Baltics - Lithuania Commissioned Research - Q3 2020 Update

Food Production December 9, 2020

Soup is hot!

The Consumer segment outshined other segments. Higher share of feed wheat burdened profits. Loan refinancing gives freedom to implement the long-term strategy and capitalize on the sustainable food trend which has been enhanced by the pandemic.

Consumer segment post record sales

Q3/20 Consumer segment sales grew 77% y-on-y to a record EUR 1.4m, driven by strong sales growth in foreign markets (9M/20 sales in USA and Sweden increased 320%, and 361%, respectively). Q4/20 looks to become another record as October sales alone amounted to EUR 1.1m on the back of one large order from a US client.

Feed wheat burden profits

The share of feed wheat (75% vs. 35% last year) resulted in 21% lower selling price (208 t/ha vs. 262 last year) which in turn had a EUR 2.6m negative effect on Gross profits (main reason for our Q3/20 negative forecast deviation of EUR 3.4m). We regard the high share of feed wheat as temporary and expect the share to go above 50% next year resulting in higher selling prices.

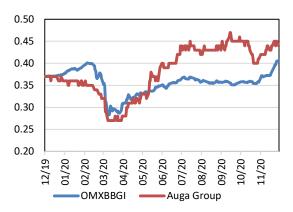
Discount valuation

The Auga share trades at a 14% discount to peers based on EV/EBITDA 2020 (7.3x vs. 8.5x for peers). Applying the peer multiple to Auga, indicates a share price of EUR 0.57. Our Base case DCF Fair value per share is 0.68, indicating an upside of some 54%.

Key figures (MEUR)

	2018	2019	2020E	2021E	2022E
Net sales	54.8	71.1	85.6	100.4	113.6
Net sales growth	12.2%	29.9%	20.4%	17.3%	13.2%
EBITDA	3.6	17.1	21.1	27.3	32.1
EBITDA margin	6.6%	24.1%	24.7%	27.2%	28.3%
EBIT	-3.9	1.0	6.4	10.6	14.4
EBIT margin	-9.4%	1.4%	7.5%	10.6%	12.7%
EV/Sales	2.6	2.5	2.3	2.0	1.7
EV/EBITDA	40.0	10.2	9.4	7.3	6.2
EV/EBIT	-37.5	172.7	31.0	18.8	13.7
P/E	-12.7	-25.9	405.4	18.1	11.2
P/BV	1.0	0.9	1.1	1.0	1.0
EPS	-0.03	-0.01	0.00	0.02	0.04
EPS growth	-219.77%	-54.91%	-107.65%	2142.50%	60.91%
Div. per share	0.00	0.00	0.00	0.00	0.00
Dividend yield	0.00%	0.00%	0.00%	0.00%	0.00%

Fair value range (EUR)	
Bull	1.15
Base	0.68
Bear	0.34
Key Data	
Price (EUR)	0.44
Ticker	AUG1L
Country	Lithuania
Listed	Vilnius (Lithuania)
Market Cap (EURm)	100.06
Net debt (EURm)	98.731
Shares (m)	227
Free float	45.00 %



Price range	
52-week high	0.47
52-week low	0.27

Analyst	

ResearchTeam@enlightresearch.net

Q3 Key takeaways

Revenue growth continues for all segments

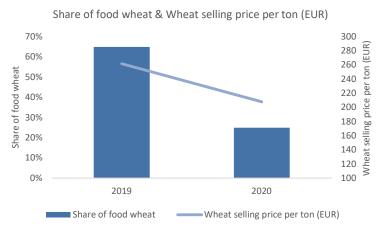
Like in previous quarter, all segments posted y-on-y sales growth in Q3/20. The Crop growing segment had the highest growth (+109%) driven by improved yields (+14% y-on-y for the 9M/20), and an increase in cultivated land (+2.8% y-on-y). The Consumer goods sector had the second highest growth (+77%) driven by foreign markets. The Mushroom growing and Dairy segment grew by 5%, and 7%, respectively y-on-y. We believe the solid growth is further proof that food production can grow in a pandemic. We do not regard the growth as temporary as focus on food production in general and sustainable food production in particular is a long-term trend in our view.

Sales growth by segment (y-on-y) 109% 120% 99% 100% 80% 60% 60% 40% 11% 20% 7% 0% Consumer goods Crop growing Mushroom growing Dairy ■ O2/20 ■ O3/20

Source: Company reports

Yields good but share of feed vs. food wheat burdened profits

The yields for all crops were at good levels even though the wheat yield was 9% below our forecast (8 out of 10 main crops showed increased yields). The unusually high share of feed (lower quality) vs. food wheat (75% this year vs. 35% last year) resulted in 21% lower wheat selling price per ton this year compared to last year (EUR 208 t/ha this year vs. 262 last year). The company estimated the negative effect on the Gross profit from the lower wheat selling price to EUR 2.6m, which means it was the main reason for the EUR 3.4m lower than expected Gross profit. According to management, measures has been taken to restore the level of food wheat that is usually not below 50% i.e. we regard this as an outlier year in terms of poor wheat quality.



Source: Company

Organic soups drive consumer goods

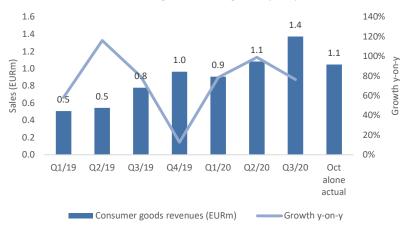
The Q3/20 Consumer goods sales grew 77% y-on-y and 27% sequentially to a record quarterly sales level of EUR 1.4m. Furthermore, the company stated in its Q3/20 presentation that Q4/20 has started strong with October sales alone amounting to EUR 1.1m, which means it is already exceeding Q4 sales last year. One large US client was behind the jump in October sales. For the 9M/20 period, the Consumer goods sales to the US market increased 320% y-on-y to EUR 0.9m, and given the large order in October, the full-year sales in the US could be around EUR 2m. Export markets now make up about two thirds of the segment's sales and we expect this share to increase as most foreign markets are bigger and grow faster than the Lithuanian market.

Consumer goods sales distribution and growth per market

деление деление и политичение деление					
Lithuania	32%	+12%			
USA	27%	+320%			
Sweden	9%	+361%			
Japan	5%	New market			
Latvia	5%	+89%			
UAE	4%	+13%			
Denmark	2%	New market			
Australia	2%	New market			
Estonia	2%	+80%			
Ukraine	1%	New market			
Poland	1%	New market			
Other	10%	112%			

Source: Company Q3 presentation

Consumer goods sales & growth y-on-y



Source: Company reports, Company Q3 2020 presentation

Solid performance attracts banks

Strong cash flows throughout the pandemic and an overall positive trend for the food industry means banks are becoming more friendly towards Auga. During the quarter, the company signed re-financing/new loan agreements with Citadele, Luminor, and Swedbank totalling EUR 38m. We believe the loan agreements has the following positive aspects:

- Freedom to focus on the long-term strategy. Longer maturity periods give freedom to focus on long-term strategies (Long-term loans' maturity period extended from 1-2 years to 5 year, and Short-term loans due to expire at the end of 2020 was extended 1-3 years).
- Less re-financing stress. Larger share of long-term loans for the new loans gives less stress to re-finance frequently. For the new loans, the split between long-term and short-term loans is roughly 50/50 compared to before when the split was 16/84.
- Lower financing cost. The average margin on all bank loans decreased by 0.8 percentage points depicting a shift towards a borrower's market as opposed to a lenders market.
- Less strict covenants. The strict loan covenants regarding investments and possibly also regarding dividends pay-outs has most likely been eased with the newly signed loan agreements.

With the new loan agreements, the repayment schedule is smoother than before with annual repayments ranging from EUR 2-8m until 2025, except for the EUR 20m bond that matures in 2024. We believe Auga's credit risk profile has come down following the new loan agreements. Furthermore, less strict covenants could pave the way for future dividends.



Source: Company Q3 2020 presentation

Q3 report deviations

Deviation by segment

The Q3/20 Crop growing segment sales came in 54% or EUR 5.6m higher than our estimate (EUR 16.0m vs. 10.4m). Excluding the earlier sales of sugar beets, the Crop growing sales would have been EUR 10m i.e. in-line with our estimate. The other segments came in slightly below our estimates in euro terms with deviations of EUR 0.2-0.4m.

The Q3/20 Gross profit was EUR 53% or EUR 3.2m below our estimate. The main reason for the negative deviation were: (1) lower than expected quality of wheat resulting in a negative effect of EUR 2.6m. The share of feed wheat as opposed to food wheat was 75% compared to 35% in 2019. Normally, the share of food wheat is at least above 50% according to the company, and (2) earlier harvest of sugar beets which had a negative effect on yields resulting in a negative Gross profit effect of EUR 1.6m. Adjusted for these unusual events, the Q3/20 Crop growing segment's Gross profit was slightly higher than our forecast. The Q3/20 Gross profit for the Mushroom growing segment was 66% or EUR 0.4m below our estimate as the pandemic continues to pressure the catering sector and the mushroom seedbed sales. The Dairy and the Consumer segment was roughly in-line with forecast in euro terms (although the percentage deviation was around 10%).

	Q3/20	Q3/20	Difference	
Sales by Segment (EURm)	Estimate	Outcome	EURm	%
Crop growing	10.4	16.0	5.6	54.0%
Mushroom growing	8.2	7.7	-0.4	-5.5%
Dairy farming	2.8	2.6	-0.2	-7.4%
End-Consumer packaged goods	1.6	1.4	-0.2	-11.7%
Group sales	22.9	27.7	4.8	20.8%

	Q3/20	Q3/20	Differe	nce
Sales growth	Estimate	Outcome	EURm	Bps
Crop growing	35.5%	108.6%	nm	7312
Mushroom growing	11.3%	5.2%	nm	-607
Dairy farming	15.0%	6.5%	nm	-845
End-Consumer packaged goods	100.0%	76.5%	nm	-2349
Group sales growth	25.8%	52.0%	nm	2621
	Q3/20	Q3/20	Differe	ence
Gross profit by Segment (EURm)	Estimate	Outcome	EURm	%
Crop growing	6.0	2.8	-3.193	-53.2%
Mushroom growing	0.6	0.2	-0.403	-65.5%
Dairy farming	0.0	0.0	-0.022	315.0%
End-Consumer packaged goods	0.1	0.2	0.107	113.9%
Group gross profit	6.7	3.2	-3.512	-52.4%
	Q3/20	Q3/20	Differe	ence
Gross margin by Segment	Estimate	Outcome	EURm	Bps
Crop growing	57.8%	17.6%	na	-4021
Mushroom growing	7.5%	2.7%	na	-478
Dairy farming	-0.3%	-1.1%	na	-87
End-Consumer packaged goods	6.0%	14.5%	na	855
Group gross margin	29.3%	11.5%	na	-1773

Source: Company report, Enlight Research

Group deviation

The Q3/20 Group revenues came in 21% or EUR 4.8m above our forecast while the Gross profit was 51% or EUR 3.4m below our forecast. Excluding the negative effects from lower wheat quality and earlier harvest of sugar beet totalling EUR 4.2m, the Gross profit would have been EUR 0.8m higher than our forecast. The roughly EUR 3m negative deviation at Gross profit line followed through to the Net profit line that was EUR 3.2m below our forecast (EUR 0.9m loss vs. estimated profit of EUR 2.3m).

	Q3/20	Q3/20	Difference	
P&L (EURm)	Estimate	Outcome	EURm	%
Revenues	22.908	27.681	4.8	20.8%
Cost of sales	-20.576	-25.249	-4.7	22.7%
Gain(loss) FV Bio. assets & Agri. Produce	4.374	0.861	-3.5	-80.3%
Gross profit	6.706	3.293	-3.4	-50.9%
Operating expenses	-3.161	-2.671	0.5	-15.5%
Other income	0.126	0.125	0.0	-0.8%
Operating profit	3.670	0.747	-2.9	-79.6%
Finance cost	-1.200	-1.608	-0.4	34.0%
Share of associates	0.000	0.000	0.0	
Pre-tax Profit	2.470	-0.861	-3.3	-134.9%
Income tax	-0.198	0.000	0.2	-100.0%
Non-controlling interest	0.000	-0.028	0.0	
Net profit	2.273	-0.889	-3.2	-139.1%
Depreciation, Amortization, Impairment	4.300	3.663	-0.6	-14.8%
EBITDA	7.970	4.410	-3.6	-44.7%

	Q3/20	Q3/20	Differ	ence
Growth	Estimate	Outcome	EURm	Bps
Sales	25.8%	52.0%	19.8%	2621

	Q3/20	Q3/20	Differ	ence
Margins	Estimate	Outcome	EURm	Bps
EBITDA margin	34.8%	15.9%	nm	-1886
Gross margin	29.3%	11.9%	nm	-1738
Operating margin	16.0%	2.7%	nm	-1332
Pre-tax Profit margin	10.8%	-3.1%	nm	-1389
Net margin	9.9%	-3.2%	nm	-1313

Source: Company report, Enlight Research

Estimate changes

Our sales estimates are basically unchanged in the forecast period 2020-22E. Our Gross profit estimate is lowered by 17% this year, 9% next year, and 7% for 2022. The main reasons for the lower Gross profit estimates are (1) lower assumed yields in the Crop growing segment and (2) lower assumed gross margin for the Dairy segment. This is somewhat offset by higher assumed gross margin for the Consumer goods segment. Our EPS for 2021 and 2022 is lowered by EUR 0.01, mainly due to higher financing costs due to increased lending (needed to implement the long-term strategy) rather than higher margins (margin were actually lowered in the new loan agreements). We do not forecast any dividends in the forecast period (same as before).

Estimate changes

Sales	2020E	2021E	2022E
Old estimate	85.2	99.3	112.8
New estimate	85.6	100.4	113.6
Change	0.4	1.1	0.8
Change (pct)	0%	1%	1%

Gross profit	2020E	2021E	2022E
Old estimate	19.5	24.3	29.3
New estimate	16.2	22.2	27.2
Change	-3.3	-2.1	-2.1
Change (pct)	-17%	-9%	-7%

EBIT	2020E	2021E	2022E
Old estimate	9.3	12.8	16.6
New estimate	6.4	10.6	14.4
Change	-2.9	-2.2	-2.2
Change (pct)	-31%	-17%	-13%

EPS	2020E	2021E	2022E
Old estimate	0.01	0.03	0.04
New estimate	0.00	0.02	0.04
Change	-0.01	-0.01	0.00
Change (pct)	-93%	-19%	0%

Source: Company reports, Enlight Research

Valuation

Peer valuation

Excluding extreme values, Auga is trading at a discount to peers of around 14% based on estimated 2020 EV/EBITDA (Auga multiple is 7.3x vs peer multiple of 8.5x). Applying the 2020 estimated peer Average multiple (excluding extremes) of 8.5x to Auga's estimated EBITDA, indicates a share price of EUR 0.57, equal to an upside of 28%.

Auga	peers

				Мсар							
			Price	(m)	EV	EV/Sales	EV/Sales	EV/Sales	EV/EBITDA	EV/EBITDA	EV/EBITDA
Company	Ticker	Ссу	(last)	(last)	(last)	2019	2020E	2021E	2019	2020E	2021E
FirstFarms A/S	FFARMS	DKK	64.00	484	983	3.0	2.8	2.8	10.2	10.6	10.5
Linas Agro	LNA1L	EUR	0.57	90	207	0.3	0.3	0.3	28.9	9.8	9.0
Kernel	KER	USD	12.72	1,069	2,086	0.5	0.5	0.4	6.0	4.7	5.1
Orior AG	ORON	CHF	74.00	482	643	1.1	1.1	1.0	10.5	12.4	10.5
Fodelia	FODA	EUR	8.79	62	63	3.2	2.7	2.1	24.1	20.2	16.9
Podravka D.D.	PODR	HRK	471	3293	4051	0.9	0.9	0.9	8.0	8.1	7.7
Agroton Public	AGT	EUR	4.50	26	35	0.6	0.6	0.6	15.7	3.2	2.9
ASTARTA Holding NV	AST	EUR	24.70	134	309	0.7	0.8	0.7	4.0	3.7	2.7
Adecoagro	AGRO	USD	6.32	742	1,631	1.8	2.0	1.8	5.3	6.3	5.7
BF Spa	BFG	EUR	3.59	588	547	7.7	7.5	7.3	57.3	52.1	50.8
Bonduelle	BON	EUR	20.40	651	737	0.5	0.5	0.5	6.5	6.2	6.6
Average						1.9	1.8	1.7	16.1	12.5	11.7
Median						0.9	0.9	0.9	10.2	8.1	7.7
Average excluding ext	remes					1.3	1.2	1.1	10.0	8.5	7.8
Auga Group	AUG1L	EUR	0.44	101	170	2.4	2.0	1.7	10.0	7.3	6.2

Source: MarketScreener, Enlight Research (Auga), Prices as of 4 December 2020

DCF valuation

Our Base case DCF Fair value per is EUR 0.68 (0.69), indicating an upside of 52%. Our Bull case Fair value per share is EUR 1.15 (1.17) and should be regarded as the potential value if internal (strategy execution) and external (weather, organic market development, EU support) factors are perfect. Our Bear case Fair value is EUR 0.34 (0.36) and reflects the value if e.g. weather and/or strategy execution is significantly below our expectations.

DCF Valuation Scenarios	Bear	Base	Bull
WACC	7.8%	8.3%	7.8%
Terminal sales growth	2.0%	3.0%	3.0%
Terminal EBIT margin	6.0%	7.0%	8.0%
Fair Value per share	0.34	0.68	1.15

Source: Enlight Research

Risk factors

COVID-19

COVID-19 and similar pandemics pose a risk to the supply chain rather than the demand for food. For example, if employees get sick, the ability to produce needed quantities could be affected. Also, disturbances in the ability to deliver goods across borders could affect the ability to transport goods to clients.

Weather

The risk of adverse meteorological conditions may significantly affect the yield of agricultural products and thereby negatively affect the financial result.

Quality of harvest

In addition to the harvest yield, the quality of the harvest is important as lower quality usually means lower prices. For example, if the share of feed wheat exceeds 50%, then our forecast is most likely too high under our Base and Bull case scenarios.

Demand

A prolonged economic downturn could affect the prices and hence demand for organic food products, which most likely would affect the company's result.

EU subsidies

The Group receives significant income from EU subsidies and if these were to be lowered or taken away, the result of the group would be negatively affected. Given the recently announced EU Fork to Farm Strategy, the subsidy risk has decreased in our view.

Income Statement	2018	2019	2020E	2021E	2022
Net sales	55	71	86	100	11
Total operating costs	-51	-54	-64	-73	-8
EBITDA	4	17	21	27	3
Depreciation	-7	-16	-15	-12	-1
Amortizations (total)	0	0	0	-5	-!
Impairment charges	0	0	0	0	
EBIT	-4	1	6	11	1
Associated companies'	0	0	0	0	(
profit/loss					
Net financial items	-2	-5	-6	-5	-1
Exchange rate differences	0	0	0	0	
Pre-tax profit (PTP)	-6	-4	0	6	
Net earnings	-6	-3	0	6	
Balance Sheet	2018	2019	2020E	2021E	2022
Assets					
Cash and cash equivalent	2	4	4	5	6
Receivables	15	13	16	20	24
Inventories	29	29	34	42	53
Other current assets	14	16	16	16	16
Current assets	60	62	71	83	97
Tangible assets	93	92	86	85	85
Associated companies	0	0	0	0	(
Investments	7	15	9	11	13
Goodwill	0	0	0	0	(
O intangible rights	2	0	0	0	(
O non-current assets	15	15	15	15	15
Total non-current assets	111	144	148	150	153
Deferred tax assets	1	1	1	1	1
Total (assets)	172	207	220	234	251
Liabilities					
Short-term debt	34	37	34	33	30
Non-ib current liabilities	15	13	17	25	34
O current liabilities	5	5	5	5	
Current liabilities	54	55	56	63	69
Long-term debt	14	21	23	22	20
O long-term liabilities	4	5	5	5	
Convertibles	0	0	0	0	(
Total Liabilities	72	81	83	89	94
Deferred tax liabilities	0	0	0	0	(
Provisions	0	0	0	0	(
Shareholders' equity	91	90	90	95	104
Minority interest (BS)	0	0	0	0	(
Minority and equity	92	90	90	96	105
Total (liabilities)	172	207	220	234	253
DCF valuation		Cash flow	•		
WACC (%)	8.28 %	NPV FCF (20			1.22
		NPV FCF (20			5.46
		NPV FCF (20			.5.15
		Non-operat	ing assets	3.:	32
		Interest-bea		-9	3.99
	Fair value e	15	3.16		
Assumptions 2020-2026 (Estas 1		ELID) -	
Average sales growth	8.64 %	Fair value e. per share (EUR)			68
EBIT margin	11.32 %	Share price (EUR)			44

Free Cash Flow	2018	2019	2020E	2021E	2022E
Net sales	55	71	2020L 86	100	114
Total operating costs	-51	-54	-64	-73	-82
Depreciations total	-7	-16	-15	-17	-18
EBIT	-4	1	6	11	14
Taxes on EBIT	0	0	0	0	0
NOPLAT	-4	1	6	11	14
Depreciation (neg.)	7	16	15	17	18
Gross cash flow	4	17	21	27	32
Change in wc Gross capex (neg.)	-27 -19	-2 -13	-5 -9	-4 -11	-4 -13
Free cash flow	-49	2	8	13	15
Capital structure	2018	2019	2020E	2021E	2022E
Equity ratio	53.4%	43.6%	41.1%	40.9%	41.7%
Debt / Equity ratio	61.2%	104.8%	114.5%	109.2%	98.8%
Capital invested	137.4	144.2	142.8	145.6	149.6
Capital turnover rate	0.3	0.3	0.4	0.4	0.5
Profitability	2018	2019	2020E	2021E	2022E
ROE % ROCE%	-6.9% -3.3%	-3.6% 0.6%	0.3% 3.4%	6.0% 5.4%	8.9% 7.1%
ROCE%	-3.5% -3.6%	0.6%	3.4% 4.5%	5.4% 7.4%	7.1% 9.9%
EBITDA %	6.6%	24.1%	24.7%	27.2%	28.3%
EBIT %	-7.1%	1.4%	7.5%	10.6%	12.7%
Net Margin	-10.7%	-4.5%	0.3%	5.5%	7.8%
Valuation	2018	2019	2020E	2021E	2022E
EV	144.9	174.3	199.2	199.7	197.8
P/E	-12.7	-25.9	405.4	18.1	11.2
P/E diluted	-12.7	-25.9	405.4	18.1	11.2
P/Sales	1.7	1.2	1.2	1.0	0.9
EV/Sales	2.6	2.5	2.3	2.0	1.7
EV/EBITDA	40.0	10.2	9.4	7.3	6.2
EV/EBIT	-37.5	172.7	31.0	18.8	13.7
P/BV	1.0	0.9	1.1	1.0	1.0
Per share measures	2018	2019	2020E	2021E	2022E
EPS, unadjusted	-0.03	-0.01	0.00	0.02	0.04
EPS	-0.03	-0.01	0.00	0.02	0.04
CEPS	0.00	0.06	0.07	0.10	0.12
Operating CF/share Capital empl./share	-0.11 0.60	0.07 0.63	0.07 0.63	0.10 0.64	0.12 0.66
BV/share	0.40	0.83	0.63	0.42	0.46
Tangible BV/share	0.40	0.39	0.40	0.42	0.46
Div. per share	0.00	0.00	0.00	0.00	0.00
Payout	0.0%	0.0%	0.0%	0.0%	0.0%
	0.0%	0.0%	0.0%	0.0%	0.0%
Dividend yield	0.076	0.070	0.070		
Shareholders	0.076	0.070	Capital		Votes
Shareholders UAB Baltic Champs Group		0.070			Votes 55.04 %
Shareholders UAB Baltic Champs Group European Bank for Reconst		0.070	Capital	· · ·	
Shareholders UAB Baltic Champs Group European Bank for Reconst and Development UAB ME Investicija		0.070	Capital 55.075		55.04 %
Shareholders UAB Baltic Champs Group European Bank for Reconst and Development		0.070	Capital 55.075 8.716		55.04 % 8.71 %
Shareholders UAB Baltic Champs Group European Bank for Reconst and Development		0.0%	Capital 55.075 8.716		55.04 % 8.71 % 8.37 %
Shareholders UAB Baltic Champs Group European Bank for Reconst and Development UAB ME Investicija Žilvinas Marcinkevi?ius		0.0%	Capital 55.075 8.716 8.375		55.04 % 8.71 %
Shareholders UAB Baltic Champs Group European Bank for Reconst and Development UAB ME Investicija Žilvinas Marcinkevi?ius			Capital 55.075 8.716 8.375 7.004		55.04 % 8.71 % 8.37 %
Shareholders UAB Baltic Champs Group European Bank for Reconst and Development UAB ME Investicija Žilvinas Marcinkevi?ius Key people CEO		Kestutis J	Capital 55.075 8.716 8.375 7.004		55.04 % 8.71 % 8.37 %
Shareholders UAB Baltic Champs Group European Bank for Reconst and Development UAB ME Investicija Žilvinas Marcinkevi?ius		Kestutis J Mindaug:	Capital 55.075 8.716 8.375 7.004		55.04 % 8.71 % 8.37 %

P/E	EPS			
Price per share Earnings per share	Profit before extraordinary items and taxes – income taxes + minority interest Number of shares			
Market cap Sales	DIVIDENT DIVIDENT OF THE DIVID			
P/BV Price per share Shareholders' equity + taxed provisions per share	Gross cash flow from operations Number of shares			
P/CF Price per share Operating cash flow per share	EV/Share Enterprise value Number of shares			
EV (Enterprise value) Market cap + Net debt + Minority interest at market value – share of associated companies at market value	Sales/Share Sales Number of shares			
Net debt Interest-bearing debt – financial assets	EBITDA/Share Earnings before interest, tax, depreciation and amortization Number of shares			
EV/Sales Enterprise value Sales	EBIT/Share Operating profit Number of shares			
Enterprise value Earnings before interest, tax, depreciation and amortization	Pre-tax profit Number of shares			
EV/EBIT Enterprise value Operating profit	Capital employed/Share Total assets – non-interest-bearing debt Number of shares			
Div yield, % Dividend per share Price per share	Total assets Balance sheet total			
Payout ratio, %	Interest coverage (x)			
Total dividends Earnings before extraordinary items and taxes – income taxes + minority interest	Operating profit Financial items			
Net cash/Share	Asset turnover (x)			
Financial assets – interest-bearing debt Number of shares	Turnover Balance sheet total (average)			
ROA, %	Debt/Equity, %			
Operating profit + financial income + extraordinary items Balance sheet total – interest-free short-term debt – long-term advances received and accounts payable (average)	Interest-bearing debt Shareholders' equity + minority interest + taxed provisions			
ROCE, %	Equity ratio, %			
Profit before extraordinary items + interest expenses + other financial costs Balance sheet total – non-interest-bearing debt (average)	Shareholders' equity + minority interest + taxed provisions Total assets – interest-free loans			
ROE, % Profit before extraordinary items – income taxes Shareholders' equity + minority interest + taxed provisions (average)	CAGR, % Cumulative annual growth rate = Average growth rate per year			

Disclaimer

Enlight Research OÜ's main valuation methods are discounted cash flow valuation and peer valuation with common multiples such as Price to Earnings, Enterprise Value to EBITDA, dividend yield etc. Aforementioned methods are used to estimate a company's fair value according to the following three scenarios: Bull (positive), Base (main scenario), and Bear (negative).

This report is commissioned by the company covered in this report which means Enlight Research OÜ receives compensation to write research on the company. The compensation is pre-determined and does not depend on the content in the report. This report is not to be considered investment research under MiFID regulations. Enlight Research OÜ does not issue investment recommendations or advice.

This report is for informational purposes only i.e. it should not be considered as an offer to sell or buy. Investors are encouraged to make their own research and not rely solely on this report when making their investment decisions. The decision to invest or not to invest is fully the responsibility of the investor i.e. Enlight Research OÜ takes no responsibility nor gives any guarantees with regards to investment decisions made by investors. Investing in equities entails risk e.g. the price of an equity decreases. Past performance is not a guarantee for future performance.

This report is based on information and sources that Enlight Research OÜ deemed to be reliable. However, Enlight Research OÜ cannot guarantee the accuracy or completeness of the information. All forward-looking statements and financial forecasts entail uncertainty and are subject to change without notice. Enlight Research OÜ accept no liability for any loss or damage resulting from the use of this report.

The analyst(s) writing this report own shares in the company in this report: Yes

The analyst(s) responsible for this report are not allowed to trade in any financial instruments of the company in this report until one trading day after the analyst report has been published, or if other conflict of interest exist e.g. advisory related.

Investors should assume that Enlight Research OÜ is seeking, or is performing, or have performed advisory services or other revenue generating services for the company in this report. An analyst's compensation is never directly related to advisory projects. An analyst working on advisory projects will be taken over the "Chinese wall" as soon as relevant regulations and/or guidelines require this.

The document may not be copied, reproduced, distributed, or published to physical or legal entities that are citizens of or domiciled in any country where relevant laws and/or regulations prohibit this.

This report may not be copied, reproduced, distributed, or published other than for personal reasons without written permission by Enlight Research OÜ. To apply for permission, send an email to below address:

ResearchTeam@enlightresearch.net

© Copyright 2019 Enlight Research OÜ



Follow on Twitter

@ResearchEnlight

Contact information

 $\underline{ResearchTeam@EnlightResearch.net}$