

Looking for crop segment comeback

Q4/23 profits were below estimates as the drought and lower demand for organic products burdened the Crop segment result. We look for a comeback this year with positive EBITDA and Cash flow. The bond covenants are in breach but we believe re-financing will be possible following our expected 2024 improvement. We reiterate our Fair value.

Crop segment comeback

We estimate a 2024 Crop segment Fair value adjustment and Gross profit of EUR 3.7m (up from neg. 5.7m), and EUR 11.3m (up from neg. 3.2m), respectively. Apart from normal weather, the main driver behind the improvement is a conversion from organic to conventional farming, which should result in higher yields.

Positive EBITDA & Free Cash Flow

Despite our estimated 2024 Net loss of EUR 5.4m, we forecast a positive EBITDA and Free Cash Flow (after investments) of EUR 17.4m, and 13.0m, respectively. If correct, we expect no problems in re-financing the EUR 20m bond due in Dec. this year (most likely with bank loans).

Fair value reiterated

We reiterate our Base case Sum-of-the-parts Fair value of EUR 0.40/shr. but recognize that the share price might be stuck around these levels until an operational improvement and/or the re-financing is done. We still see value in the innovation projects (biomethane tractor, feed technology), although they are not the short-term focus.

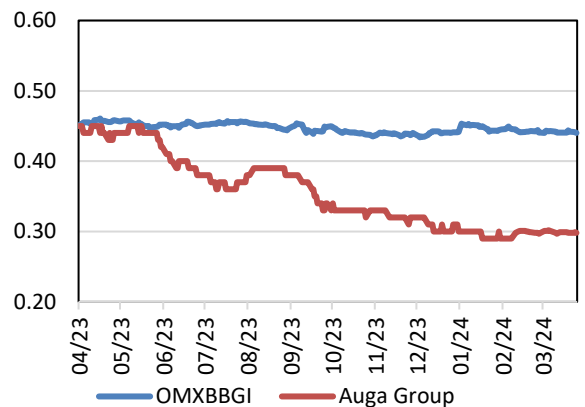
Key figures (MEUR)

	2022	2023	2024E	2025E	2026E
Net sales	80.1	81.4	87.3	91.2	94.8
Net sales growth	11.7%	1.7%	7.3%	4.5%	3.9%
EBITDA	19.6	1.5	17.4	23.0	23.5
EBITDA margin	24.5%	1.8%	19.9%	25.2%	24.8%
EBIT	3.1	-15.0	3.6	8.3	10.3
EBIT margin	3.9%	-18.4%	4.1%	9.1%	10.9%
EV/Sales	2.5	2.4	2.2	2.0	1.9
EV/EBITDA	10.4	131.5	10.9	7.9	7.5
EV/EBIT	65.7	-13.1	52.5	21.9	17.1
P/E adj.	-16.5	-4.0	-12.9	-677.3	32.0
P/BV	1.2	1.2	1.2	1.2	1.2
EPS adj.	-0.02	-0.08	-0.02	0.00	0.01
EPS growth	-65.21%	226.29%	-69.99%	-98.10%	-2217.31%
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%

Source: Company data, Enlight Research estimates

Fair value range (EUR)	
Bull	0.51
Base	0.40
Bear	0.30
Key Data	
Price (EUR)	0.30
Ticker	AUG1L
Country	Lithuania
Listed	Vilnius (Lithuania)
Market Cap (EURm)	69
Net debt (EURm)*	80
Shares (m)	231.7
Free float	45%

*Estimated end of 2024 excl. lease liabilities



Price range	
52-week high	0.45
52-week low	0.29

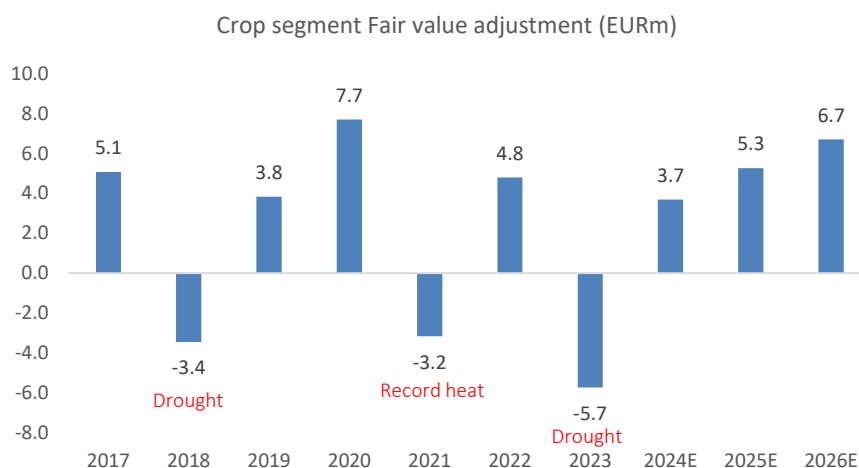
Analyst	
ResearchTeam@enlightresearch.net	

Coverage frequency	
4x per year	

Key takeaways

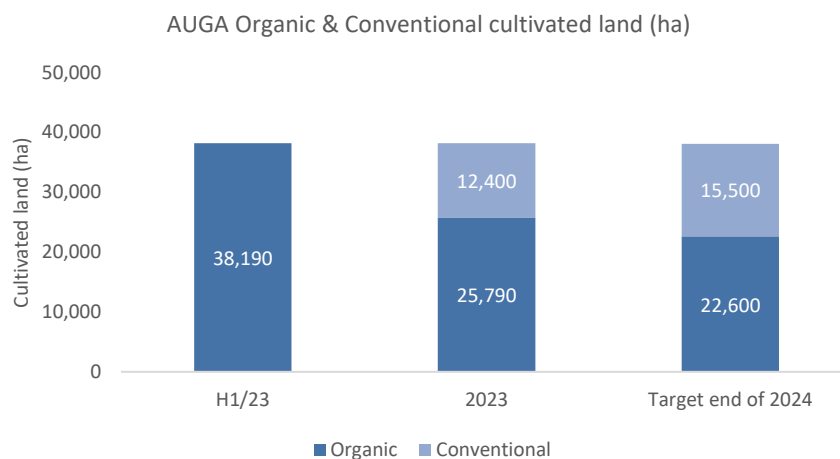
Looking for a crop segment 2024 comeback

The 2023 Crop segment Fair value adjustment was negative EUR 5.7m, down from previous year’s positive EUR 4.8m, and below our estimated positive EUR 1.7m. The main reasons for the lower than expected crop Fair value was the Spring 2023 drought and lower demand for organic crops as consumers opted for lower priced non-organic products. Consequently, the 2023 average price received decreased by 36% y-on-y for wheat to EUR 260/t and by 19% y-on-y for legumes to EUR 467/t. We forecast a positive Crop Fair value adjustment this year of EUR 3.7m, which is a significant turnaround vs. 2023 year’s negative adjustment of EUR 5.7m, but still below 2020 (pos. 7.7m), and 2022 (pos. 4.8m). Apart from normal weather conditions, our expected turnaround for the crop segment is driven by the conversion from organic to conventional farming, which should result in higher yields (we forecast legumes and wheat yields to improve 45-50%). The goal to convert around 40% of its 38.1K ha of cultivated land (50% of arable land) from organic to sustainable conventional farming by the end of this year appears within reach as 12,400 ha of conventional winter crops was sown by the end of 2023 (32% of cultivated land).



Source: Company (historical), Enlight Research (estimates)

*After Fair value gains booked in the previous year



Source: Company

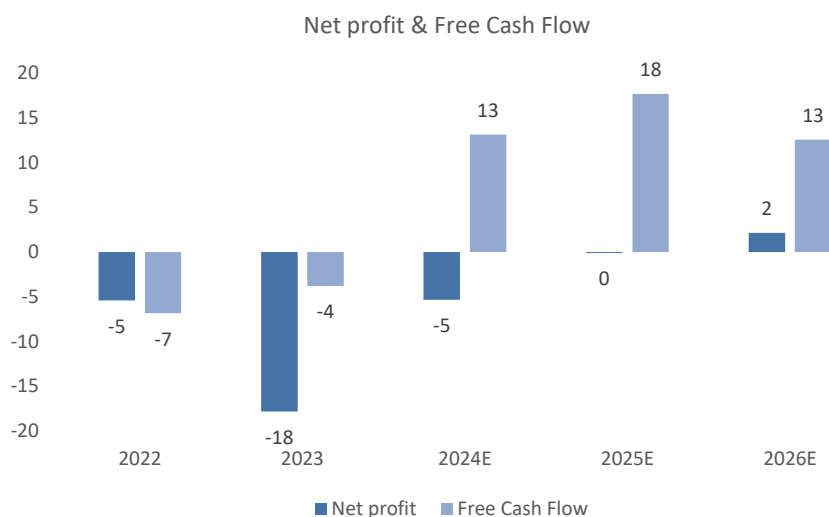
*Cultivated land including forage and fallow land

We forecast positive EBITDA & Free Cash Flow in 2024

During the Q4/23 webinar, the 2024 EBITDA guidance of EUR 23.3m was reiterated. We remain conservative and forecast a 2024 EBITDA of EUR 17.4m, which is a considerable improvement from 2023 year’s EBITDA of EUR 1.5m, and slightly higher than our previous estimate of EUR 16.4m. (due to EUR 1.0m higher EBITDA for the Biomethane operations). Despite our estimated 2024 Net loss of EUR 5.4m, we forecast a positive 2024 Free Cash Flow (after investments) of EUR 13m vs. negative EUR 4m in 2023. The main reasons for the 2024 cash flow improvement are an expected EBIT increase (from negative EUR 15.0m to positive EUR 3.6m), EUR 5.5m positive working capital effect, and limited investments at EUR 5m according to bond covenants (see below bond key takeaway).

2024 Gross profit guidance (EURm)	Post Q4/23			
	Guidance	Enlight Estimate	Diff. (EURm)	Diff (%)
<i>Gross profit</i>				
Crop growing	14.7	11.3	-3.4	-23%
Dairy	2.0	2.0	0.0	-2%
Mushroom growing	2.2	2.2	-0.1	-4%
FMCG	0.5	0.5	0.0	7%
Biomethane	2.0	2.0	0.0	0%
Total Gross profit	21.5	18.0	-3.5	-16%
Depreciation	13.8	13.8	0.1	0%
Operating expenses	-12.0	-14.3	-2.4	20%
EBITDA	23.3	17.4	-5.9	-25%

Source: Company (guidance), Enlight Research (estimates)

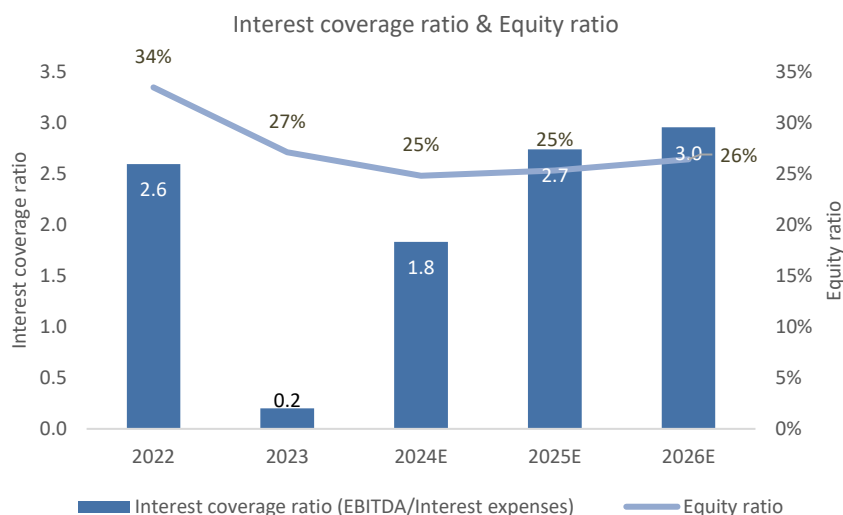


Source: Company (guidance), Enlight Research (estimates)

Bond holders working with the Auga

Auga’s EUR 20m 5-yr 6% bond matures on 17 December 2024. The mid-spread on 2 April, 2024 indicates a yield to maturity of approximately 9.5% i.e., investors seem confident Auga will be able to redeem the bond. Given the current interest rates, we see no reason to redeem the bond ahead of schedule. In our view, the company will try and re-finance the bond sometime in H2/23 when hopefully, the financial situation is stronger, which should result in a lower interest rate vs. today. We believe the bond will be re-financed with bank loans at an interest rate around 7.6%. Worth to note is

that Auga is in breach of the bond covenants to keep an equity ratio of at least 30% and an interest coverage ratio of at least 2x, which means the annual investments are limited to EUR 5m and no dividends can be paid. At the Q4/23 webinar, management stated that no bank has cancelled their credit lines or pre-maturely called back their loans. We believe Auga will re-finance the bond with bank loans in H2/24. We believe the banks will keep the same covenants as the current bondholders i.e., we should not expect investments above EUR 5m and/or dividends until the equity ratio is above 30% and the interest coverage ratio is above 2x. We forecast the interest coverage covenant to be fulfilled in 2025 and the equity ratio covenant to be fulfilled sometime in 2026-27.



Source: Company (historical), Enlight Research (estimates)

Sum-of-the-parts valuation (SOTP)

We make no change to our SOTP valuation. Early stage projects are inherently hard to value. There are no listed companies with similar innovations like AUGA (biomethane tractor, feed technologies, sustainable food). However, there is one private company, Monarch Tractor, that has developed an EV tractor. According to Forbes, Monarch raised USD 116m at a valuation of USD 271m in 2021. In August this year, Forbes included Monarch Tractor in 2023 Forbes' Next Billion-Dollar Startups list, believing the valuation could reach USD 1bn. Monarch is a good example of how fast sales can scale having increased sales to USD 22m in 2022 from USD 5m in 2021. AUGA tractors are currently in field testing and the plan is to market it to farmers sometime next year i.e., the company is 1-2 years behind Monarch. Another peer we have found is Naio Technologies who makes self-driving farming vehicles (robots). According to dealroom.co, Naio is valued at USD 176m, and is estimated to have sales of USD 5.6m, implying a P/Sales multiple of 31x. If both of Auga's main innovation projects succeed (biometric tractor, feed technology), we believe a value of EUR 80m can be motivated (lowered from EUR 90m due to overall lower valuation multiples in financial markets). However, it is too early to price this in fully. Hence, in our Base case scenario, we apply a 30% probability of success resulting in a value of EUR 24m (unchanged). Our Bear case assume no success of the AgTech projects and apply a value of zero i.e., our Bear case motivated value is solely based on our DCF valuation of existing segments of EUR 0.30 per share (unchanged). Our Bull scenario assumes 60% probability of success resulting in a value of EUR 48m (unchanged). To

summarize, our value for existing operations is EUR 0.30 per share. Our Base case adds EUR 0.10 (unchanged) per share to the existing operations value of EUR 0.30 for a total motivated price of EUR 0.40 (unchanged) per share. Our Bull case adds EUR 0.21 (unchanged) per share to the existing operations value of EUR 0.30 for a total motivated price of EUR 0.51 (unchanged) per share.

SOTP valuation

Value per share (EURm)	Bear case	Base case	Bull case
AgTech projects value (EURm)	80	80	80
AgTech projects value, probability success	0%	30%	60%
AgTech projects, expected value (EURm)	0	24	48
Value, existing operations (EURm)	68	68	68
Total motivated value	68	92	116
AgTech projects, expected value per share (EUR)	0.00	0.10	0.21
Value, existing operations per share (EUR)	0.30	0.30	0.30
Total motivated value per share (EUR)	0.30	0.40	0.51
Current share price (EUR)	0.30	0.30	0.30
Implied upside	-2%	33%	67%

Source: Enlight Research estimates, Monarch Tractor press release on Forbes' Next Billion-Dollar Startups list <https://www.monarchtractor.com/news/identified-as-ag-unicorn-by-forbes>

Estimate deviations

Deviation by segment

The Q4/23 Crop growing segment sales came in 25% or EUR 1.9m above estimate. The Q4/23 Mushroom segment sales of EUR 7.9m was 5% or EUR 0.4m above forecast. The Q4/23 Dairy farming segment sales of EUR 3.5m was 12% or EUR 0.5m below our EUR 3.9m forecast. The Q4/23 FMCG segment sales was 42% of EUR 0.5m below forecast as a large part of the operations were divested.

The Q4/23 Crop growing segment Gross profit was 67% or EUR 1.7m below forecast as crop yields and prices decreased more than expected. The Q4/23 Mushroom segment Gross profit was 184% or EUR 0.4m above forecast as energy prices declined. The Dairy segment Q4/23 Gross profit was 54% or EUR 0.2m below forecast, while the Q4/23 FMCG Gross profit was 34% or EUR 0.1m below forecast.

Sales by Segment (EURm)	Q4/23	Q4/23	Difference	
	Estimate	Outcome	EURm	%
Crop growing	7.6	9.5	1.9	24.6%
Mushroom growing	7.5	7.9	0.4	5.2%
Dairy farming	3.9	3.5	-0.5	-11.5%
FMCG	1.1	0.7	-0.5	-42.3%
Group sales	20.2	21.5	1.3	6.6%

Sales growth	Q4/23	Q4/23	Difference	
	Estimate	Outcome	EURm	Bps
Crop growing	-14.2%	6.9%	nm	2109
Mushroom growing	11.3%	17.1%	nm	578
Dairy farming	-5.6%	-16.4%	nm	-1081
FMCG	-56.6%	-74.9%	nm	-1839
Group sales growth	-9.9%	-4.0%	nm	592

Gross profit by Segment (EURm)	Q4/23	Q4/23	Difference	
	Estimate	Outcome	EURm	%
Crop growing	2.5	0.8	-1.7	-67.0%
Mushroom growing	0.2	0.6	0.4	183.8%
Dairy farming	0.4	0.2	-0.2	-53.5%
FMCG	0.2	0.1	-0.1	-33.5%
Group gross profit	3.3	1.7	-1.6	-47.4%

Gross margin by Segment	Q4/23	Q4/23	Difference	
	Estimate	Outcome	EURm	Bps
Crop growing	32.6%	8.6%	na	-2398
Mushroom growing	2.8%	7.6%	na	481
Dairy farming	11.4%	6.0%	na	-539
FMCG	15.3%	17.7%	na	235
Group gross margin	16.4%	8.1%	na	-832

Source: Company reports (outcome), Enlight Research (estimate)

Group deviation

The Q4/23 Group revenues was 6.6% or EUR 1.3m above our estimate, due to the Crop growing and the Mushroom growing segments. The Q4/23 Group Gross profit of EUR 1.3m was 62% or EUR 2.1m below forecast, mainly due to the Crop growing segment. The Q4/23 Operating loss of EUR 2.9m was below our break-even forecast, while the Q4/23 Net loss of EUR 5.3m was below our forecast Net loss of EUR 1.9m. The Q4/23 EBITDA of EUR 2.7m was 15% or EUR 0.5m below our estimate of EUR 3.2m.

P&L (EURm)	Q4/23	Q4/23	Difference	
	Estimate	Outcome	EURm	%
Revenues	20.2	21.5	1.3	6.6%
Cost of sales	-18.4	-19.9	-1.5	8.3%
Gain(loss) FV Bio. assets & Agri. Produce	1.5	-0.4	-1.9	-123.3%
Gross profit	3.3	1.3	-2.1	-62.0%
Operating expenses	-3.4	-3.9	-0.5	13.6%
Other income	0.1	-0.3	-0.4	-427.7%
Operating profit	0.0	-2.9	-2.9	#####
Finance cost	-2.0	-2.9	-0.9	47.0%
Share of associates	0.0	0.0	0.0	
Pre-tax Profit	-2.0	-5.8	-3.8	189.6%
Income tax	0.1	0.0	-0.1	-100.0%
Minority interest	0.0	0.1	0.1	
Net profit	-1.9	-5.3	-3.4	176.6%
Depreciation, Amortization, Impairment	3.2	5.6	2.4	75.4%
EBITDA	3.2	2.7	-0.5	-14.8%

Growth	Q4/23	Q4/23	Difference	
	Estimate	Outcome	EURm	Bps
Sales	-9.9%	-4.0%	na	592

Margins	Q4/23	Q4/23	Difference	
	Estimate	Outcome	EURm	Bps
EBITDA margin	15.7%	12.6%	nm	-316
Gross margin	16.4%	5.8%	nm	-1055
Operating margin	0.0%	-13.4%	nm	-1334
Pre-tax Profit margin	-10.0%	-27.1%	nm	-1710
Net margin	-9.5%	-24.6%	nm	-1510

Source: Company reports (outcome), Enlight Research (estimate)

Estimate changes

We raise our 2024, and 2025 Sales estimates by around 2% mainly due to the new Biomethane revenue stream. The 2024 Gross profit is raised by 9.7% to EUR 18m vs. the guidance of EUR 23m, while the 2025 Gross profit is raised 7.5% to EUR 22m. Our 2024 estimated EBIT is raised by EUR 0.8m to EUR 3.6m, while our 2025 EBIT is raised by EUR 1.9m to EUR 8.3m. We reiterate our zero dividend forecast for the years 2024-26.

Group estimate changes

Sales (EURm)	2024E	2025E	2026E
Old estimate	85.3	89.3	na
New estimate	87.3	91.2	94.8
Change	2.1	1.9	na
Change (pct)	2.4%	2.2%	na

Gross profit (EURm)	2024E	2025E	2026E
Old estimate	16.4	20.6	na
New estimate	18.0	22.2	24.0
Change	1.6	1.5	na
Change (pct)	9.7%	7.5%	na

EBIT (EURm)	2024E	2025E	2026E
Old estimate	2.8	6.4	na
New estimate	3.6	8.3	10.3
Change	0.8	1.9	na
Change (pct)	29.2%	29.2%	na

EPS (EUR)	2024E	2025E	2026E
Old estimate	-0.013	0.006	na
New estimate	-0.023	0.000	0.009
Change	-0.010	-0.007	na
Change (pct)	nm	-107.0%	na

Dividend (EUR)	2024E	2025E	2026E
Old estimate	0.00	0.00	na
New estimate	0.00	0.00	0.00
Change	0.00	0.00	na
Change (pct)	na	na	na

Source: Enlight Research

Risk factors

Below is a list of risk factors that we believe are important to highlight given the current environment. It should not be regarded as a complete list of risk factors. Additional risk factors can be found in the listing prospectus and annual reports.

Transformation into a sustainable food AgTech company

AUGA is in the early stages of its transformation into a sustainable food AgTech company. There is no guarantee that this transformation will succeed.

Transformation organic land to conventional land

AUGA is in the early stages of transforming part of its land to conventional from organic. There is no guarantee that this will succeed. Although in our view, it should be easier to transform from organic to conventional than the other way around.

Interest rates

Significantly higher interest rates will increase the company's interest expenses, which could affect our forecast negatively.

Re-financing

The company's EUR 20m Green bond (6% fixed coupon) will mature on 17 December 2024, which means it should be re-financed sometime this year.

Energy prices

High energy prices could significantly affect the production costs of the mushroom segment resulting in a lower than expected gross profit.

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 optimistic under our Base and Bull case scenarios.

Economic downturn

A prolonged and/or severe economic downturn could affect the 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.

Livestock

The risk of a severe animal disease is not factored into our estimates. If one of Auga's dairy farms is hit by a severe animal disease, our dairy segment estimates will most likely have to be adjusted downwards.

Income Statement	2022	2023	2024E	2025E	2026E
Net sales	80.1	81.4	87.3	91.2	94.8
Total operating costs	-60.5	-79.9	-69.9	-68.2	-71.3
EBITDA	19.6	1.5	17.4	23.0	23.5
Depreciation & Amort.	-16.5	-16.5	-13.8	-14.7	-13.2
One-off EBIT items	0.0	0.0	0.0	0.0	0.0
EBIT	3.1	-15.0	3.6	8.3	10.3
Financial net	-7.5	-10.3	-9.5	-8.4	-7.9
Pre-tax profit	-4.4	-25.3	-5.9	-0.1	2.4
Taxes	-0.9	0.0	0.5	0.0	-0.2
Minority interest	-0.1	0.1	0.0	0.0	0.0
Other items	0.0	7.3	0.0	0.0	0.0
Net profit	-5.4	-17.8	-5.4	-0.1	2.2
Balance Sheet	2022	2023	2024E	2025E	2026E
Cash and cash equivalent	3	3	4	4	4
Receivables	8	11	11	12	12
Inventories	35	29	31	30	30
Other current assets	24	28	28	28	28
Current assets	70	71	74	74	75
Tangible assets	94	93	84	77	74
Goodwill & intangible assets	8	5	9	10	10
Lease & Investment properties	48	50	51	52	53
Investments	0	0	0	0	0
Associated companies	0	0	0	0	0
Other non-current assets	11	11	11	11	11
Total fixed assets	161	159	156	150	148
Total Assets	231	230	230	224	223
Non-interest bearing current liabilities	25	28	28	27	28
Short-term debt	40	72	20	17	16
Other current liabilities	5	6	14	18	18
Total current liabilities	71	106	62	63	62
Long-term debt	37	13	54	46	43
Convertibles & Lease liab.	40	42	51	52	53
Deferred tax liabilities	2	2	2	2	2
Provisions	0	0	0	0	0
Other long-term liabilities	4	5	5	5	5
Total long-term liab.	83	62	111	105	102
Total Liabilities	154	167	173	168	164
Minority interest (BS)	0	0	0	0	0
Shareholders' equity	77	62	57	57	59
Total liabilities and equity	231	230	230	224	223
DCF valuation	Cash flow, mEUR				
WACC (%)	7.49 %	NPV FCF (2023-2025)		38	
Assumptions 2023-2029 (%)		NPV FCF (2026-2032)		51	
Sales CAGR	4.19 %	NPV FCF (2033-)		103	
Avg. EBIT margin	9.73 %	Non-operating assets		3	
Fair value per share (EUR)	0.30	Interest-bearing debt		-127	
Share price (EUR)	0.30	Fair value estimate		68	

Free Cash Flow	2022	2023	2024E	2025E	2026E
Operating profit	3.1	-15.0	3.6	8.3	10.3
Depreciation & Amort.	16.5	16.5	13.8	14.7	13.2
Working capital chg.	-7.4	2.3	5.5	3.4	0.4
Other Operating CF items	0.1	0.0	-0.3	-0.4	-1.0
Operating Cash Flow	12.3	3.8	22.6	26.0	22.8
Net investments	-20.5	-12.5	-9.5	-8.3	-10.3
Other items	3.5	4.9	0.0	0.0	0.0
Free Cash Flow	-4.7	-3.8	13.1	17.7	12.6
Capital structure	2022	2023	2024E	2025E	2026E
Equity ratio	33.5%	27.1%	24.8%	25.4%	26.5%
Debt / Equity ratio	151.8%	204.9%	218.8%	204.2%	189.4%
Gearing %	146.6%	198.4%	211.2%	196.7%	182.0%
Net debt/EBITDA	5.8	83.0	6.9	4.9	4.6
Profitability	2022	2023	2024E	2025E	2026E
ROE	-7.0%	-25.6%	-9.0%	-0.2%	3.7%
FCF yield	-7.7%	-1.9%	19.0%	25.6%	18.2%
EBITDA margin	24.5%	1.8%	19.9%	25.2%	24.8%
EBIT margin	3.9%	-18.4%	4.1%	9.1%	10.9%
PTP margin	-5.5%	-31.0%	-6.7%	-0.1%	2.5%
Net margin	-6.8%	-21.9%	-6.1%	-0.1%	2.3%
Valuation	2022	2023	2024E	2025E	2026E
P/E	-16.5	-4.0	-12.9	-677.3	32.0
P/E, adjusted	-16.5	-4.0	-12.9	-677.3	32.0
P/Sales	1.1	0.9	0.8	0.8	0.7
EV/Sales	2.5	2.4	2.2	2.0	1.9
EV/EBITDA	10.4	131.5	10.9	7.9	7.5
EV/EBIT	65.7	-13.1	52.5	21.9	17.1
P/BV	1.2	1.2	1.2	1.2	1.2
P/BV tangible	1.3	1.3	1.5	1.5	1.4
Per share ratios	2022	2023	2024E	2025E	2026E
EPS	-0.02	-0.08	-0.02	0.00	0.01
EPS, adjusted	-0.02	-0.08	-0.02	0.00	0.01
Operating CF/share	0.05	0.02	0.10	0.11	0.10
Free Cash Flow/share	-0.03	-0.01	0.06	0.08	0.05
BV/share	0.34	0.27	0.24	0.24	0.25
Tangible BV/share	0.34	0.27	0.24	0.24	0.25
Div. per share	0.00	0.00	0.00	0.00	0.00
Div. payout ratio	0.0%	0.0%	0.0%	0.0%	0.0%
Dividend yield	0.0%	0.0%	0.0%	0.0%	0.0%
Shareholders	Capital		Votes		
UAB Baltic Champs Group	37.753		54.67 %		
EBRD	5.904		8.55 %		
Zilvinas Marcinkevicius	4.744		6.87 %		

Key people

CEO	Elina Chodzkaite-Barauskiene
CFO	Kristupas Baranauskas
IR	Kristupas Baranauskas
Chairman	Kestutis Juscius

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

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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).

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