

123fahrschule SE

Germany | Software & Services | MCap EUR 17.3m

19 December 2025



Short term market weakness meets scalable platform; **BUY**.

What's it all about?

Recent industry data suggest a roughly 20% decline in driver's license registrations in Q4, driven by a combination of normal seasonality and the anticipation of regulatory reforms expected in 2026. While this creates short-term headwinds for the industry, it also highlights structural inefficiencies in the fragmented driving school market. With its technology-driven, standardized platform, 123fahrschule is well positioned to benefit once demand normalizes and may gain market share through scale effects and improved capacity utilization. We slightly lower FY26 estimates but see limited impact on valuation and maintain **BUY** with a PT of EUR 6.00.

IMPORTANT. Please refer to the last page of this report for "Important disclosures" and analyst(s) certifications.

UPDATE

Fahrstunde

Automatik
90 Min.
16:00 - 17:30 Uhr
Donnerstag, 01.02.

Abholpunkt: Mündelheimer Str. 37

Fahrlehrer: Michael Künzel

Verbindlich buchen

BUY (BUY)

Target price EUR 6.00 (6.00)
Current price EUR 3.12
Up/downside 92.3%

 **ResearchHub** 



SCAN ME

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123fahrschule SE

Germany | Software & Services | MCap EUR 17.3m | EV EUR 18.7m

BUY (BUY)	Target price Current price Up/downside	EUR 6.00 (6.00) EUR 3.12 92.3%	MAIN AUTHOR Harald Hof h.hof@mwb-research.com +49 40 309 293-58
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Short term market weakness meets scalable platform; BUY.

Recent industry developments. Persistent shortages of driving instructors, combined with rising training costs driven by inflation and regulatory complexity, have prompted political reform initiatives, which are expected to be implemented in 2026 and aim to reduce overall training costs. Recent industry data indicate an average ~20% decline in driver's license registrations in Q4, as prospective students anticipate lower future costs and therefore postpone registration. However, we believe this decline reflects a mix of factors: (1) normal seasonality in Q4, as demand from scooter and motorcycle students typically declines due to weather conditions, and (2) the anticipation of pending regulatory changes. In our view, this uncertain environment represents an additional short-term headwind for both the industry and 123fahrschule (123fs), while simultaneously reinforcing the structural inefficiencies of the highly fragmented driving school market, which 123fs' digital and standardized platform model is designed to address.

Business model as a differentiator. 123fs is positioned as a technology-driven platform with centralized processes, data-based pricing, and a high degree of cost transparency. While many small, traditional driving schools struggle with rising fixed costs and capacity constraints, 123fs could gain market share once demand normalizes, supported by scale effects and more flexible capacity utilization. We view the current demand weakness as a one-off effect rather than structural. In addition, the current stress across the sector may offer an opportunity for 123fs to attract additional driving instructors, thereby easing the persistent labor bottleneck.

Short-term risks and operational levers. In the short term, lower new registrations could weigh on revenues and cash flow, particularly in FY26. For FY25, however, we see this risk as limited, as students enrolled in Q2 and Q3 25 should largely be trained and guided through examinations in Q4. Once the announced reforms take effect, higher utilization and the continued expansion of digital learning offerings should support an improvement in profitability per student. Given its platform-based structure, 123fs is likely to benefit disproportionately from regulatory relief.

- continued -

123fahrschule SE	2022	2023	2024	2025E	2026E	2027E
Sales	16.7	20.6	22.5	25.8	29.6	34.6
<i>Growth yoy</i>	114.8%	23.7%	9.2%	14.8%	14.4%	17.0%
EBITDA	-2.7	-0.9	0.5	0.9	2.1	3.1
EBIT	-5.6	-4.3	-3.2	-2.9	-1.8	-0.8
Net profit	-4.3	-3.9	-7.0	-2.8	-1.8	-1.0
Net debt (net cash)	1.8	1.7	1.3	3.2	3.2	2.6
Net debt/EBITDA	-0.7x	-1.9x	2.5x	3.5x	1.5x	0.8x
EPS reported	-1.39	-0.80	-1.26	-0.50	-0.33	-0.17
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%	7.0%	9.0%
EBIT margin	-33.8%	-20.9%	-14.2%	-11.2%	-6.1%	-2.4%
ROCE	-27.6%	-21.2%	-23.2%	-23.0%	-16.6%	-8.4%
EV/Sales	1.2x	0.9x	0.8x	0.8x	0.7x	0.6x
EV/EBITDA	-7.2x	-21.4x	35.1x	22.7x	9.9x	6.4x
EV/EBIT	-3.4x	-4.4x	-5.9x	-7.1x	-11.4x	-23.9x
PER	-2.3x	-3.9x	-2.5x	-6.3x	-9.6x	-18.1x

Source: Company data, mwb research



Source: Company data, mwb research

High/low 52 weeks 4.72 / 2.28
Price/Book Ratio 1.5x

Ticker / Symbols
ISIN DE000A2P4HL9
WKN A2P4HL
Bloomberg 123F:GR

Changes in estimates			
		Sales	EBIT
2025E	old	25.8	-2.9
	Δ	0.0%	na%
2026E	old	30.6	-1.7
	Δ	-3.3%	na%
2027E	old	35.1	-0.8
	Δ	-1.6%	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) 4,248

Major shareholders
venturecapital.de 12.1%
Delphi 11.2%
KlickVentures 10.1%
Free Float 55.5%

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.

Conclusion. In our view, the current uncertainty creates headwinds in FY26, prompting us to slightly lower our short-term estimates, while the medium-term growth potential remains insufficiently priced in. Assuming a gradual market recovery in FY26, 123fs should return to a clear growth trajectory, also supported by new branch openings and M&A activities. With only marginal impact on our DCF-based valuation, we confirm our BUY rating with PT of EUR 6.00.

Background information:

123fahrschule simulator – product sample and live test in Hamburg



Source: FOERST GmbH, mwb research

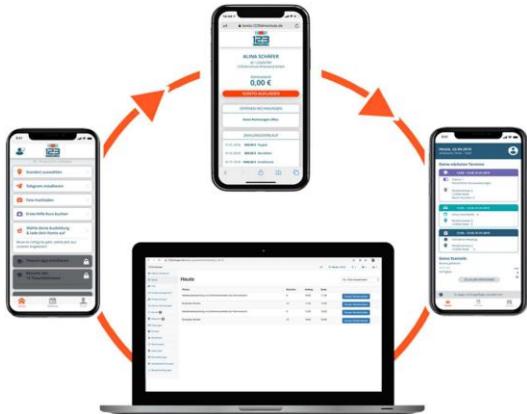
123fahrschule is the disruptive force in the German driving school market. The company's goal is the modernization as well as the digitization of products, services, and processes. 123fs aims to provide high-quality training for private and business customers nationwide. 123fs operates digitally via 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 in 2026. ([click here: reform video](#)) 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

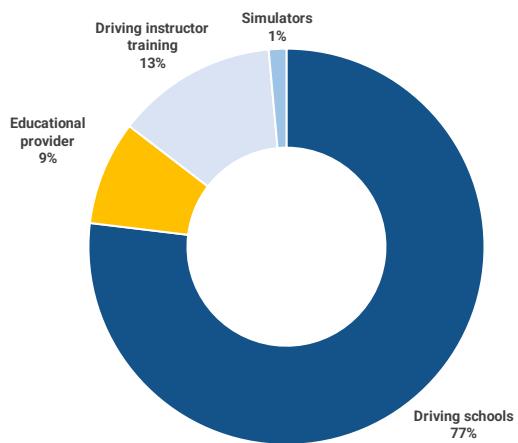
New-school driving school: 360-digital ecosystem



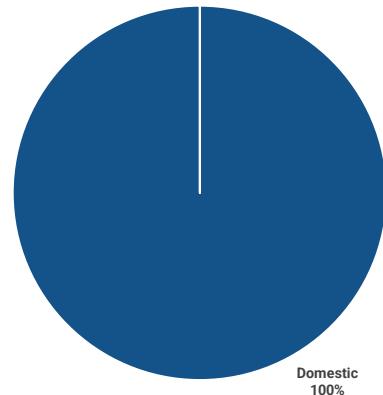
Old school driving school: 100% analog



Segmental breakdown in %



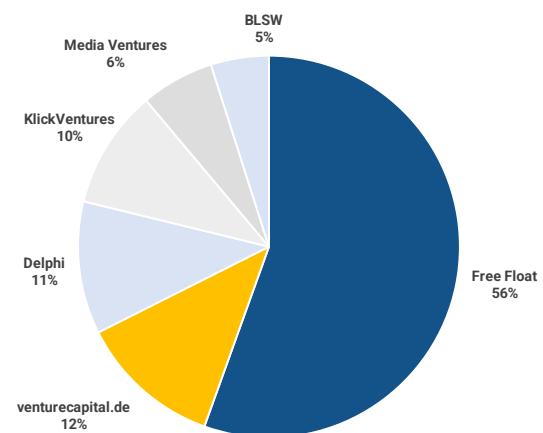
Regional sales split in %



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 5.91 per share**:

Top-line growth: We expect 123fahrschule SE to grow revenues at a CAGR of 8.2% 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 11.0% in 2032E.

WACC. Starting point is a historical equity beta of 1.70. Unlevering and correcting for mean reversion yields an asset beta of 1.33. Combined with a risk-free rate of 2.0% and an equity risk premium of 6.0% this yields cost of equity of 15.6%. 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	-1.6	-0.7	0.3	1.1	1.2	1.3	1.3	
Depreciation & amortization	3.8	3.9	3.9	4.2	4.2	4.3	4.4	4.4	
Change in working capital	-0.7	0.2	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	0.3	0.8	2.2	3.4	3.7	3.2	3.3	44.9
Present value	-1.6	0.3	0.6	1.6	2.3	2.3	1.8	1.7	23.7
WACC	10.2%	10.2%	10.2%	10.2%	10.2%	10.2%	10.2%	10.2%	9.5%

DCF per share derived from		DCF avg. growth and earnings assumptions	
Total present value	32.6	Planning horizon avg. revenue growth (2025E-2032E)	8.2%
Mid-year adj. total present value	34.2	Terminal value growth (2032E - infinity)	2.0%
Net debt / cash at start of year	1.3	Terminal year ROCE	11.0%
Financial assets	0.0	Terminal year WACC	9.5%
Provisions and off b/s debt	na	Terminal WACC derived from	
Equity value	32.9	Cost of borrowing (before taxes)	5.0%
No. of shares outstanding	5.6	Long-term tax rate	30.0%
Discounted cash flow / share upside/(downside)	5.91 89.5%	Equity beta	1.70
Share price	3.12	Unlevered beta (industry or company)	1.33
		Target debt / equity	1.0
		Relevered beta	2.26
		Risk-free rate	2.0%
		Equity risk premium	6.0%
		Cost of equity	15.6%

Change in WACC (% points)	Long term growth					Share of present value
	1.0%	1.5%	2.0%	2.5%	3.0%	
2.0%	4.1	4.3	4.4	4.6	4.8	2025E-2028E
1.0%	4.7	4.9	5.1	5.3	5.6	2029E-2032E
0.0%	5.3	5.6	5.9	6.3	6.6	terminal value
-1.0%	6.2	6.6	7.0	7.5	8.0	
-2.0%	7.4	7.9	8.5	9.2	10.1	

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 7.19 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	2.1	3.1	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	-0.2	-0.1	0.0	0.1
= Adjusted FCF	-1.3	-0.3	0.6	1.8	2.6
Actual Market Cap	17.3	17.3	17.3	17.3	17.3
+ Net debt (cash)	3.2	3.2	2.6	0.7	-2.5
+ 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
EV Reconciliations	3.2	3.2	2.6	0.7	-2.5
= Actual EV'	20.5	20.5	20.0	18.0	14.8
Adjusted FCF yield	-6.1%	-1.3%	3.0%	10.0%	17.7%
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	-3.9	8.6	25.6	37.4
- EV Reconciliations	3.2	3.2	2.6	0.7	-2.5
Fair Market Cap	-21.2	-7.1	6.0	25.0	39.9
No. of shares (million)	5.6	5.6	5.6	5.6	5.6
Fair value per share in EUR	-3.81	-1.27	1.08	4.50	7.19
Premium (-) / discount (+)	-222.1%	-140.7%	-65.5%	44.1%	130.4%

Sensitivity analysis FV

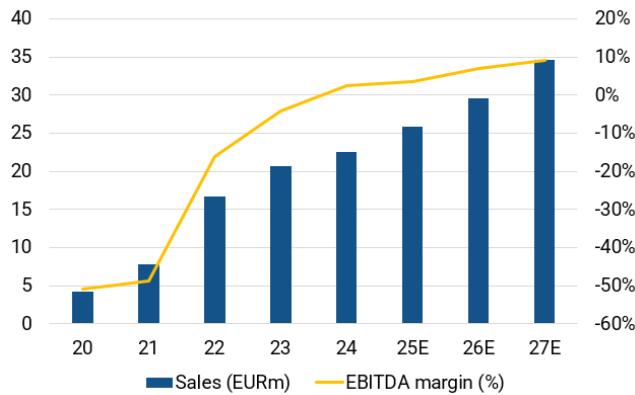
Adjusted hurdle rate	5.0%	-5.1	-1.6	1.7	6.3	9.9
	6.0%	-4.3	-1.4	1.3	5.3	8.3
	7.0%	-3.8	-1.3	1.1	4.5	7.2
	8.0%	-3.4	-1.2	0.9	3.9	6.3
	9.0%	-3.1	-1.1	0.7	3.5	5.7

Source: Company data; mwb research

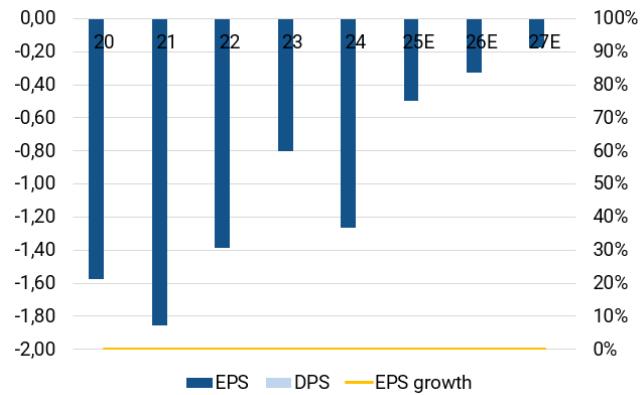
Simply put, the model assumes that investors require companies to generate a minimum return on the investor's purchase price. The required after-tax return equals the model's hurdle rate of 7.0%. Anything less suggests the stock is expensive; anything more suggests the stock is cheap. **ESG adjustments 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

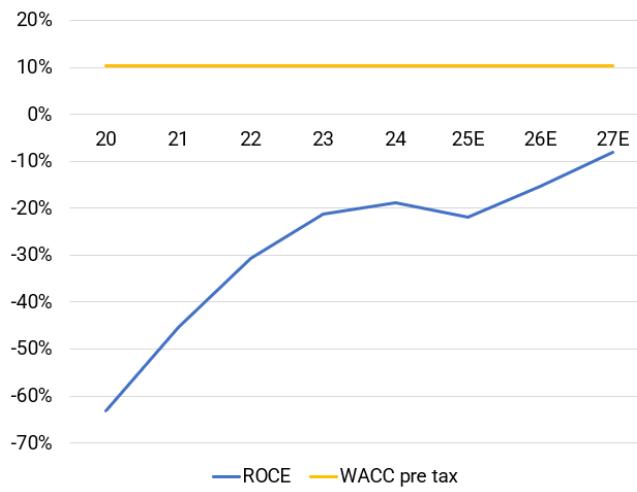
Sales vs. EBITDA margin development



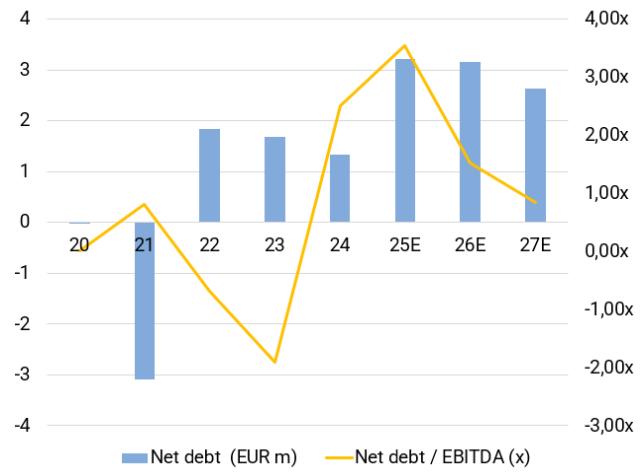
EPS, DPS in EUR & yoy EPS growth



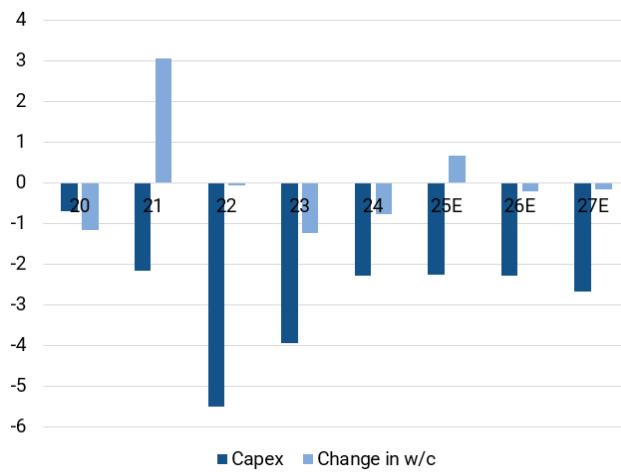
ROCE vs. WACC (pre tax)



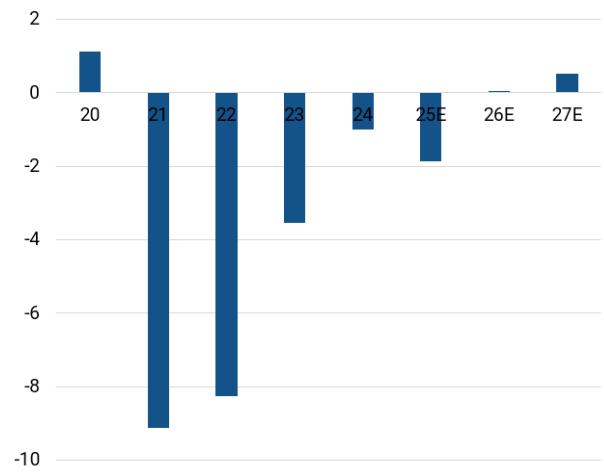
Net debt and net debt/EBITDA



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	29.6	34.6
Sales growth	114.8%	23.7%	9.2%	14.8%	14.4%	17.0%
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	29.6	34.6
Material expenses	0.0	0.0	0.2	0.0	0.0	0.0
Gross profit	16.7	20.6	22.4	25.8	29.6	34.6
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	18.3	21.8
Other operating expenses	8.4	9.0	10.6	8.8	9.2	9.7
EBITDA	-2.7	-0.9	0.5	0.9	2.1	3.1
Depreciation	1.0	1.8	2.5	2.5	2.6	2.6
EBITA	-3.6	-2.7	-2.0	-1.6	-0.5	0.5
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	-1.8	-0.8
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	-2.1	-1.1
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	-2.1	-1.1
Taxes	-1.4	-0.4	0.1	-0.4	-0.2	-0.1
Net income from continuing operations	-4.3	-3.9	-7.0	-2.8	-1.8	-1.0
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	-1.8	-1.0
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	-1.8	-1.0
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	-0.33	-0.17

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%	31%	28%
EBITDA	-16%	-4%	2%	3%	7%	9%
Depreciation	6%	9%	11%	10%	9%	8%
EBITA	-22%	-13%	-9%	-6%	-2%	1%
Amortisation of goodwill and intangible assets	12%	8%	5%	5%	4%	4%
EBIT	-34%	-21%	-14%	-11%	-6%	-2%
Financial result	-0%	-0%	-0%	-1%	-1%	-1%
Recurring pretax income from continuing operations	-34%	-21%	-14%	-12%	-7%	-3%
Extraordinary income/loss	0%	0%	-17%	0%	0%	0%
Earnings before taxes	-34%	-21%	-31%	-12%	-7%	-3%
Taxes	-8%	-2%	0%	-1%	-1%	-0%
Net income from continuing operations	-26%	-19%	-31%	-11%	-6%	-3%
Result from discontinued operations (net of tax)	0%	0%	0%	0%	0%	0%
Net income	-26%	-19%	-31%	-11%	-6%	-3%
Minority interest	0%	0%	0%	0%	0%	0%
Net profit (reported)	-26%	-19%	-31%	-11%	-6%	-3%

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	0.3
Financial assets	2.2	2.5	0.0	0.0	0.0	0.0
FIXED ASSETS	17.6	18.1	14.2	12.6	11.0	9.8
Inventories	0.0	0.0	0.3	0.0	0.0	0.0
Accounts receivable	3.5	3.0	2.8	4.2	4.5	4.7
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	0.2	0.8
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	7.6	8.5
TOTAL ASSETS	24.8	26.3	20.3	20.0	18.6	18.2
SHAREHOLDERS EQUITY	16.8	16.4	11.4	8.6	6.8	5.8
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	1.7
Current liabilities	6.2	6.1	6.6	7.4	7.8	8.3
TOTAL LIABILITIES AND SHAREHOLDERS EQUITY	24.8	26.3	20.3	20.0	18.6	18.2

Balance sheet (common size)	2022	2023	2024	2025E	2026E	2027E
Intangible assets (excl. Goodwill)	7%	10%	17%	14%	13%	13%
Goodwill	37%	33%	35%	35%	38%	39%
Property, plant and equipment	18%	16%	18%	13%	8%	2%
Financial assets	9%	10%	0%	0%	0%	0%
FIXED ASSETS	71%	69%	70%	63%	59%	54%
Inventories	0%	0%	1%	0%	0%	0%
Accounts receivable	14%	11%	14%	21%	24%	26%
Other current assets	1%	4%	13%	13%	14%	14%
Liquid assets	1%	3%	2%	1%	1%	4%
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%	41%	46%
TOTAL ASSETS	100%	100%	100%	100%	100%	100%
SHAREHOLDERS EQUITY	68%	62%	56%	43%	36%	32%
MINORITY INTEREST	0%	0%	0%	0%	0%	0%
Long-term debt	1%	9%	9%	17%	18%	19%
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%	22%	22%
short-term liabilities to banks	8%	0%	0%	0%	0%	0%
Accounts payable	5%	2%	5%	6%	7%	7%
Advance payments received on orders	0%	8%	15%	15%	17%	17%
Other liabilities (incl. from lease and rental contracts)	10%	8%	8%	9%	10%	11%
Deferred taxes	3%	1%	1%	1%	1%	1%
Deferred income	0%	3%	4%	6%	8%	9%
Current liabilities	25%	23%	32%	37%	42%	46%
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	-1.8	-1.0
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	2.1	3.0
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	-0.2	-0.3
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	0.3	0.4
Increase/decrease in working capital	0.1	1.2	0.8	-0.7	0.2	0.2
Cash flow from operating activities	-2.8	0.4	1.3	0.4	2.3	3.2
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	0.1	0.5
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	0.1	0.5
Liquid assets at end of period	0.3	0.7	0.4	0.2	0.2	0.8

Source: Company data; mwb research

Regional sales split (EURm)	2022	2023	2024	2025E	2026E	2027E
Domestic	16.7	20.6	22.5	25.8	29.6	34.6
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	29.6	34.6

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	-0.33	-0.17
Cash flow per share	-1.20	-0.29	-0.22	-0.39	-0.05	0.10
Book value per share	5.42	3.37	2.04	1.55	1.22	1.05
Dividend per share	0.00	0.00	0.00	0.00	0.00	0.00
Valuation						
P/E	-2.3x	-3.9x	-2.5x	-6.3x	-9.6x	-18.1x
P/CF	-2.6x	-10.7x	-14.4x	-8.0x	-67.4x	30.4x
P/BV	0.6x	0.9x	1.5x	2.0x	2.6x	3.0x
Dividend yield (%)	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
FCF yield (%)	-38.5%	-9.4%	-7.0%	-12.5%	-1.5%	3.3%
EV/Sales	1.2x	0.9x	0.8x	0.8x	0.7x	0.6x
EV/EBITDA	-7.2x	-21.4x	35.1x	22.7x	9.9x	6.4x
EV/EBIT	-3.4x	-4.4x	-5.9x	-7.1x	-11.4x	-23.9x
Income statement (EURm)						
Sales	16.7	20.6	22.5	25.8	29.6	34.6
yoY chg in %	114.8%	23.7%	9.2%	14.8%	14.4%	17.0%
Gross profit	16.7	20.6	22.4	25.8	29.6	34.6
Gross margin in %	100.0%	100.0%	99.3%	100.0%	100.0%	100.0%
EBITDA	-2.7	-0.9	0.5	0.9	2.1	3.1
EBITDA margin in %	-16.0%	-4.3%	2.4%	3.5%	7.0%	9.0%
EBIT	-5.6	-4.3	-3.2	-2.9	-1.8	-0.8
EBIT margin in %	-33.8%	-20.9%	-14.2%	-11.2%	-6.1%	-2.4%
Net profit	-4.3	-3.9	-7.0	-2.8	-1.8	-1.0
Cash flow statement (EURm)						
CF from operations	-2.8	0.4	1.3	0.4	2.3	3.2
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	0.1	0.5
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	0.3
Shareholders' equity	16.8	16.4	11.4	8.6	6.8	5.8
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	3.2	2.6
w/c requirements	2.4	0.2	-1.0	0.1	0.1	0.3
Ratios						
ROE	-25.6%	-23.8%	-61.9%	-32.2%	-26.7%	-16.5%
ROCE	-27.6%	-21.2%	-23.2%	-23.0%	-16.6%	-8.4%
Net gearing	10.9%	10.3%	11.8%	37.3%	46.5%	45.1%
Net debt / EBITDA	-0.7x	-1.9x	2.5x	3.5x	1.5x	0.8x

Source: Company data; mwb research

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