

AutoStore Holdings Ltd.

Grab it when it's rough

- Sales -8% vs cons, adj. EBITDA -7%: Est. down 10-20%
- Competitors also being squeezed; customers remain hesitant
- When recovery hits, AutoStore is ready. BUY

Q2: GM the only positive

Q2 was weak with sales -8% vs cons (company collected) and down 12% y-o-y. Orders were USD 141m, 16% below cons and down 23% q-o-q. The soft report was surprising given comments at the Q1 presentation ("start of Q2 has been promising"), so the market has clearly become more challenging. AutoStore highlights that customers are still hesitant to place orders. On sales, management highlights that no orders have been cancelled, but that it is more challenging to convert the backlog into revenues due to the uncertain economic environment (31% backlog conversion vs 33% on average in '22-'23), but AutoStore does expect sequential revenue improvement in H2 with a more notable effect in Q4. Also, the GM was positive at 73.3%, +3.0pp vs cons (price optimisation + improved procurement processes) and AutoStore expects the GM to stay above 70%.

Estimates more achievable now

We have taken a much more cautious view; reducing sales by 11-17% in '24e and '25e and adj. EBITDA down 10-20%. We now have '24e sales of USD 612m (down 5% y-o-y) and with H1'24 sales of 292m, AutoStore needs to deliver USD 319m in H2 (or USD 160m/ quarter, same as the last 5 quarters on average), which is achievable given comments of revenue improvement in H2. For '25e we have sales up 15% y-o-y.

BUY: Still beating peers

Peers have also highlighted a challenging market; H1'24 orders for peers 0% y-o-y vs AutoStore +8% y-o-y (p.10), i.e. to us, AutoStore is not losing market share. This should result in a rebound when the market finally improves as we still argue that warehouse automation is a strong global megatrend and AutoStore, with its proven technology and strong value proposition will benefit. The adj P/E in '23 / '24e is 20.0x, and 17.1x for '25e. BUY, TP of NOK 18 (23).

Analyst(s): petter.nystrom@abgsc.no, +47 22 01 61 35
ali.shemmari@abgsc.no, +47 40 22 48 74

USDm	2022	2023	2024e	2025e	2026e
Sales	584	646	611	703	795
EBITDA	225	48	287	327	373
EBITDA margin (%)	38.5	7.5	46.9	46.5	47.0
EBIT adj.	180	246	216	276	317
EBIT adj. margin (%)	30.8	38.1	35.4	39.2	39.8
Pretax profit	127	-46	178	248	297
EPS	0.03	-0.01	0.04	0.06	0.07
EPS adj.	0.05	0.06	0.05	0.06	0.07
Sales growth (%)	78.1	10.6	-5.3	15.0	13.1
EPS growth (%)	-233.1	-134.3	-509.5	39.2	19.6

Source: ABG Sundal Collier, Company Data

Reason: Post-results comment

BUY ● HOLD ○ SELL ○

Capital Goods

Estimate changes (%)

	2024e	2025e	2026e
Sales	-11.6	-17.1	-21.4
EBIT	-18.7	-23.7	-29.4
EPS	-21.4	-26.3	-31.8

Source: ABG Sundal Collier

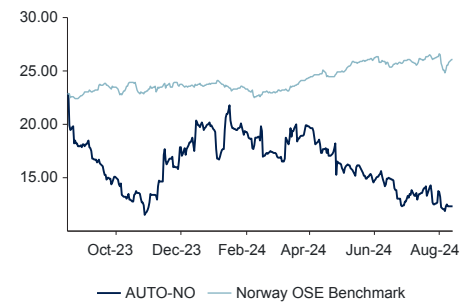
AUTO-NO/AUTO NO

Share price (NOK)	14/8/2024	11.10
Target price	(23.0)	18.0

MCap (NOKm)	43,577
MCap (EURm)	3,692
No. of shares (m)	3,428.5
Free float (%)	96.9
Av. daily volume (k)	889

Next event Q3 Report 7 November 2024

Performance



	2024e	2025e	2026e
P/E (x)	25.4	18.2	15.2
P/E adj. (x)	20.8	17.1	14.2
P/BVPS (x)	2.59	2.27	2.15
EV/EBITDA (x)	13.0	10.9	9.4
EV/EBIT adj. (x)	17.3	13.0	11.1
EV/sales (x)	6.10	5.08	4.41
ROE adj. (%)	13.3	14.7	15.8
Dividend yield (%)	0.0	0.0	4.9
FCF yield (%)	0.8	4.6	6.3
Le. adj. FCF yld. (%)	0.6	4.4	6.1
Net IB debt/EBITDA (x)	0.7	0.1	-0.1
Le. adj. ND/EBITDA (x)	0.5	-0.1	-0.3

Company description

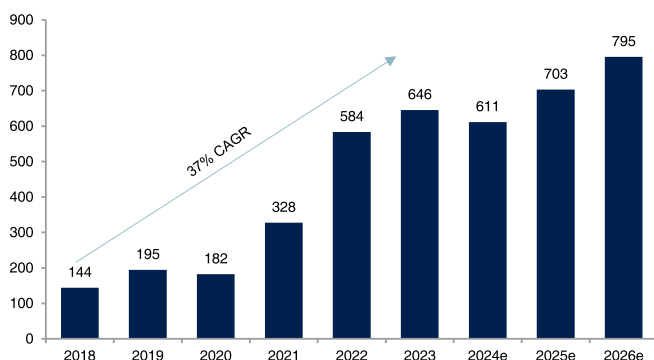
AutoStore is a leading global provider of warehouse automation technology. It has 1,350 systems installed (Q3'23) and operates in 52 countries. With a strong R&D focus, AutoStore has developed and improved its cubic storage system over 30 years. The key value proposition of its technology is to reduce warehouse labour costs by over 70% and floor space up to 75% vs. manual alternatives, resulting in high customer ROI. In addition, it enables materially shorter delivery times – a key success factor for most companies today.

[Sustainability Information](#)

Risks

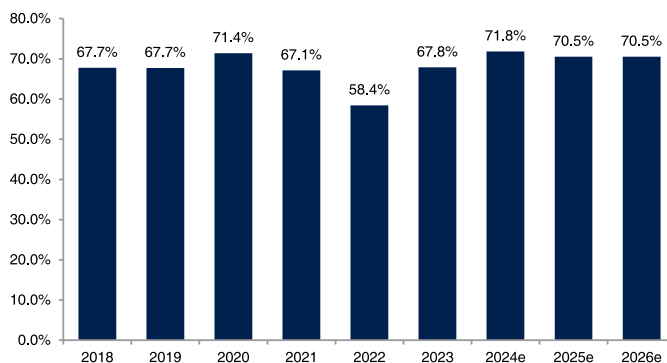
Although the cubic storage market is currently seeing rapid growth, it is uncertain whether that will continue. Technological advances that improve competing technologies could hurt demand for AutoStore's system. Moreover, AutoStore is sold by third-party system integrators, and loss of distribution agreements could negatively impact the company. General risks from macro factors such as global economic growth, interest rates and FX are also risks for AutoStore.

Revenues (USDm)



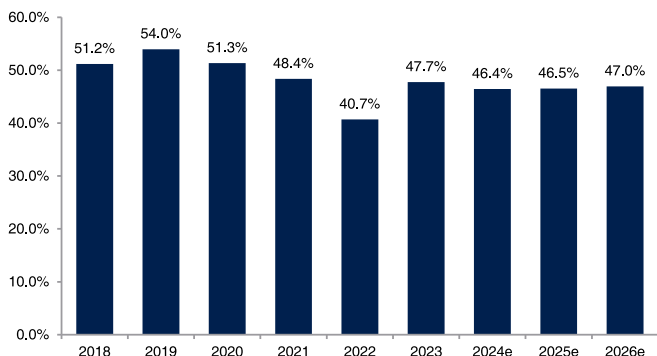
Source: ABG Sundal Collier, company data

Gross Margin



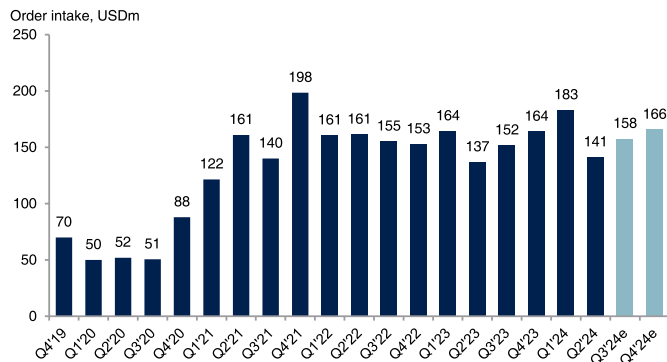
Source: ABG Sundal Collier, company data

Adj. EBITDA margin (%)



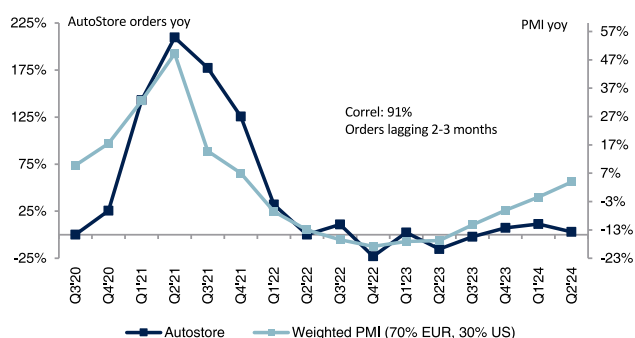
Source: ABG Sundal Collier, company data

Order intake (USDm)



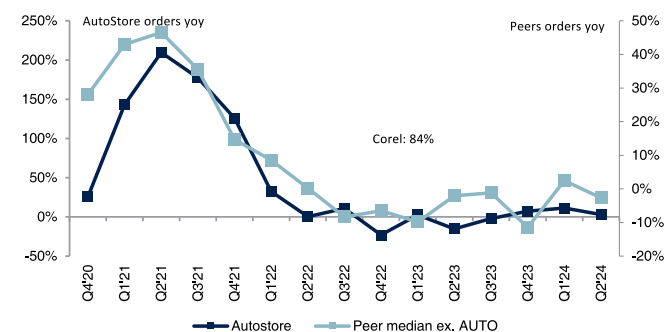
Source: ABG Sundal Collier, company data

AUTO's order intake vs US and Eurozone PMIs



Source: ABG Sundal Collier, Autostore, Bloomberg estimates

AutoStores order intake vs peers' order intake



Source: ABG Sundal Collier, Honeywell, Kion, Troax, Cognex, Jungheinrich

Footnote: Only two peers have reported so far

Q2 expectations vs actual

Expectations

P&L, USDm	Q3'22	Q4'22	Q1'23	Q2'23	Q3'23	Q4'23	Q1'24	Q2'24	ABGSC		Cons.		vs. Cons.	
									Q2'24e	Q2'24e	Q2'24e	Q2'24e	%	Δ
Revenues	147	148	149	175	145	176	138	154.2	167	168	-8%	-13.8		
Gross profit	80	90	100	118	99	121	101	113.0	115	118	-4%	-5.0		
Clean opex	-25	-31	-32	-31	-30	-36	-37	-38	-37	-37	2%	-0.9		
Adj. EBITDA	55	59	68	87	69	84	63	75.1	77	81	-7%	-5.9		
Non-rec. costs	-5	-14	-9	-256	10	-5	0	5	-1	-1	-570%	5.7		
EBITDA	50	46	60	-169	78	79	63	79.8	77	80	0%	-0.2		
D&A	-14	-14	-15	-15	-16	-16	-17	-17.2	-17	-18	-4%	0.8		
EBIT	36	31	45	-184	62	63	46	62.6	60	62	1%	0.6		
Net finance	-18	2	-19	-10	9	-13	-20	-5.3	-8	n.a.	n.a.	n.a.		
Taxes	-4	-7	-6	45	-16	-11	-6	-12.4	-11	n.a.	n.a.	n.a.		
Net profit	14	26	20	-148	55	39	21	44.7	40	41	9%	3.7		
Revenue growth, %	95.2%	58.2%	92.0%	5.9%	-1.8%	19.5%	-7.4%	-12.0%	-4.6%	-4.2%	-7.9%	-		
Gross margin, %	54.3%	60.8%	67.1%	67.5%	68.2%	68.5%	72.8%	73.3%	68.7%	70.2%	3.0%	-		
Clean opex/sales, %	-17.1%	-20.8%	-21.2%	-17.9%	-20.8%	-20.6%	-27.0%	-24.6%	-22.2%	-22.0%	-2.6%	-		
Adj. EBITDA margin, %	37.2%	40.0%	45.8%	49.7%	47.4%	47.8%	45.8%	48.7%	46.2%	48.2%	0.5%	-		

Key metrics	Q3'22	Q4'22	Q1'23	Q2'23	Q3'23	Q4'23	Q1'24	Q2'24	ABGSC		Cons.		Cons.	
									Q2'24e	Q2'24e	Q2'24e	Q2'24e	%	Δ
Order intake	155	153	164	137	152	164	183	141.0	180.5	169	-16.6%	-28		
% q-o-q	-4%	-2%	8%	-17%	11%	8%	12%	-23.0%	-1%	-8%	-	-		
% y-o-y	11%	-23%	2%	-15%	-2%	7%	11%	3.1%	32%	24%	-	-		
Book-to-bill, x	1.1x	1.0x	1.1x	0.8x	1.0x	0.9x	1.3x	0.9x	1.1x	1.0x	-0.1	-0.1		
Order backlog	470	476	489	452	464	451	492	478.8	505	499	-4%	-21		
% q-o-q	-2%	1%	3%	-8%	3%	-3%	9%	-3%	3%	2%	-	-		
% y-o-y	37%	4%	0%	-5%	-1%	-5%	1%	6%	12%	10%	-	-		
Backlog conversion %	31%	31%	31%	36%	32%	38%	31%	31%	34%	34%	-3%	-		

Source: ABG Sundal Collier, company data, consensus (company/Visible Alpha/FactSet)

ABGSC vs Cons

	ABGSC			Consensus			ABG vs cons		
	2024	2025	2026	2024	2025	2026	2024	2025	2026
Sales	611	703	795	670	783	910	-9%	-10%	-13%
Gross profit	439	496	561	466	530	615	-6%	-6%	-9%
Costs	-155	-169	-187	-153	-168	-181	2%	0%	4%
Adj. EBITDA	284	327	373	313	362	429	-9%	-10%	-13%
EBIT	220	276	317	270	323	377	-19%	-15%	-16%
EPS	0.05	0.06	0.07	0.06	NA	NA	-13%	NA	NA
Orders	647	736	861	722	844	960	-10%	-13%	-10%
Sales growth	-5.3%	15.0%	13.1%	3.7%	25.3%	16.1%	-9.0pp	-10.3pp	-3.0pp
Order growth	5.0%	13.8%	16.9%						
GM	71.8%	70.5%	70.5%	69.5%	67.7%	67.6%	2.3pp	2.8pp	2.9pp
EBITDA margin	46.4%	46.5%	47.0%	46.7%	46.2%	47.2%	-0.3pp	0.3pp	-0.2pp

Source: ABGSC, FactSet, Bloomberg, Visible Alpha

Estimate changes

ABGSC estimate changes

P&L USDm	Old 2023	New 2023	%	Δ	Old 2024e	New 2024e	%	Δ	Old 2025e	New 2025e	%	Δ
Revenues	646	646	0%	0	690	611	-11%	-79	849	703	-17%	-145
COGS	-208	-208	0%	0	-210	-172	-18%	37	-263	-207	-21%	55
Gross profit	438	438	0%	0	481	439	-9%	-41	586	496	-15%	-90
Clean opex	-130	-130	0%	0	-155	-155	0%	0	-175	-169	-4%	6
Adj. EBITDA	308	308	0%	0	326	284	-13%	-42	411	327	-20%	-84
Non-rec. costs	-260	-260	0%	0	-2	4	-319%	5	0	0	N.a.	0
EBITDA	48	48	0%	0	324	287	-11%	-37	411	327	-20%	-84
Depreciation	-11	-11	0%	0	-12	-13	6%	-1	-13	-13	0%	0
EBITA	38	38	0%	0	311	274	-12%	-37	398	314	-21%	-84
Adj. EBITA	298	298	0%	0	313	271	-14%	-42	398	314	-21%	-84
Amortization	-51	-51	0%	0	-43	-55	28%	-12	-33	-38	15%	-5
EBIT	-14	-14	0%	0	269	220	-18%	-49	365	276	-24%	-89
Net financials	-33	-33	0%	0	-43	-41	-4%	2	-25	-27	12%	-3
Pre tax profit	-46	-46	0%	0	226	178	-21%	-47	340	248	-27%	-92
Taxes	12	12	0%	0	-50	-39	-21%	10	-75	-55	-27%	20
Net profit	-34	-34	0%	0	176	139	-21%	-37	265	194	-27%	-71
Adj. net profit	191	191	0%	0	204	170	-17%	-34	274	207	-24%	-67
EPS, diluted	-0.010	-0.010	0%	0.00	0.051	0.041	-21%	-0.01	0.077	0.057	-27%	-0.02
Adj. EPS, diluted	0.056	0.056	0%	0.00	0.059	0.050	-17%	-0.01	0.080	0.060	-24%	-0.02
FCF (after leases)	71	71	0%	0	47	22	-53%	-25	200	156	-22%	-44
FCFPS (after leases)	0.02	0.02	0%	0.00	0.01	0.01	-53%	-0.01	0.06	0.05	-22%	-0.01
Gross margin %	67.8%	67.8%	0.0%	-	69.6%	71.8%	2.2%	-	69.0%	70.5%	1.5%	-
Clean opex/sales %	-20.1%	-20.1%	0.0%	-	-22.4%	-25.4%	-2.9%	-	-20.6%	-24.0%	-3.4%	-
Adj EBITDA margin %	47.7%	47.7%	0.0%	-	47.2%	46.4%	-0.7%	-	48.4%	46.5%	-1.9%	-

Source: ABG Sundal Collier

AutoStore quarterly estimates (USDm)

P&L, USDm	Q3'22	Q4'22	Q1'23	Q2'23	Q3'23	Q4'23	Q1'24	Q2'24	Q3'24e	Q4'24e
Revenues	147	148	149	175	145	176	138	153	152	167
COGS	-67	-58	-49	-57	-46	-56	-38	-41	-45	-48
Gross profit	80	90	100	118	99	121	101	113	107	119
Clean opex	-25	-31	-32	-31	-30	-36	-37	-37	-38	-42
Adj. EBITDA	55	59	68	87	69	84	63	75	69	77
Non-rec. costs	-5	-14	-9	-256	10	-5	0	5	-1	-1
EBITDA	50	46	60	-169	78	79	63	80	68	76
Depreciation	-2	-2	-2	-3	-3	-3	-3	-4	-3	-3
EBITA	48	44	58	-171	75	76	60	76	65	73
Adj. EBITA	53	57	66	84	66	81	60	72	66	74
Amortisation	-12	-13	-13	-12	-14	-13	-14	-14	-14	-14
EBIT	36	31	45	-184	62	63	46	63	52	59
Adj. EBIT	52	55	64	82	62	78	56	68	62	69
Net financials	-18	2	-19	-10	9	-13	-20	-5	-8	-8
PTP	18	34	26	-193	71	51	26	57	44	51
Taxes	-4	-7	-6	45	-16	-11	-6	-13	-10	-11
Net profit	14	26	20	-148	55	39	21	45	34	40
Adj. Net profit*	37	40	42	56	42	51	37	45	41	47
EPS, diluted	0.00	0.01	0.01	-0.04	0.02	0.01	0.01	0.01	0.01	0.01
Adj. EPS, diluted*	0.01	0.01	0.01	0.02	0.01	0.01	0.01	0.01	0.01	0.01
DPS	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Growth	Q3'22	Q4'22	Q1'23	Q2'23	Q3'23	Q4'23	Q1'24	Q2'24	Q3'24e	Q4'24e
Revenue growth	74%	58%	21%	6%	-2%	20%	-7%	-12%	5%	-5%
Clean opex	90%	50%	37%	30%	19%	19%	18%	18%	27%	15%
Adj. EBITDA	n.a.	n.a.	26%	25%	25%	43%	-7%	-14%	0%	-9%
Adj. Net profit*	n.a.	n.a.	n.a.	58%	-15%	37%	-7%	8%	-27%	10%
Margins	Q3'22	Q4'22	Q1'23	Q2'23	Q3'23	Q4'23	Q1'24	Q2'24	Q3'24e	Q4'24e
Gross profit	54.3%	60.8%	67.1%	67.5%	68.2%	68.5%	72.8%	73.3%	70.2%	71.1%
chg. y-o-y	-11.3pp	-5.3pp	4.2pp	11.0pp	13.9pp	7.6pp	5.7pp	5.7pp	2.0pp	2.7pp
Clean opex % of sales	17.1%	20.8%	21.2%	17.9%	20.8%	20.6%	27.0%	24.0%	25.1%	25.1%
chg. y-o-y	-1.4pp	1.2pp	-2.4pp	-3.3pp	-3.7pp	0.2pp	-5.8pp	-6.1pp	-4.3pp	-4.5pp
Adj. EBITDA	37.2%	40.0%	45.8%	49.7%	47.4%	47.8%	45.8%	48.8%	45.2%	46.0%
chg. y-o-y	-12.7pp	-4.1pp	1.7pp	7.7pp	10.2pp	7.8pp	0.0pp	-0.9pp	-2.2pp	-1.8pp
Other key metrics	Q3'22	Q4'22	Q1'23	Q2'23	Q3'23	Q4'23	Q1'24	Q2'24	Q3'24e	Q4'24e
Order backlog	470	476	489	452	464	451	492	479	484	483
% growth y-o-y	37%	4%	0%	-5%	-1%	-5%	1%	6%	4%	7%
Order intake	155	153	164	137	152	164	183	141	158	166
% growth y-o-y	11%	-23%	2%	-15%	-2%	7%	11%	3%	4%	1%
NIBD excl. IFRS 16	252	248	225	168	164	179	148	156	150	133
NIBD incl. IFRS 16	274	284	264	225	255	237	203	221	215	199
NIBD/EBITDA incl. IFRS 16	1.2x	1.2x	1.0x	0.8x	0.9x	0.8x	0.7x	0.8x	0.7x	0.7x

Source: ABG Sundal Collier, company data

AutoStore annual estimates (USDm)

P&L, USDm	2018	2019	2020	2021	2022	2023	2024e	2025e	2026e	CAGR	
										'18-'22	'22-'26e
Revenues	144	195	182	328	584	646	611	703	795	42%	8%
COGS	-46	-63	-52	-108	-243	-208	-172	-207	-235	51%	-1%
Gross profit	97	132	130	220	341	438	439	496	561	37%	13%
Clean opex	-24	-27	-37	-61	-103	-130	-155	-169	-187	44%	16%
Adj. EBITDA	74	105	94	158	237	308	284	327	373	34%	12%
Non-rec. costs	-2	-2	-19	-138	-13	-260	4	0	0		
EBITDA	72	103	75	21	225	48	287	327	373	33%	14%
Depreciation	-2	-3	-3	-5	-7	-11	-13	-13	-14	29%	20%
EBITA	69	100	71	16	218	38	274	314	360	33%	13%
Adj. EBITA	71	102	90	154	231	298	271	314	360	34%	12%
Amortisation	-10	-12	-47	-54	-51	-51	-55	-38	-43	49%	-4%
EBIT	59	88	25	-38	167	-14	220	276	317	30%	17%
Adj. EBIT	71	100	89	149	224	286	255	296	338	34%	11%
Net financials	-37	-20	-51	-22	-40	-33	-41	-27	-20	2%	-16%
PTP	22	68	-27	-60	127	-46	178	248	297	55%	24%
Taxes	-2	-12	6	8	-28	12	-39	-55	-65	96%	24%
Net profit	20	56	-21	-52	99	-34	139	194	232	49%	24%
Adj. Net profit*	43	65	57	104	163	191	170	207	248	40%	11%
EPS, diluted				-0.02	0.03	-0.01	0.04	0.06	0.07	n.a.	24%
Adj. EPS, diluted*				0.03	0.05	0.06	0.05	0.06	0.07	n.a.	11%
Adj. EPS, diluted* NOK					0.51	0.60	0.53	0.64	0.77		11%
DPS				0.00	0.00	0.00	0.00	0.00	0.05		
Growth	2018	2019	2020	2021	2022	2023	2024e	2025e	2026e	Targets	
Revenue growth	84%	35%	-6%	80%	78%	11%	-5%	15%	13%		
Clean opex	n.a.	12%	37%	68%	69%	25%	20%	9%	11%		
Adj. EBITDA	n.a.	43%	-11%	69%	50%	30%	-8%	15%	14%		
Adj. Net profit*	n.a.	53%	-13%	83%	56%	18%	-11%	22%	20%		
Margins	2018	2019	2020	2021	2022	2023	2024e	2025e	2026e	Targets	
Gross profit	67.7%	67.7%	71.4%	67.1%	58.4%	67.8%	71.8%	70.5%	70.5%		-
chg. y-o-y	n.a.	0pp	+3.7pp	-4.3pp	-8.7pp	+9.4pp	+4pp	-1.3pp	+0pp		
Clean opex % of sales	16.6%	13.7%	20.1%	18.7%	17.7%	20.1%	25.4%	24.0%	23.6%		-
chg. y-o-y	n.a.	-2.8pp	+6.3pp	-1.3pp	-1pp	+2.4pp	+5.3pp	-1.4pp	-0.4pp		
Adj. EBITDA	51.2%	54.0%	51.3%	48.4%	40.7%	47.7%	46.4%	46.5%	47.0%		-
chg. y-o-y	n.a.	+2.8pp	-2.6pp	-3pp	-7.7pp	+7.1pp	-1.3pp	+0.1pp	+0.4pp		
Other key metrics	2018	2019	2020	2021	2022	2023	2024e	2025e	2026e	CAGR / Targets	
Order backlog, EOP	90	102	159	457	476	451	483	516	581	52%	5%
% growth y-o-y	71%	14%	56%	187%	4%	-5%	7%	7%	13%		
Order intake	181	212	240	621	630	617	647	736	861	37%	8%
% growth y-o-y	95%	17%	13%	159%	1%	-2%	5%	14%	17%		
NIBD excl. IFRS 16	278	274	642	289	248	179	133	-23	-94	-3%	n.a.
NIBD incl. IFRS 16	297	291	660	306	284	237	199	42	-29	-1%	n.a.
NIBD/EBITDA incl. IFRS 16	4.0x	2.8x	7.1x	1.9x	1.2x	0.8x	0.7x	0.1x	-0.1x	<2.0x NIBD/EBITDA adj.	

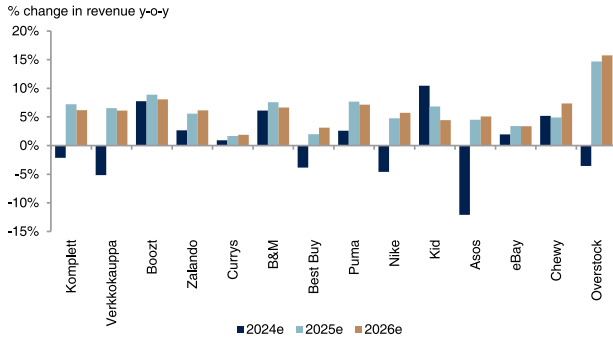
Source: ABG Sundal Collier, company data

Orders are set to improve, here are three reasons why:

1) Improved earnings for end customers in '24

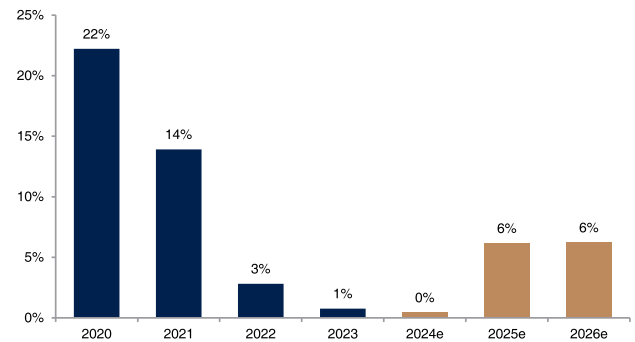
We know retail companies postponed investments in '22 and '23 given high uncertainty and lower consumer spending. The trend has somewhat continued in '24, as average sales growth for '24e is expected (FactSet) at ~0%. However, the trend is anticipated to turn in '25e and '26e, where most e-com/retail players are expected to see positive sales growth y-o-y (average sales growth in '25e and '26e of ~6% and ~6%, respectively). We would argue that positive sales growth should improve the companies' willingness to invest.

E-com/retail players' sales change (y-o-y)



Source: ABG Sundal Collier, Factset

Average sales change E-com/retail (y-o-y)

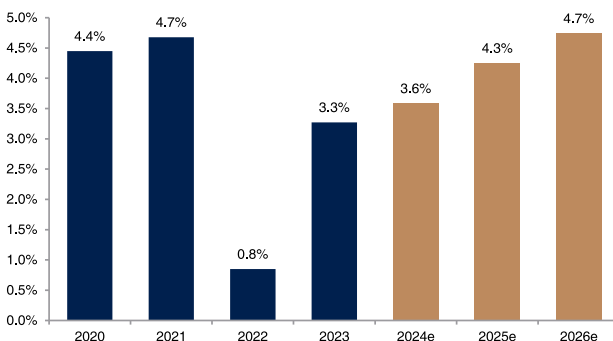


Source: ABG Sundal Collier, Factset

Margins are set to improve in '24e, and overall, we argue that positive sales growth and better margins for e-com/retailers are positive for ASRS players, as this should lead to an improvement in investment momentum, including investments in ASRS solutions.

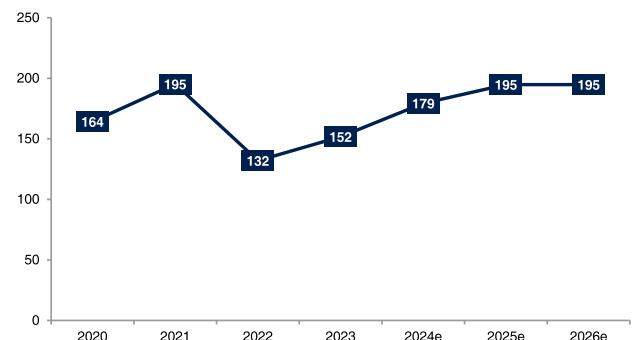
As retailers/e-com is still the largest customer group for AutoStore, we have analysed historical and expected operating cash flow for some more discretionary retailers/ companies, which is a more "cyclical" customer group for ASRS. We argue this also should give some insight as to whether these companies will be more open to invest from '24e. As can be seen below, these companies did see weaker operating cash flow in '22 and '23, which likely affected their willingness to invest. However, operating cash flow is expected to increase materially in '24, which we think should increase investments in ASRS.

Average EBIT margin E-com/retail



Source: ABG Sundal Collier, Factset

Cash flow development (index) for discretionary companies



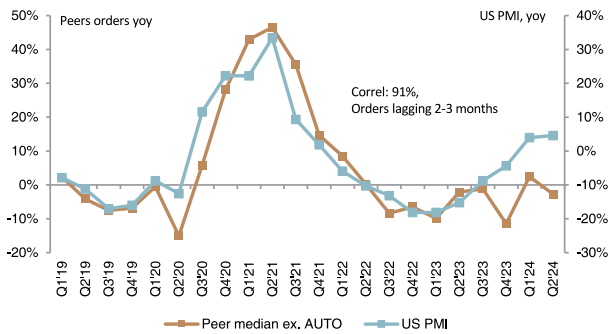
Source: ABG Sundal Collier, Companies (Verkkokauppa, Boozt, Zalando, Currys, Asos, FarFetch, Whirlpool, Asbury Automotive, Lululemon, Pool Corp, Deckers Outdoor, RH)

2) The industry is cyclical and indicators are improving

We have tracked the company's listed peers/competitors, and although some of these companies do not directly compete with AutoStore, they provide a good reference for the current temperature of the ASRS market. Unsurprisingly, order intake is cyclical and correlates well with PMIs, i.e. 90% with orders lagging PMI by 2-3 months, as seen below. PMI data has improved recently, suggesting that orders should start to stabilise and eventually improve.

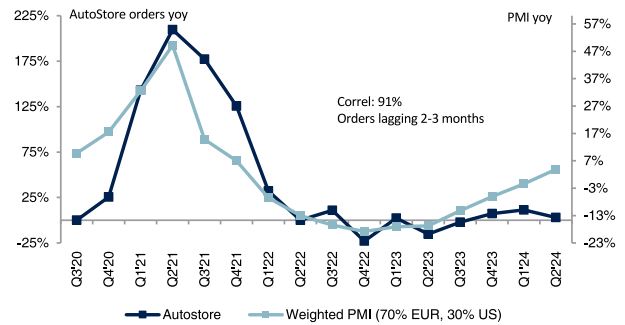
We find that AutoStore's order intake has closely mirrored the order intake of Kardex, Honeywell, Kion (Dematic), Troax, Cognex, and Jungheinrich with an ~86% correlation. Finally, as AutoStore has a larger share of its sales in Europe, we have included both the US and Eurozone PMIs and compared that to AutoStore's order intake. As can be seen, the correlation is ~91% (2-3m lag vs order-intake).

Peers' median order intake vs US PMI (YoY)



Source: ABG Sundal Collier, Bloomberg estimates, Factset estimates, Honeywell, Kion, Troax, Cognex, Jungheinrich, Kardex

AUTO's order intake vs US and Eurozone PMIs

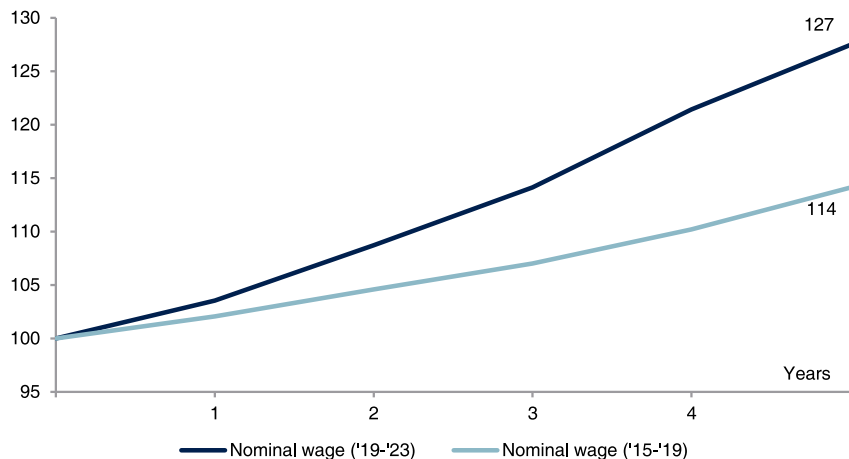


Source: ABG Sundal Collier, Autostore, Bloomberg estimates

3) ROI becoming even stronger on high wage inflation

A typical AutoStore project has an ROI of 79% and 18 months payback (CEO), with the key driver being a 50% headcount reduction. As can be seen below, nominal wages (US) are up 27% in 2019-2023, materially higher growth vs 2015-2019 (14%). With current wage inflation we argue that AutoStore's value proposition has become even stronger, and is set to result in strong order intake growth in '24/25.

Nominal wage growth (US)

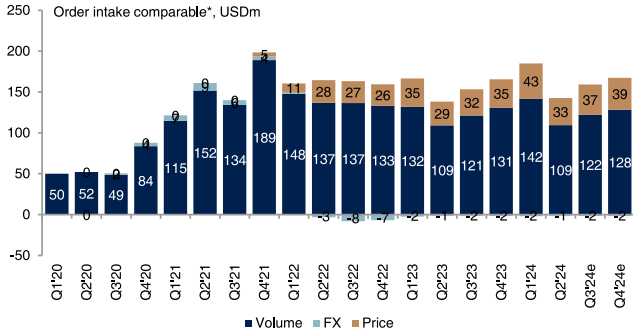


Source: ABG Sundal Collier, Bloomberg

Orders up 3% y-o-y in Q2

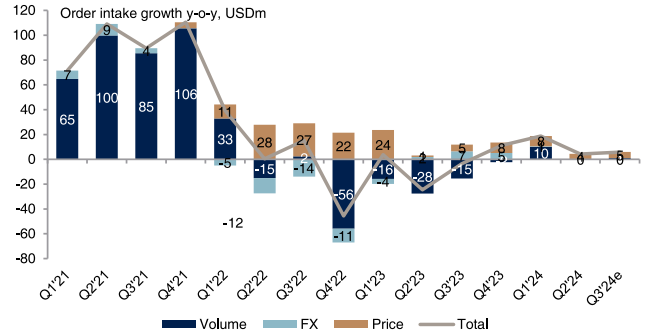
Breaking down AutoStore’s historical order intake into volume, FX and price increases vs. Q1’20, we see more clearly that the underlying volume trend turned negative in Q2’22 but remained flattish into Q1’23, before further declining in Q2/Q3’23, and rising in Q4’23. In Q1’24 orders were up 11% y-o-y, and in Q2’24 +3% y-o-y.

Order intake, comparable* by driver (USDm)



Source: ABG Sundal Collier, company data. *ABGSC estimated effects on order intake of FX and price increases compared to Q1'20.

Order intake y-o-y by driver* (USDm)



Source: ABG Sundal Collier, company data. *ABGSC estimated effects on order intake of FX and price increases.

Market remains challenging, but improvements from H2'24

All peers have reported Q2 numbers, and overall, the market remains challenging, but revenues/order intake declines are abating. Peers reiterate expectation of a gradual improved market in H2'24 (as has been communicated since Q4'23). However, the market is questioning the potential H2 recovery, as the share prices fell, on average, 5% on reporting day (-11% excl. Kardex). On the positive, most relevant peer, Kardex (an AutoStore partner) reported better and highlighted that demand for AutoStore systems remains “extraordinarily strong”. However, AutoStore reported order intake up 3% y-o-y (-12% q-o-q), indicating that the market remains challenging for AutoStore as well.

Peers' order intake

Technology	Orders % y-o-y	Q1'21	Q2'21	Q3'21	Q4'21	Q1'22	Q2'22	Q3'22	Q4'22	Q1'23	Q2'23	Q3'23	Q4'23	Q1'24	Q2'24	Report date Q2'24
Tier 1 peers																
Conveyor/stacker cranes	Kardex (AutoStore partner)		51%	45%	39%	22%	6%	16%	26%	16%	6%	-3%	-11%	1%	13%	30/07/2024
Conveyor/miniload/shuttle/cranes	Kion Group/Dematic	21%	-2%	58%	4%	2%	-2%	-56%	-17%	-46%	-14%	42%	-11%	41%	-23%	31/07/2024
Shuttle/conveyor/robotics	Honeywell	49%	35%	18%	-10%	-18%	-12%	-7%	-8%	-13%	49%	-24%	-24%	-12%	-8%	25/07/2024
Forklifts/pallet systems/shuttle	Jungheinrich AG	30%	42%	26%	20%	1%	-3%	-2%	-5%	1%	22%	3%	14%	1%	-2%	09/08/2024
Tier 2 peers																
Warehouse protection systems	Troax	45%	84%	80%	27%	16%	5%	-9%	-13%	-7%	-10%	0%	-5%	4%	-3%	14/08/2024
Automated scanning systems	Cognex	43%	53%	13%	8%	18%	2%	-20%	-2%	-29%	-12%	-6%	-18%	5%	-1%	31/07/2024
Cubic system	Autostore	143%	210%	177%	126%	32%	0%	11%	-23%	2%	-15%	-2%	7%	11%	3%	15/08/2024
	Median excl Auto and Kardex	-43%	47%	36%	15%	9%	0%	-8%	-6%	-10%	-2%	-1%	-11%	2%	-3%	

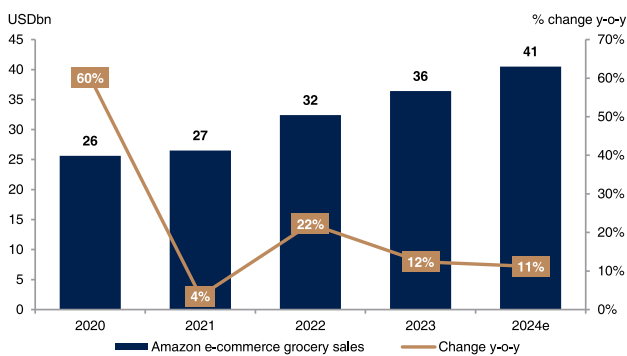
Source: ABG Sundal Collier, companies

Amazon's AutoStore MFC could be a catalyst

Amazon finished the installation of an AutoStore MFC in Long Island, NY, during Q4'23, which is being used for its Amazon Fresh Online store (groceries) concept. The industry expert who first publicised Amazon's AutoStore MFC has recently stated that the company is developing a new AutoStore MFC in Kent, WA, with more MFC's planned. Additionally, recent social media posts suggest that Amazon is rolling out MFCs in their Whole Foods Stores and that Autostore's offering remains the key contender. We argue that this is a material confirmation of AutoStore's offerings, and see massive potential for the company if the partnership with Amazon expands.

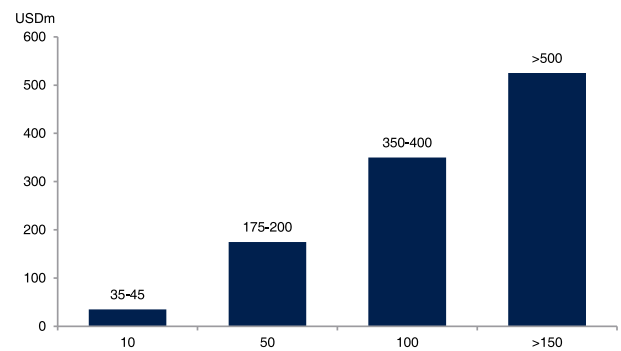
Currently, MFCs account for ~10% of AutoStore's revenue, and the projects could be potential catalysts as Amazon may decide to open more MFCs using AutoStore. The company has already delivered similar systems with great success to Kesko (FIN), Knuspr (Germany), Flaschenpost (Germany), Rohlik (Germany), ASDA (UK), H-E-B (US) etc, improving delivery capacity by 2x-4x in all cases. The size and investment of the projects are uncertain, but assuming the projects are the same size as Kesko's project, the investment would be between USD 3-4m. The potential for AutoStore could be >USD 500m (given that Amazon opens >150 MFCs using AutoStore). To put this in context: If we assume 150 stores are to be opened over a four-year period, it would account for 10-15% of AutoStore's yearly order intake in 2024e-2027e

Amazon e-commerce grocery sales and y-o-y change



Source: ABG Sundal Collier, Amazon, Oberlo, Bloomberg

Potential AutoStore revenue given # of MFCs



Source: ABG Sundal Collier

Some would argue that 150 stores seems like a low figure in the US. This is true, as Amazon says that it will deliver groceries within two hours to customers in more than 3,500 US cities. If that is going to hold, it needs close to 487 MFCs (see calculation below). Assuming all 487 MFCs would use an AutoStore system, this would translate to USD 1.7bn in AutoStore orders.

Note that the Whole Food's AutoStore systems come on top of this. One MFC substitutes online orders fulfilled manually by six Whole Foods stores. Amazon's goal is to fulfill a minimum of 500 orders daily, and thus it needs to install ~86 MFCs to automate online fulfilment for the 516 Whole Foods stores.

However, these are "blue sky scenarios", in our view.

Amazon: estimated number of MFCs needed

Area covered by one MFC	
Timeframe (hours)*	1.5
Average delivery speed (mph)	30
Delivery radius	45
Total area covered by one MFC (square miles)	6,362
Total number of MFCs needed	
United states (square miles)	3,100,000
total MFCs needed	487

*Assuming 0.5 hours to prepare and pick order

Source: ABG Sundal Collier, Amazon

Whole Foods potential

MFCs required to fully automate Whole Foods	
Whole Foods Stores	516
Target of online order fulfilled daily (manually)	500
Number of Whole Food Stores required to fulfill 500 orders	6
Number of MFCs required to fulfill 500 orders	1
Total number of MFCs needed	
Assumed cost of AutoStore system (USDm)	3
Potential revenue (USDm)*	258

*Assuming all Whole Foods stores use AutoStore

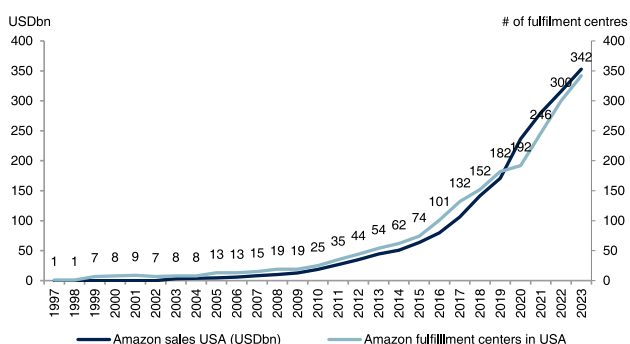
Source: ABG Sundal Collier

Amazon’s CEO has highlighted that “delivery speed meaningfully changes customers’ conversion rates and the rate at which they’re willing to buy”. This implies that automation of fulfilment centres (FCs) is imperative, as it increases speed and output. AutoStore’s system has proven to increase delivery capacity by 2x-4x.

In '21/'22 Amazon changed its FC strategy, increasing the number of centres and focusing on having them closer to customers to improve delivery speed. Since Amazon is focusing on having FCs closer to customers, it has increased the number of small FCs. In total, the company now has ~342 FCs (large and small), up from 308 in '22 (+11%). Of those, 109 are small sortable, and Amazon expects to add 27 more in '24e/'25e, exceeding the number of large FCs that Amazon operates (116 + 16 new).

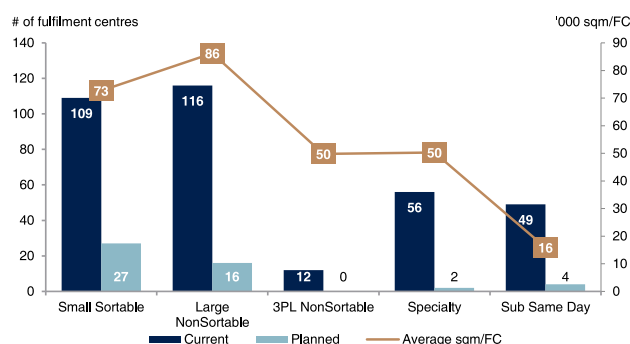
Amazon’s focus on smaller FCs bodes well for AutoStore, as its technology is more space efficient and would be the obvious choice (compared to shuttle) when automating smaller FCs.

Amazon US sales and fulfilment centres



Source: ABG Sundal Collier, Amazon, Bigrentz, armzprep, DigitalCommerce360, MWPVL

Amazon US fulfilment centres by type



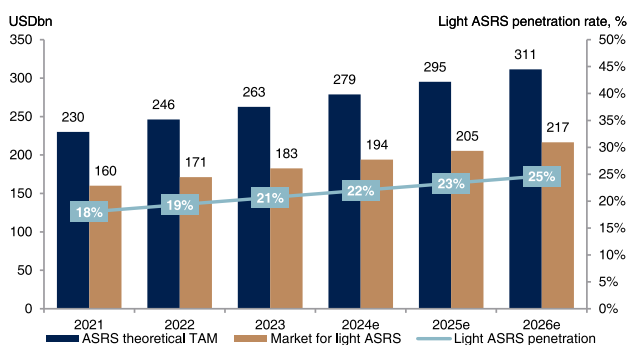
Source: ABG Sundal Collier, Amazon, Bigrentz, armzprep, DigitalCommerce360, MWPVL

Well-positioned in a growing market

With more warehouses expected to be automated (driven by the need for reduced costs, better productivity/efficiency and consumer demand for same-day deliveries), the 21% ASRS penetration rate in '23 (or USD 38bn) is expected to rise to 25% by 2026e (or USD 53bn). Despite reaching 25% penetration in 2025e, there will still be material opportunities, as 75% of the market will remain untapped.

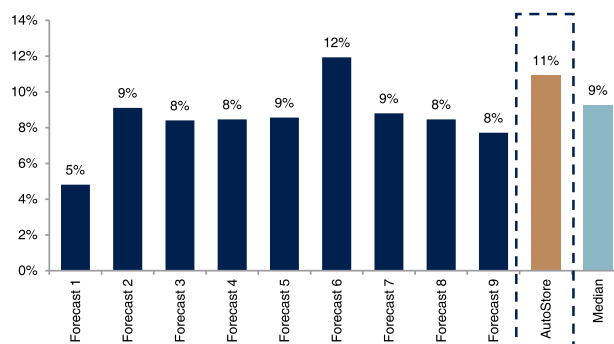
To provide a clearer understanding of the anticipated annual growth for the light ASRS market, we have aggregated forecasts from multiple research firms below. The consensus indicates a median '23-'26e CAGR of 9%, while AutoStore expects a CAGR of 11%. However, most forecasts are high-single digits. To us, this highlights that the ASRS companies are exposed to two of the strongest megatrends: e-com and automation.

Light ASRS penetration rate to reach 22% in 2024e



Source: ABG Sundal Collier, AutoStore, Interact Analysis, Benzinga, PrecedenceResearch, MarketsandMarkets, ResearchandMarkets, Sphericalinsights, Mordor Intelligence, ExpertMarketResearch, Statista

Forecasted light ASRS market '23-'26e CAGR



Source: ABG Sundal Collier, AutoStore, Interact Analysis, Benzinga, PrecedenceResearch, MarketsandMarkets, ResearchandMarkets, Sphericalinsights, Mordor Intelligence, ExpertMarketResearch, Statista

70% gross margin not far-fetched

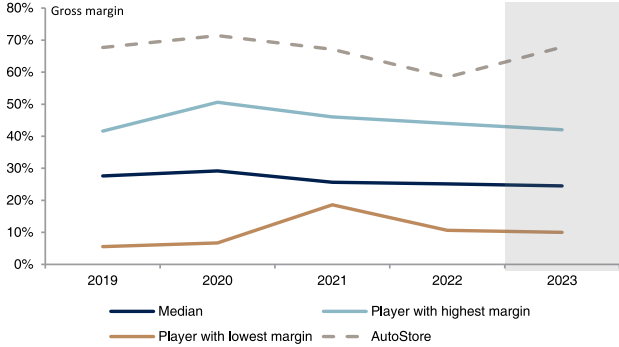
Examining gross margins below, AutoStore has outperformed its leading shuttle competitors. From 2018 to 2022, AutoStore maintained an average gross margin of ~68% vs. the shuttle competitors' median of ~26%. In 2022, the shuttle competitor with the highest gross margin (SSI Schäfer) achieved ~45%, whereas the one with the lowest margin, Kion (Dematic), reported 11%. To provide more reference, we have also included the margins for Kardex, which is an AutoStore partner and not a direct competitor.

We argue that a key driver for AutoStore's superior margin is the complexity and customisability of shuttle systems vs. the 100% standardised AutoStore system. Shuttle systems are designed to meet specific customer needs, and are equipped with arms to retrieve and deliver products to vertical lifts, which then transport the products to conveyors or other systems. Each storage level in these systems is served by its own shuttle, and each aisle has dedicated lifts. The shuttles require complex movements both vertically and horizontally, relying heavily on hardware performance. This necessitates the use of expensive components, increasing the cost of production, which in turn lowers the margins for shuttle providers and probably also explains why capex for shuttle systems is higher than for AutoStore's systems.

In contrast, AutoStore's system is more standardised and space-efficient. AutoStore relies on standardised modules that are simple to assemble and easy to connect, i.e. robot, port/workstation, grid, bin and controller: its design involves stacking bins vertically, allowing robots to operate on top of these stacks for item retrieval. This setup reduces the need for extensive and costly hardware, as the robots only need to move above the stacked bins, and not vertically/horizontally. Furthermore, AutoStore's robots are predominantly software-driven. Significant efficiency gains, including a 40-50% improvement in recent years, are attributed to software advancements rather than hardware modifications. This reliance on software updates rather than customised hardware enables AutoStore to maintain lower costs compared to shuttle competitors, thereby achieving higher margins.

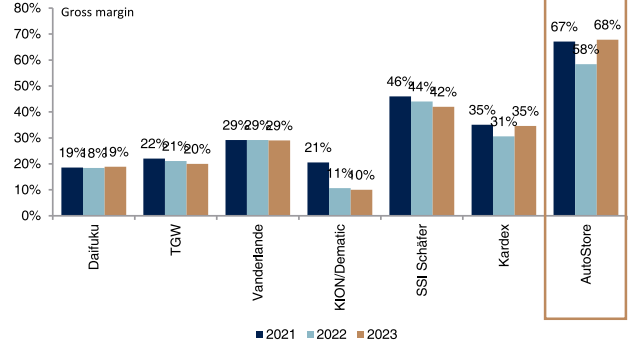
We argue that AutoStore's standardised system and software-driven efficiency improvements are key to maintaining its current margin levels. Given that competitors face inherently higher costs, it is unlikely they will compete with AutoStore on pricing, thus preserving AutoStore's margins from being squeezed. Additionally, AutoStore has stated that it considers its margins to be sustainable.

AUTO gross margin vs. peers



Source: ABG Sundal Collier, Companies

Forecasted gross margins

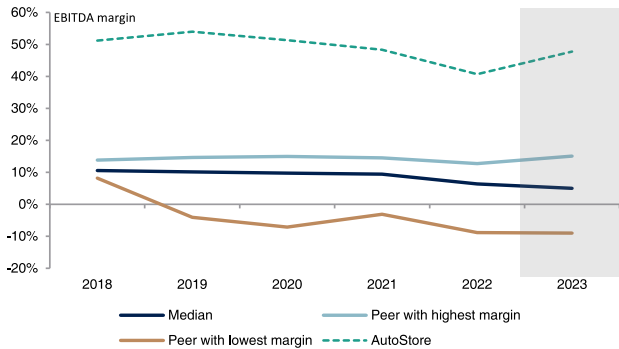


Source: ABG Sundal Collier, Companies

Footnote: Ocado '23 margin reflects YTD (H1'23)

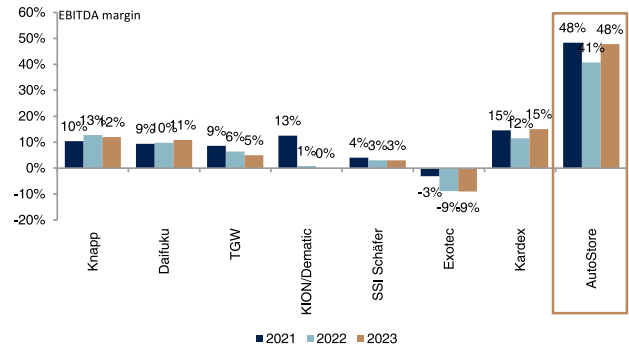
Looking at EBITDA margins, AutoStore has consistently outperformed shuttle competitors, which is explained by the higher gross margin shown below. Between 2018 and 2022, AutoStore's average EBITDA margin was ~49%. This contrasts with the median EBITDA margins of ~9% for shuttle providers. Below we have also included Exotec, a hybrid between shuttle and AMR. To our understanding this is a key competitor to AutoStore. As can be seen below, profitability is low, and we struggle to see Exotec aggressively reducing prices. We also note that Ocado (not included in charts), which provides a system similar to AutoStore's with a focus on grocery companies, has historically had negative EBITDA margins in its robotics segment.

AUTO EBITDA margin vs. peers



Source: ABG Sundal Collier, Companies

Forecasted EBITDA margins



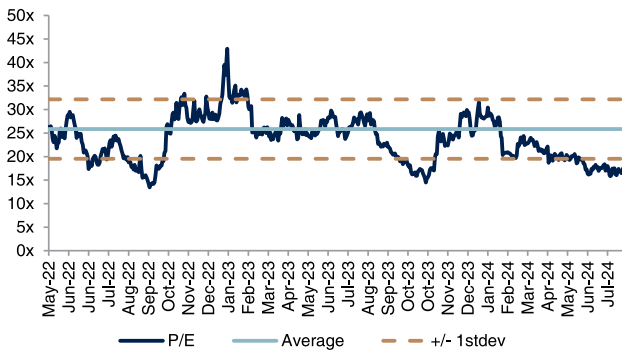
Source: ABG Sundal Collier, Companies

Valuation

If we benchmark AutoStore's P/E multiple vs. Nasdaq, the company is currently trading at a ~40% discount. Historically, AutoStore has traded at a 20% premium to Nasdaq, which we find warranted given that AutoStore is expected to exhibit higher growth vs. Nasdaq (AutoStore ~20-30% annually vs. Nasdaq ~10% annually). This implies that the company is trading ~60pp below its historical premium to Nasdaq.

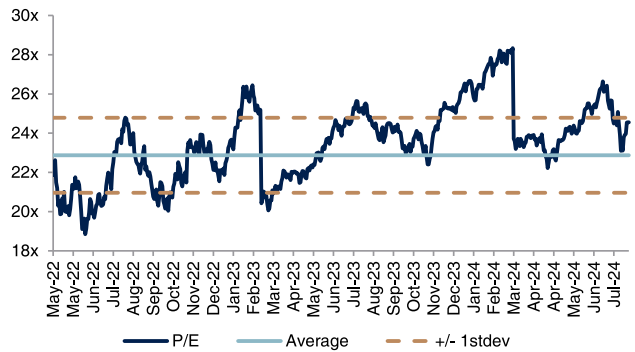
Additionally, we have benchmarked AutoStore's P/E vs. Swedish capital goods companies. While there are clear differences in track record and history, it is notable that these companies are correlated with PMI. AutoStore is currently trading at a ~28% discount to Swedish capital goods companies, while it has historically traded at a 25% premium (higher expected earnings growth).

Historical 24m forward P/E



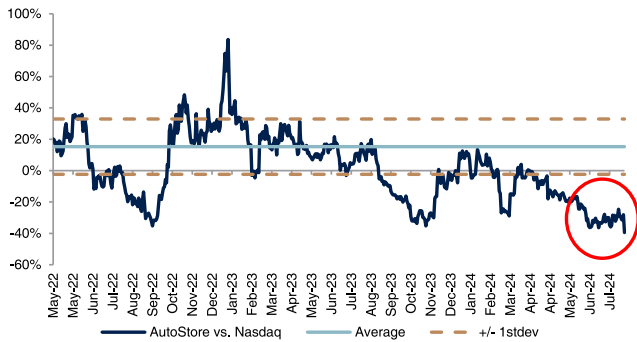
Source: ABG Sundal Collier, Factset

Nasdaq historical 24m forward P/E



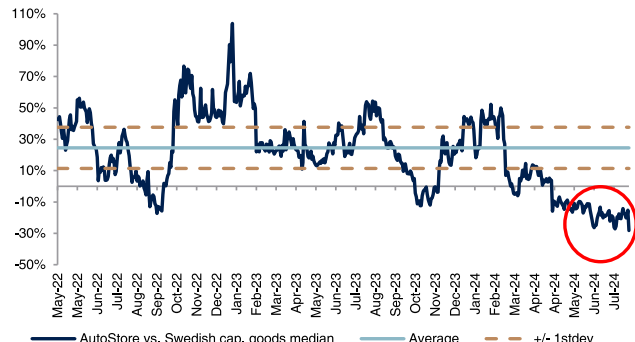
Source: ABG Sundal Collier, Factset

AUTO vs Nasdaq (24m forward P/E)



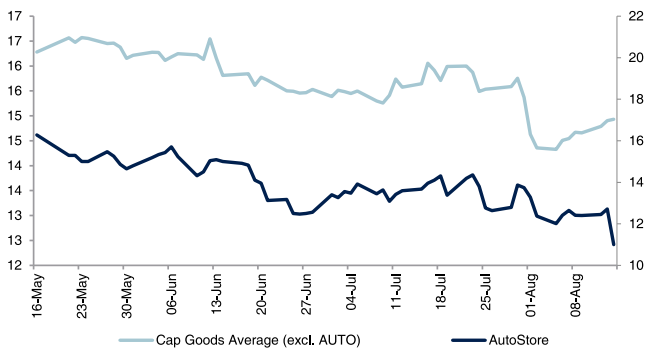
Source: ABG Sundal Collier, Factset

AUTO vs. Swedish cap. goods (24m forward P/E)



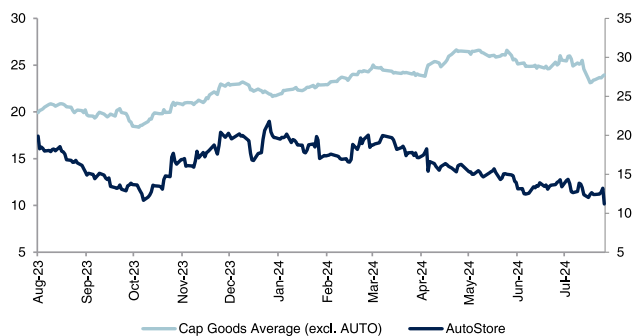
Source: ABG Sundal Collier, FactSet

Stock price development last 3m (Rebased to AUTO)



Source: ABG Sundal Collier, FactSet

Stock price development last 12m (Rebased to AUTO)



Source: ABG Sundal Collier, FactSet

The valuation on our estimates is shown below. Given the expected strong earnings growth, multiples move down.

AutStore valuation on ABGSC' estm.

Valuation	2018	2019	2020	2021	2022	2023e	2024e	2025e	2026e
P/E adj.			63.2	34.5	22.1	18.8	21.1	17.4	14.5
P/FCF			69.2	27.2	1,400.6	42.4	39.6	19.2	16.6
FCF yield			1.4%	3.7%	0.1%	2.4%	2.5%	5.2%	6.0%
EV/Sales			23.4	11.9	6.6	5.9	6.2	5.2	4.5
EV/EBITDA adj.			45.5	24.6	16.3	12.4	13.4	11.1	9.6
EV/EBITA adj.			47.2	25.4	16.8	12.9	14.0	11.6	9.9
EV/EBIT adj.			98.2	38.9	21.6	15.6	17.6	13.2	11.3

Source: Company,, ABG Sundal Collier

We acknowledge that there are no clear-cut peers in the Nordics, Europe or globally, as AutoStore is 1) a global leader in the cubic storage market, 2) expected to deliver considerably higher sales and earnings growth, and 3) benefiting from relatively large barriers to entry given its “know-how” and large patent portfolio. Despite this, we have put together a blend of Nordic, European and US companies that we argue have similar financial or fundamental characteristics to AutoStore. Our peers range from e-commerce enablers to international technology and automation companies, as well as some Nordic tech/capital goods companies.

Using peer's average EV/EBITDA, EV/EBIT and P/E for '24e-'26e we find a fair value for AutoStore of NOK 22/share, implying an upside of ~100%.

Peers' trading multiples

	'24 EV USDm	EV / EBITDA			EV / EBIT			P / E			Sales growth			EBIT growth			EBIT margin		FCF yield	
		2024e	2025e	2026e	2024e	2025e	2026e	2024e	2025e	2026e	2024e	2025e	2026e	2024e	2025e	2026e	2024e	2025e	2024e	2025e
eCommerce Enablers																				
Adyen	33,230	31.5x	22.4x	15.7x	34.9x	24.6x	17.1x	39.8x	31.6x	24.8x	22%	24%	24%	34%	35%	34%	43.5%	47.5%	3.7%	5.1%
International tech/automation																				
Cognex	6,270	41.0x	27.4x	19.7x	49.8x	31.4x	21.9x	60.0x	38.1x	27.5x	6%	13%	14%	-9%	57%	41%	13.8%	19.1%	2.3%	3.2%
Descartes	7,980	28.1x	24.2x	21.3x	41.9x	33.6x	26.8x	59.3x	48.1x	40.7x	11%	11%	10%	33%	22%	21%	29.6%	32.5%	2.6%	3.3%
Manhattan Associates	14,966	43.8x	38.4x	32.6x	44.7x	38.8x	33.4x	57.4x	50.5x	43.5x	10%	11%	14%	19%	13%	17%	32.2%	32.8%	1.8%	2.2%
Nvidia	2,857,110	36.6x	25.5x	20.9x	36.1x	25.7x	21.8x	45.6x	33.5x	27.7x	93%	38%	16%	114%	38%	15%	65.7%	65.7%	2.1%	2.7%
Nasdaq																				
Nasdaq	25,487,671	17.9x	15.3x	12.8x	25.7x	20.8x	17.5x	30.6x	24.6x	20.4x	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	17.8%	20.0%	n.a.	n.a.
Nordic																				
Nordic semiconductor	2,292	428.2x	25.0x	14.9x	-62.9x	47.4x	21.7x	-85.2x	59.1x	29.5x	-8%	31%	19%	-967%	-230%	111%	-7.1%	7.1%	0.3%	2.5%
Nibe	9,682	20.0x	12.9x	10.9x	30.4x	17.8x	14.7x	60.4x	22.5x	18.3x	-12%	9%	10%	-52%	66%	17%	7.9%	12.0%	3.3%	4.6%
Atlas Copco	86,690	19.3x	17.7x	16.2x	23.0x	21.0x	19.2x	29.5x	27.4x	25.3x	2%	6%	7%	4%	7%	8%	22.0%	22.4%	3.2%	3.6%
Average		74.0x	23.2x	18.3x	24.8x	29.0x	21.6x	33.0x	37.3x	28.6x	16%	18%	14%	-90%	1%	33%	25.1%	28.8%	2.4%	3.4%
Median		31.5x	24.2x	16.2x	34.9x	25.7x	21.7x	45.6x	33.5x	27.5x	8%	12%	14%	11%	29%	19%	22.0%	22.4%	2.4%	3.2%
AutoStore	4,438	14.1x	11.9x	10.1x	16.7x	13.7x	11.6x	25.4x	19.3x	17.0x	1%	18%	9%	-4%	17%	13%	39.4%	39.1%	0.6%	3.7%
vs median		-55%	-51%	-38%	-52%	-47%	-47%	NA	-42%	-38%										
AutoStore estimates, USDm		297	343	394	286	268	312	-34	149	206	-2%	15%	14%	-6%	16%	15%	42.6%	43.0%	25	167
Autostore implied share price, NOK/sh.		28	25	19	30	21	20		16	18									3	16
Average '24e and '25e		22																		

Source: ABG Sundal Collier, FactSet

As we expect AutoStore to see materially stronger growth than many Nordic companies, we would argue investors should focus on '25/'26e multiples. Consequently, we have compared AutoStore's trading multiples to some Nordic capital goods companies.

We have used FactSet estimates for the Nordic capital goods companies and our earnings estimates for AutoStore. Nordic capital goods companies are expected (FactSet) to deliver a 2023-2026e EBIT CAGR of ~6%, while we expect Autostore to deliver a ~9% CAGR. We argue AutoStore should trade at a premium in '25e/'26e. Trading in line with the Nordic capital goods companies in '26e should see AutoStore trading at NOK 15/share.

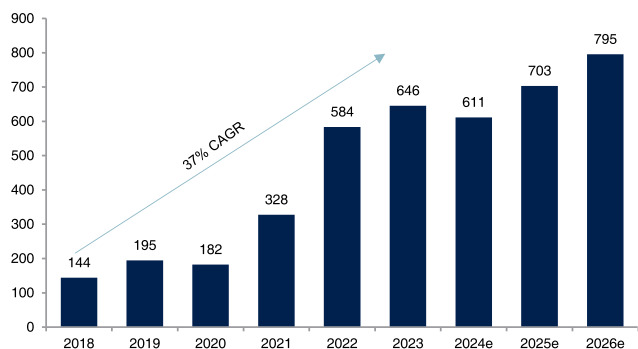
Nordic capital goods trading multiples

	'26e EV USDm	EV / EBITDA			EV / EBIT			P / E			Sales growth			EBIT growth		
		2024e	2025e	2026e	2024e	2025e	2026e	2024e	2025e	2026e	2024e	2025e	2026e	2024e	2025e	2026e
Nordic capital goods																
ABB	97,538	15.9x	14.1x	12.9x	17.2x	15.5x	14.2x	24.5x	22.3x	20.6x	3%	6%	6%	8%	10%	7%
Alfa Laval	17,672	14.5x	13.0x	12.1x	16.7x	14.9x	13.8x	24.1x	21.2x	19.9x	10%	6%	4%	14%	10%	5%
Assa Abloy	35,054	13.2x	12.0x	10.9x	15.3x	13.8x	12.7x	21.2x	18.9x	17.3x	7%	5%	5%	10%	8%	6%
Atlas Copco	73,553	17.0x	15.6x	14.2x	19.3x	17.8x	16.3x	25.9x	24.2x	22.3x	4%	6%	7%	3%	7%	7%
Hexagon	27,232	12.8x	11.3x	10.2x	15.9x	13.4x	11.9x	21.2x	18.6x	16.7x	3%	7%	7%	8%	16%	9%
Hexpol	3,493	9.1x	8.5x	8.2x	10.3x	9.5x	9.0x	14.1x	13.1x	12.5x	-4%	4%	4%	-1%	5%	6%
Munters	4,012	15.7x	13.5x	12.5x	17.6x	15.5x	14.4x	29.7x	23.2x	20.6x	12%	14%	7%	32%	11%	8%
NIBE	9,407	20.0x	12.9x	11.3x	32.2x	16.3x	14.3x	60.4x	22.5x	18.3x	-10%	9%	10%	-57%	91%	14%
Average		14.8x	12.6x	11.5x	18.1x	14.6x	13.3x	27.6x	20.5x	18.5x	3%	7%	6%	2%	20%	8%
Median		15.1x	13.0x	11.7x	17.0x	15.2x	14.0x	24.3x	21.7x	19.1x	4%	6%	6%	8%	10%	7%
AutoStore	4,085	14.1x	11.9x	10.1x	16.7x	13.7x	11.6x	25.4x	19.3x	17.0x	4%	18%	9%	-4%	17%	13%
AutoStore (ABGSC est.)	3,545	12.8x	10.5x	9.0x	14.1x	11.6x	9.9x	24.1x	17.4x	14.4x	-2%	15%	14%	-6%	16%	15%
Premium/(discount) to peers median		-15%	-19%	-23%	-17%	-23%	-29%	-1%	-20%	-24%	-6pp	+9pp	+7pp	-14pp	+7pp	+8pp
2025e on today's estimates	14															
2026e on today's estimates	15															

Source: ABG Sundal Collier, FactSet

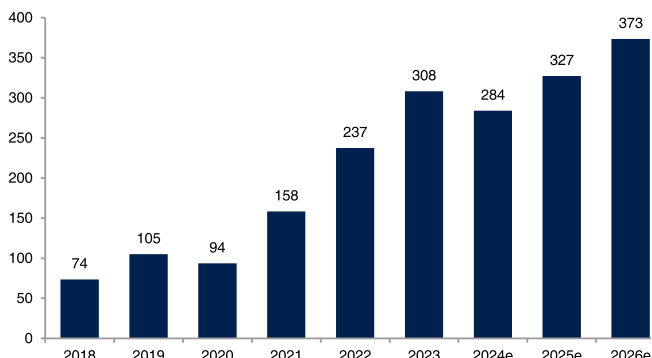
Charts

Revenues (USDm)



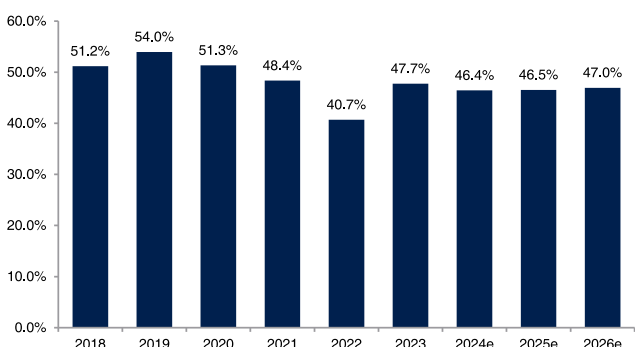
Source: ABG Sundal Collier, company data

Adj. EBITDA (USDm)



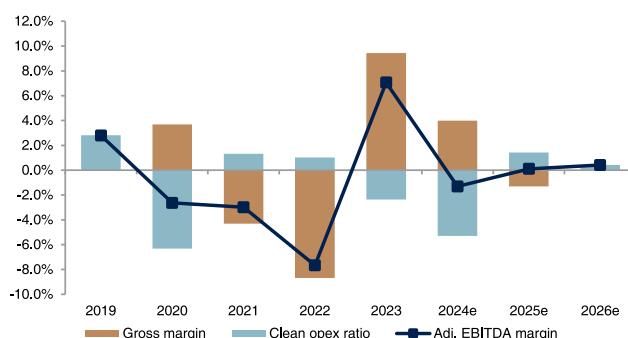
Source: ABG Sundal Collier, company data

Adj. EBITDA margin (%)



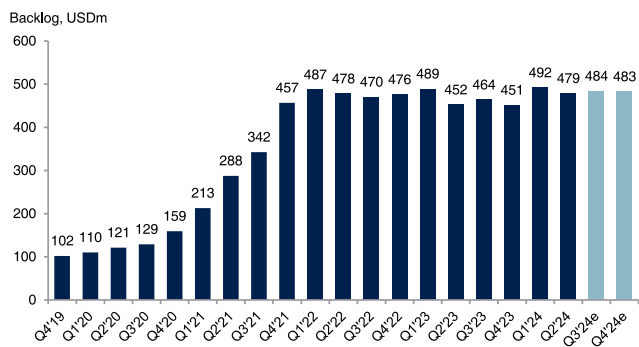
Source: ABG Sundal Collier, company data

Adj. EBITDA margin change (pp)



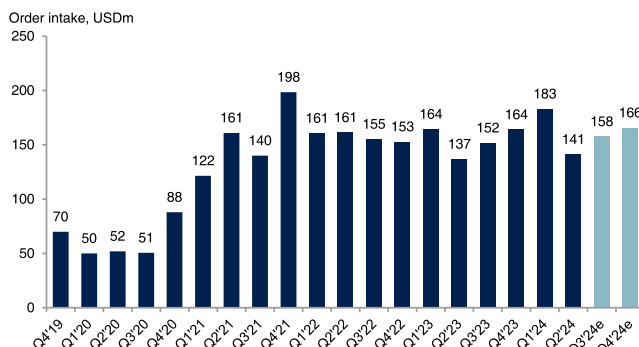
Source: ABG Sundal Collier, company data

Order backlog (USDm)



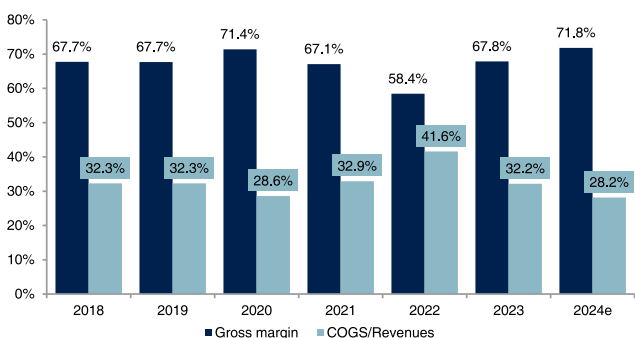
Source: ABG Sundal Collier, company data

Order intake (USDm)



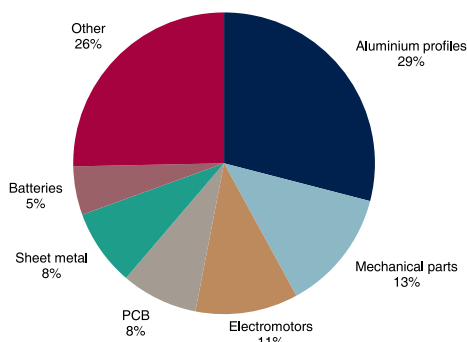
Source: ABG Sundal Collier, company data

AutoStore: GM and COGS/rev development



Source: ABG Sundal Collier, company data

AutoStore procurement cost split (2020)



Source: ABG Sundal Collier, company data

Income Statement (USDm)	2017	2018	2019	2020	2021	2022	2023	2024e	2025e	2026e
Sales	78	144	195	182	328	584	646	611	703	795
COGS	-	-46	-63	-52	-108	-243	-208	-172	-207	-235
Gross profit	78	97	132	130	220	341	438	439	496	561
Other operating items	-78	-26	-29	-55	-199	-116	-390	-153	-169	-187
EBITDA	0	72	103	75	21	225	48	287	327	373
Depreciation and amortisation	0	-3	-5	-5	-9	-13	-22	-28	-31	-35
of which leasing depreciation	-	-2	-2	-2	-2	-3	-5	-6	-6	-7
EBITA	0	69	97	70	12	211	27	259	296	338
EO Items	-	-2	-2	-19	-138	-13	-260	4	0	0
Impairment and PPA amortisation	0	-10	-9	-45	-49	-44	-40	-39	-20	-21
EBIT	-	59	88	25	-38	167	-14	220	276	317
Net financial items	0	-37	-20	-51	-22	-40	-33	-41	-27	-20
Pretax profit	0	25	88	-38	-82	127	-46	178	248	297
Tax	0	-2	-12	6	8	-28	12	-39	-55	-65
Net profit	0	24	76	-32	-75	99	-34	139	194	232
Minority interest	-	0	0	0	0	0	0	0	0	0
Net profit discontinued	-	0	0	0	0	0	0	0	0	0
Net profit to shareholders	0	24	76	-32	-75	99	-34	139	194	232
EPS	-	-	-	-	-0.02	0.03	-0.01	0.04	0.06	0.07
EPS adj.	-	-	-	-	0.03	0.05	0.06	0.05	0.06	0.07
Total extraordinary items after tax	0	1	15	-26	-145	-10	-190	3	0	0
Leasing payments	0	-2	-2	-2	-2	-3	-5	-6	-6	-7
Tax rate (%)	--	7.5	14.1	14.6	9.6	22.1	26.7	21.9	22.0	22.0
Gross margin (%)	100.0	67.7	67.7	71.4	67.1	58.4	67.8	71.8	70.5	70.5
EBITDA margin (%)	0.0	49.8	52.7	41.0	6.3	38.5	7.5	46.9	46.5	47.0
EBITA margin (%)	0.0	47.6	50.0	38.4	3.5	36.2	4.1	42.3	42.1	42.5
EBIT margin (%)	0.0	40.9	45.4	13.5	-11.5	28.6	-2.1	35.9	39.2	39.8
Pre-tax margin (%)	0.0	17.7	45.3	-20.7	-25.2	21.8	-7.2	29.2	35.3	37.4
Net margin (%)	0.0	16.3	38.9	-17.7	-22.7	17.0	-5.3	22.8	27.6	29.1
Growth Rates y-o-y	-	-	-	-	-	-	-	-	-	-
Sales growth (%)	30.0	84.5	35.2	-6.4	79.9	78.1	10.6	-5.3	15.0	13.1
EBITDA growth (%)	--	--	43.1	-27.2	-72.5	995.4	-78.5	493.4	14.2	14.1
EBITA growth (%)	--	--	41.9	-28.1	-83.5	1,733.6	-87.4	875.0	14.3	14.3
EBIT growth (%)	--	--	50.0	-72.2	-253.1	-544.4	-108.2	-1,697.6	25.6	14.8
Net profit growth (%)	--	--	222.1	-142.6	130.9	-233.1	-134.3	-509.5	39.2	19.6
EPS growth (%)	--	--	--	--	--	-233.1	-134.3	-509.5	39.2	19.6
Profitability	-	-	-	-	-	-	-	-	-	-
ROE (%)	--	26.6	37.2	-4.7	-5.8	7.2	-2.6	10.6	13.3	14.5
ROE adj. (%)	--	36.2	34.3	5.6	9.4	11.2	15.0	13.3	14.7	15.8
ROCE (%)	--	24.9	20.8	1.1	-3.3	9.2	-0.8	12.2	14.9	17.6
ROCE adj. (%)	--	28.3	19.2	7.4	8.0	12.3	16.1	14.2	16.0	18.8
ROIC (%)	--	26.7	16.8	5.1	0.6	9.9	1.2	13.2	14.6	16.4
ROIC adj. (%)	--	27.5	17.2	6.5	7.7	10.5	13.4	13.0	14.6	16.4
Adj. earnings numbers	-	-	-	-	-	-	-	-	-	-
EBITDA adj.	0	74	105	94	158	237	308	283	327	373
EBITDA adj. margin (%)	0.0	51.2	54.0	51.3	48.3	40.7	47.7	46.3	46.5	47.0
EBITDA lease adj.	0	72	103	92	156	234	303	277	321	367
EBITDA lease adj. margin (%)	0.0	50.0	53.1	50.4	47.6	40.1	46.9	45.3	45.6	46.1
EBITA adj.	0	71	100	89	149	224	286	255	296	338
EBITA adj. margin (%)	0.0	49.0	51.2	48.7	45.6	38.4	44.4	41.8	42.1	42.5
EBIT adj.	0	61	91	43	100	180	246	216	276	317
EBIT adj. margin (%)	0.0	42.3	46.6	23.8	30.6	30.8	38.1	35.4	39.2	39.8
Pretax profit Adj.	0	34	80	38	127	184	254	214	269	319
Net profit Adj.	0	32	70	39	120	153	197	176	214	253
Net profit to shareholders adj.	0	32	70	39	120	153	197	176	214	253
Net adj. margin (%)	0.0	22.3	35.8	21.3	36.6	26.3	30.5	28.7	30.4	31.8

Source: ABG Sundal Collier, Company Data

Cash Flow (USDm)	2017	2018	2019	2020	2021	2022	2023	2024e	2025e	2026e
EBITDA	0	72	103	75	21	225	48	287	327	373
Net financial items	0	-37	-20	-51	-22	-40	-33	-41	-27	-20
Paid tax	-	-3	-5	-16	-9	-6	-29	-24	-55	-65
Non-cash items	0	32	6	11	-7	27	72	-108	-31	0
Cash flow before change in WC	0	64	83	19	-18	206	58	114	214	288
Change in working capital	0	-11	-55	30	64	-117	63	-32	-2	-9

Cash Flow (USDm)	2017	2018	2019	2020	2021	2022	2023	2024e	2025e	2026e
Operating cash flow	-	53	29	49	46	89	121	82	212	280
Capex tangible fixed assets	-	-3	-3	-5	-3	-9	-15	-16	-11	-12
Capex intangible fixed assets	-	-6	-11	-13	-28	-34	-34	-38	-39	-44
Acquisitions and Disposals	0	0	0	0	-5	0	0	0	0	0
Free cash flow	0	43	14	30	10	46	72	28	163	224
Dividend paid	-	-166	0	0	0	0	0	0	0	-145
Share issues and buybacks	0	0	0	0	332	3	0	0	0	0
Leasing liability amortisation	-	-2	-3	-2	-3	-3	-5	-6	-6	-7
Other non-cash items	0	-207	-7	-506	30	-30	-40	99	31	-0
Balance Sheet (USDm)	2017	2018	2019	2020	2021	2022	2023	2024e	2025e	2026e
Goodwill	-	325	322	1,256	1,224	1,096	1,062	1,016	1,016	1,016
Other intangible assets	0	155	151	644	604	525	492	455	455	456
Tangible fixed assets	-	4	6	10	11	17	30	39	43	48
Right-of-use asset	-	14	12	13	12	31	51	61	61	61
Total other fixed assets	0	0	0	1	4	10	6	6	6	6
Fixed assets	0	498	491	1,925	1,855	1,679	1,641	1,577	1,582	1,588
Inventories	-	17	22	29	51	84	83	116	120	129
Receivables	-	17	61	44	46	90	111	90	93	100
Other current assets	-	4	24	6	15	20	42	39	45	51
Cash and liquid assets	-	25	20	50	147	175	253	269	269	124
Total assets	0	559	617	2,054	2,114	2,048	2,130	2,091	2,109	1,992
Shareholders equity	0	177	230	1,157	1,391	1,347	1,273	1,362	1,556	1,642
Minority	-	0	0	0	0	0	0	0	0	0
Total equity	0	177	230	1,157	1,391	1,347	1,273	1,362	1,556	1,642
Long-term debt	-	303	294	692	436	422	432	403	247	30
Pension debt	-	0	0	0	0	0	0	0	0	0
Convertible debt	-	0	0	0	0	0	0	0	0	0
Leasing liability	0	19	17	18	17	36	58	65	65	65
Total other long-term liabilities	0	34	36	143	130	138	158	75	44	44
Short-term debt	-	0	0	0	1	1	0	0	0	0
Accounts payable	-	18	32	29	89	56	47	46	58	71
Other current liabilities	0	8	9	14	52	49	163	140	140	140
Total liabilities and equity	0	559	617	2,054	2,114	2,048	2,130	2,091	2,109	1,992
Net IB debt	0	297	291	660	306	284	237	199	42	-29
Net IB debt excl. pension debt	0	297	291	660	306	284	237	199	42	-29
Net IB debt excl. leasing	0	278	274	642	289	248	179	133	-23	-94
Capital employed	0	499	540	1,868	1,843	1,806	1,763	1,830	1,867	1,737
Capital invested	0	474	520	1,818	1,697	1,631	1,509	1,560	1,598	1,613
Working capital	0	11	66	36	-28	89	26	58	60	69
EV breakdown	-	-	-	-	-	-	-	-	-	-
Market cap. diluted (m)	0	0	0	0	3,533	3,533	3,533	3,533	3,533	3,533
Net IB debt adj.	0	297	291	660	306	284	237	199	42	-29
Market value of minority	0	0	0	0	0	0	0	0	0	0
Reversal of shares and participations	0	0	0	0	0	0	0	0	0	0
Reversal of conv. debt assumed equity	-	-	-	-	-	-	-	-	-	-
EV	0	297	291	660	3,839	3,817	3,770	3,732	3,576	3,504
Total assets turnover (%)	--	51.4	33.1	13.6	15.7	28.0	30.9	29.0	33.5	38.8
Working capital/sales (%)	0.0	3.8	19.7	27.9	1.3	5.3	8.9	6.9	8.4	8.1
Financial risk and debt service	-	-	-	-	-	-	-	-	-	-
Net debt/equity (%)	--	167.8	126.5	57.1	22.0	21.1	18.6	14.6	2.7	-1.8
Net debt / market cap (%)	--	--	--	--	8.7	8.0	6.7	5.6	1.2	-0.8
Equity ratio (%)	--	31.6	37.3	56.3	65.8	65.8	59.8	65.1	73.8	82.4
Net IB debt adj. / equity (%)	--	167.8	126.5	57.1	22.0	21.1	18.6	14.6	2.7	-1.8
Current ratio	--	2.38	3.11	3.00	1.84	3.49	2.33	2.75	2.66	1.91
EBITDA/net interest	--	2.0	5.1	1.5	0.9	5.6	1.5	6.9	11.9	18.9
Net IB debt/EBITDA (x)	--	4.1	2.8	8.8	14.9	1.3	4.9	0.7	0.1	-0.1
Net IB debt/EBITDA lease adj. (x)	--	3.9	2.7	7.0	1.9	1.1	0.6	0.5	-0.1	-0.3
Interest coverage	--	1.9	4.9	1.4	0.5	5.3	0.8	6.3	10.8	17.1

Source: ABG Sundal Collier, Company Data

Share Data (USDm)	2017	2018	2019	2020	2021	2022	2023	2024e	2025e	2026e
Actual shares outstanding	-	-	-	-	3,429	3,429	3,429	3,429	3,429	3,429
Actual shares outstanding (avg)	0	0	0	0	3,429	3,429	3,429	3,429	3,429	3,429

Share Data (USDm)	2017	2018	2019	2020	2021	2022	2023	2024e	2025e	2026e
All additional shares	-	0	0	0	3,429	0	0	0	0	0
Issue month	-	0.0	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	0
As. dil. of shares from conv. (avg)	-	0	0	0	0	0	0	0	0	0
Conv. debt not assumed as equity	-	0	0	0	0	0	0	0	0	0
No. of warrants	-	0	0	0	0	0	0	0	0	0
Market value per warrant	-	0	0	0	0	0	0	0	0	0
Dilution from warrants	-	0	0	0	1	1	1	1	1	1
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	0.00	0.00	0.00	0.00	0.05
Reported earnings per share	-	-	-	-	-	-	-	-	-	-

Source: ABG Sundal Collier, Company Data

Valuation and Ratios (USDm)	2017	2018	2019	2020	2021	2022	2023	2024e	2025e	2026e
Shares outstanding adj.	0	0	0	0	3,429	3,429	3,429	3,429	3,429	3,429
Diluted shares adj.	0	0	0	0	3,429	3,429	3,429	3,429	3,429	3,429
EPS	-	-	-	-	-0.02	0.03	-0.01	0.04	0.06	0.07
Dividend per share	-	-	-	-	0.00	0.00	0.00	0.00	0.00	0.05
EPS adj.	-	-	-	-	0.03	0.05	0.06	0.05	0.06	0.07
BVPS	-	-	-	-	0.41	0.39	0.37	0.40	0.45	0.48
BVPS adj.	-	-	-	-	-0.13	-0.08	-0.08	-0.03	0.02	0.05
Net IB debt/share	-	-	-	-	0.09	0.08	0.07	0.06	0.01	-0.01
Share price	11.10	11.10	11.10	11.10	11.10	11.10	11.10	11.10	11.10	11.10
Market cap. (m)	0	0	0	0	3,533	3,533	3,533	3,533	3,533	3,533
Valuation	-	-	-	-	-	-	-	-	-	-
P/E (x)	--	--	--	--	-47.4	35.6	-103.9	25.4	18.2	15.2
EV/sales (x)	0.00	2.06	1.49	3.63	11.72	6.54	5.84	6.10	5.08	4.41
EV/EBITDA (x)	--	4.1	2.8	8.8	187.1	17.0	78.1	13.0	10.9	9.4
EV/EBITA (x)	--	4.3	3.0	9.5	333.0	18.1	142.0	14.4	12.1	10.4
EV/EBIT (x)	--	5.0	3.3	26.9	-102.1	22.8	-274.2	17.0	13.0	11.1
Dividend yield (%)	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	4.9
FCF yield (%)	0.0	0.0	0.0	0.0	0.3	1.3	2.0	0.8	4.6	6.3
Le. adj. FCF yld. (%)	0.0	0.0	0.0	0.0	0.2	1.2	1.9	0.6	4.4	6.1
P/BVPS (x)	--	--	--	--	2.54	2.62	2.78	2.59	2.27	2.15
P/BVPS adj. (x)	1.03	1.03	1.03	1.03	-8.07	-12.90	-12.56	-32.40	41.84	20.79
P/E adj. (x)	--	--	--	--	33.9	21.7	18.5	20.8	17.1	14.2
EV/EBITDA adj. (x)	--	4.0	2.8	7.1	24.2	16.1	12.2	13.2	10.9	9.4
EV/EBITA adj. (x)	--	4.2	2.9	7.4	25.7	17.0	13.2	14.6	12.1	10.4
EV/EBIT adj. (x)	--	4.9	3.2	15.2	38.3	21.2	15.3	17.3	13.0	11.1
EV/CE (x)	--	0.6	0.5	0.4	2.1	2.1	2.1	2.0	1.9	2.0
Investment ratios	-	-	-	-	-	-	-	-	-	-
Capex/sales (%)	0.0	6.5	7.3	10.2	9.5	7.4	7.6	8.9	7.0	7.0
Capex/depreciation	--	6.8	4.0	5.9	4.6	4.3	3.0	2.5	2.0	2.0
Capex tangibles / tangible fixed assets	--	73.3	53.2	50.9	25.0	52.0	51.0	40.6	24.6	24.9
Capex intangibles / definite intangibles	--	4.2	7.4	2.1	4.7	6.5	6.8	8.4	8.5	9.6
Depreciation on intang / def. intang	--	0	2	0	1	1	2	3	4	5
Depreciation on tangibles / tangibles	--	15.43	15.86	16.02	20.09	19.08	17.55	15.63	15.12	14.46

Source: ABG Sundal Collier, Company Data

Analyst Certification

We, ABGSC Capital Goods Research, Petter Nystrøm and Ali Shemmari, analyst(s) with ABG Sundal Collier ASA , ABG Sundal Collier Denmark, filial af ABG Sundal Collier ASA, Norge, ABG Sundal Collier AB and/or ABG Sundal Collier Limited (hereinafter collectively referred to as “ABG Sundal Collier”), and the author(s) of this report, certify that notwithstanding the existence of any such potential conflicts of interests referred to below, the views expressed in this report accurately reflect my/our personal view about the companies and securities covered in this report. I/We further certify that I/We has/have not been, nor am/are or will be, receiving direct or indirect compensation related to the specific recommendations or views contained in this report.

This report is produced by ABG Sundal Collier, which may cover companies either in accordance with legal requirements designed to promote the independence of investment research (“independent research”) or as commissioned research. Commissioned research is paid for by the subject company. As such, commissioned research is deemed to constitute an acceptable minor non-monetary benefit (i.e., not investment research) as defined in MiFID II.

Stock ratings distribution

ABG Sundal Collier Ratings and Investment Banking by 8/15/2024

Total of Rating	Research Coverage	Investment Banking Clients (IBC)	
	% of Total Rating	% of Total IBC	% of Total Rating by Type
BUY	64.66%	18%	7.63%
HOLD	30.41%	4%	3.60%
SELL	4.38%	1%	6.25%

IBC: Companies in respect of which ABG SC or an affiliate has received compensation for investment banking services within the past 12 months.

Analyst stock ratings definitions

BUY = We expect this stock’s total return to exceed the market’s expected total return by 5% or more over the next six months.

HOLD = We expect this stock’s total return to be in line with the market’s expected total return within a range of 4% over the next six months.

SELL = We expect this stock’s total return to underperform the market’s expected total return by 5% or more over the next six months.

Analyst valuation methods

When setting the individual ratings for investment research (“independent research”), ABG Sundal Collier assumes that a normal total absolute return (including dividends) for the market is 8% per annum, or 4% on a 6-month basis. Therefore, when we rate a stock a BUY, we expect an absolute return of 9% or better over six months. Volatility and low trading volumes mean that we have a wider range for expected returns on small cap stocks than for large caps.

ABG Sundal Collier’s analysts publish price targets for independent research and may publish valuation ranges for commissioned research. These price targets or valuation ranges rely on various valuation methods. One of the most frequently used methods is the valuation of a company by calculation of that company’s discounted cash flow (DCF). Another valuation method is the analysis of a company’s return on capital employed relative to its cost of capital. Finally, the analysts may analyse various valuation multiples (e.g., the P/E multiples and the EV/EBITDA multiples) relative to global industry peers. In special cases, particularly for property companies and investment companies, the ratio of price to net asset value is considered. Price targets and valuation ranges are changed when earnings and cash flow forecasts are changed. They may also be changed when the underlying value of a company’s assets changes (in the cases of investment companies, real estate companies or insurance companies) or when factors impacting the required rate of return change.

Expected updates

ABGSC has no fixed schedule for updating its research reports. Unless expressly stated otherwise, ABGSC expects (but does not undertake) to issue updates when considered necessary by the research department, for example following the publication of new figures or forecasts by a company or in the event of any material news on a company or its industry.

Stock price, company ratings and target price history

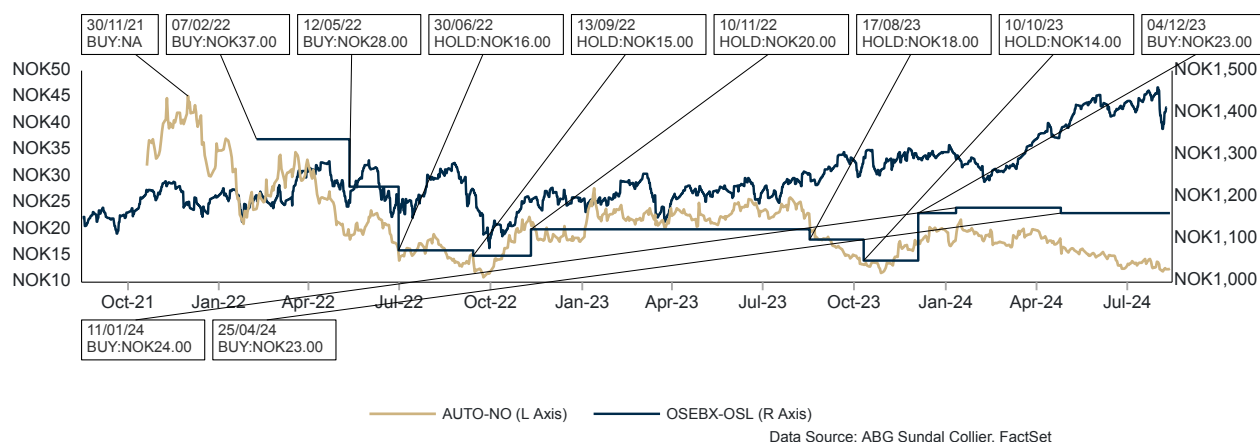
Company: AutoStore Holdings Ltd. Currency: NOK

Current Recommendation: BUY

Date: 14/8/2024

Current Target price: 18.0

Current Share price: 11.10



Important Company Specific Disclosure

The following disclosures relate to the relationship between ABG Sundal Collier and its affiliates and the companies covered by ABG Sundal Collier referred to in this research report.

Unless disclosed in this section, neither ABG Sundal Collier nor any of their affiliated or associated companies and their directors, officers, representatives, and employees have any required regulatory disclosures to make in relation to an ownership position for the analyst(s) and members of the analyst's household, ownership by ABG Sundal Collier and/or its affiliates, ownership in ABG Sundal Collier Holding ASA by the company(ies) to whom the recommendation(s) refer(s) to, liquidity provision/market making agreement, managed or co-managed public offerings, compensation for provision of certain services, directorship of the analyst, or a member of the analyst's household, or in relation to any contractual obligations to the issuance of this research report.

ABG Sundal Collier is not aware of any other actual, material conflicts of interest of the analyst or ABG Sundal Collier of which the analyst knows or has reason to know at the time of the publication of this report.

Production of recommendation: 8/15/2024 15:35.

All prices are as of market close on 14 August, 2024 unless otherwise noted.

For full details of recommendation and target price history for the subject company, please see company page on Research Web.

For details of recommendations and target prices for ABG Sundal Collier coverage universe, please see coverage page on ABG Sundal Collier's Research Web.

Disclaimer

This report has been prepared by ABG Sundal Collier ASA, ABG Sundal Collier Denmark, filial af ABG Sundal Collier ASA, Norge, ABG Sundal Collier AB and/or ABG Sundal Collier Limited and any of their directors, officers, representatives and employees (hereinafter collectively referred to as "ABG Sundal Collier"). This report is not a product of any other affiliated or associated companies of any of the above entities.

This report is provided solely for the information and use of professional investors, who are expected to make their own investment decisions without undue reliance on this report. The information contained herein does not apply to, and should not be relied upon by, retail clients. This report is for distribution only under such circumstances as may be permitted by applicable law. Research reports prepared by ABG Sundal Collier are for information purposes only. The recommendation(s) in this report is (are) has/have no regard to specific investment objectives and the financial situation or needs of any specific recipient. ABG Sundal Collier and/or its affiliates accepts no liability whatsoever for any losses arising from any use of this report or its contents. This report is not to be used or considered as an offer to sell, or a solicitation of an offer to buy. The information herein has been obtained from, and any opinions herein are based upon, sources believed reliable, but ABG Sundal Collier and/or its affiliates make no representation as to its accuracy or completeness and it should not be relied upon as such. All opinions and estimates herein reflect the judgment of ABG Sundal Collier on the date of this report and are subject to change without notice. Past performance is not indicative of future results.

The compensation of our research analysts is determined exclusively by research management and senior management, but not including investment banking management. Compensation is not based on specific investment banking revenues, however, it is determined from the profitability of the ABG Sundal Collier group, which includes earnings from investment banking operations and other business. Investors should assume that ABG Sundal Collier ASA, ABG Sundal Collier Denmark, filial af ABG Sundal Collier ASA, Norge and/or ABG Sundal Collier AB is seeking or will seek investment banking or other business relationships with the companies in this report.

The research analyst(s) responsible for the preparation of this report may interact with trading desk and sales personnel and other departments for the purpose of gathering, synthesizing and interpreting market information. From time to time, ABG Sundal Collier and/or its affiliates and any shareholders, directors, officers, or employees thereof may (I) have a position in, or otherwise be interested in, any securities directly or indirectly connected to the subject of this report, or (II) perform investment banking or other services for, or solicit investment banking or other services from, a company mentioned in this report. ABG Sundal Collier and/or its affiliates rely on information barriers to control the flow of information contained in one or more areas of ABG Sundal Collier, into other areas, units, groups or affiliates of ABG Sundal Collier.

Norway: ABG Sundal Collier ASA is regulated by the Financial Supervisory Authority of Norway (Finanstilsynet)

Denmark: ABG Sundal Collier Denmark, filial af ABG Sundal Collier ASA, Norge, is regulated by the Financial Supervisory Authority of Norway (Finanstilsynet) and the Danish Financial Supervisory Authority (Finanstilsynet)

Sweden: ABG Sundal Collier AB is regulated by the Swedish Financial Supervisory Authority (Finansinspektionen)

UK: This report is a communication made, or approved for communication in the UK, by ABG Sundal Collier Limited, authorised and regulated by the Financial Conduct Authority in the conduct of its business.

US: This report is being distributed in the United States (U.S.) in accordance with FINRA Rule 1220 by ABG Sundal Collier Inc., an SEC registered broker-dealer and a FINRA/SIPC member which accepts responsibility for its content and its compliance with FINRA Rule 2241. Research reports distributed in the U.S. are intended solely for "major U.S. institutional investors," and "U.S. institutional investors" as defined under Rule 15a-6 of the Securities Exchange Act of 1934 and any related interpretive guidance and no-action letters issued by the Staff of the U.S. Securities and Exchange Commission ("SEC") collectively ("SEC Rule 15a-6"). Each major U.S. institutional investor and U.S. institutional investor that receives a copy of this research report, by its acceptance of such report, represents that it agrees that it will not distribute this research report to any other person. This communication is only intended for major U.S. institutional investors and U.S. institutional investors. Any person which is not a major U.S. institutional investor, or a U.S. institutional investor as covered by SEC Rule 15a-6 must not rely on this communication. The delivery of this research report to any person in the U.S. is not a recommendation to effect any transactions in the securities discussed herein, or an endorsement of any opinion expressed herein. Any major U.S. institutional investor or U.S. institutional investor receiving this report which wishes to effect transactions in any securities referred to herein should contact ABG Sundal Collier Inc., not its affiliates. Further information on the securities referred to herein may be obtained from ABG Sundal Collier Inc., on request.

Singapore: This report is distributed in Singapore by ABG Sundal Collier Pte. Ltd, which is not licensed under the Financial Advisors Act (Chapter 110 of Singapore). In Singapore, this report may only be distributed to institutional investors as defined in Section 4A(1)(c) of the Securities and Futures Act (Chapter 289 of Singapore) ("SFA"), and should not be circulated to any other person in Singapore.

Canada: This report is being distributed by ABG Sundal Collier ASA in Canada pursuant to section 8.25 of National Instrument 31-103 or an equivalent provision and has not been tailored to the needs of any specific investor in Canada. The information contained in this report is not, and under no circumstances is to be construed as, a prospectus, an advertisement, a public offering or an offer to sell the securities described herein, in Canada or any province or territory thereof. No securities commission or similar regulatory authority in Canada has reviewed or considered this report, the information contained herein or the merits of the securities described herein and any representation to the contrary is an offence. Under no circumstances is this report to be construed as an offer to sell such securities or as a solicitation of an offer to buy such securities in any jurisdiction of Canada. Any offer or sale of the securities described herein in Canada may only be made in accordance with applicable securities laws and only by a dealer properly registered under such securities laws, or alternatively, pursuant to an applicable dealer registration exemption, in the Canadian jurisdiction in which such offer or sale is made.

This report may not be reproduced, distributed, or published by any recipient for any purpose whatsoever without the prior written express permission of ABG Sundal Collier.

Additional information available upon request. If reference is made in this report to other companies and ABG Sundal Collier provides research coverage for those companies, details regarding disclosures may be found on our website www.abgsc.com.

© Copyright 2024 ABG Sundal Collier ASA

Norway	Sweden	Denmark	United Kingdom	USA	Germany	Singapore
Ruseløkkveien 26, 8th floor 0251 Oslo Norway Tel: +47 22 01 60 00 Fax: +47 22 01 60 60	Regeringsgatan 25, 8th floor 111 53 Stockholm Sweden Tel: +46 8 566 286 00 Fax: +46 8 566 286 01	Forbindelsesvej 12, 2100 Copenhagen Denmark Tel: +45 35 46 61 00 Fax: +45 35 46 61 10	10 Paternoster Row, 5th floor London EC4M 7EJ UK Tel: +44 20 7905 5600 Fax: +44 20 7905 5601	140 Broadway, Suite 4604 New York, NY 10005 USA Tel. +1 212 605 3800 Fax. +1 212 605 3801	Schillerstrasse 2, 5. OG 60313 Frankfurt Germany Tel +49 69 96 86 96 0 Fax +49 69 96 86 96 99	10 Collyer Quay Ocean Financial Center #40-07, Singapore 049315 Tel +65 6808 6082