.4%</b>	<b>16.2%</b>
base hurdle rate	7.0%	7.0%	7.0%	7.0%	7.0%
ESG adjustment	0.0%	0.0%	0.0%	0.0%	0.0%
adjusted hurdle rate	7.0%	7.0%	7.0%	7.0%	7.0%
<b>Fair EV</b>	<b>-37.4</b>	<b>5.9</b>	<b>17.4</b>	<b>33.4</b>	<b>50.5</b>
- <i>EV Reconciliations</i>	5.3	4.9	4.4	2.7	-0.2
<b>Fair Market Cap</b>	<b>-42.7</b>	<b>1.0</b>	<b>13.0</b>	<b>30.7</b>	<b>50.8</b>
No. of shares (million)	3.6	3.8	3.8	3.8	3.8
<b>Fair value per share in EUR</b>	<b>-11.84</b>	<b>0.27</b>	<b>3.47</b>	<b>8.17</b>	<b>13.52</b>
<b>Premium (-) / discount (+)</b>	<b>-361.9%</b>	<b>-94.0%</b>	<b>-23.3%</b>	<b>80.8%</b>	<b>199.1%</b>

Sensitivity analysis FV						
<b>Adjusted hurdle rate</b>	5.0%	-16.0	0.9	5.3	11.7	18.9
	6.0%	-13.6	0.5	4.2	9.7	15.8
	<b>7.0%</b>	<b>-11.8</b>	<b>0.3</b>	<b>3.5</b>	<b>8.2</b>	<b>13.5</b>
	8.0%	-10.5	0.1	2.9	7.1	11.8
	9.0%	-9.5	-0.1	2.4	6.2	10.5

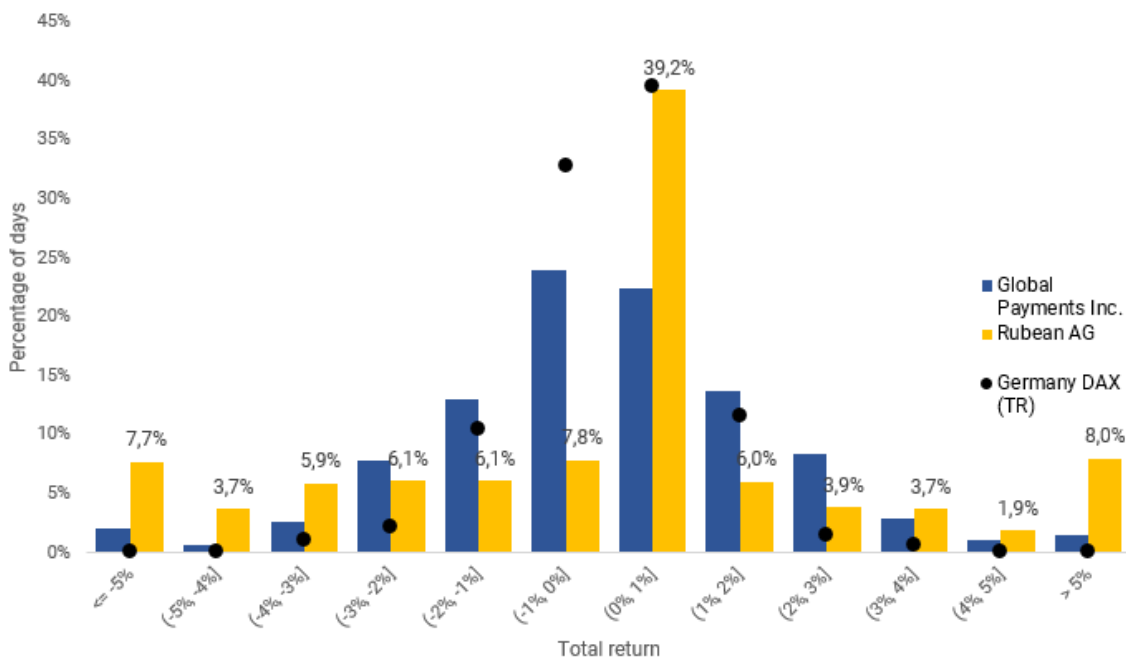
Source: Company data; mwb research

Simply put, the model assumes that investors require companies to generate a minimum return on the investor's purchase price. The required after-tax return equals the model's hurdle rate of 7.0%. Anything less suggests the stock is expensive; anything more suggests the stock is cheap. **ESG adjustments might be applicable. A high score indicates high awareness for environmental, social or governance issues and thus might lower the overall risk an investment in the company might carry. A low score on the contrary might increase the risk of an investment and might therefore trigger a higher required hurdle rate.**

# Risk

The chart displays the **distribution of daily returns of Rubean AG** over the last 3 years, compared to the same distribution for Global Payments Inc.. We have also included the distribution for the index Germany DAX (TR). The distribution gives a better understanding of risk than measures like volatility, which assume that log returns are normally distributed. In reality, they are skewed (down moves are larger) and have fat tails (large moves occur more often than predicted). Also, volatility treats up and down moves the same, while investors are more worried about down moves. For Rubean AG, the worst day during the past 3 years was 31/05/2023 with a share price decline of -16.4%. The best day was 04/01/2023 when the share price increased by 29.2%.

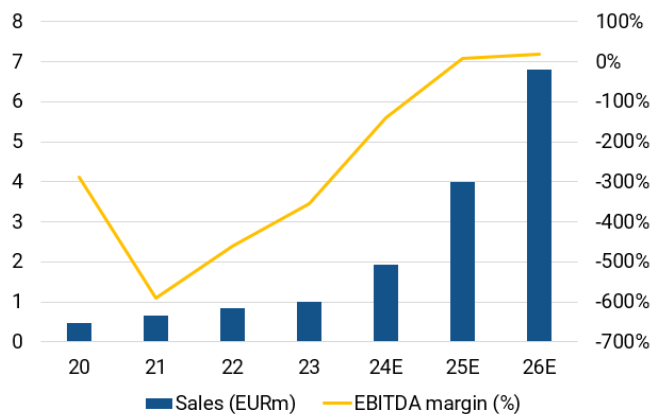
**Risk – Daily Returns Distribution (trailing 3 years)**



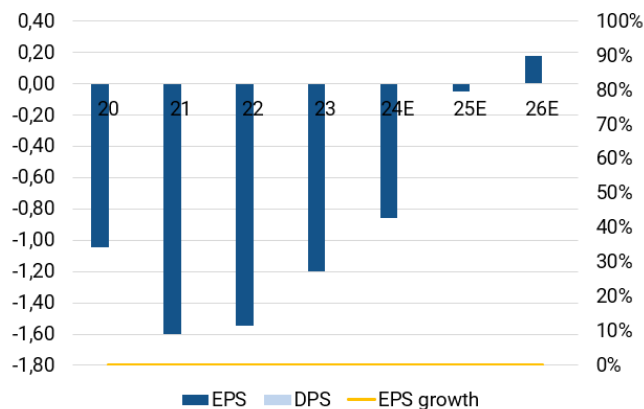
Source: FactSet, mwb research

# Financials in six charts

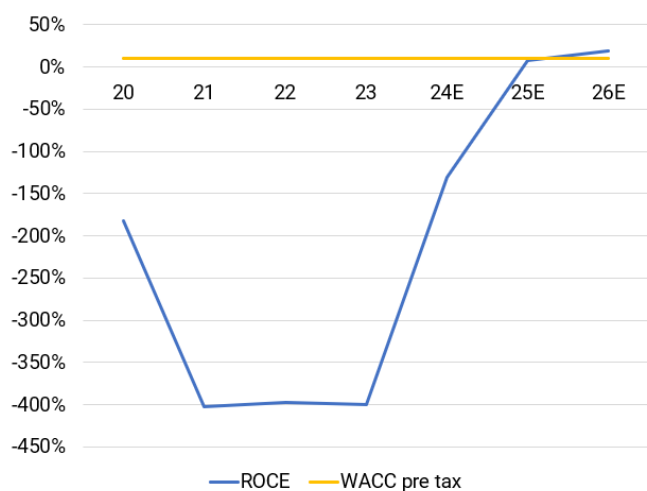
**Sales vs. EBITDA margin development**



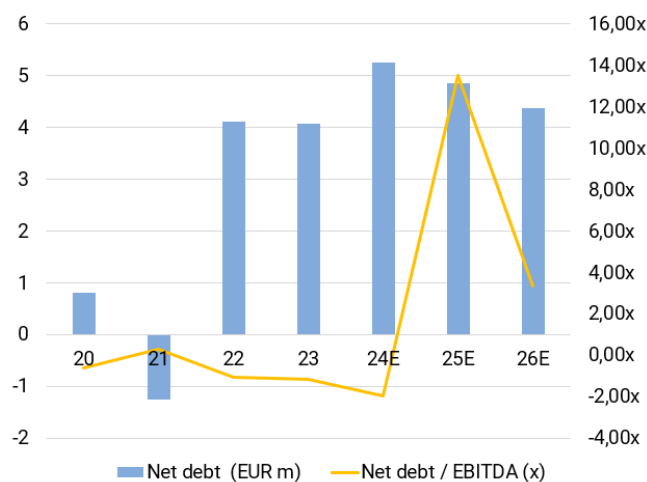
**EPS, DPS in EUR & yoy EPS growth**



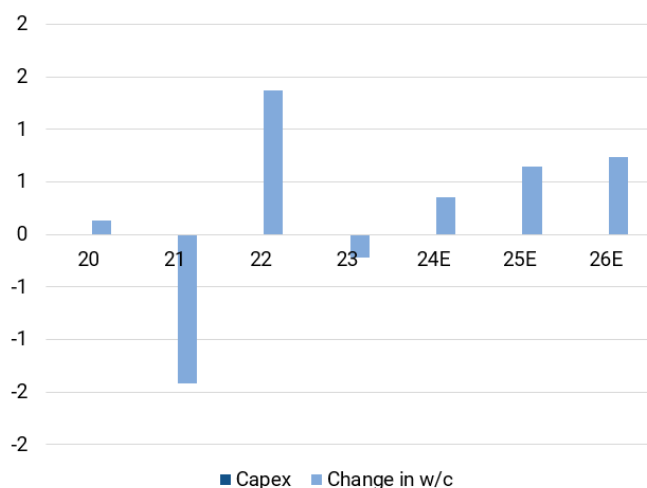
**ROCE vs. WACC (pre tax)**



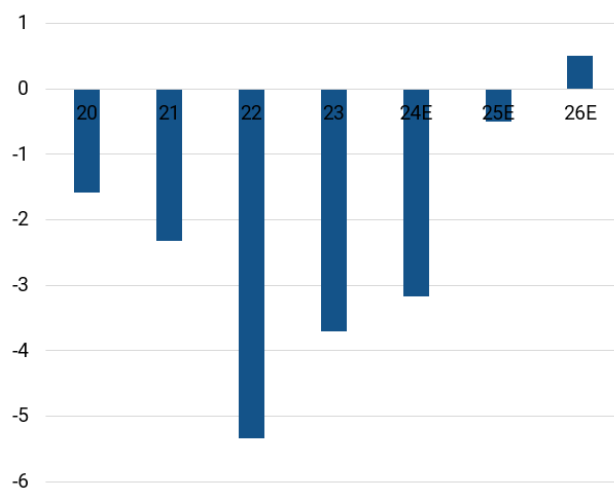
**Net debt and net debt/EBITDA**



**Capex & chgn in w/c requirements in EURm**



**Free Cash Flow in EURm**



Source: Company data; mwb research



## Financials

Profit and loss (EURm)	2021	2022	2023	2024E	2025E	2026E
<b>Net sales</b>	<b>0.7</b>	<b>0.8</b>	<b>1.0</b>	<b>1.9</b>	<b>4.0</b>	<b>6.8</b>
Sales growth	39.8%	26.0%	21.3%	91.6%	106.2%	70.0%
Change in finished goods and work-in-process	0.0	0.0	0.0	0.0	0.0	0.0
<b>Total sales</b>	<b>0.7</b>	<b>0.8</b>	<b>1.0</b>	<b>1.9</b>	<b>4.0</b>	<b>6.8</b>
Material expenses	0.3	0.2	0.4	0.5	0.5	0.7
<b>Gross profit</b>	<b>0.4</b>	<b>0.6</b>	<b>0.6</b>	<b>1.5</b>	<b>3.5</b>	<b>6.1</b>
Other operating income	0.0	0.1	0.0	0.1	0.2	0.2
Personnel expenses	2.6	3.3	2.9	3.0	2.2	3.1
Other operating expenses	1.7	1.1	1.3	1.3	1.1	1.9
<b>EBITDA</b>	<b>-3.9</b>	<b>-3.8</b>	<b>-3.6</b>	<b>-2.7</b>	<b>0.4</b>	<b>1.3</b>
Depreciation	0.2	0.2	0.2	0.1	-0.0	0.0
EBITA	-4.1	-4.0	-3.8	-2.8	0.4	1.3
Amortisation of goodwill and intangible assets	0.0	0.0	0.0	0.0	0.0	0.0
<b>EBIT</b>	<b>-4.1</b>	<b>-4.0</b>	<b>-3.8</b>	<b>-2.8</b>	<b>0.4</b>	<b>1.3</b>
Financial result	-0.1	-0.2	-0.2	-0.5	-0.6	-0.5
Recurring pretax income from continuing operations	-4.2	-4.2	-3.9	-3.3	-0.2	0.8
Extraordinary income/loss	0.0	0.0	0.0	0.0	0.0	0.0
Earnings before taxes	-4.2	-4.2	-3.9	-3.3	-0.2	0.8
Taxes	0.0	0.0	0.0	-0.2	-0.0	0.1
Net income from continuing operations	-4.2	-4.2	-3.9	-3.1	-0.2	0.7
Result from discontinued operations (net of tax)	0.0	0.0	0.0	0.0	0.0	0.0
<b>Net income</b>	<b>-4.2</b>	<b>-4.2</b>	<b>-3.9</b>	<b>-3.1</b>	<b>-0.2</b>	<b>0.7</b>
Minority interest	0.0	0.0	0.0	0.0	0.0	0.0
Net profit (reported)	-4.2	-4.2	-3.9	-3.1	-0.2	0.7
Average number of shares	2.60	2.72	3.28	3.60	3.75	3.75
<b>EPS reported</b>	<b>-1.60</b>	<b>-1.55</b>	<b>-1.20</b>	<b>-0.86</b>	<b>-0.05</b>	<b>0.18</b>

Profit and loss (common size)	2021	2022	2023	2024E	2025E	2026E
<b>Net sales</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>
Change in finished goods and work-in-process	0%	0%	0%	0%	0%	0%
<b>Total sales</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>
Material expenses	44%	29%	38%	24%	12%	11%
<b>Gross profit</b>	<b>56%</b>	<b>71%</b>	<b>62%</b>	<b>76%</b>	<b>88%</b>	<b>89%</b>
Other operating income	4%	6%	4%	5%	5%	3%
Personnel expenses	397%	399%	291%	155%	56%	45%
Other operating expenses	254%	138%	131%	65%	28%	28%
<b>EBITDA</b>	<b>-591%</b>	<b>-460%</b>	<b>-356%</b>	<b>-139%</b>	<b>9%</b>	<b>19%</b>
Depreciation	28%	21%	16%	4%	-1%	0%
EBITA	-619%	-480%	-371%	-143%	10%	19%
Amortisation of goodwill and intangible assets	0%	0%	0%	0%	0%	0%
<b>EBIT</b>	<b>-619%</b>	<b>-480%</b>	<b>-371%</b>	<b>-143%</b>	<b>10%</b>	<b>19%</b>
Financial result	-10%	-23%	-16%	-25%	-15%	-8%
Recurring pretax income from continuing operations	-629%	-503%	-387%	-168%	-5%	11%
Extraordinary income/loss	0%	0%	0%	0%	0%	0%
Earnings before taxes	-629%	-503%	-387%	-168%	-5%	11%
Taxes	0%	0%	0%	-8%	-0%	1%
Net income from continuing operations	-629%	-503%	-387%	-160%	-5%	10%
Result from discontinued operations (net of tax)	0%	0%	0%	0%	0%	0%
<b>Net income</b>	<b>-629%</b>	<b>-503%</b>	<b>-387%</b>	<b>-160%</b>	<b>-5%</b>	<b>10%</b>
Minority interest	0%	0%	0%	0%	0%	0%
<b>Net profit (reported)</b>	<b>-629%</b>	<b>-503%</b>	<b>-387%</b>	<b>-160%</b>	<b>-5%</b>	<b>10%</b>

Source: Company data; mwb research

Balance sheet (EURm)	2021	2022	2023	2024E	2025E	2026E
<b>Intangible assets (excl. Goodwill)</b>	<b>0.5</b>	<b>0.4</b>	<b>0.4</b>	<b>0.4</b>	<b>0.4</b>	<b>0.4</b>
Goodwill	0.0	0.0	0.0	0.0	0.0	0.0
Property, plant and equipment	0.1	0.0	0.0	-0.0	0.0	0.0
Financial assets	0.0	0.0	0.0	0.0	0.0	0.0
<b>FIXED ASSETS</b>	<b>0.6</b>	<b>0.4</b>	<b>0.4</b>	<b>0.3</b>	<b>0.4</b>	<b>0.4</b>
Inventories	0.0	0.0	0.0	0.0	0.0	0.0
Accounts receivable	0.1	0.4	0.3	0.5	1.1	1.9
Other current assets	0.2	0.2	0.1	0.1	0.1	0.1
Liquid assets	1.2	0.3	0.3	2.7	5.1	4.6
Deferred taxes	0.0	0.0	0.0	0.0	0.0	0.0
Deferred charges and prepaid expenses	0.0	0.1	0.1	0.1	0.2	0.4
<b>CURRENT ASSETS</b>	<b>1.6</b>	<b>0.8</b>	<b>0.7</b>	<b>3.5</b>	<b>6.5</b>	<b>7.0</b>
<b>TOTAL ASSETS</b>	<b>2.1</b>	<b>1.3</b>	<b>1.1</b>	<b>3.8</b>	<b>6.9</b>	<b>7.3</b>
<b>SHAREHOLDERS EQUITY</b>	<b>0.7</b>	<b>-3.6</b>	<b>-3.8</b>	<b>-4.9</b>	<b>-4.2</b>	<b>-3.6</b>
MINORITY INTEREST	0.0	0.0	0.0	0.0	0.0	0.0
Long-term debt	0.0	3.9	4.2	7.0	9.0	8.0
Provisions for pensions and similar obligations	0.2	0.3	0.0	0.0	0.0	0.0
Other provisions	0.0	0.0	0.2	0.4	0.8	1.4
<b>Non-current liabilities</b>	<b>0.2</b>	<b>4.2</b>	<b>4.5</b>	<b>7.4</b>	<b>9.8</b>	<b>9.4</b>
short-term liabilities to banks	0.0	0.5	0.1	1.0	1.0	1.0
Accounts payable	0.1	0.1	0.3	0.3	0.3	0.4
Advance payments received on orders	0.0	0.0	0.0	0.0	0.0	0.0
Other liabilities (incl. from lease and rental contracts)	1.2	0.0	0.0	0.0	0.0	0.0
Deferred taxes	0.0	0.0	0.0	0.0	0.0	0.0
Deferred income	0.0	0.0	0.0	0.0	0.1	0.1
<b>Current liabilities</b>	<b>1.2</b>	<b>0.6</b>	<b>0.5</b>	<b>1.3</b>	<b>1.3</b>	<b>1.5</b>
<b>TOTAL LIABILITIES AND SHAREHOLDERS EQUITY</b>	<b>2.1</b>	<b>1.3</b>	<b>1.1</b>	<b>3.8</b>	<b>6.9</b>	<b>7.3</b>

Balance sheet (common size)	2021	2022	2023	2024E	2025E	2026E
<b>Intangible assets (excl. Goodwill)</b>	<b>24%</b>	<b>30%</b>	<b>32%</b>	<b>9%</b>	<b>5%</b>	<b>5%</b>
Goodwill	0%	0%	0%	0%	0%	0%
Property, plant and equipment	3%	3%	4%	-1%	0%	0%
Financial assets	0%	0%	0%	0%	0%	0%
<b>FIXED ASSETS</b>	<b>27%</b>	<b>33%</b>	<b>36%</b>	<b>8%</b>	<b>5%</b>	<b>5%</b>
Inventories	0%	0%	0%	0%	0%	0%
Accounts receivable	7%	29%	25%	14%	16%	25%
Other current assets	8%	12%	8%	2%	1%	1%
Liquid assets	58%	21%	26%	72%	74%	63%
Deferred taxes	0%	0%	0%	0%	0%	0%
Deferred charges and prepaid expenses	0%	4%	5%	3%	3%	5%
<b>CURRENT ASSETS</b>	<b>73%</b>	<b>67%</b>	<b>64%</b>	<b>92%</b>	<b>95%</b>	<b>95%</b>
<b>TOTAL ASSETS</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>
<b>SHAREHOLDERS EQUITY</b>	<b>30%</b>	<b>-284%</b>	<b>-348%</b>	<b>-131%</b>	<b>-61%</b>	<b>-48%</b>
MINORITY INTEREST	0%	0%	0%	0%	0%	0%
Long-term debt	0%	313%	385%	186%	130%	109%
Provisions for pensions and similar obligations	11%	24%	0%	0%	0%	0%
Other provisions	0%	0%	21%	11%	12%	19%
<b>Non-current liabilities</b>	<b>11%</b>	<b>337%</b>	<b>405%</b>	<b>197%</b>	<b>142%</b>	<b>128%</b>
short-term liabilities to banks	0%	37%	12%	27%	14%	14%
Accounts payable	3%	8%	29%	7%	4%	6%
Advance payments received on orders	0%	0%	0%	0%	0%	0%
Other liabilities (incl. from lease and rental contracts)	55%	0%	0%	0%	0%	0%
Deferred taxes	0%	0%	0%	0%	0%	0%
Deferred income	0%	2%	2%	1%	1%	1%
<b>Current liabilities</b>	<b>58%</b>	<b>47%</b>	<b>43%</b>	<b>34%</b>	<b>19%</b>	<b>21%</b>
<b>TOTAL LIABILITIES AND SHAREHOLDERS EQUITY</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>

Source: Company data; mwb research

Cash flow statement (EURm)	2021	2022	2023	2024E	2025E	2026E
Net profit/loss	-4.2	-4.2	-3.9	-3.1	-0.2	0.7
Depreciation of fixed assets (incl. leases)	0.2	0.2	0.0	0.1	-0.0	0.0
Amortisation of goodwill	0.0	0.0	0.0	0.0	0.0	0.0
Amortisation of intangible assets	0.0	0.0	0.0	0.0	0.0	0.0
Others	0.2	0.1	0.0	0.2	0.4	0.6
Cash flow from operations before changes in w/c	-3.7	-4.0	-3.9	-2.8	0.1	1.2
Increase/decrease in inventory	0.0	0.0	0.0	0.0	0.0	0.0
Increase/decrease in accounts receivable	-0.1	-0.2	0.0	-0.3	-0.6	-0.8
Increase/decrease in accounts payable	-0.1	0.0	0.2	-0.1	0.0	0.1
Increase/decrease in other w/c positions	1.6	-1.2	0.0	-0.0	-0.1	-0.1
Increase/decrease in working capital	1.4	-1.4	0.2	-0.4	-0.6	-0.7
<b>Cash flow from operating activities</b>	<b>-2.3</b>	<b>-5.3</b>	<b>-3.7</b>	<b>-3.2</b>	<b>-0.5</b>	<b>0.5</b>
CAPEX	0.0	0.0	0.0	0.0	0.0	0.0
Payments for acquisitions	0.0	0.0	0.0	0.0	0.0	0.0
Financial investments	0.0	0.0	0.0	0.0	0.0	0.0
Income from asset disposals	0.0	0.0	0.0	0.0	0.0	0.0
<b>Cash flow from investing activities</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>
Cash flow before financing	-2.3	-5.3	-3.7	-3.2	-0.5	0.5
Increase/decrease in debt position	-1.4	4.4	-0.0	3.6	2.0	-1.0
Purchase of own shares	0.0	0.0	0.0	0.0	0.0	0.0
Capital measures	2.3	0.0	0.6	2.0	0.9	0.0
Dividends paid	0.0	0.0	0.0	0.0	0.0	0.0
Others	4.3	0.0	0.0	0.0	0.0	0.0
Effects of exchange rate changes on cash	0.0	0.0	0.0	0.0	0.0	0.0
<b>Cash flow from financing activities</b>	<b>5.3</b>	<b>4.4</b>	<b>0.5</b>	<b>5.6</b>	<b>2.9</b>	<b>-1.0</b>
Increase/decrease in liquid assets	2.9	-1.0	-3.2	2.5	2.4	-0.5
<b>Liquid assets at end of period</b>	<b>1.1</b>	<b>0.2</b>	<b>-3.0</b>	<b>-0.5</b>	<b>1.9</b>	<b>1.4</b>

Source: Company data; mwb research

Regional sales split (EURm)	2021	2022	2023	2024E	2025E	2026E
Domestic	0.7	0.8	1.0	1.9	4.0	6.8
Europe (ex domestic)	0.0	0.0	0.0	0.0	0.0	0.0
The Americas	0.0	0.0	0.0	0.0	0.0	0.0
Asia	0.0	0.0	0.0	0.0	0.0	0.0
Rest of World	0.0	0.0	0.0	0.0	0.0	0.0
<b>Total sales</b>	<b>0.7</b>	<b>0.8</b>	<b>1.0</b>	<b>1.9</b>	<b>4.0</b>	<b>6.8</b>

Regional sales split (common size)	2021	2022	2023	2024E	2025E	2026E
Domestic	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
Europe (ex domestic)	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
The Americas	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Asia	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Rest of World	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
<b>Total sales</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>

Source: Company data; mwb research

Ratios	2021	2022	2023	2024E	2025E	2026E
<b>Per share data</b>						
Earnings per share reported	-1.60	-1.55	-1.20	-0.86	-0.05	0.18
Cash flow per share	-0.89	-1.96	-1.13	-0.90	-0.12	0.13
Book value per share	0.25	-1.31	-1.17	-1.37	-1.13	-0.95
Dividend per share	0.00	0.00	0.00	0.00	0.00	0.00
<b>Valuation</b>						
P/E	-2.8x	-2.9x	-3.8x	-5.3x	-90.3x	25.1x
P/CF	-5.1x	-2.3x	-4.0x	-5.0x	-37.1x	34.0x
P/BV	18.0x	-3.5x	-3.9x	-3.3x	-4.0x	-4.8x
Dividend yield (%)	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
FCF yield (%)	-19.8%	-43.5%	-25.0%	-20.0%	-2.7%	2.9%
EV/Sales	23.1x	24.8x	20.1x	11.1x	5.3x	3.0x
EV/EBITDA	-3.9x	-5.4x	-5.7x	-8.0x	58.8x	16.0x
EV/EBIT	-3.7x	-5.2x	-5.4x	-7.8x	52.6x	16.0x
<b>Income statement (EURm)</b>						
Sales	0.7	0.8	1.0	1.9	4.0	6.8
yoy chg in %	39.8%	26.0%	21.3%	91.6%	106.2%	70.0%
Gross profit	0.4	0.6	0.6	1.5	3.5	6.1
Gross margin in %	56.2%	71.1%	62.4%	76.0%	88.0%	89.0%
EBITDA	-3.9	-3.8	-3.6	-2.7	0.4	1.3
EBITDA margin in %	-590.9%	-459.8%	-355.7%	-139.0%	9.0%	19.0%
EBIT	-4.1	-4.0	-3.8	-2.8	0.4	1.3
EBIT margin in %	-619.1%	-480.4%	-371.3%	-143.4%	10.1%	19.0%
Net profit	-4.2	-4.2	-3.9	-3.1	-0.2	0.7
<b>Cash flow statement (EURm)</b>						
CF from operations	-2.3	-5.3	-3.7	-3.2	-0.5	0.5
Capex	0.0	0.0	0.0	0.0	0.0	0.0
Maintenance Capex	0.0	0.0	0.0	0.1	-0.0	0.0
Free cash flow	-2.3	-5.3	-3.7	-3.2	-0.5	0.5
<b>Balance sheet (EURm)</b>						
Intangible assets	0.5	0.4	0.4	0.4	0.4	0.4
Tangible assets	0.1	0.0	0.0	-0.0	0.0	0.0
Shareholders' equity	0.7	-3.6	-3.8	-4.9	-4.2	-3.6
Pension provisions	0.2	0.3	0.0	0.0	0.0	0.0
Liabilities and provisions	0.2	4.7	4.6	8.4	10.8	10.4
Net financial debt	-1.2	4.1	4.1	5.3	4.9	4.4
w/c requirements	0.1	0.3	-0.0	0.3	0.8	1.5
<b>Ratios</b>						
ROE	-638.9%	118.0%	102.4%	62.7%	4.4%	-19.1%
ROCE	-459.0%	-357.1%	-493.9%	-79.8%	6.1%	19.0%
Net gearing	-191.2%	-115.7%	-106.6%	-106.6%	-115.1%	-123.0%
Net debt / EBITDA	0.3x	-1.1x	-1.1x	-2.0x	13.5x	3.4x

Source: Company data; mwb research

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