

Expect a roll-out and pick-up in H2

- Americas drive a solid beat across the board
- Q2 will remain soft, but new launches and improvements to come
- Adj. EBIT up 1-2% for '24/'25e-'26/'27e

Solid start to the year

Elekta reported a solid Q1, delivering a beat on orders, sales and EBIT vs. both ABGSCe and consensus. This is partly explained by the strong performance in Americas driven by a large order of USD 64m in Mexico, with 38m booked in Q1, as well as earlier-than-expected installations in the US. In APAC, China remained negatively impacted by the anti-corruption campaign, but both India and Korea showed strong momentum. Compared to last year, the gross margin was negatively impacted by cost inflation but recent price increases, in combination with easing pressure from inflation and savings on COGS will drive gross margin improvements. Opex increased 3% organically, but a cost savings programme was initiated, which is expected to generate savings of SEK 250m annually with an implementation cost of SEK 250m, of which 109m was booked as a non-recurring item in Q1.

We await approval of the new EVO-linac

Management reiterates that H1 will be slow, but that we can expect margins and growth to pick up in H2 driven by improved operational efficiency and new product launches, namely the new Evo-linac and new software product. However, the new products are still awaiting regulatory approval, and we do not expect them to contribute to sales and earnings until H2'24/'25e.

BUY reiterated, TP of SEK 110 reiterated

We adjust our adj. EBIT forecasts by +1.9% for '24/'25e and +0.7% for '25/'26e-'26/'27e on the back of the Q1 result. We forecast a threeyear sales CAGR of 5.6% and an 17.8% EPS CAGR until '26/'27e. We find the valuation discount to peers of 13-20% on NTM P/E and EV/ EBIT unjustified given the earnings outlook, and expect the share price sentiment to recover ahead of the improving earnings momentum later in the year. We reiterate our BUY and our target price of SEK 110.

2024

18,119

3.189

17.6

2,144

11.8

1,679

3.41

3.62

2025e

18,806

3,659

19.5

2,513

13.4

1,938

3.96

4.47

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2023

16,869

2.598

15.4

1,744

10.3

1,195

2.47

3.12

SEKm

EBITDA

EBIT adj.

EPS

EPS adj.

Pretax profit

EBITDA margin (%)

EBIT adj. margin (%)

Sales

Reason: Post-results comment



Healthcare

Estimate changes (%)

	2025e	2026e	2027e
Sales	0.6	0.6	0.6
EBIT	-8.2	0.7	0.7
EPS	-7.7	2.6	2.4
Source: ABG Sundal Collier			

EKTA.B-SE/EKTAB SS

Share price (SEK)	27/8/2024	69.85
Target price		110.0
MCap (SEKm)		26,485
MCap (EURm)		2,239
No. of shares (m)		368.6
Free float (%)		98.0
Av. daily volume (k)		875

Next event

Q2 Report 27 November 2024

Performance



	2025e	2026e	2027e
P/E (x)	17.6	13.9	12.5
P/E adj. (x)	15.6	13.9	12.5
P/BVPS (x)	2.38	2.19	2.05
EV/EBITDA (x)	8.5	7.4	6.9
EV/EBIT adj. (x)	12.4	11.2	10.2
EV/sales (x)	1.66	1.54	1.45
ROE adj. (%)	18.8	24.0	24.0
Dividend yield (%)	3.7	4.7	5.2
FCF yield (%)	3.5	5.3	6.0
Le. adj. FCF yld. (%)	2.5	4.3	5.0
Net IB debt/EBITDA (x)	1.2	1.0	1.0
Le. adj. ND/EBITDA (x)	0.8	0.7	0.7

 Sales growth (%)
 16.0
 7.4
 3.8
 6.8
 6.4
 FCF yield (%)
 3.5
 5.3
 66

 EPS growth (%)
 -18.2
 38.0
 16.1
 26.7
 11.3
 Le. adj. FCF yield (%)
 2.5
 4.3
 5

 Source: ABG Sundal Collier, Company Data
 Image: Company Data
 Image: Company Data
 Image: Company Data
 Image: Company Data
 1.2
 1.0
 1

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2026e

20,081

4,171

20.8

2,763

2,457

5.02

5.02

13.8

2027e

21,360

4,449

20.8

3,019

14.1

2,734

5.58

5.58

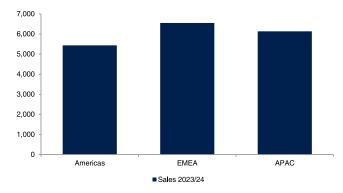
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Company description

Elekta is a global leading provider of equipment and software products for treating cancer and brain disorders. Elekta has been a pioneer in developing innovative products used for non-invasive stereotactic neurosurgery and in radiation therapy. Elekta holds the No. 2 position in the radiation therapy market and products can be found in more than 6,000 hospitals in more than 120 countries. By developing innovative products, Elekta has managed to gain market share in the radiation therapy market.

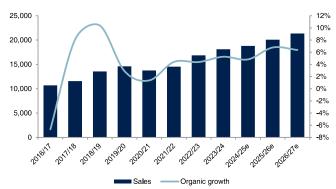
Sustainability information

Geographical breakdown of sales 2023/24 (SEKm)



Source: ABG Sundal Collier, Company data

Annual sales (SEKm) and organic growth (%)



Source: ABG Sundal Collier, Company data

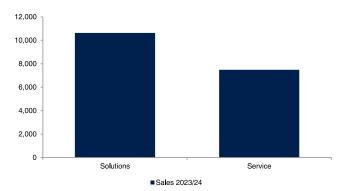
Opeartional cash conversion (%)



Source: ABG Sundal Collier, Company data

Risks

The main risk we note for Elekta are 1) cuts in public healthcare budgets holding back demand increases the risk of negative pricing, 2) competition, 3) R&D risk on Elekta's own pipeline of development projects as well as potential new products from competitors, and 4) operational execution.



Sales breakdown by products 2023/24 (SEKm)

Source: ABG Sundal Collier, Company data

Annual sales (SEKm) and adj. EBIT margin (%)



Source: ABG Sundal Collier, Company data

Net working capital as a % of sales



Q1 deviation table

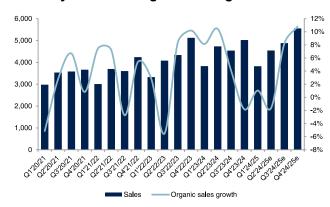
		Actual	Expect	ations	ons Deviations			
SEKm	Q1'23/24	Q1'24/25	ABGSCe	Consensus	ABGSCe	Consensus		
Orders	3,839	4,192	3,692	3,861	14%	9%		
Sales	3,828	3,825	3,643	3,685	5%	4%		
Gross profit	1,590	1,445	1,326	1,334	9%	8%		
Gross margin	41.5%	37.8%	36.4%	36.2%	138bp	158bp		
adj. EBIT	426	283	171	241	66%	17%		
- margin (%)	11.1%	7.4%	4.7%	6.5%	271bp	86bp		
NRI	-14	-109	0	-6.5				
EBIT	412	174	171	234	2%	-26%		
- margin (%)	10.8%	4.5%	4.7%	6.4%	-14bp	-180bp		
Pretax profit	305	91	71	153	28%	-41%		
Net profit	238	71	55	120	29%	-41%		
Organic growth								
Orders	-7.2%	10%	-3.1%	2.0%				
Sales	8.1%	1.0%	-4.2%	-2.7%	524bp	370bp		
Net Sales								
Americas	1,071	1,241	1,120	1,088	11%	14%		
EMEA	1,498	1,314	1,295	1,382	1%	-5%		
Asia Pacific	1,259	1,270	1,228	1,214	3%	5%		
Opex - core								
Selling	-434	-425	-442		-4%			
Admin	-314	-379	-320		18%			
R&D	-386	-436	-393		11%			
Total	-1,134	-1,240	-1,155		7%			

Source: ABG Sundal Collier, Company data, Infront consensus

Earnings revisions

	2	2024/25e		2025/26e			2	2026/27e	
	Old	New	% chg.	Old	New	% chg.	Old	New	% chg.
Sales	18,697	18,806	0.6%	19,964	20,081	0.6%	21,237	21,360	0.6%
Growth	3.2%	3.8%	0.6pp	6.8%	6.8%	0.0pp	6.4%	6.4%	0.0pp
Organic	4.1%	4.8%	0.7pp	6.8%	6.8%	0.0pp	6.4%	6.4%	0.0pp
Gross profit	7,157	7,194	0.5%	7,846	7,892	0.6%	8,548	8,597	0.6%
Gross margin	38.3%	38.3%	0.0pp	39.3%	39.3%	0.0pp	40.3%	40.3%	0.0pp
OPEX	-4,692	-4,929	5.1%	-5,101	-5,129	0.5%	-5,549	-5,578	0.5%
NRI	0	-250		0	0		0	0	
Adj. EBIT margin	2,465 13.2%	2,513 13.4%	1.9%	2,745 13.7%	2,763 13.8%	0.7%	2,999 14.1%	3,019 14.1%	0.7%
Net financials	-364.8	-323.4	11.3%	-349	-308	11.9%	-329	-287	12.8%
Pretax profit	2,100	1,939	-7.7%	2,396	2,455	2.5%	2,670	2,732	2.3%
Net profit	1,638	1,513	-7.6%	1,869	1,915	2.5%	2,083	2,131	2.3%
EPS	4.29	3.96	-7.7%	4.89	5.01	2.5%	5.45	5.58	2.3%

Quarterly sales and organic sales growth



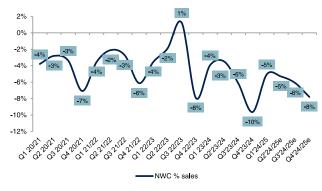
Source: ABG Sundal Collier, Company data

Quarterly gross margin and T12m



Source: ABG Sundal Collier, Company data

Quarterly NWC % of sales



Source: ABG Sundal Collier, Company data

Quarterly sales (T12m) and organic growth (T12m)



Quarterly adj EBIT margin and T12m



Source: ABG Sundal Collier, Company data

Quarterly FCF generation and T12m



Source: ABG Sundal Collier, Company data

Interim P&L forecast

		2023/	24			2024/2	25e			
P&L, SEKm	Q1	Q2	Q3	Q4	Q1	Q2e	Q3e	Q4e	2023/24	2024/25e
Net sales	3,828	4,732	4,537	5,023	3,825	4,543	4,883	5,556	18,119	18,806
Growth y-o-y	15.1%	16.0%	4.6%	-2.0%	-0.1%	-4.0%	7.6%	10.6%	7.4%	3.8%
Organic growth	8.1%	10.4%	4.1%	-1.8%	1.0%	-1.7%	8.2%	10.8%	5.3%	4.8%
Gross profit	1,590	1,695	1,664	1,829	1,417	1,683	1,899	2,195	6,777	7,194
Gross margin	41.5%	35.8%	36.7%	36.4%	37.0%	37.1%	38.9%	39.5%	37.4%	38.3%
Selling expenses	-434	-427	-369	-411	-425	-450	-398	-433	-1,641	-1,706
Growth y-o-y	11.0%	1.4%	-5.8%	3.1%	-2.1%	5.5%	7.8%	5.2%	2.4%	4.0%
% of sales	11.3%	9.0%	8.1%	8.2%	11.1%	9.9%	8.2%	7.8%	9.1%	9.1%
Adm. expenses	-314	-343	-346	-366	-379	-369	-389	-396	-1,370	-1,533
Growth y-o-y	-0.9%	1.2%	-16.7%	12.7%	20.7%	7.5%	12.3%	8.2%	-2.0%	11.9%
% of sales	8.2%	7.2%	7.6%	7.3%	9.9%	8.1%	8.0%	7.1%	7.6%	8.2%
R&D expenses	-386	-323	-341	-354	-436	-415	-428	-411	-1,404	-1,690
Growth y-o-y % of sales	-0.3% 10.1%	-10.9% 6.8%	-6.2% 7.5%	16.1% 7.0%	13.0% 11.4%	28.5% 9.1%	25.3% 8.8%	16.2% 7.4%	-1.0% 7.7%	20.4% 9.0%
FX and other	-44	-77	-121	-80	-3	0	0	0	-323	-3
One-offs, non-reccuring items	-14	-17	-40	-34	-109	-50	-75	-16	-105	-250
Adj EBIT	426	542	525	651	283	500	760	970	2,144	2,513
Adj. EBIT margin	11.1%	11.5%	11.6%	13.0%	7.4%	11.0%	15.6%	17.5%	11.8%	13.4%
EBIT	412	525	485	617	174	450	685	954	2,039	2,263
EBIT margin	10.8%	11.1%	10.7%	12.3%	4.5%	9.9%	14.0%	17.2%	11.3%	12.0%
¥										
Net financials	-107	-83	-93	-88	-83	-80	-80	-80	-371	-323
Pre-tax profit	305	442	392	529	91	370	605	874	1,668	1,939
Reported tax Minority interests	-67 0	-97 0	-86 0	-115 0	-20 0	-81 0	-133 0	-192 0	-365 0	-427 0
Net income	238	345	306	414	70	288	472	682	1,303	1,512
		• • •							.,	.,
EPS, reported (SEK)	0.62	0.90	0.80	1.08	0.18	0.75	1.23	1.78	3.41	3.96
D&A										
Depreciations	-110	-115	-118	-126	-119	-127	-127	-127	-469	-500
Amortizations	-171	-160	-164	-186	-229	-222	-222	-222	-681	-896
EBITDA	693	800	767	930	522	799	1,034	1,304	3,189	3,659
EBITDA margin	18,1%	16.9%	16.9%	18.5%	13.6%	17.6%	21.2%	23.5%	17.6%	19.5%
g					.010/0		/	2010/0		
EBITA	583	685	649	804	403	672	907	1,177	2,720	3,159
EBITA margin	15.2%	14.5%	14.3%	16.0%	10.5%	14.8%	18.6%	21.2%	15.0%	16.8%
Ordere	0.000	4 000	4 400	6 400	4 400	E 000	4 000	7 007	10.007	21,204
Orders	3,839 -0.8%	4,989 8.5%	4,433 -14.5%	6,436 1.2%	4,192 <i>9.2%</i>	5,062 1.5%	4,883 10.2%	7,067 9.8%	19,697 <i>-2.2%</i>	21,204 7.7%
Growth y-o-y Organic growth	-0.8% -7.2%	8.5% 4.0%	-14.5% -17.2%	-0.8%	9.2% 10.4%	1.5% 3.8%	10.2%	9.8% 10.0%	-2.2% -5.1%	8.6%
	7.270	1.070	17.270	0.070	10.170	0.070	10.070	10.070	0.170	0.070
Earnings growth	004 40/	74 00/	10 50/	04 70/	00.00/	7.00/	44.00/	40.00/	00.00/	17.00/
Adj EBH EBIT	224.4% 252.1%	71.6% 164.1%	13.5% 46.6%	-21.7% -21.1%	-33.6% -57.8%	-7.8% -14.3%	44.6% 41.1%	49.0% 54.6%	23.0% 42.5%	17.2% 11.0%
EBITDA	82.8%	71.7%	40.0 <i>%</i> 12.2%	-13.0%	-24.7%	-0.1%	41.1% 34.8%	40.2%	42.3 % 22.8%	14.7%
EBITA	119.9%	96.3%	13.5%	-16.2%	-30.9%	-1.9%	39.7%	46.4%	26.8%	16.1%
Pre-tax profit	291.0%	177.5%	43.7%	-23.1%	-70.3%	-16.3%	54.1%	65.1%	39.2%	16.3%
Net income	296.7%	183.3%	41.9%	-24.1%	-70.5%	-16.4%	54.0%	64.6%	38.0%	16.1%
EPS	296.7%	183.3%	41.9%	-24.1%	-70.3%	-16.4%	54.0%	64.6%	38.0%	16.1%
		2023/2	24e			2024/2	25e			
Breakdown of sales, SEKm	Q1	Q2	Q3	Q 4	Q1	Q2e	Q3e	Q4e	2023/24	2024/25e
Solutions	1,995	2,836	2,742	3,060	1,915	2,576	2,968	3,456	10,633	10,914
Organic growth, %	9.2%	15.3%	3.7%	-7.7%	-2.8%	-6.8%	8.8%	13.1%	3.5%	3.7%
Service	1,833	1,896	1,795	1,963	1,909	1,967	1,915	2,100	7,486	7,892
Organic growth, %	7.0%	4.0%	4.7%	9.0%	5.2%	6.0%	7.2%	7.2%	6.2%	6.4%
Total sales	3,828	4,732	4,537	5,023	3,825	4,543	4,883	5,556	18,120	18,806
Organic growth, %	8.1%	10.4%	4.1%	-1.8%	1.0%	-1.7%	<i>8.2%</i>	10.8%	5.3%	4.8%
Geographical split										
Americas	1,071	1,405	1,434	1,526	1,241	1,347	1,482	1,655	5,436	5,725
Organic growth, %	-2.1%	2.8%	6.0%	-1.7%	16.4%	-1.6%	4.5%	9.3%	1.3%	6.6%
EMEA	1,498	1,733	1,550	1,769	1,314	1,555		1,986	6,550	6,548
Organic growth, %	1,490	1,733	-0.6%	-6.4%	-11.8%	-8.6%	1,693 <i>8.8%</i>	1,900	6,550 <i>6.0%</i>	0,546 <i>0.3%</i>
APAC Organic growth, %	1,259 <i>11.1%</i>	1,595 <i>12.3%</i>	1,553 <i>7.1%</i>	1,728 <i>1.7%</i>	1,270 <i>3.3%</i>	1,642 <i>5.8%</i>	1,709 <i>10.9%</i>	1,913 <i>11.0%</i>	6,134 <i>8.0%</i>	6,533 <i>8.0%</i>
c.gamo grown, 70	11.170	12.0/0	1.1/0	1.7 /0	0.070	0.070	10.070	. 1.0 /0	0.070	0.070

Annual P&L forecast

P&L, SEKm	2019/20	2020/21	2021/22	2022/23	2023/24	2024/25e	2025/26e	2026/27e
Net sales	14,601	13,763	14,546	16,869	18,119	18,806	20,081	21,360
Growth y-o-y Organic growth	7.7% 2.9%	-5.7% 1.4%	5.7% 4.4%	16.0% 4.4%	7.4% 5.3%	3.8% 4.8%	6.8% 6.8%	6.4% 6.4%
Gross profit	6,137	5,610	5,435	6,349	6,777	7,194	7,892	8,597
Gross margin	42.0%	40.8%	37.4%	37.6%	37.4%	38.3%	39.3%	40.3%
Selling expenses	-1,444 11.4%	-1,143 <i>-20.8%</i>	-1,355 <i>18.5%</i>	-1,603 <i>18.3%</i>	-1,641 <i>2.4%</i>	-1,706 <i>4.0%</i>	-1,757 <i>3.0%</i>	-1,880 <i>7.0%</i>
Growth y-o-y % of sales	9.9%	-20.8% 8.3%	18.5% 9.3%	9.5%	2.4% 9.1%	4.0% 9.1%	3.0% 8.8%	7.0% 8.8%
Adm. expenses	-1,093	-1,086	-1,173	-1,398	-1,370	-1,533	-1,563	-1,673
Growth y-o-y % of sales	5.1% 7.5%	-0.6% 7.9%	8.0% 8.1%	19.2% 8.3%	-2.0% 7.6%	11.9% 8.2%	2.0% 7.8%	7.0% 7.8%
R&D expenses	-1,657	-1,486	-1,371	-1,418	-1,404	-1,690	-1,808	-2,025
Growth y-o-y	4.0%	-10.3%	-7.7%	3.4%	-1.0%	20.4%	7.0%	12.0%
% of sales	11.3%	10.8%	9.4%	8.4%	7.7%	9.0%	9.0%	9.5%
FX and other One-offs, non-reccuring items	11 66	12 54	107 13	-499 -312	-323 -105	-3 -250	0 0	0 0
Adj EBIT Adj. EBIT margin	1,590 10.9%	1,853 13.5%	1,630 11.2%	1,744 10.3%	2,144 11.8%	2,513 <i>13.4%</i>	2,763 13.8%	3,019 <i>14.1%</i>
EBIT	1,656	1,907	1,643	1,431	2,039	2,263	2,763	3,019
EBIT margin	11.3%	13.9%	11.3%	8.5%	11.3%	12.0%	13.8%	14.1%
Net financials	-204	-280	-142	-233	-371	-323	-308	-287
Pre-tax profit	1,452	1,627	1,501	1,198	1,668	1,939	2,455	2,732
Reported tax Minority interests	-370 0	-377 1	-346 9	-254 0	-365 0	-427 0	-540 0	-601- 0
Net income	1,082	1,251	1,164	944	1,303	1,512	1,915	2,131
EPS, reported (SEK)	2.84	3.28	3.02	2.47	3.41	3.96	5.01	5.58
	2.04	0.20	0.02	2.47	0.41	0.00	0.01	0.00
D&A Depreciations	-409	-402	-421	-452	-469	-500	-512	-535
Amortizations	-403	-802	-617	-715	-681	-896	-896	-896
EBITDA	2,930	3,111	2,681	2,598	3,189	3,659	4,171	4,449
EBITDA margin	20.1%	22.6%	18.4%	15.4%	17.6%	19.5%	20.8%	20.8%
EBITA	2,521	2,709	2,260	2,146	2,720	3,159	3,659	3,915
EBITA margin	17.3%	19.7%	15.5%	12.7%	15.0%	16.8%	18.2%	18.3%
Orders Growth y-o-y	17,734 <i>5.6%</i>	17,437 <i>-1.7%</i>	18,363 <i>5.3%</i>	20,144 <i>9.0%</i>	19,697 <i>-2.2%</i>	21,204 <i>7.7%</i>	22,819 <i>7.6%</i>	24,195 <i>6.0%</i>
Organic growth	0.9%	-1.7 % 6.2%	5.3 <i>%</i> 4.0%	9.0 <i>%</i> -2.0%	-2.2 % -5.1%	8.6%	7.6%	6.0%
Earnings growth								
Adj EBIT	-2.5%	16.6%	-12.0%	7.0%	23.0%	17.2%	10.0%	9.3%
EBIT EBITDA	-2.4% 11.1%	15.2% 6.2%	-13.8% -13.8%	-12.9% -3.1%	42.5% 22.8%	11.0% 14.7%	22.1% 14.0%	9.3% 6.7%
EBITA	1.8%	7.5%	-16.6%	-5.0%	26.8%	16.1%	15.8%	7.0%
Pre-tax profit	-8.1%	12.1%	-7.7%	-20.2%	39.2%	16.3%	26.6%	11.3%
Net income	-9.7%	15.7%	-7.0%	-18.9%	38.0%	16.1%	26.6%	11.3%
EPS	-9.6%	15.5%	-7.9%	-18.2%	38.0%	16.1%	26.6%	11.3%
Dreakdown of only a OFI/r	0040/00	0000/04	0001/00	0000/00	0000/04	0004/05-	0005/00-	0000/07
Breakdown of sales, SEKm	2019/20	2020/21	2021/22	2022/23	2023/24	2024/25e	2025/26e	2026/27e
Solutions Organic growth, %	8,847 <i>1.0%</i>	8,176 <i>-1.0%</i>	8,653 <i>4.0%</i>	9,981 <i>3.0%</i>	10,633 <i>3.5%</i>	10,914 <i>3.7%</i>	11,663 <i>6.9%</i>	12,380 <i>6.2%</i>
Service	5,756	5,588	5,895	6,889	7,486	7,892	8,418	8,980
Organic growth, %	6.0%	5.0%	5.0%	6.0%	6.2%	6.4%	6.7%	6.7%
Total sales Organic growth, %	14,601 <i>2.9%</i>	13,764 <i>1.4%</i>	14,546 <i>4.4%</i>	16,870 <i>4.4%</i>	18,120 <i>5.3%</i>	18,806 <i>4.8%</i>	20,081 <i>6.8%</i>	21,360 <i>6.4%</i>
Geographical split	2.3/0	1.7/0	7.7/0	7.7/0	5.0 /0	7.0 /0	0.070	0.4 /0
Americas	4,482	3,889	4,254	5,239	5,436	5,725	6,084	6,453
Organic growth, %	-6.3%	-4.2%	7.1%	5.4%	1.3%	6.6%	6.3%	6.1%
EMEA	5,547	5,140	5,321	5,907	6,550	6,548	6,941	7,338
Organic growth, %	9.4%	-2.1%	1.8%	2.8%	6.0%	0.3%	6.0%	5.7%
APAC	4,572	4,735	4,971	5,724	6,134	6,533	7,055	7,569

Valuation

BUY rating and target price of SEK 110 unchanged

We believe the fundamentals are attractive in the radiation therapy space, with structural growth in a 'duopoly-like' market. The underlying demand is driven by the growing number of patients diagnosed with cancer globally. In our view, Elekta has a strong product offering that will help it to outgrow the market and gain market share in the various regions. We find Elekta's growth outlook attractive, forecasting a three-year sales CAGR of 5.6% and a margin recovery to 13-14% over the next 2-3 years, resulting in a three-year EPS CAGR of approximately 18%.

We value Elekta using a 15-year three-stage DCF model and a WACC of 8.5%. The first stage in our DCF model is based on our detailed forecast for Elekta until 2028/29e. The second phase is a fading period until 2038/39e, where sales growth is set to gradually decline to 3.0%, which we use in the final phase of the model (the Terminal Period). An overview of the key assumptions for the DCF model and a sensitivity analysis for some of our key assumptions are outlined in the charts below. As a reference, we also look at historical multiples and the peer group valuation.

Our target price is based on the fair value from our DCF model, arriving at a target price of SEK 110 per share for Elekta.

Overview of DCF model assumptions

Weighted Cost of Capital - WACC		Cash flow assumptions				DCF value summary	
Risk free yield	3.0%	Forecast period	24/25e	25/26e	26/27e	Present value FCF in stage 1	6,679
Market risk premium	5.0%	Sales growth	3.8%	6.8%	6.4%	Present value FCF in stage 2	14,753
Equity beta	1.00	EBIT margin	12.0%	13.8%	14.1%	Present value FCF in TP	27,466
Extra risk factor	2.0%					Total enterprise value	48,897
Company specific risk premium	7.0%	Adaption period - Stage 2	->		2039		
Cost of equity (Re)	10.0%	Sales growth end stage 2			4.0%	Market value of debt	4,476
		EBITDA margin end stage	2		20.0%	Dividend	-917
EBITA tax rate	22%	Depreciation/sales			-5.0%	Value of shareholders equity	43,504
Cost of debt after tax (Rd)	5.0%	CAPEX/sales end stage 2			5.0%	Time adjustment factor	0.97
Capital weights and WACC						Number of shares	382.1
Debt	70%	Terminal value year			2040		
Equity	30%	FCF growth TP			3.0%	DCF value per share	110
Implied net debt/equity	43%	EBIT margin TP			15.7%	-	
WACC	8.5%	CAPEX/sales TP			4.0%		

Source: ABG Sundal Collier

Sales and EBITDA margin



Source: ABG Sundal Collier

Sensitivity analysis DCF model

	Sales growth end stage 2											
<u> </u>		2%	3%	4%	5%	6%						
margin age 2	18%	89	93	98	102	107						
)A mai stage	19%	95	99	104	109	114						
DA I st	20%	100	105	110	115	121						
BITDA end sta	21%	105	111	116	122	128						
Ш	22%	111	116	122	128	134						

Source: ABG Sundal Collier

FCF and FCF margin



Source: ABG Sundal Collier

Sensitivity analysis DCF model

			W	ACC		
д_		9.5%	9.0%	8.5%	8.0%	7.5%
L L	2.0%	81	90	99	111	124
growth	2.5%	84	94	104	117	132
gro	3.0%	88	98	110	124	142
Ц	3.5%	93	104	117	133	154
Ľ.	4.0%	98	110	125	145	169

Source: ABG Sundal Collier

Valuation multiples

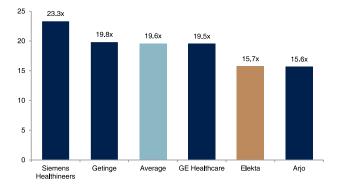
Based on 10-year historical multiples on 12-month forward (NTM) EV/EBITA and P/E multiples, based on consensus estimates (Infront), Elekta is trading at a 30-35% discount. Compared to sector peers, Elekta is trading at a 13-20% discount on NTM EV/EBIT and P/E multiples based on consensus estimates (Infront).

Historical NTM P/E



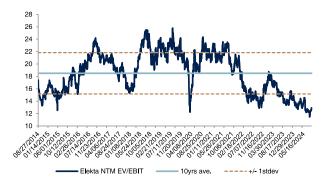
Source: ABG Sundal Collier, FactSet

Peer group valuation – NTM P/E (consensus)



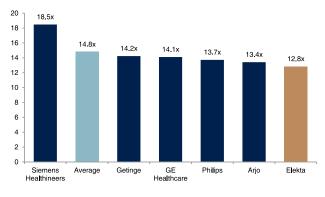
Source: ABG Sundal Collier, FactSet

Historical NTM EV/EBIT



Source: ABG Sundal Collier, FactSet

Peer group valuation – NTM EV/EBIT (consensus)



Source: ABG Sundal Collier, FactSet

Income Statement (SEKm)	2018	2019	2020	2021	2022	2023	2024	2025e	2026e	2027e
Sales	11,573	13,555	14,601	13,763	14,546	16,869	18,119	18,806	20,081	21,360
COGS	-6,517	-7,875	-8,464	-8,153	-9,112	-10,520	-11,342	-11,612	-12,189	-12,763
Gross profit	5,055	5,680	6,137	5,610	5,434	6,349	6,777	7,194	7,892	8,597
Other operating items	-2,533	-3,043	-3,207	-2,499	-2,753	-3,751	-3,588	-3,536	-3,721	-4,148
EBITDA	2,522	2,637	2,930	3,111	2,681	2,598	3,189	3,659	4,171	4,449
Depreciation and amortisation	-153	-161	-409	-402	-421	-452	-469	-500	-512	-535
of which leasing depreciation	0	0	-232	-212	-229	-242	-230	-226	-231	-236
EBITA	2,369	2,476	2,521	2,709	2,260	2,146	2,720	3,159	3,659	3,915
EO Items	-53	2,470 65	66	2,703 54	13	-312	-105	-250	0,005	0,510
Impairment and PPA amortisation	-524	-780	-865	-802	-617	-715	-681	-230	-896	-896
EBIT	1,845	1,696	1,656	1,907	1,643	1,431	2,039	2,263	2,763	3,019
	-158	-119	-148	-274	-144	-237	-355	-324	-306	-285
Net financial items	1,680	1,580	-140 1,504	-274 1,626	-144 1,499	-237 1,195		-324 1,938	-300 2,457	
Pretax profit		•	•			•	1,679	-427	•	2,734
Tax	-338	-382	-370	-377	-346	-254	-365		-541	-601
Net profit	1,342	1,198	1,134	1,249	1,153	941	1,314	1,512	1,916	2,132
Minority interest	0	0	0	1	9	0	0	-0	0	0
Net profit discontinued	0	0	0	0	0	0	0	0	0	0
Net profit to shareholders	1,342	1,198	1,134	1,250	1,162	941	1,314	1,511	1,916	2,132
EPS	3.53	3.14	2.84	3.28	3.02	2.47	3.41	3.96	5.02	5.58
EPS adj.	3.62	3.01	2.70	3.17	3.02	3.12	3.62	4.47	5.02	5.58
Total extraordinary items after tax	-43	50	50	41	10	-246	-82	-195	0	0
Leasing payments	-	-	-	-	-	-	-	-	-	-
Tax rate (%)	20.1	24.2	24.6	23.2	23.1	21.3	21.8	22.0	22.0	22.0
Gross margin (%)	43.7	41.9	42.0	40.8	37.4	37.6	37.4	38.3	39.3	40.2
EBITDA margin (%)	21.8	19.5	20.1	22.6	18.4	15.4	17.6	19.5	20.8	20.8
EBITA margin (%)	20.5	18.3	17.3	19.7	15.5	12.7	15.0	16.8	18.2	18.3
EBIT margin (%)	15.9	12.5	11.3	13.9	11.3	8.5	11.3	12.0	13.8	14.1
Pre-tax margin (%)	14.5	11.7	10.3	11.8	10.3	7.1	9.3	10.3	12.2	12.8
Net margin (%)	11.6	8.8	7.8	9.1	7.9	5.6	7.2	8.0	9.5	10.0
Growth Rates y-o-y	-	-	-	-	-	-	-	-	-	-
Sales growth (%)	8.1	17.1	7.7	-5.7	5.7	16.0	7.4	3.8	6.8	6.4
EBITDA growth (%)	101.1	4.6	11.1	6.2	-13.8	-3.1	22.8	14.7	14.0	6.7
EBITA growth (%)	115.7	4.5	1.8	7.5	-16.6	-5.0	26.8	16.1	15.8	7.0
EBIT growth (%)	NM	-8.1	-2.4	15.2	-13.8	-12.9	42.5	11.0	22.1	9.3
Net profit growth (%)	962.5	-10.7	-5.4	10.2	-7.7	-18.4	39.6	15.1	26.8	11.3
EPS growth (%)	nm	-11.0	-9.6	15.5	-7.9	-18.2	38.0	16.1	26.7	11.3
Profitability		-	-	-	-			-	-	
ROE (%)	18.2	15.2	14.3	15.3	13.6	10.1	12.8	13.7	16.4	16.9
	20.4	17.7	17.8	18.1	14.4	14.6	15.0	18.8	24.0	24.0
ROE adj. (%)	20.4 14.8	13.6	11.4	11.6	14.4	9.4	13.0 11.4	10.0 11.7	24.0 13.8	24.0 14.4
ROCE (%)	19.3	19.1	16.7	16.2	15.5	9.4 16.0	15.9	17.8	18.4	18.8
ROCE adj. (%)	21.2	19.1 21.5		10.2 19.3	15.5 16.0	13.6		17.8	18.4 17.7	
ROIC (%)	21.2		19.2				14.8			18.1
ROIC adj. (%)		20.9	18.7	18.9	15.9	15.6	15.3	17.0	17.7	18.1
Adj. earnings numbers	-	-	-	-	-	-	-	-	-	-
EBITDA adj.	2,575	2,572	2,864	3,057	2,668	2,911	3,294	3,909	4,171	4,449
EBITDA adj. margin (%)	22.3	19.0	19.6	22.2	18.3	17.3	18.2	20.8	20.8	20.8
EBITDA lease adj.	2,575	2,572	2,864	3,057	2,668	2,911	3,294	3,909	4,171	4,449
EBITDA lease adj. margin (%)	22.3	19.0	19.6	22.2	18.3	17.3	18.2	20.8	20.8	20.8
EBITA adj.	2,422	2,411	2,455	2,655	2,247	2,459	2,825	3,409	3,659	3,915
EBITA adj. margin (%)	20.9	17.8	16.8	19.3	15.4	14.6	15.6	18.1	18.2	18.3
EBIT adj.	1,898	1,631	1,590	1,853	1,630	1,744	2,144	2,513	2,763	3,019
EBIT adj. margin (%)	16.4	12.0	10.9	13.5	11.2	10.3	11.8	13.4	13.8	14.1
Pretax profit Adj.	2,257	2,295	2,303	2,374	2,103	2,223	2,465	3,084	3,353	3,630
Net profit Adj.	1,506	1,392	1,412	1,473	1,223	1,365	1,540	2,066	2,812	3,028
Net profit to shareholders adj.	1,506	1,392	1,412	1,474	1,232	1,365	1,540	2,066	2,812	3,028
Net adj. margin (%)	13.0	10.3	9.7	10.7	8.4	8.1	8.5	11.0	14.0	14.2
Source: ABG Sundal Collier, Company										

Cash Flow (SEKm)	2018	2019	2020	2021	2022	2023	2024	2025e	2026e	2027e
EBITDA	2,522	2,637	2,930	3,111	2,681	2,598	3,189	3,659	4,171	4,449
Net financial items	-158	-119	-148	-274	-144	-237	-355	-324	-306	-285
Paid tax	-338	-382	-261	-465	-452	-290	-431	-467	-541	-601
Non-cash items	118	-1,765	-361	344	-461	-469	-55	-8	15	15
Cash flow before change in WC	2,144	371	2,160	2,716	1,624	1,602	2,349	2,860	3,339	3,578
Change in working capital	260	1,250	-1,146	-165	234	362	112	-299	-217	-255

operating cash flow 2.404 1,621 1,96 -17 -201 -139 -17 -139 -17 -139 -17 -139 -17 -139 -17 -139 -17 -139 -17 -139 -17 -139 -130 -139 -130	Cash Flow (SEKm)	2018	2019	2020	2021	2022	2023	2024	2025e	2026e	2027e
Capex (mapple) fixed assets -174 -201 -196 -167 -188 -207 -252 -284 -1,340 -1,341 -1,340 -1,340 -1,340 -1,340 -1,340 -1,340 -1,340 -1,340 -1,341 -1											
Capox intringible fixed assets -642 -140 -1680 -1372 -1383 -1382 -1383 -1382 -1383 <th< td=""><td></td><td>•</td><td></td><td>•</td><td></td><td>•</td><td></td><td>-</td><td></td><td></td><td></td></th<>		•		•		•		-			
Acquisitions and Disposals -141 -146 -537 231 -175 -53 278 0 0 0 0 Dividend paid -382 -535 -688 -688 -641 -917 -916 -933 -916 -913 -916 -913 -916 -913 -916 -913 -916 -917 -917 -917 -917 -917 -917 -917 -917 -917 -917 -917 -917 -917 -917 <td></td> <td>-642</td> <td>-458</td> <td>-566</td> <td>-678</td> <td>-1,220</td> <td>-1,357</td> <td></td> <td>-1,349</td> <td>-1,406</td> <td></td>		-642	-458	-566	-678	-1,220	-1,357		-1,349	-1,406	
Dividend gaid -332 -535 -688 -841 -917 -917 -917 -917 -917 -918 -126 Share issues and buybadis 0 0 205 215 -228 288 7.489 7.481 1.123 1.758 1.758 1.758 1.758 1.758 1.758 1.758 1.769 1.714 1.257 3.114 3.070 3.276 3.274 3.13 3.277 3.266 3.41 4.21 1.623 1.		-141	-16	-537	231	-175	-53	-278	0	0	0
Share: Saves: and baybacks 0 </td <td>Free cash flow</td> <td>1,447</td> <td>946</td> <td>-285</td> <td>1,937</td> <td>275</td> <td>347</td> <td>539</td> <td>928</td> <td>1,416</td> <td>1,614</td>	Free cash flow	1,447	946	-285	1,937	275	347	539	928	1,416	1,614
Leasing liability amortinsation 0 0 2.20 2.21 2.22 2.23 2.24 2.28 2.88 7.88 7.78 7.74 7.78 7.74 7.78 7.77 7.77 7.77 7.77 7.77 7.77 7.77 7.77 7.77 7.77 7.77 7.77	Dividend paid	-382	-535	-688	-688	-841	-917	-917	-917	-983	-1,246
Other mon-cash items -22 73 -1311 133 -79 207 -419 304 -15 -15 Balance Sheat (SKm) 2018 2021 2022 2023 2028 3.53 3.64 3.64 3.67 3.813 1.86 1.86 1.868 1.868 1.868 1.868 1.868 1.868 1.868 1.868 1.868 1.868 1.813 1.813 1.813 1.813 1.813 1.813 1.813 1.813 1.813 1.813 1.813 1.813 1.813 1.813 1.814 1.812 2.868 3.414 3.267 3.413 3.26 1.212	-										
Estiment Shoret (SEKm) 2019 2020 2021 2022 2023 2024 202	0 ,										
Cookull 5 607 5 514 6.207 7.489 7.489 7.489 7.489 Other Intarghele Reed assets 3.568 3.987 3.168 2.806 3.931 4.785 6.200 6.700 7.202 Right-Oruse asset 0 0 1.156 968 907 773 1.181 0.007 1.123 Right-Oruse asset 1.099 11.284 2.748 1.7453 1.7453 1.7453 1.7453 1.863 1.886 1.886 Fixed assets 1.099 11.768 1.244 2.748 2.233 3.070 3.1745 3.156 4.272 Receivables 5.449 5.915 6.113 6.107 4.411 3.077 3.278 3.278 3.143 3.268 3.414 3.2675 3.4143 3.532 Chal assets 2.4657 2.466 2.441 2.444 2.444 4.44 4 4 4 4 4 4 4 4 4 4 4 4 <td></td>											
Other intragible assets 3.568 3.387 3.158 2.806 3.763 4.745 5.447 6.200 6.709 7.202 Right-of-use asset 0 0 1.156 957 968 977 1.164 1002 1.102 1.123 Right-of-use asset 10.590 1.148 12.845 11.507 1.3423 15.233 17.455 1.613 1.868 1.866 Inventories 1.121 2.631 6.169 6.124 7.706 7.777 1.614 8.223 Chash and liquid assets 4.403 2.778 8.113 8.107 6.103 9.779 3.268 3.414 3.533 7.101 7.771 7.11 1.023 1.413 3.275 3.414 3.533 7.101 3.043 4.099 5.776 4.113 3.077 3.261 3.413 3.532 Total assets 2.407 2.4665 2.411 2.444 2.630 2.007 1.122 1.225 1.2252 1.225 1.2252 <											
Tangber fixed assets 895 957 968 897 954 980 1.062 1.102 1.102 1.102 Fight-of-use asset 0 0 1.55 968 1.323 1.758 1.803 18.66 Fixed assets 10.599 11.183 1.284 11.997 13.423 15.233 3.070 3.295 3.573 3.615 4.274 Receivables 5.449 5.515 6.113 6.169 6.624 7.706 7.470 6.74 6.14 5.929 3.533 3.616 4.272 5.226 3.431 3.532 Cash and liquid assets 4.458 4.073 6.407 4.41 3.077 3.4143 3.2676 3.4143 3.276 2.1433 3.1443 3.2676 3.4144 5.323 Shareholders equity 7.975 7.778 8.113 8.177 8.913 9.729 10.774 4.814 4.262 4.814 Pension debt 1.58 1.88 2.255 1.054 1.068		-	-	-					-	-	-
Fight on-use asset 0 0 1.168 953 975 773 1.164 077 944 976 Total other fived assets 10599 11.284 11.267 13.423 12.283 17.455 14.803 1.866 1.866 1.866 1.866 1.866 1.866 1.866 1.866 1.866 1.866 1.867 1.823 1.7455 1.763 3.815 4.272 2.83 3.573 3.770 3.286 3.414 4.823 Char and liquid assets 4.450 0.776 6.113 6.169 6.024 7.706 7.717 3.216 3.413 3.533 Total assets 2.247 2.4665 2.8411 2.444 2.603 2.4608 3.1473 3.275 3.418 3.533 1.116 1.077 1.122 1.226 1.227 1.226 1.227 1.226 1.227 1.226 1.227 1.226 1.227 1.226 1.227 1.226 1.227 1.226 1.227 1.226 1.227	5	-	-	-	-				-		-
Total other fixed assets 528 910 1,222 988 1,232 1,758 1,866 1,866 1,867 Fixed assets 1,21 2,634 2,748 2,283 3,070 3,255 3,573 3,815 48,676 Cher current assets 5,849 5,915 6,113 6,169 6,924 7,706 7,470 7,574 8,194 8,223 Cher current assets 2,465 2,4065 2,841 2,463 2,606 3,411 3,077 3,265 3,413 3,532 Sthareholders equity 7,97 7,778 8,114 8,917 8,913 9,723 1,779 4,114 4,4 4 Total equity 7,975 7,778 8,114 8,917 8,914 8,916 1,886 1,886 1,886 1,886 1,813 1,212 1,212 1,217 1,218 1,217 1,217 1,217 1,217 1,217 1,217 1,217 1,217 1,217 1,212 1,121 1,122 1	-									-	-
Fixed assets 10,599 11,168 12,243 2,748 2,233 17,673 17,563 18,100 18,672 Receivables 5,849 5,915 6,113 6,169 6,924 7,706 7,470 7,674 8,194 8,823 Other current assets 4,460 4,073 6,407 4,411 3,077 3,275 24,184 45,333 10,778 2,719 3,2665 3,431 3,532 Shareholders equity 7,777 7,778 8,114 8,197 9,270 1,744 1,329 10,774 11,220 12,163 13,049 Minority 0 1 1 0 3 4 5 4 4 4 Chall equity 7,777 7,778 8,114 8,197 9,220 10,774 11,223 12,121 13,109 Minority 0 1 1,256 1,054 1,068 1,351 1,411 4,826 4,841 Long-temm debt 1,595 1,642	0			-							
Inventories 1,121 2,634 2,728 2,633 3,070 3,287 3,573 3,815 4,272 Receivables 5,449 5,915 6,113 6,169 6,924 7,707 7,778 8,104 8,823 Cash and liquid assets 4,463 4,073 6,407 4,411 3,077 3,278 2,777 3,266 3,414 3,532 Shareholders equity 7,975 7,778 8,114 8,197 8,914 9,723 10,77 1,233 12,297 12,64 5 6 6 6		10,599	11,168		11,597		-			-	
Other current assets 440 275 286 385 346 321 451 509 614 620 Cash and liquid assets 22,457 24,065 28,411 24,844 26,303 29,608 31,413 32,675 34,164 35,322 Shareholders equity 7,975 7,778 8,113 8,197 8,916 9,733 10,774 11,229 12,163 13,049 Long-term field 4,369 7,575 7,779 8,114 8,197 8,916 9,733 10,779 11,233 12,167 13,034 Convertible debt -		1,121	2,634	2,748	2,283	2,533	3,070	3,259	3,573	3,815	4,272
Cash and liquid assets 4.458 4.073 6.407 4.411 3.077 3.278 2.279 3.266 3.431 3.5322 Total assets 22.457 24.065 28.411 24.844 26.303 29.608 31,413 32.575 34.184 35.932 Shareholders equity 7.975 7.778 8.113 8.197 8.913 9.729 10.774 11.29 12.163 13.049 Long-term debt 4.369 3.558 7.101 3.043 4.099 5.706 4.807 4.811 4.826 4.841 Pension debt 158 188 235 224 0 237 236 0 0 0 0 0 0 1.55 1.054 1.066 948 1.315 1.52 1.252 1.252 1.252 1.252 1.55 1.653 3.836 3.442 3.833 3.642 3.803 3.762 3.555 3.653 3.888 9.424 9.841 10.444 1.543 1.553	Receivables	5,849	5,915	6,113	6,169	6,924	7,706	7,470	7,674	8,194	8,823
Total assets 22,457 24,065 28,411 24,844 26,303 29,608 31,131 32,675 34,144 35,324 Shareholders equily 7,975 7,778 8,113 8,197 8,913 9,729 10,774 11,229 12,163 13,049 Minority 0 1 1 0 3 4 15 4 4 4 Consertible debt 158 7,775 8,114 8,197 8,916 9,733 10,773 11,223 12,167 13,048 Convertible debt -	Other current assets	430			385			451	599	614	
Shareholders equity 7,975 7,778 8,113 8,197 6,913 9,729 10,774 11,229 12,163 13,049 Minority 0 1 0 3 4 7779 11,123 12,163 13,049 Long-term debt 4,369 3,558 7,171 3,043 4,099 5,706 4,807 4,811 4,826 4,841 Pension debt 158 188 235 224 0 237 2,36 0 1252 1,252 1,252 1,252 1,252 1,252 1,252 1,252 1,252 1,579 6,643 3,603 3,762 3,763 3,767 3,414 26,303 3,245 3,414 26,444 26,303 3,245 3,414 4,474 4,326 4,241 Net 18 debt excl. pension debt	Cash and liquid assets	-			-				-	-	
Minority 0 1 1 0 3 4 5 4 4 4 Total equity 7,975 7,779 8,114 8,197 8,916 9,733 10,779 11,233 12,167 13,053 Long-term debt 158 188 225 224 0 237 236 0 0 0 0 Convertible debt -<		•			•			-			
Total equity 7,975 7,779 8,114 8,197 8,916 9,733 10,779 11,233 12,167 13,053 Long-lerm debt 4,369 3,558 7,101 3,043 4,009 5,706 4,807 4,811 4,826 4,841 Pension debt 158 188 235 224 0 237 236 0 10,126 1,056 10,86 948 1,319 1,252 1,252 1,252 1,252 1,252 1,252 1,252 1,252 1,253 1,679 1,679 3,479 3,479 3,479 3,479 3,479 3,478 3,593 3,595 3,593 3,593 3,593 3,593 3,593 3,593 3,593 3,593 3,593 3,593 3,593 3,593 3,593 3,593		-	-	-	-	-			-	-	-
Long-term Long-term Long-term Long-term 4,869 3,558 7,101 3,043 4,099 5,706 4,811 4,826 4,841 Pension debt 158 138 235 224 0 236 0	-										
Perision debt 158 188 235 224 0 237 236 0 0 0 0 Convertible debt -		•		,		•	•		•	•	•
Convertible debt -	-	-	-	-	-	-				-	-
Leasing liability 0 0 1,256 1,056 1,086 948 1,319 1,252 1,253 1,679 Accounts payable 2,966 3,088 2,728 2,833 3,245 3,803 3,762 3,595 3,738 3,976 Other current liabilities 52,38 7,810 7,339 6,746 7,555 8,633 8,885 9,444 4,446 4,476 4,326 4,241 Net IB debt excl, leasing 1,044 673 1,330 997 1,532 2,679 3,366 3,224 3,074 2,989 Capital involved 9,019 8,452 11,300 10,248 11,530 15,483 15,709 16,433 15,79 1,294 20,826 <t< td=""><td></td><td>-</td><td>-</td><td>- 200</td><td>- 224</td><td>-</td><td>- 201</td><td>200</td><td>-</td><td>-</td><td>-</td></t<>		-	-	- 200	- 224	-	- 201	200	-	-	-
Total other long-term liabilities 756 642 618 586 892 514 501 682 682 682 Short-term debt 975 1,000 1,001 2,144 510 1 1,122 1,679 1,614 1,618 1,620 1,611 1,618 1,620 1,411 1,643 1,532 2,679 3,386 3,224 3,074 2,989 Capital invested 9,019 8,452 17,707 14,659 1,4611 16,638 16,682 16,682 26,688 26,688 <		0	0	1.256	1.054	1.086	948	1.319	1.252	1.252	1.252
Short-term debt 975 1.000 1.001 2.141 510 14 1.122 1.679 1.679 1.679 Accounts payable 2.986 3.088 2.728 2.853 3.245 3.803 3.762 3.595 3.595 Other current liabilities and equity 22,457 24,065 28,411 24,844 26,303 29,608 31,413 32,675 34,184 35,932 Net IB debt excl. pension debt 886 485 2,951 1.827 2,618 3.396 3.224 3.074 2,989 Capital invested 1,044 673 1,930 997 1,532 2,679 3,386 3.224 3,074 2,989 Capital invested 9,019 8,482 11,300 10.248 11,534 13,360 15,433 15,709 16,439 17,294 Working capital -824 -2,074 -928 -763 -997 -1,359 -1,471 -1,172 -955 -700 FV breakdown - -				-	-	-				-	
Accounts payable 2.986 3.088 2.728 2.853 3.245 3.803 3.762 3.595 3.738 3.976 Other current liabilities and equity 22.487 24.667 28.611 14.844 26.033 29.603 3.888 9.424 9.841 10.449 Net IB debt 1.044 673 3.186 2.051 2.618 3.300 4.768 4.326 4.241 Net IB debt excl. leasing 1.044 673 1.930 997 1.532 2.679 3.386 19.242 0.826 Capital employed 13.477 12.525 17.707 14.659 14.611 16.638 15.709 16.493 17.294 Working capital -824 -2.074 -928 -763 -977 -1.588 1.717 14.658 16.638 26.688 26.688 26.688 26.688 26.688 26.688 26.688 26.688 26.688 26.688 26.688 26.688 26.688 26.688 26.688 26.688 26.688	-	975	1,000	1,001	2,141	510	14		1,679	1,679	1,679
Total liabilities and equity 22,457 24,065 28,411 24,844 26,303 29,608 31,413 32,675 34,184 35,932 Net IB debt 1,044 673 3,186 2,051 2,618 3,309 4,466 4,326 4,241 Net IB debt excl. pension debt 886 485 2,951 1,827 2,618 3,309 4,468 4,476 4,326 4,241 Net IB debt excl. leasing 1,044 673 1,930 997 1,532 2,679 3,386 3,224 3,074 2,989 Capital invested 9,019 8,452 11,300 10,248 11,334 13,360 15,709 16,493 17,294 Working capital -824 -2,074 -928 -763 -997 -1,359 -1,471 -1,172 -955 -700 Febrakdown - - - - - - - - - - - - - - - - - <td>Accounts payable</td> <td>2,986</td> <td>3,088</td> <td>2,728</td> <td>2,853</td> <td>3,245</td> <td>3,803</td> <td></td> <td>3,595</td> <td>3,738</td> <td>3,976</td>	Accounts payable	2,986	3,088	2,728	2,853	3,245	3,803		3,595	3,738	3,976
Net IB debt 1,044 673 3,186 2,051 2,618 3,267 4,704 4,476 4,326 4,241 Net IB debt excl. pension debt 886 485 2,951 1,827 2,618 3,390 4,468 4,476 4,326 4,241 Net IB debt excl. leasing 1,044 673 1,390 997 1,532 2,679 3,386 3,224 3,074 2,989 Capital employed 13,477 12,525 17,707 14,659 14,611 16,638 18,262 18,975 19,924 20,826 Capital employed -824 -2,074 -928 -763 -997 -1,359 -1,471 -1,172 -955 -700 EV breakdown -	Other current liabilities	5,238	7,810	7,359	6,746	7,555	8,653	8,888	9,424		10,449
Net IB debt excl. pension debt 886 485 2,951 1,827 2,618 3,390 4,468 4,476 4,326 4,241 Net IB debt excl. leasing 1,044 673 1,930 997 1,532 2,679 3,386 3,224 3,074 2,989 Capital invested 9,019 8,452 11,300 10,248 11,534 13,300 15,473 15,709 16,493 15,709 16,493 15,709 16,493 17,294 Working capital -824 -2,074 -928 -763 -997 -1,359 -1,471 -1,172 -955 -700 EV breakdown - <td>Total liabilities and equity</td> <td>22,457</td> <td>24,065</td> <td>28,411</td> <td>24,844</td> <td>26,303</td> <td>29,608</td> <td>31,413</td> <td>32,675</td> <td>34,184</td> <td>35,932</td>	Total liabilities and equity	22,457	24,065	28,411	24,844	26,303	29,608	31,413	32,675	34,184	35,932
Net IB debt excl. leasing 1,044 673 1,930 997 1,532 2,679 3,386 3,224 3,074 2,989 Capital employed 13,477 12,525 17,707 14,659 14,611 16,638 18,262 18,975 19,924 20,826 Capital invested 9,019 8,452 11,300 10,248 11,534 13,360 15,483 15,709 16,493 17,294 Working capital .824 -2,074 -928 -763 -997 -1,359 -1,172 -955 -700 EV breakdown -	Net IB debt	-		-		-			-	-	-
Capital employed 13,477 12,525 17,707 14,659 14,611 16,638 18,262 18,975 19,924 20,826 Capital invested 9,019 8,452 11,300 10,248 11,534 13,360 15,483 15,709 16,493 17,294 Working capital -824 -2,074 -928 -763 -997 -1,359 -1,471 -1,172 -955 -700 EV breakdown -	-			-	-	-				-	
Capital invested 9,019 8,452 11,300 10,248 11,534 13,360 15,483 15,709 16,493 17,294 Working capital -824 -2,074 -928 -763 -997 -1,359 -1,471 -1,172 -955 -700 EV breakdown - <	0					-	-		-	-	-
Working capital -824 -2,074 -928 -763 -997 -1,359 -1,471 -1,172 -955 -700 EV breakdown - </td <td></td> <td>-</td> <td>-</td> <td>-</td> <td>-</td> <td></td> <td></td> <td></td> <td></td> <td>-</td> <td>-</td>		-	-	-	-					-	-
EV brackdown - <t< td=""><td>•</td><td>-</td><td>-</td><td>-</td><td>-</td><td>-</td><td></td><td></td><td></td><td>-</td><td></td></t<>	•	-	-	-	-	-				-	
Market cap. diluted (m) 26,685 26,685 26,688	· · · ·				-703			-1,471			-700
Net IB debt adj. 1,044 673 3,186 2,051 2,618 3,627 4,704 4,476 4,326 4,241 Market value of minority 0 1 1 0 3 4 5 4 4 4 Reversal of shares and participations -42 -57 -57 -27 -25 -27 -34 -34 -34 -34 -34 Reversal of conv. debt assumed outity -					26 688			26 688			26 688
Market value of minority 0 1 1 0 3 4 5 4 4 4 Reversal of shares and participations -42 -57 -57 -27 -25 -27 -34 -34 -34 -34 Reversal of conv. debt assumed -	,								-	-	
Reversal of shares and participations -42 -57 -57 -27 -25 -27 -34 -34 -34 -34 -34 participations Reversal of conv. debt assumed equity -<	-			-	-	-	-		-	-	
Reversal of conv. debt assumed equity	5	-42	-57	-57	-27	-25	-27	-34	-34	-34	-34
equityEV27,68627,30229,81528,71229,28430,29331,36331,13530,98530,899Total assets turnover (%)53.355.355.651.756.960.359.458.760.160.9Working capital/sales (%)-6.0-10.7-10.3-6.1-6.0-7.0-7.8-7.0-5.3-3.9Financial risk and debt serviceNet debt/equity (%)13.18.739.325.029.437.343.639.835.632.5Net debt / market cap (%)3.92.511.97.79.813.617.616.816.215.9Equity ratio (%)35.532.328.633.033.932.934.334.435.636.3Net IB debt adj. / equity (%)13.18.739.325.029.437.343.639.835.632.5Current ratio1.291.081.401.131.141.151.011.031.051.07EBITDA/net interest16.022.019.314.022.913.516.416.520.424.3Net IB debt/EBITDA (x)0.40.30.70.30.60.91.00.80.70.7Interest coverage10.913.712.010.814.58.29.413.516.719.6Source: ABG S											
EV27,68627,30229,81528,71229,28430,29331,36331,13530,98530,899Total assets turnover (%)53.358.355.651.756.960.359.458.760.160.9Working capital/sales (%)-6.0-10.7-10.3-6.1-6.0-7.0-7.8-7.0-5.3-3.9Financial risk and debt serviceNet debt/equity (%)13.18.739.325.029.437.343.639.835.632.5Net debt / market cap (%)3.92.511.97.79.813.617.616.816.215.9Equity ratio (%)35.532.328.633.033.932.934.334.435.636.3Net IB debt adj. / equity (%)13.18.739.325.029.437.343.639.835.632.5Current ratio1.291.081.401.131.141.151.011.031.051.07EBITDA/net interest16.022.019.314.022.913.516.416.520.424.3Net IB debt/EBITDA (x)0.40.30.70.30.60.91.00.80.70.7Interest coverage10.913.712.010.814.58.29.413.516.719.6Source: ABG Sundal Collier, Company D		-	-	-	-	-	-	-	-	-	-
Total assets turnover (%)53.358.355.651.756.960.359.458.760.160.9Working capital/sales (%)-6.0-10.7-10.3-6.1-6.0-7.0-7.8-7.0-5.3-3.9Financial risk and debt service<		27 686	27 302	29 815	28 712	20 281	30 203	31 363	31 135	30 985	30 800
Working capital/sales (%) -6.0 -10.7 -10.3 -6.1 -6.0 -7.0 -7.8 -7.0 -5.3 -3.9 Financial risk and debt service - <th< td=""><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></th<>											
Financial risk and debt service -											
Net debt/equity (%)13.18.739.325.029.437.343.639.835.632.5Net debt / market cap (%)3.92.511.97.79.813.617.616.816.215.9Equity ratio (%)35.532.328.633.033.932.934.334.435.636.3Net IB debt adj. / equity (%)13.18.739.325.029.437.343.639.835.632.5Current ratio1.291.081.401.131.141.151.011.031.051.07EBITDA/net interest16.022.019.314.022.913.516.416.520.424.3Net IB debt/EBITDA (x)0.40.31.10.71.01.41.51.21.01.0Net IB debt/EBITDA lease adj. (x)0.40.30.70.30.60.91.00.80.70.7Interest coverage10.913.712.010.814.58.29.413.516.719.6Source: ABG Sundal Collier, Company DataShare Data (SEKm)20182019202020212022202320242025e2026e2027eActual shares outstanding382382382382382382382382382382382382						-	-	-			-
Net debt / market cap (%) 3.9 2.5 11.9 7.7 9.8 13.6 17.6 16.8 16.2 15.9 Equity ratio (%) 35.5 32.3 28.6 33.0 33.9 32.9 34.3 34.4 35.6 36.3 Net IB debt adj. / equity (%) 13.1 8.7 39.3 25.0 29.4 37.3 43.6 39.8 35.6 32.5 Current ratio 1.29 1.08 1.40 1.13 1.14 1.15 1.01 1.03 1.05 1.07 EBITDA/net interest 16.0 22.0 19.3 14.0 22.9 13.5 16.4 16.5 20.4 24.3 Net IB debt/EBITDA (x) 0.4 0.3 1.1 0.7 1.0 1.4 1.5 1.2 1.0 1.0 Net IB debt/EBITDA lease adj. (x) 0.4 0.3 0.7 0.3 0.6 0.9 1.0 0.8 0.7 0.7 Interest coverage 10.9 13.7 12.0 10.8 14.5 8.2 9.4 13.5 16.7 19.6 <tr< td=""><td></td><td>13.1</td><td>8.7</td><td>39.3</td><td>25.0</td><td>29.4</td><td>37.3</td><td>43.6</td><td>39.8</td><td>35.6</td><td>32.5</td></tr<>		13.1	8.7	39.3	25.0	29.4	37.3	43.6	39.8	35.6	32.5
Net IB debt adj. / equity (%) 13.1 8.7 39.3 25.0 29.4 37.3 43.6 39.8 35.6 32.5 Current ratio 1.29 1.08 1.40 1.13 1.14 1.15 1.01 1.03 1.05 1.07 EBITDA/net interest 16.0 22.0 19.3 14.0 22.9 13.5 16.4 16.5 20.4 24.3 Net IB debt/EBITDA (x) 0.4 0.3 1.1 0.7 1.0 1.4 1.5 1.2 1.0 1.0 Net IB debt/EBITDA (x) 0.4 0.3 0.7 0.3 0.6 0.9 1.0 0.8 0.7 0.7 Interest coverage 10.9 13.7 12.0 10.8 14.5 8.2 9.4 13.5 16.7 19.6 Source: ABG Sundal Collier, Company Data Value 2018 2019 2020 2021 2022 2023 2024 2025e 2026e 2027e Actual shares outstanding 382 382 382 382 382 382 382 382 382		3.9					13.6	17.6	16.8	16.2	15.9
Current ratio 1.29 1.08 1.40 1.13 1.14 1.15 1.01 1.03 1.05 1.07 EBITDA/net interest 16.0 22.0 19.3 14.0 22.9 13.5 16.4 16.5 20.4 24.3 Net IB debt/EBITDA (x) 0.4 0.3 1.1 0.7 1.0 1.4 1.5 1.02 1.0 1.0 Net IB debt/EBITDA (x) 0.4 0.3 0.7 0.3 0.6 0.9 1.0 0.8 0.7 0.7 Interest coverage 10.9 13.7 12.0 10.8 14.5 8.2 9.4 13.5 16.7 19.6 Source: ABG Sundal Collier, Company Data 2018 2019 2020 2021 2022 2023 2024 2025e 2026e 2027e Actual shares outstanding 382	Equity ratio (%)	35.5	32.3	28.6	33.0	33.9	32.9	34.3	34.4	35.6	36.3
EBITDA/net interest16.022.019.314.022.913.516.416.520.424.3Net IB debt/EBITDA (x)0.40.31.10.71.01.41.51.21.01.0Net IB debt/EBITDA lease adj. (x)0.40.30.70.30.60.91.00.80.70.7Interest coverage10.913.712.010.814.58.29.413.516.719.6Source: ABG Sundal Collier, Company Data20182019202020212022202320242025e2026e2027eActual shares outstanding382382382382382382382382382382382382382				39.3	25.0	29.4	37.3	43.6	39.8	35.6	32.5
Net IB debt/EBITDA (x) 0.4 0.3 1.1 0.7 1.0 1.4 1.5 1.2 1.0 1.0 Net IB debt/EBITDA lease adj. (x) 0.4 0.3 0.7 0.3 0.6 0.9 1.0 0.8 0.7 0.7 Interest coverage 10.9 13.7 12.0 10.8 14.5 8.2 9.4 13.5 16.7 19.6 Source: ABG Sundal Collier, Company Data 2018 2019 2020 2021 2022 2023 2024 2025e 2026e 2027e Actual shares outstanding 382 <t< td=""><td>Current ratio</td><td></td><td></td><td></td><td>1.13</td><td></td><td></td><td>1.01</td><td></td><td></td><td></td></t<>	Current ratio				1.13			1.01			
Net IB debt/EBITDA lease adj. (x) 0.4 0.3 0.7 0.3 0.6 0.9 1.0 0.8 0.7 0.7 Interest coverage 10.9 13.7 12.0 10.8 14.5 8.2 9.4 13.5 16.7 19.6 Source: ABG Sundal Collier, Company Data 2018 2019 2020 2021 2022 2023 2024 2025e 2026e 2027e Actual shares outstanding 382											
Interest coverage 10.9 13.7 12.0 10.8 14.5 8.2 9.4 13.5 16.7 19.6 Source: ABG Sundal Collier, Company Data Share Data (SEKm) 2018 2019 2020 2021 2022 2023 2024 2025e 2026e 2027e Actual shares outstanding 382											
Source: ABG Sundal Collier, Company Data Share Data (SEKm) 2018 2019 2020 2021 2022 2023 2024 2025e 2026e 2027e Actual shares outstanding 382											
Share Data (SEKm) 2018 2019 2020 2021 2022 2023 2024 2025e 2026e 2027e Actual shares outstanding 382 38	· · · · · · · · · · · · · · · · · · ·		13.7	12.0	10.8	14.5	8.2	9.4	13.5	16.7	19.6
Actual shares outstanding 382 <td>Source: ABG Sundal Collier, Company</td> <td>Data</td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td>	Source: ABG Sundal Collier, Company	Data									
	Share Data (SEKm)	2018	2019	2020	2021	2022	2023	2024	2025e	2026e	2027e
Actual shares outstanding (avg) 382	Actual shares outstanding		382		382		382				382
	Actual shares outstanding (avg)	382	382	382	382	382	382	382	382	382	382

Share Data (SEKm)	2018	2019	2020	2021	2022	2023	2024	2025e	2026e	2027e
All additional shares	-	-	-	-	-	-	-	-	-	-
Issue month	-	-	-	-	-	-	-	-	-	-
Assumed dil. of shares from conv.	-	-	-	-	-	-	-	-	-	-
As. dil. of shares from conv. (avg)	-	-	-	-	-	-	-	-	-	-
Conv. debt not assumed as equity	-	-	-	-	-	-	-	-	-	-
No. of warrants	-	-	-	-	-	-	-	-	-	-
Market value per warrant	-	-	-	-	-	-	-	-	-	-
Dilution from warrants	-	-	-	-	-	-	-	-	-	-
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	1.40	1.80	1.80	2.20	2.40	2.40	2.40	2.57	3.26	3.63
Reported earnings per share	-	-	-	-	-	-	12.00	-	-	-

Source: ABG Sundal Collier, Company Data

Valuation and Ratios (SEKm)	2018	2019	2020	2021	2022	2023	2024	2025e	2026e	2027e
Shares outstanding adj.	382	382	382	382	382	382	382	382	382	382
Diluted shares adj.	382	382	382	382	382	382	382	382	382	382
EPS	3.53	3.14	2.84	3.28	3.02	2.47	3.41	3.96	5.02	5.58
Dividend per share	1.40	1.80	1.80	2.20	2.40	2.40	2.40	2.57	3.26	3.63
EPS adj.	3.62	3.01	2.70	3.17	3.02	3.12	3.62	4.47	5.02	5.58
BVPS	20.88	20.36	21.24	21.45	23.33	25.46	28.20	29.39	31.83	34.15
BVPS adj.	-3.14	-3.99	-3.55	-1.52	-3.53	-5.22	-6.71	-6.44	-5.33	-4.30
Net IB debt/share	2.73	1.76	8.34	5.37	6.85	9.49	12.31	11.72	11.32	11.10
Share price	69.85	69.85	69.85	69.85	69.85	69.85	69.85	69.85	69.85	69.85
Market cap. (m)	26,685	26,685	26,685	26,688	26,688	26,688	26,688	26,688	26,688	26,688
Valuation	-	-	-	-	-	-	-	-	-	-
P/E (x)	19.8	22.2	24.6	21.3	23.1	28.3	20.5	17.6	13.9	12.5
EV/sales (x)	2.39	2.01	2.04	2.09	2.01	1.80	1.73	1.66	1.54	1.45
EV/EBITDA (x)	11.0	10.4	10.2	9.2	10.9	11.7	9.8	8.5	7.4	6.9
EV/EBITA (x)	11.7	11.0	11.8	10.6	13.0	14.1	11.5	9.9	8.5	7.9
EV/EBIT (x)	15.0	16.1	18.0	15.1	17.8	21.2	15.4	13.8	11.2	10.2
Dividend yield (%)	2.0	2.6	2.6	3.2	3.4	3.4	3.4	3.7	4.7	5.2
FCF yield (%)	5.4	3.5	-1.1	7.3	1.0	1.3	2.0	3.5	5.3	6.0
Le. adj. FCF yld. (%)	5.4	3.5	-1.8	6.5	0.2	0.3	1.0	2.5	4.3	5.0
P/BVPS (x)	3.35	3.43	3.29	3.26	2.99	2.74	2.48	2.38	2.19	2.05
P/BVPS adj. (x)	11.27	14.32	14.81	12.00	11.06	9.56	8.12	7.14	5.71	4.80
P/E adj. (x)	19.3	23.2	25.8	22.1	23.1	22.4	19.3	15.6	13.9	12.5
EV/EBITDA adj. (x)	10.8	10.6	10.4	9.4	11.0	10.4	9.5	8.0	7.4	6.9
EV/EBITA adj. (x)	11.4	11.3	12.1	10.8	13.0	12.3	11.1	9.1	8.5	7.9
EV/EBIT adj. (x)	14.6	16.7	18.8	15.5	18.0	17.4	14.6	12.4	11.2	10.2
EV/CE (x)	2.1	2.2	1.7	2.0	2.0	1.8	1.7	1.6	1.6	1.5
Investment ratios	-	-	-	-	-	-	-	-	-	-
Capex/sales (%)	7.1	4.9	5.2	6.1	9.7	9.3	9.1	8.7	8.5	8.0
Capex/depreciation	5.3	4.1	4.3	4.4	7.3	7.4	6.9	6.0	6.1	5.7
Capex tangibles / tangible fixed assets	19.4	21.0	20.2	18.6	19.7	21.1	23.7	26.3	27.3	28.5
Capex intangibles / definite intangibles										
Depreciation on intang / def. intang										
Depreciation on tangibles / tangibles	17.14	16.82	18.29	21.18	20.13	21.43	22.50	25.33	25.52	26.63

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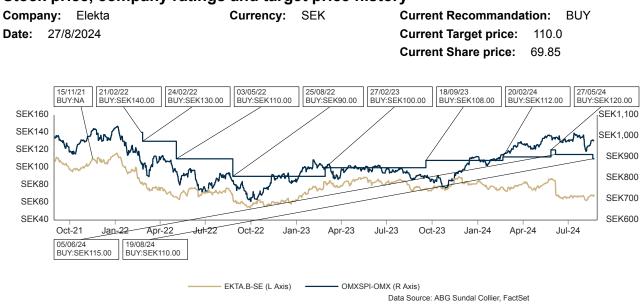
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