

123fahrschule SE

Germany | Software & Services | MCap EUR 20.6m

29 September 2025

UPDATE



123fahrschule lowered FY25 guidance; structural growth intact. BUY.

BUY (BUY)

Target price	EUR 6.00 (6.20)
Current price	EUR 3.70
Up/downside	62.2%



What's it all about?

123fahrschule (123fs) updated its FY25 guidance to EUR 25–26m revenue and EUR 0.4–1.0m EBITDA (old: EUR 28–30m / 1.5–2.5m), citing weaker simulator demand, softer professional driver and instructor training, and front-loaded ERP/personnel investments. Guidance remains above FY24 but below our estimates (EUR 27.8m / 2.1m). Core driver training (≈80% of revenues) continues to grow strongly, with 20% yoy revenue growth expected. Simulators and instructor training lag near term, while structural IT and process measures should improve efficiency from 2026. We lower our PT to EUR 6.00 (old: 6.20) and reiterate BUY, backed by regulatory tailwinds ahead.

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123fahrschule SE

Germany | Software & Services | MCap EUR 20.6m | EV EUR 21.9m

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Lowered FY25 guidance, but structural growth intact. BUY.

Guidance updated. 123fahrschule (123fs) lowered its FY25 guidance to EUR 25–26m revenue (old: EUR 28–30m) and EUR 0.4–1.0m EBITDA (old: EUR 1.5–2.5m), despite a sound H1 25 development. The cut reflects delayed simulator demand (lost truck order, reduced international volumes due to macro factors), softer trends in professional driver and instructor training, and front-loaded investments in personnel and ERP. While the new guidance still represents a solid improvement versus last year's results, it falls short of our FY estimates. Following a solid H1 25, we assumed EUR 27.8m revenue and EUR 2.1m EBITDA for FY25.

Segment dynamics. The core driver training segment, which accounts for roughly 80% of revenues, continues to perform strongly. For FY25, management expects about 20% yoy revenue growth and a significant improvement in profitability in this business. The simulator business is making its first meaningful contribution but remains below plan as a major truck order was cancelled and passenger-car customers remain hesitant due to the pending regulatory reform. Driving instructor training is likewise lagging, impacted by temporary factors (relocation, new site opening) and weaker sales execution.

Profitability under pressure, but structural measures initiated. In Q2 25, management initiated forward-looking investments in staff, locations, and IT. While these measures weigh on short-term profitability, they are set to enhance efficiency and scalability from 2026. The further development of the proprietary ERP platform remains a key focus and could, over time, deliver cost advantages and process automation. In addition, the strategic agenda "OPTIMIZE – GROW – INNOVATE" continues to serve as the framework for medium-term improvements.

Conclusion. For 2026, management expects continued growth in the core segment, catch-up effects in simulators, and benefits from initiated measures. A key trigger remains the long-awaited reform of the driver training regulation, which should significantly stimulate demand and investment. Despite the FY25 downgrade, the structural equity story—market consolidation, digitization, and simulator/software assets—remains intact. We reduce our price target to EUR 6.00 (old: EUR 6.20) but reiterate our BUY rating, underpinned by regulatory tailwinds expected from 2026.

123fahrschule SE	2022	2023	2024	2025E	2026E	2027E
Sales	16.7	20.6	22.5	25.8	30.6	35.1
<i>Growth yoy</i>	114.8%	23.7%	9.2%	14.8%	18.3%	15.0%
EBITDA	-2.7	-0.9	0.5	0.9	3.1	3.3
EBIT	-5.6	-4.3	-3.2	-2.9	-0.8	-0.6
Net profit	-4.3	-3.9	-7.0	-2.8	-0.9	-0.8
Net debt (net cash)	1.8	1.7	1.3	3.2	2.4	1.7
Net debt/EBITDA	-0.7x	-1.9x	2.5x	3.5x	0.8x	0.5x
EPS reported	-1.39	-0.80	-1.26	-0.50	-0.17	-0.14
DPS	0.00	0.00	0.00	0.00	0.00	0.00
<i>Dividend yield</i>	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Gross profit margin	100.0%	100.0%	99.3%	100.0%	100.0%	100.0%
EBITDA margin	-16.0%	-4.3%	2.4%	3.5%	10.0%	9.5%
EBIT margin	-33.8%	-20.9%	-14.2%	-11.2%	-2.7%	-1.7%
ROCE	-27.6%	-21.2%	-23.2%	-23.0%	-7.0%	-5.5%
EV/Sales	1.3x	1.1x	1.0x	0.9x	0.8x	0.6x
EV/EBITDA	-8.4x	-25.1x	41.1x	26.3x	7.5x	6.7x
EV/EBIT	-4.0x	-5.2x	-6.9x	-8.2x	-28.3x	-36.6x
PER	-2.7x	-4.6x	-2.9x	-7.4x	-21.9x	-27.1x

Source: Company data, mwb research



Source: Company data, mwb research

High/low 52 weeks 4.72 / 2.12
Price/Book Ratio 1.8x

Ticker / Symbols

ISIN DE000A2P4HL9
WKN A2P4HL
Bloomberg 123F:GR

Changes in estimates

		Sales	EBIT	EPS
2025E	old	27.8	-1.7	-0.31
	Δ	-7.2%	na%	na%
2026E	old	33.1	-0.6	-0.13
	Δ	-7.6%	na%	na%
2027E	old	38.0	-0.3	-0.09
	Δ	-7.6%	na%	na%

Key share data

Number of shares: (in m pcs) 5.56
Book value per share: (in EUR) 2.04
Ø trading vol.: (12 months) 5,159

Major shareholders

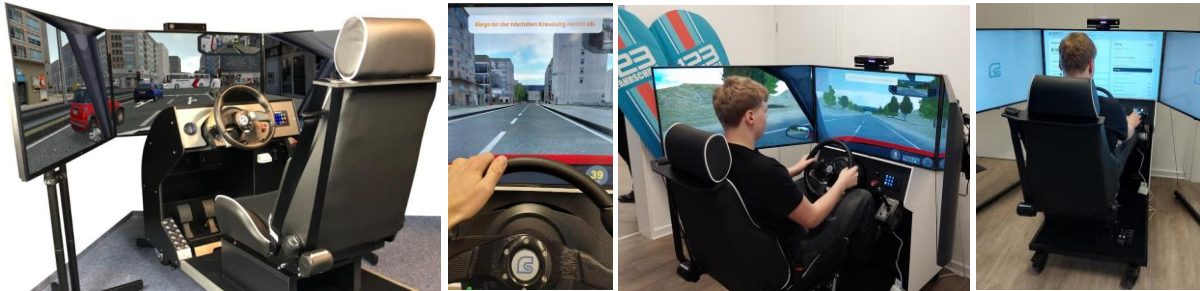
venturecapital.de 13.8%
Delphi 12.8%
KlickVentures 7.0%
Free Float 53.7%

Company description

123fahrschule SE is the disruptive player of driving license training and education in Germany. The company's goal is the modernization as well as the digitization of products, services, and processes in order to provide a high-quality training for private and professional customers nationwide. In addition, 123fahrschule is aiming the consolidation of the highly fragmented market.

Background information:

123fahrschule simulator – product sample and live test in Hamburg



Source: FOERST GmbH, mwb research

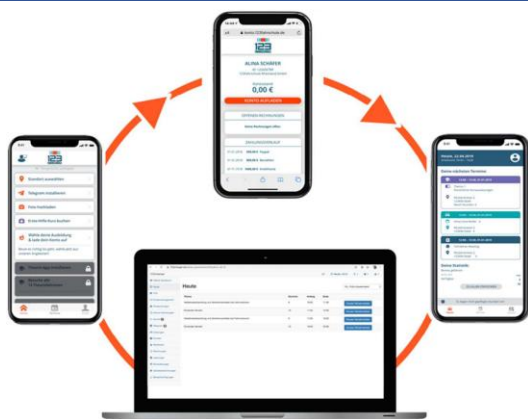
123fahrschule is the disruptive force in the German driving school market. The company's goal is the modernization as well as the digitization of products, services, and processes. 123fs aims to provide high-quality training for private and business customers nationwide. 123fs operates digitally via its proprietary software and e-learning solutions, while many competitors still rely on premise theory lessons in a classroom. However, it is due to the regulatory framework that despite the digital approach physical sites (classrooms) must be operated regionally.

Online theory classes expected from 2026.

In Germany, online theory lessons were considered an exception during the pandemic. But, according to the Federal Ministry of Digital Affairs and Transport's, e-learning will be permanently recognized by law in Germany from 01.01.2026. Currently, driving schools are only allowed to train their students in face-to-face classes. Back in 2016, 123fs set out to revolutionize the German driving school market with digital innovations. This is now expected to take place from 2026 onwards.

Investment case in six charts

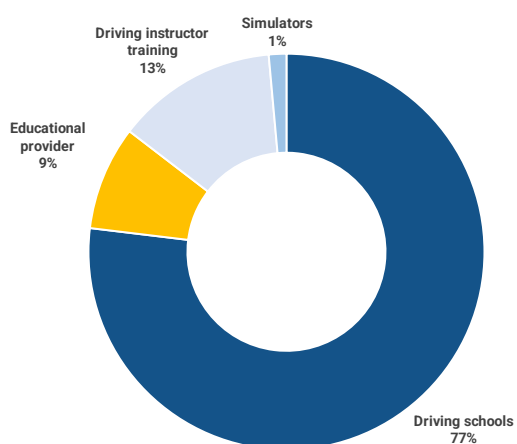
New-school driving school: 360-digital ecosystem



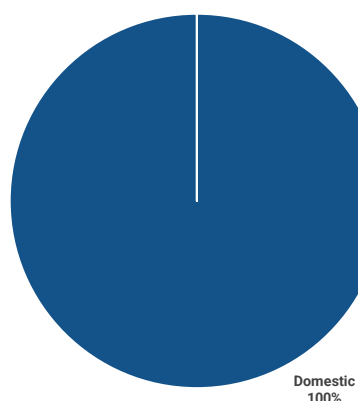
Old school driving school: 100% analog



Segmental breakdown in %



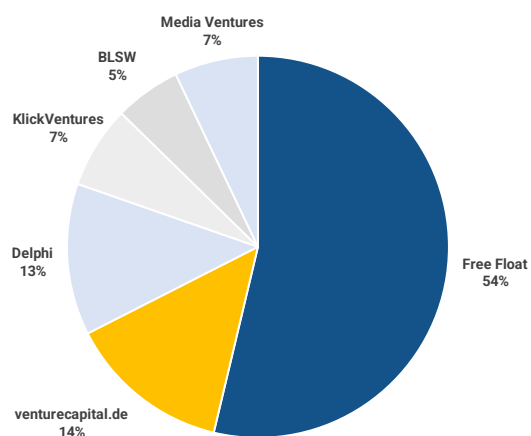
Regional sales split in %



Driving simulator are expected to replace driving lessons



Major Shareholders



Source: Company data, mwb research

SWOT analysis

Strengths

- Scalable B2C business model
- First mover advantage in a roll-up business model
- Experienced management team
- Knowledge and learnings of customer behaviour can be adopted & scaled
- Diversified revenue streams (B2C business) across Germany
- Agility and flexibility due to a lean organisational structure
- Favourable purchase multiples visible in low goodwill despite several M&A transactions (HGB)
- Own education of driving instructors solves skilled worker bottleneck

Weaknesses

- Steady need of technical innovation / development and hence IT costs
- Constant implementation of changed regulations regarding software and continued education of instructors necessary
- International expansion unlikely due to the heterogenous regulatory environment across Europe
- Further capital / fresh money needed to finance growth

Opportunities

- German driving school market in transition: consolidation & digitization
- Highly fragmented market offers attractive M&A opportunities
- Covid-19 could serve as catalyst for increasing online penetration
- Roll-up model provides above-average growth opportunities in a stable growing market

Threats

- Overall high market rivalry due to broad competitions – fragmented market
- Copycats: Digital players could adopt the business model
- Easing of regulatory framework needed for faster expansion
- Return of pandemic related barriers e.g., no driving exams or bottleneck of exam dates

Valuation

DCF Model

The DCF model results in a **fair value of EUR 6.05 per share**:

Top-line growth: We expect 123fahrschule SE to grow revenues at a CAGR of 8.3% between 2025E and 2032E. The long-term growth rate is set at 2.0%.

ROCE. Returns on capital are developing from -23.0% in 2025E to 10.4% in 2032E.

WACC. Starting point is a historical equity beta of 1.65. Unlevering and correcting for mean reversion yields an asset beta of 1.32. Combined with a risk-free rate of 2.0% and an equity risk premium of 6.0% this yields cost of equity of 15.5%. With pre-tax cost of borrowing at 5.0%, a tax rate of 30.0% and target debt/equity of 1.0 this results in a long-term WACC of 9.5%.

DCF (EURm) (except per share data and beta)	2025E	2026E	2027E	2028E	2029E	2030E	2031E	2032E	Terminal value
NOPAT	-2.5	-0.7	-0.5	0.3	1.1	1.3	1.3	1.4	
Depreciation & amortization	3.8	3.9	3.9	4.2	4.2	4.3	4.4	4.4	
Change in working capital	-0.7	0.1	0.2	0.4	0.6	0.8	0.2	0.2	
Chg. in long-term provisions	0.0	0.1	0.1	0.1	0.1	0.1	0.1	0.1	
Capex	-2.3	-2.3	-2.7	-2.7	-2.6	-2.6	-2.6	-2.7	
Cash flow	-1.7	1.0	1.0	2.2	3.4	3.8	3.3	3.3	45.6
Present value	-1.6	0.9	0.8	1.6	2.3	2.3	1.8	1.7	23.6
WACC	10.1%	10.1%	10.1%	10.1%	10.1%	10.1%	10.1%	10.1%	9.5%

DCF per share derived from		DCF avg. growth and earnings assumptions	
Total present value	33.3	Planning horizon avg. revenue growth (2025E-2032E)	8.3%
Mid-year adj. total present value	35.0	Terminal value growth (2032E - infinity)	2.0%
Net debt / cash at start of year	1.3	Terminal year ROCE	10.4%
Financial assets	0.0	Terminal year WACC	9.5%
Provisions and off b/s debt	na		
Equity value	33.6		
No. of shares outstanding	5.6		
Discounted cash flow / share		Terminal WACC derived from	
upside/(downside)	6.05 63.5%	Cost of borrowing (before taxes)	5.0%
		Long-term tax rate	30.0%
		Equity beta	1.65
		Unlevered beta (industry or company)	1.32
		Target debt / equity	1.0
		Relevered beta	2.24
		Risk-free rate	2.0%
		Equity risk premium	6.0%
		Cost of equity	15.5%
Share price			
	3.70		

Sensitivity analysis DCF								
Change in WACC (%-points)	Long term growth					Share of present value		
		1.0%	1.5%	2.0%	2.5%	3.0%		
	2.0%	4.2	4.4	4.5	4.7	4.9	2025E-2028E	5.1%
	1.0%	4.8	5.0	5.2	5.5	5.7	2029E-2032E	24.0%
	0.0%	5.5	5.7	6.0	6.4	6.8	terminal value	71.0%
	-1.0%	6.4	6.7	7.1	7.6	8.2		
	-2.0%	7.5	8.0	8.7	9.4	10.3		

Source: mwb research

FCF Yield Model

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

The adjusted Free Cash Flow Yield results in a fair value between EUR -3.81 per share based on 2025E and EUR 7.46 per share on 2029E estimates.

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

FCF yield in EURm	2025E	2026E	2027E	2028E	2029E
EBITDA	0.9	3.1	3.3	4.5	5.5
- Maintenance capex	2.5	2.6	2.6	2.7	2.7
- Minorities	0.0	0.0	0.0	0.0	0.0
- tax expenses	-0.4	-0.1	-0.1	0.0	0.1
= Adjusted FCF	-1.3	0.6	0.8	1.8	2.7
Actual Market Cap	20.6	20.6	20.6	20.6	20.6
+ Net debt (cash)	3.2	2.4	1.7	-0.3	-3.5
+ Pension provisions	0.0	0.0	0.0	0.0	0.0
+ Off B/S financing	0.0	0.0	0.0	0.0	0.0
- Financial assets	0.0	0.0	0.0	0.0	0.0
- Acc. dividend payments	0.0	0.0	0.0	0.0	0.0
<i>EV Reconciliations</i>	3.2	2.4	1.7	-0.3	-3.5
= Actual EV'	23.8	23.0	22.2	20.2	17.0
Adjusted FCF yield	-5.3%	2.6%	3.6%	9.0%	15.6%
base hurdle rate	7.0%	7.0%	7.0%	7.0%	7.0%
ESG adjustment	0.0%	0.0%	0.0%	0.0%	0.0%
adjusted hurdle rate	7.0%	7.0%	7.0%	7.0%	7.0%
Fair EV	-18.0	8.5	11.4	26.0	37.9
- <i>EV Reconciliations</i>	3.2	2.4	1.7	-0.3	-3.5
Fair Market Cap	-21.2	6.1	9.8	26.4	41.5
No. of shares (million)	5.6	5.6	5.6	5.6	5.6
Fair value per share in EUR	-3.81	1.09	1.76	4.75	7.46
Premium (-) / discount (+)	-203.0%	-70.6%	-52.5%	28.3%	101.6%

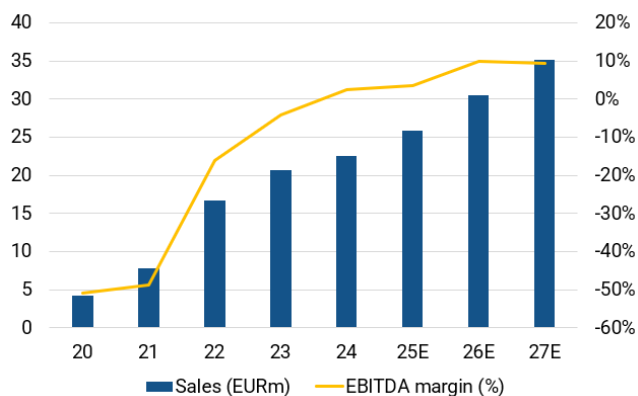
Sensitivity analysis FV						
Adjusted hurdle rate	5.0%	-5.1	1.7	2.6	6.6	10.2
	6.0%	-4.3	1.3	2.1	5.5	8.6
	7.0%	-3.8	1.1	1.8	4.7	7.5
	8.0%	-3.4	0.9	1.5	4.2	6.6
	9.0%	-3.1	0.7	1.3	3.7	5.9

Source: Company data; mwb research

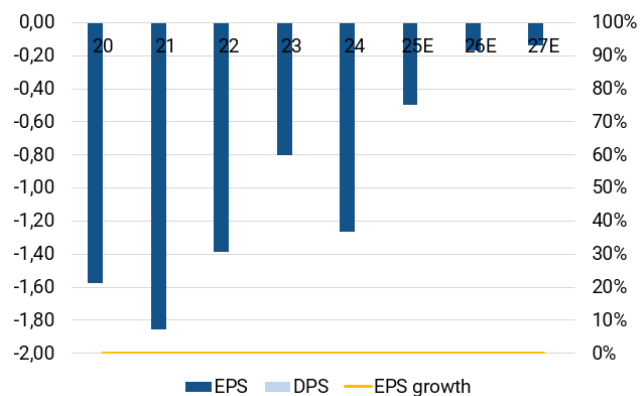
Simply put, the model assumes that investors require companies to generate a minimum return on the investor's purchase price. The required after-tax return equals the model's hurdle rate of 7.0%. Anything less suggests the stock is expensive; anything more suggests the stock is cheap. **ESG adjustments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

Financials in six charts

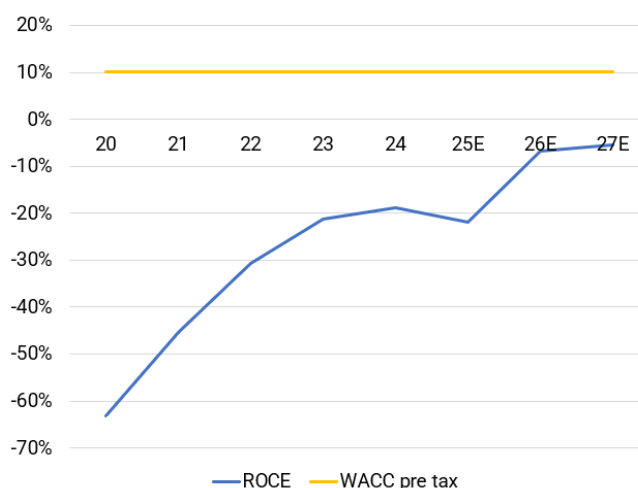
Sales vs. EBITDA margin development



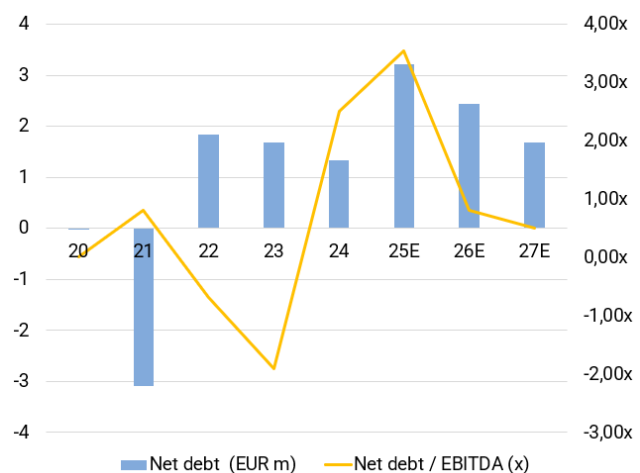
EPS, DPS in EUR & yoy EPS growth



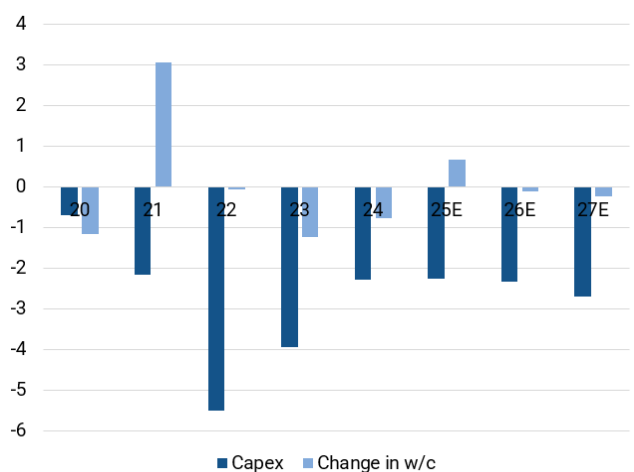
ROCE vs. WACC (pre tax)



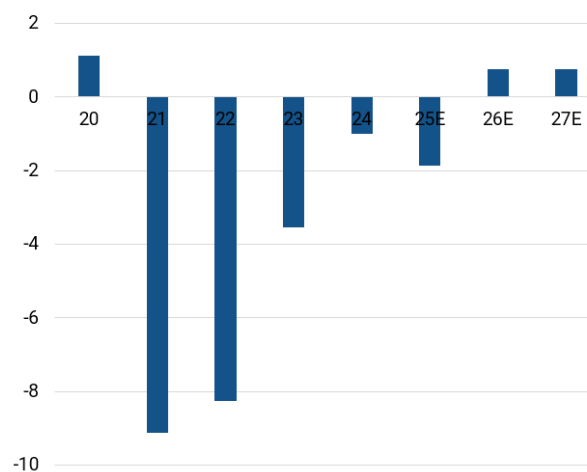
Net debt and net debt/EBITDA



Capex & chgn in w/c requirements in EURm



Free Cash Flow in EURm



Source: Company data; mwb research

Financials

Profit and loss (EURm)	2022	2023	2024	2025E	2026E	2027E
Net sales	16.7	20.6	22.5	25.8	30.6	35.1
Sales growth	114.8%	23.7%	9.2%	14.8%	18.3%	15.0%
Change in finished goods and work-in-process	0.0	0.0	0.0	0.0	0.0	0.0
Total sales	16.7	20.6	22.5	25.8	30.6	35.1
Material expenses	0.0	0.0	0.2	0.0	0.0	0.0
Gross profit	16.7	20.6	22.4	25.8	30.6	35.1
Other operating income	1.1	1.2	2.4	0.0	0.0	0.0
Personnel expenses	12.0	13.7	13.6	16.1	18.9	22.1
Other operating expenses	8.4	9.0	10.6	8.8	8.6	9.7
EBITDA	-2.7	-0.9	0.5	0.9	3.1	3.3
Depreciation	1.0	1.8	2.5	2.5	2.6	2.6
EBITA	-3.6	-2.7	-2.0	-1.6	0.5	0.7
Amortisation of goodwill and intangible assets	2.0	1.6	1.2	1.3	1.3	1.3
EBIT	-5.6	-4.3	-3.2	-2.9	-0.8	-0.6
Financial result	-0.0	-0.0	-0.0	-0.3	-0.3	-0.3
Recurring pretax income from continuing operations	-5.7	-4.4	-3.2	-3.1	-1.1	-0.9
Extraordinary income/loss	0.0	0.0	-3.7	0.0	0.0	0.0
Earnings before taxes	-5.7	-4.4	-6.9	-3.1	-1.1	-0.9
Taxes	-1.4	-0.4	0.1	-0.4	-0.1	-0.1
Net income from continuing operations	-4.3	-3.9	-7.0	-2.8	-0.9	-0.8
Result from discontinued operations (net of tax)	0.0	0.0	0.0	0.0	0.0	0.0
Net income	-4.3	-3.9	-7.0	-2.8	-0.9	-0.8
Minority interest	0.0	0.0	0.0	0.0	0.0	0.0
Net profit (reported)	-4.3	-3.9	-7.0	-2.8	-0.9	-0.8
Average number of shares	3.11	4.88	5.56	5.56	5.56	5.56
EPS reported	-1.39	-0.80	-1.26	-0.50	-0.17	-0.14

Profit and loss (common size)	2022	2023	2024	2025E	2026E	2027E
Net sales	100%	100%	100%	100%	100%	100%
Change in finished goods and work-in-process	0%	0%	0%	0%	0%	0%
Total sales	100%	100%	100%	100%	100%	100%
Material expenses	0%	0%	1%	0%	0%	0%
Gross profit	100%	100%	99%	100%	100%	100%
Other operating income	6%	6%	10%	0%	0%	0%
Personnel expenses	72%	66%	60%	63%	62%	63%
Other operating expenses	50%	44%	47%	34%	28%	28%
EBITDA	-16%	-4%	2%	3%	10%	10%
Depreciation	6%	9%	11%	10%	8%	8%
EBITA	-22%	-13%	-9%	-6%	2%	2%
Amortisation of goodwill and intangible assets	12%	8%	5%	5%	4%	4%
EBIT	-34%	-21%	-14%	-11%	-3%	-2%
Financial result	-0%	-0%	-0%	-1%	-1%	-1%
Recurring pretax income from continuing operations	-34%	-21%	-14%	-12%	-3%	-2%
Extraordinary income/loss	0%	0%	-17%	0%	0%	0%
Earnings before taxes	-34%	-21%	-31%	-12%	-3%	-2%
Taxes	-8%	-2%	0%	-1%	-0%	-0%
Net income from continuing operations	-26%	-19%	-31%	-11%	-3%	-2%
Result from discontinued operations (net of tax)	0%	0%	0%	0%	0%	0%
Net income	-26%	-19%	-31%	-11%	-3%	-2%
Minority interest	0%	0%	0%	0%	0%	0%
Net profit (reported)	-26%	-19%	-31%	-11%	-3%	-2%

Source: Company data; mwb research

Balance sheet (EURm)	2022	2023	2024	2025E	2026E	2027E
Intangible assets (exl. Goodwill)	1.7	2.6	3.4	2.9	2.4	2.4
Goodwill	9.2	8.7	7.1	7.1	7.1	7.1
Property, plant and equipment	4.5	4.3	3.7	2.7	1.6	0.4
Financial assets	2.2	2.5	0.0	0.0	0.0	0.0
FIXED ASSETS	17.6	18.1	14.2	12.6	11.1	9.9
Inventories	0.0	0.0	0.3	0.0	0.0	0.0
Accounts receivable	3.5	3.0	2.8	4.2	4.6	4.8
Other current assets	0.3	0.9	2.6	2.6	2.6	2.6
Liquid assets	0.3	0.7	0.4	0.2	1.0	1.7
Deferred taxes	3.0	3.5	0.0	0.0	0.0	0.0
Deferred charges and prepaid expenses	0.0	0.0	0.0	0.3	0.3	0.3
CURRENT ASSETS	7.1	8.2	6.1	7.3	8.5	9.5
TOTAL ASSETS	24.8	26.3	20.3	20.0	19.6	19.3
SHAREHOLDERS EQUITY	16.8	16.4	11.4	8.6	7.6	6.9
MINORITY INTEREST	0.0	0.0	0.0	0.0	0.0	0.0
Long-term debt	0.3	2.3	1.8	3.4	3.4	3.4
Provisions for pensions and similar obligations	0.0	0.0	0.0	0.0	0.0	0.0
Other provisions	1.5	1.4	0.6	0.6	0.6	0.7
Non-current liabilities	1.7	3.8	2.4	4.0	4.0	4.1
short-term liabilities to banks	1.9	0.1	0.0	0.0	0.0	0.0
Accounts payable	1.1	0.6	1.0	1.1	1.2	1.3
Advance payments received on orders	0.0	2.1	3.0	3.0	3.1	3.1
Other liabilities (incl. from lease and rental contracts)	2.6	2.2	1.6	1.7	1.8	1.9
Deferred taxes	0.6	0.2	0.2	0.2	0.2	0.2
Deferred income	0.0	0.8	0.7	1.3	1.5	1.8
Current liabilities	6.2	6.1	6.6	7.4	7.9	8.4
TOTAL LIABILITIES AND SHAREHOLDERS EQUITY	24.8	26.3	20.3	20.0	19.6	19.3

Balance sheet (common size)	2022	2023	2024	2025E	2026E	2027E
Intangible assets (excl. Goodwill)	7%	10%	17%	14%	12%	12%
Goodwill	37%	33%	35%	35%	36%	37%
Property, plant and equipment	18%	16%	18%	13%	8%	2%
Financial assets	9%	10%	0%	0%	0%	0%
FIXED ASSETS	71%	69%	70%	63%	57%	51%
Inventories	0%	0%	1%	0%	0%	0%
Accounts receivable	14%	11%	14%	21%	24%	25%
Other current assets	1%	4%	13%	13%	13%	14%
Liquid assets	1%	3%	2%	1%	5%	9%
Deferred taxes	12%	13%	0%	0%	0%	0%
Deferred charges and prepaid expenses	0%	0%	0%	1%	1%	2%
CURRENT ASSETS	29%	31%	30%	37%	43%	49%
TOTAL ASSETS	100%	100%	100%	100%	100%	100%
SHAREHOLDERS EQUITY	68%	62%	56%	43%	39%	36%
MINORITY INTEREST	0%	0%	0%	0%	0%	0%
Long-term debt	1%	9%	9%	17%	17%	18%
Provisions for pensions and similar obligations	0%	0%	0%	0%	0%	0%
Other provisions	6%	6%	3%	3%	3%	4%
Non-current liabilities	7%	14%	12%	20%	21%	21%
short-term liabilities to banks	8%	0%	0%	0%	0%	0%
Accounts payable	5%	2%	5%	6%	6%	7%
Advance payments received on orders	0%	8%	15%	15%	16%	16%
Other liabilities (incl. from lease and rental contracts)	10%	8%	8%	9%	9%	10%
Deferred taxes	3%	1%	1%	1%	1%	1%
Deferred income	0%	3%	4%	6%	8%	9%
Current liabilities	25%	23%	32%	37%	40%	43%
TOTAL LIABILITIES AND SHAREHOLDERS EQUITY	100%	100%	100%	100%	100%	100%

Source: Company data; mwb research

Cash flow statement (EURm)	2022	2023	2024	2025E	2026E	2027E
Net profit/loss	-4.4	-3.9	-7.0	-2.8	-0.9	-0.8
Depreciation of fixed assets (incl. leases)	1.0	1.2	1.2	2.5	2.6	2.6
Amortisation of goodwill	0.0	0.0	0.0	0.0	0.0	0.0
Amortisation of intangible assets	2.0	2.2	2.5	1.3	1.3	1.3
Others	-1.4	-0.4	3.8	0.0	0.1	0.1
Cash flow from operations before changes in w/c	-2.8	-0.9	0.5	1.0	3.0	3.2
Increase/decrease in inventory	0.0	0.0	0.0	0.3	0.0	0.0
Increase/decrease in accounts receivable	-3.7	-0.4	0.8	-1.5	-0.4	-0.2
Increase/decrease in accounts payable	3.6	1.6	-0.1	0.1	0.1	0.1
Increase/decrease in other w/c positions	0.2	0.0	0.1	0.5	0.4	0.3
Increase/decrease in working capital	0.1	1.2	0.8	-0.7	0.1	0.2
Cash flow from operating activities	-2.8	0.4	1.3	0.4	3.1	3.5
CAPEX	-5.5	-3.9	-2.3	-2.3	-2.3	-2.7
Payments for acquisitions	0.0	0.0	0.0	0.0	0.0	0.0
Financial investments	-2.1	0.0	0.0	0.0	0.0	0.0
Income from asset disposals	0.0	0.2	0.1	0.0	0.0	0.0
Cash flow from investing activities	-7.6	-3.7	-2.2	-2.3	-2.3	-2.7
Cash flow before financing	-10.3	-3.3	-0.9	-1.9	0.8	0.8
Increase/decrease in debt position	2.1	0.3	-0.7	1.6	0.0	0.0
Purchase of own shares	0.0	0.0	0.0	0.0	0.0	0.0
Capital measures	5.4	3.5	1.1	0.0	0.0	0.0
Dividends paid	0.0	0.0	0.0	0.0	0.0	0.0
Others	0.0	0.0	0.0	0.0	0.0	0.0
Effects of exchange rate changes on cash	0.0	0.0	0.0	0.0	0.0	0.0
Cash flow from financing activities	7.5	3.8	0.5	1.6	0.0	0.0
Increase/decrease in liquid assets	-2.8	0.4	-0.3	-0.3	0.8	0.8
Liquid assets at end of period	0.3	0.7	0.4	0.2	1.0	1.7

Source: Company data; mwb research

Regional sales split (EURm)	2022	2023	2024	2025E	2026E	2027E
Domestic	16.7	20.6	22.5	25.8	30.6	35.1
Europe (ex domestic)	0.0	0.0	0.0	0.0	0.0	0.0
The Americas	0.0	0.0	0.0	0.0	0.0	0.0
Asia	0.0	0.0	0.0	0.0	0.0	0.0
Rest of World	0.0	0.0	0.0	0.0	0.0	0.0
Total sales	16.7	20.6	22.5	25.8	30.6	35.1

Regional sales split (common size)	2022	2023	2024	2025E	2026E	2027E
Domestic	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
Europe (ex domestic)	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
The Americas	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Asia	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Rest of World	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Total sales	100%	100%	100%	100%	100%	100%

Source: Company data; mwb research

Ratios	2022	2023	2024	2025E	2026E	2027E
Per share data						
Earnings per share reported	-1.39	-0.80	-1.26	-0.50	-0.17	-0.14
Cash flow per share	-1.20	-0.29	-0.22	-0.39	0.09	0.15
Book value per share	5.42	3.37	2.04	1.55	1.38	1.24
Dividend per share	0.00	0.00	0.00	0.00	0.00	0.00
Valuation						
P/E	-2.7x	-4.6x	-2.9x	-7.4x	-21.9x	-27.1x
P/CF	-3.1x	-12.7x	-17.0x	-9.5x	41.0x	24.9x
P/BV	0.7x	1.1x	1.8x	2.4x	2.7x	3.0x
Dividend yield (%)	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
FCF yield (%)	-32.5%	-7.9%	-5.9%	-10.5%	2.4%	4.0%
EV/Sales	1.3x	1.1x	1.0x	0.9x	0.8x	0.6x
EV/EBITDA	-8.4x	-25.1x	41.1x	26.3x	7.5x	6.7x
EV/EBIT	-4.0x	-5.2x	-6.9x	-8.2x	-28.3x	-36.6x
Income statement (EURm)						
Sales	16.7	20.6	22.5	25.8	30.6	35.1
yoy chg in %	114.8%	23.7%	9.2%	14.8%	18.3%	15.0%
Gross profit	16.7	20.6	22.4	25.8	30.6	35.1
Gross margin in %	100.0%	100.0%	99.3%	100.0%	100.0%	100.0%
EBITDA	-2.7	-0.9	0.5	0.9	3.1	3.3
EBITDA margin in %	-16.0%	-4.3%	2.4%	3.5%	10.0%	9.5%
EBIT	-5.6	-4.3	-3.2	-2.9	-0.8	-0.6
EBIT margin in %	-33.8%	-20.9%	-14.2%	-11.2%	-2.7%	-1.7%
Net profit	-4.3	-3.9	-7.0	-2.8	-0.9	-0.8
Cash flow statement (EURm)						
CF from operations	-2.8	0.4	1.3	0.4	3.1	3.5
Capex	-5.5	-3.9	-2.3	-2.3	-2.3	-2.7
Maintenance Capex	1.0	1.8	2.5	2.5	2.6	2.6
Free cash flow	-8.3	-3.5	-1.0	-1.9	0.8	0.8
Balance sheet (EURm)						
Intangible assets	10.9	11.3	10.5	10.0	9.5	9.5
Tangible assets	4.5	4.3	3.7	2.7	1.6	0.4
Shareholders' equity	16.8	16.4	11.4	8.6	7.6	6.9
Pension provisions	0.0	0.0	0.0	0.0	0.0	0.0
Liabilities and provisions	3.6	3.9	2.4	4.0	4.0	4.1
Net financial debt	1.8	1.7	1.3	3.2	2.4	1.7
w/c requirements	2.4	0.2	-1.0	0.1	0.3	0.3
Ratios						
ROE	-25.6%	-23.8%	-61.9%	-32.2%	-12.3%	-11.0%
ROCE	-27.6%	-21.2%	-23.2%	-23.0%	-7.0%	-5.5%
Net gearing	10.9%	10.3%	11.8%	37.3%	31.9%	24.4%
Net debt / EBITDA	-0.7x	-1.9x	2.5x	3.5x	0.8x	0.5x

Source: Company data; mwb research

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