

## Undiscovered food giant

**9M profits were much better than expected and full-year guidance could be exceeded. Akola's food segment is one of Northern Europe's biggest and has yet to be discovered by investors. The current market cap could be motivated by the food segment alone.**

### Best 9M ever

The 9M-24/25 Net profit of EUR 28.0m was 31% above forecast and the best 9M profit ever (even better than the abnormally strong 2021/22). Due to re-stated numbers, nine-months rather than quarterly numbers gives a clearer picture. The 2024/25 EBITDA guidance of EUR 70-90m was unchanged but we raise our forecast to EUR 94m (prev. EUR 87m) following the strong 9M-24/25 EBITDA of EUR 71m.

### Undiscovered food giant

Akola's Food segment is the eight largest listed food processor in N. Europe, something which Lithuanian investors has yet to discover. We believe Estonian investors might discover Akola like they did with Artea and Ignitis – both have +10K Estonian investors (much lower for Akola in our est.). Furthermore, non-Baltic investors might discover Akola as major platforms (e.g. Bloomberg) re-classifies it into a food processor from an agricultural wholesaler.

### Far value raised

We raise our Base case Fair value to EUR 1.77/shr. (prev. 1.65) on the back of increased estimates. Applying the peer avg. EV/EBIT of 14x, the Food segment alone motivates the whole Akola Group's market cap.

### Key figures (MEUR)

	2023	2024	2025E	2026E	2027E
Net sales	1,999.6	1,506.2	1,562.3	1,723.3	1,819.9
Net sales growth	5.5%	-24.7%	3.7%	10.3%	5.6%
EBITDA	59.7	73.5	93.6	101.4	108.4
EBITDA margin	3.0%	4.9%	6.0%	5.9%	6.0%
EBIT	33.9	46.1	62.5	65.8	69.5
EBIT margin	1.7%	3.1%	4.0%	3.8%	3.8%
EV/Sales	0.3	0.3	0.4	0.4	0.3
EV/EBITDA	9.3	6.9	6.5	6.1	5.6
EV/EBIT	16.4	11.1	9.8	9.4	8.7
P/E adj.	19.1	9.0	6.6	6.5	6.0
P/BV	0.8	0.7	0.7	0.7	0.6
EPS	0.07	0.13	0.21	0.21	0.23
EPS growth	-84.70%	82.42%	61.94%	1.19%	8.68%
Div. per share	0.03	0.03	0.04	0.04	0.05
Dividend yield	1.89%	2.54%	3.05%	3.08%	3.35%

Source: Company data, Enlight Research estimates

### Fair value range (EUR)

Bull (term. EBIT marg. 4.0%)	2.27
Base (term. EBIT marg. 3.5%)	1.77
Bear (term. EBIT marg. 3.0%)	1.27

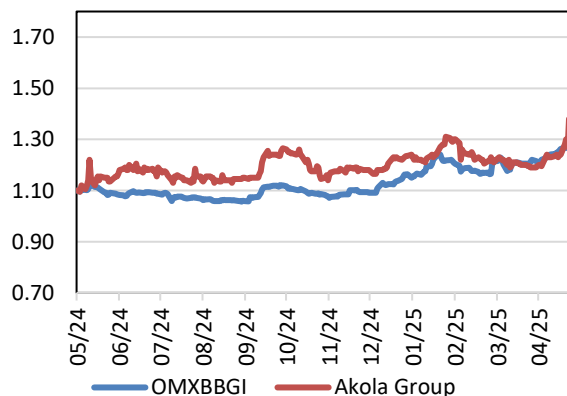
### Key Data

Price (EUR)	1.38
Ticker	AKO1L
Country	Lithuania
Listed	Vilnius (Lithuania)

Market Cap (EURm)	233
Net debt (EURm)*	366

Shares (m)	167.7
Free float	20%

\*End of current forecast year estimate



### Price range

52-week high	1.39
52-week low	1.10

### Analyst

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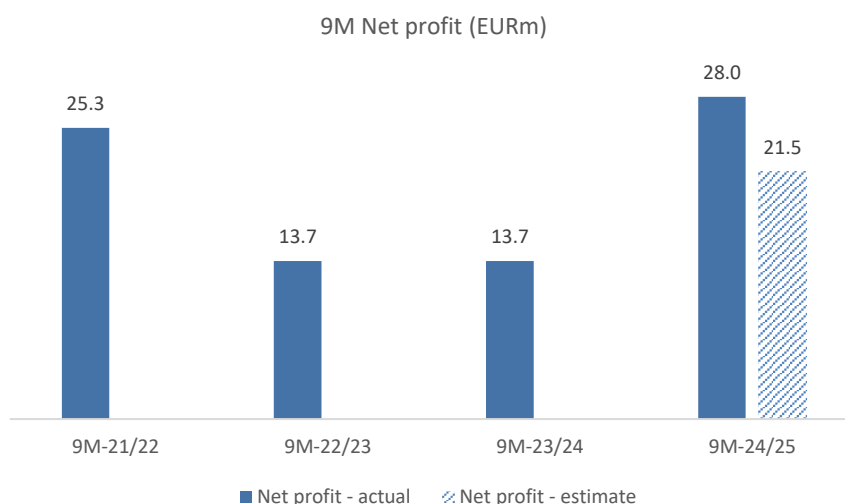
### Coverage frequency

4x per year

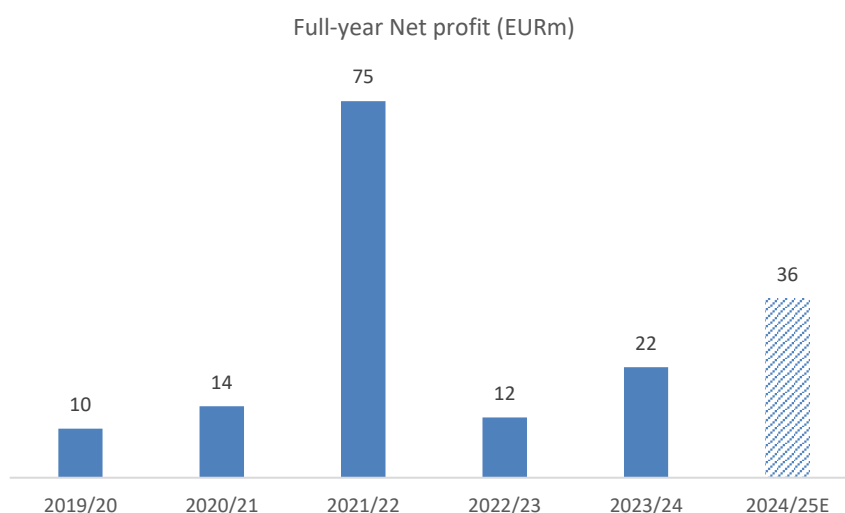
## Key takeaways

### Strong earnings beat with record 9M profit

Due to historical adjustments, looking at the nine-month rather than the quarterly figures gives a clearer picture. The 9M-24/25 Pre-tax profit of EUR 33.8m was 24% or EUR 6.5m above forecast, while the Net profit of EUR 28.0m was 31% or EUR 6.5m above forecast. The 9M-24/25 Total Sales of EUR 1,166m was in-line with forecast. The Partners for farmers and the Food products segment were behind the better than expected profit. The 9M-24/25 Partners for farmers segment Operating profit of EUR 20.8m was EUR 24% or EUR 4.1m above estimate on a strong grain trading result. The 9M-24/25 Food products segment Operating profit of EUR 25.0m was EUR 13% or EUR 2.8m above estimate on strong poultry result. This was the best 9M Net profit in Akola Group's history, even better than the abnormal record year 9M-21/22 Net profit of EUR 25m. We do not expect the record full-year 2021/22 Net profit of EUR 75m to be repeated, but we do forecast a fiscal year 2024/25 Net profit of EUR 36m, which would be the second best in Akola's history.



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

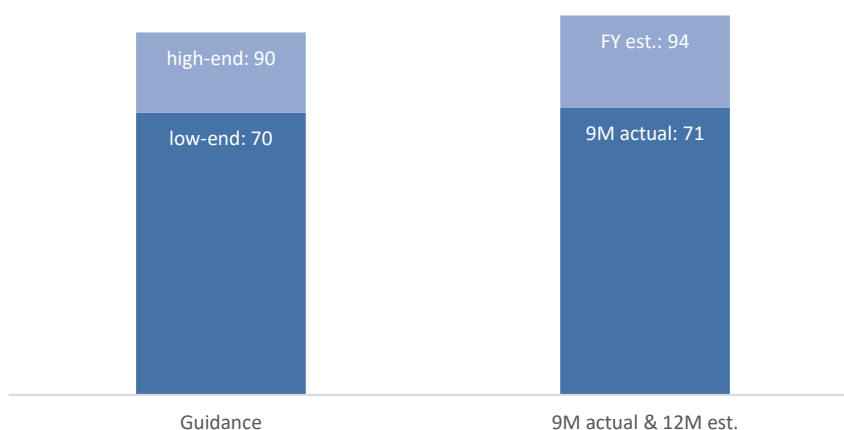


Source: Company (historical), Enlight Research (estimate)

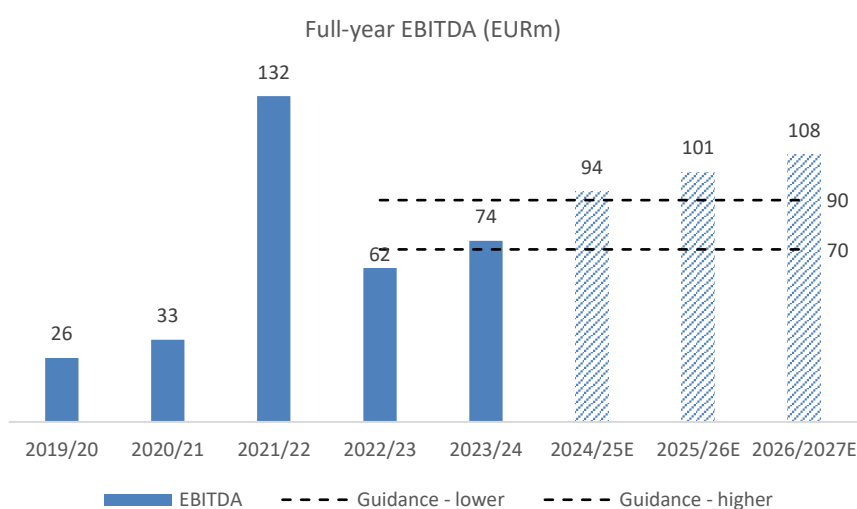
### Guidance feels conservative

The reported 9M-24/25 EBITDA of EUR 71m is already slightly above the lower end of the full-year guidance of EUR 70-90m. To reach the higher end of the guidance, EUR 19m is required in Q4-24/25, which is slightly below last year's Q4 EBITDA of EUR 21m. We forecast EUR 22m in Q4-24/25 EBITDA for a full-year 2024/25 EBITDA of EUR 94m i.e., EUR 4m above the high-end of the guided range. Given the increased capacity in the food segment and the recently acquired Latvian grain trading operation, we believe the guidance is conservative and see a high probability that it might be raised following the full-year report (Q4-24/25). At the quarterly earnings call, management said that the guidance will be reviewed. The current guidance was given following the abnormally strong 2021/22 fiscal year to give the market a feel for what the "new normal" could look like. In the forecast period 2024/25-2026/27, our forecast EBITDA is EUR 94-108m.

EBITDA Guidance vs. 2025/26 9M actual & 12M forecast



Source: Company (guidance, historical), Enlight Research (estimate)



Source: Company (guidance, historical), Enlight Research (estimate)

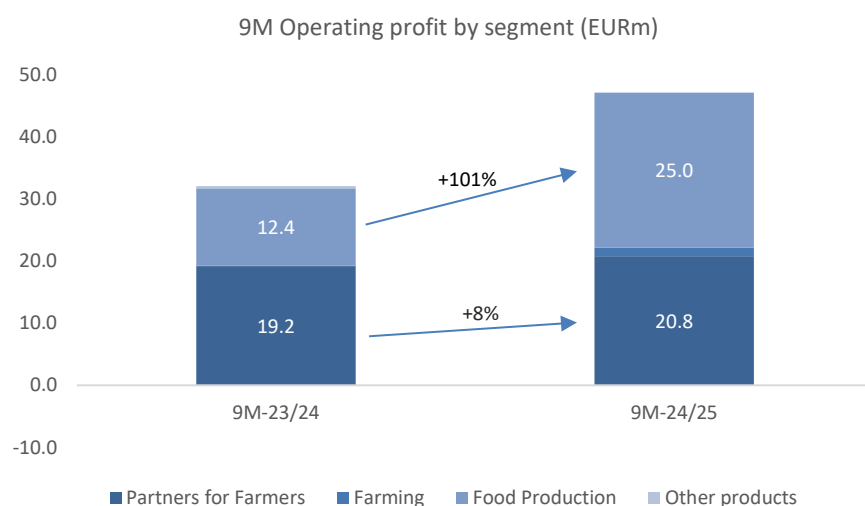
### Akola is a Northern European food giant

Based on the last 12 months reported sales, Akola's Food production segment is the eight largest listed food producer in the Nordic and Baltic region with sales of EUR 430m. In our view, this puts Akola on the map among regional leaders such as e.g. Orkla, AAK, Atria and Scandi Standard. Furthermore, the strong performance for Akola's Food segment re-positions the whole Akola Group as a food processor rather than a grain wholesaler. In 9M-24/25, the Food segment increased its Operating profit 101% y/y to EUR 25m. This means the Food segment was the largest contributor to the Group Operating profit with a 53% share, up from 39% in the same period last year. Meanwhile, the second largest segment, Partners for Farmers, share of the Group Operating profit decreased from 60% to 44% (even though the operating profit increased 8.3% y/y). Worth noting is that major investor platforms have yet to reflect Akola Group's transformation into a food giant. For example, Bloomberg still classifies Akola as an "Agricultural products wholesaler", which means it does not "pop-up" when professional investors screen on "food processing". We await the day when Akola's transformation is recognized, which also means Lithuanian investors stop being oblivious to the fact that they have a regional food giant listed on its exchange.

#### Largest food producer in Nordic & Baltic region

No		Sales last 12M (EURm)
1	Orkla	6,139
2	AAK	4,183
3	Atria	1,759
4	Scandi Standard	1,212
5	HKFoods	1,007
6	Cloetta	784
7	Humble Group	717
8	Akola Food segment	430
9	Rokiskio Suris AB	370
10	Zemaitijos Pienas AB	308

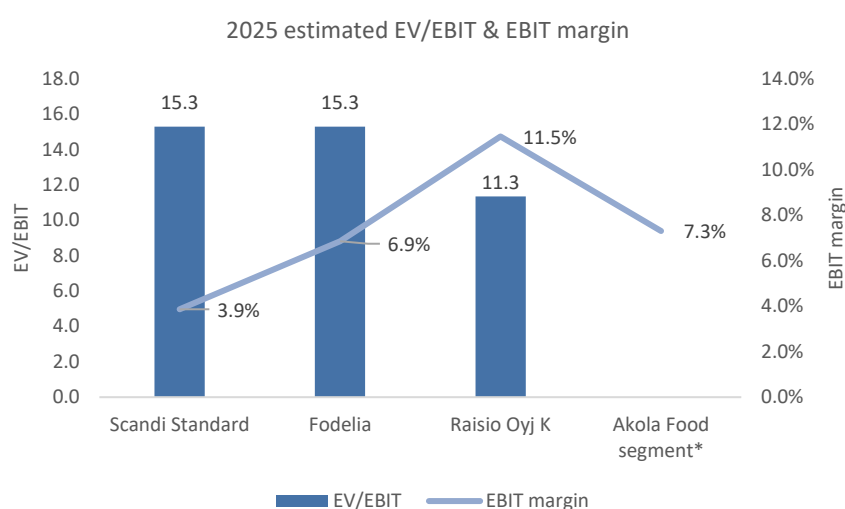
Source: MarketScreener



Source: Company reports

### Food segment's estimated value above the whole market capitalization

The Swedish (Scandi Standard) and Finnish (Fodelia, Raisio) peers trade at an average 2025E EV/EBIT of 14.0x. Applying an EV/EBIT of 14.0x to our 2024/25 estimated Food segment EBIT of EUR 32.5m, implies an EV of EUR 453m. Assuming 50% of our estimated end of FY 2024/25 Group Net debt of EUR 366m i.e., EUR 183m can be attributed to the Food segment, the implied Food segment market cap is EUR 270m. This is EUR 39m above the whole Akola Group's market cap of EUR 231m (meaning this assumption implies that the non-food businesses have zero or even negative value). Akola Group's EV/EBIT 2025E of 9.8x corresponds to a 32% discount to the peer average of 14.4x. Our simulation reveals a significant share price potential if Akola Group's Food production segment was appreciated by investors. One way to achieve this could be a separate listing of the Food production operations.



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

\*Akola Food segment EV/EBIT not available as its part of Akola Group

Food segment implied Market Cap		(EURm)
Akola Food segment 2025E EBIT		32.5
Akola Food segment EV at 13.0x EBIT		453
Less 50% Group Net debt 2025E		183
<b>Akola Food implied segment Market Cap</b>		<b>270</b>
Akola Group Market Cap		231
Implied Market Cap non-Food segments		-39

Source: Enlight Research (estimates)

### Akola Group peer valuation

Company	Ticker	Ccy	Price (last)	Mcap (m) (last)	EV/EBITDA 2024	EV/EBITDA 2025E	EV/EBITDA 2026E	EV/EBITDA 2027E	EV/EBIT 2024	EV/EBIT 2025E	EV/EBIT 2026E	EV/EBIT 2027E
Scandi Standard	SCST	SEK	91.5	5,977	8.9	8.4	7.6	7.0	16.2	15.3	13.4	11.5
Orior AG	ORON	CHF	15.02	98	12.1	7.5	6.9	6.4	na	28.5	21.3	17.5
Fodelia	FODELIA	EUR	7.16	58	11.7	10.1	8.5	7.6	na	15.3	12.2	10.8
Raisio Oyj K	RAIVV	EUR	2.42	382	9.4	8.3	7.8	7.3	13.3	11.3	10.3	9.7
Adecoagro	AGRO	USD	9.52	951	3.3	3.4	3.3	3.5	6.5	6.2	6.7	7.5
Bonduelle	BON	EUR	8.06	259	5.2	4.9	4.8	4.6	10.9	9.8	9.3	8.5
<b>Average</b>					<b>8.4</b>	<b>7.1</b>	<b>6.5</b>	<b>6.1</b>	<b>11.7</b>	<b>14.4</b>	<b>12.2</b>	<b>10.9</b>
Akola Group	AKO1L	EUR	1.39	233	6.9	6.5	6.0	5.5	11.1	9.8	9.2	8.4

Source: MarketScreener, Enlight Research (Akola Group), share prices on 23 May 2025

## Valuation

### DCF valuation

Our Base case DCF Fair value per share raised to EUR 1.77 (prev. 1.65), which implies an upside around 28%. Our Bear and Bull case Fair value per share is EUR 1.27 (prev. 1.17), and EUR 2.27 (prev. 2.13), respectively. The only difference between our different scenarios is the assumed terminal EBIT margin (3.5% in Base case), which is 3.0% for our Bear case and 4.0% for our Bull case. See below table for DCF value sensitivity to different parameters.

DCF Valuation Scenarios	Bear	Base	Bull
WACC	9.0%	9.0%	9.0%
Terminal sales growth	3.0%	3.0%	3.0%
Terminal EBIT margin	3.0%	3.5%	4.0%
Fair Value per share (EUR)	1.27	1.77	2.27
Upside/Downside	-8%	28%	64%
Last price (EUR)	1.38	1.38	1.38

Source: Enlight Research

Sensitivity parameters	Base case	Step	Test values & Results										
<b>Equity beta</b>	1.10	0.10	0.60	0.70	0.80	0.90	1.00	<b>1.10</b>	1.20	1.30	1.40	1.50	1.60
<i>Fair value (DCF)</i>	1.77		2.75	2.51	2.30	2.11	1.93	<b>1.77</b>	1.62	1.48	1.35	1.23	1.12
<b>Target debt ratio*</b>	48.0 %	3.5 %	31%	34%	38%	41%	45%	<b>48%</b>	52%	55%	59%	62%	66%
<i>Fair value (DCF)</i>	1.77		1.03	1.15	1.29	1.43	1.59	<b>1.77</b>	1.96	2.18	2.42	2.68	2.98
<b>Risk-free IR</b>	3.5 %	0.5 %	1.0 %	1.5 %	2.0 %	2.5 %	3.0 %	<b>3.5 %</b>	4.0 %	4.5 %	5.0 %	5.5 %	6.0 %
<i>Fair value (DCF)</i>	1.77		2.81	2.56	2.33	2.13	1.94	<b>1.77</b>	1.61	1.47	1.33	1.21	1.09

Source: Enlight Research, \*Debt/(Debt + Equity)

## Estimate deviations

The Q3-24/25 Sales was 6% or EUR 24m above our forecast. The Q3-24/25 Gross profit was 33% or EUR 12m above forecast as both sales and costs were better than estimated. The Q3-24/25 Operating profit of EUR 18.3m was 150% or EUR 11.0m above our EUR 7.3m forecast. Adjusted for re-stated H1-24/25 numbers, the Operating profit was 31% or EUR 4.4m above estimate. The Q3-24/25 Pre-tax profit was 471% or EUR 11.0m above estimate, while the Net profit was 581% above (EUR 12.7m vs. esti. EUR 1.9m). Adjusted for re-stated H1-24/25 numbers, the Net profit was 43% or EUR 3.8m above estimate.

Group deviations*	Q3-24/25	Q3-24/25	Difference	
P&L	Estimate	Actual	EURm	%
Total Sales	380.2	404.2	24.0	6.3%
Cost of sales	-344.1	-356.3	-12.2	3.5%
<b>Gross profit</b>	<b>36.1</b>	<b>47.9</b>	<b>11.7</b>	<b>32.5%</b>
Operating expenses	-26.6	-28.3	-1.6	6.2%
Other income	1.9	1.0	-0.9	-45.4%
Other expenses	-4.1	-2.3	1.8	-43.0%
<b>Operating profit</b>	<b>7.3</b>	<b>18.3</b>	<b>11.0</b>	<b>150.1%</b>
<i>Financial net</i>	<i>-5.0</i>	<i>-5.0</i>	<i>0.0</i>	<i>0.6%</i>
<b>Pre-tax profit</b>	<b>2.3</b>	<b>13.3</b>	<b>11.0</b>	<b>471.4%</b>
Tax	-0.5	-0.6	-0.2	34.1%
<b>Net profit</b>	<b>1.9</b>	<b>12.7</b>	<b>10.8</b>	<b>580.8%</b>
Depreciation	7.0	4.7	-2.3	-33.5%
<b>EBITDA</b>	<b>14.3</b>	<b>23.0</b>	<b>8.7</b>	<b>60.4%</b>

	Q3-24/25	Q3-24/25	Difference	
Revenue growth	Estimate	Actual	EURm	%-pts
Total sales y-on-y	4.1%	3.9%	na	-0.1

	Q3-24/25	Q3-24/25	Difference	
Margins	Estimate	Actual	EURm	%-pts
Gross margin	9.5%	11.8%	na	2.3
EBITDA margin	3.8%	5.7%	na	1.9
Operating margin	1.9%	4.5%	na	2.6
Pre-tax margin	0.6%	3.3%	na	2.7
Net margin	0.5%	3.1%	na	2.6

Source: Company reports, Enlight Research

\*Not adjusted for H1-24/25 re-stated numbers

## Estimate changes

We increase our forecast period 2024/25-2026/27 sales estimates by around 1%. Our 2024/25 EBITDA is raised by 8% to EUR 94m i.e. above the upper end of the guided EUR 70-90m. The 2025/26 and 2026/27 EBITDA is raised by 5%, and 6%, respectively. The 2024/25 EPS is raised by 19%, while 2025/26 and 2026/27 is raised by 13%, and 10%, respectively. We apply the minimum dividend policy payout of 20%, which means our dividend forecast is raised by the same magnitude as the EPS forecast.

### Group estimate changes

Sales (EURm)	2024/25E	2025/26E	2026/2027E
Old estimate	1,551	1,697	1,796
New estimate	1,562	1,723	1,820
Change	12	26	24
Change (pct)	0.8%	1.5%	1.3%

EBITDA (EURm)	2024/25E	2025/26E	2026/2027E
Old estimate	86.5	96.6	102.5
New estimate	93.6	101.4	108.4
Change	7.1	4.7	5.9
Change (pct)	8.2%	4.9%	5.8%

EBIT (EURm)	2024/25E	2025/26E	2026/2027E
Old estimate	57.4	60.8	64.9
New estimate	62.5	65.8	69.5
Change	5.0	5.0	4.6
Change (pct)	8.8%	8.2%	7.1%

Pre-tax Profit (EURm)	2024/25E	2025/26E	2026/2027E
Old estimate	39.3	41.5	46.1
New estimate	44.2	46.4	50.2
Change	4.9	4.9	4.1
Change (pct)	12.6%	11.8%	8.9%

Net profit (EURm)	2024/25E	2025/26E	2026/2027E
Old estimate	29.9	31.8	35.6
New estimate	35.5	35.9	39.1
Change	5.6	4.2	3.5
Change (pct)	18.7%	13.1%	9.8%

EPS (EUR)	2024/25E	2025/26E	2026/2027E
Old estimate	0.18	0.19	0.21
New estimate	0.21	0.21	0.23
Change	0.03	0.02	0.02
Change (pct)	18.7%	13.1%	9.8%

Dividend (EUR)	2024/25E	2025/26E	2026/2027E
Old estimate	0.04	0.04	0.04
New estimate	0.04	0.04	0.05
Change	0.01	0.00	0.00
Change (pct)	18.7%	13.1%	9.8%

Source: Enlight Research



## Forecast

### INCOME STATEMENT

(EURm)	9M-24/25	Q4-24/25E	2023/24	2024/25E	2025/26E	2026/2027E
Revenues	1,165.9	396.4	1,506.2	1,562.3	1,723.3	1,819.9
Cost of sales	-1,035.5	-353.3	-1,355.1	-1,388.9	-1,540.7	-1,627.0
<b>Gross profit</b>	<b>130.3</b>	<b>43.1</b>	<b>151.1</b>	<b>173.4</b>	<b>182.7</b>	<b>192.9</b>
Operating expenses	-83.4	-31.4	-108.3	-114.8	-124.1	-131.0
Other income	4.5	3.3	10.2	7.8	8.6	9.1
Other expenses	-4.3	0.4	-6.9	-3.9	-1.4	-1.4
<b>Operating profit</b>	<b>47.1</b>	<b>15.4</b>	<b>46.1</b>	<b>62.5</b>	<b>65.8</b>	<b>69.5</b>
<i>Financial net</i>	<i>-13.3</i>	<i>-5.0</i>	<i>-19.1</i>	<i>-18.3</i>	<i>-19.4</i>	<i>-19.3</i>
<b>Pre-tax profit</b>	<b>33.8</b>	<b>10.4</b>	<b>27.0</b>	<b>44.2</b>	<b>46.4</b>	<b>50.2</b>
Tax	-2.0	-2.1	-2.1	-4.1	-7.0	-7.5
Minority	-3.8	-0.8	-3.0	-4.6	-3.5	-3.6
<b>Net profit</b>	<b>28.0</b>	<b>7.5</b>	<b>21.9</b>	<b>35.5</b>	<b>35.9</b>	<b>39.1</b>
Depreciation	24.1	7.0	27.5	31.1	35.6	38.9
<b>EBITDA</b>	<b>71.2</b>	<b>22.4</b>	<b>73.5</b>	<b>93.6</b>	<b>101.4</b>	<b>108.4</b>

Growth	9M-24/25	Q4-24/25E	2023/24	2024/25E	2025/26E	2026/2027E
Revenues y-on-y	3.9%	10.7%	-24.7%	3.7%	10.3%	5.6%

Margins	9M-24/25	Q4-24/25E	2023/24	2024/25E	2025/26E	2026/2027E
Gross profit margin	11.2%	10.9%	10.0%	11.1%	10.6%	10.6%
EBITDA margin	6.1%	5.6%	4.9%	6.0%	5.9%	6.0%
Operating profit margin	4.0%	3.9%	3.1%	4.0%	3.8%	3.8%
Pre-tax profit margin	2.9%	2.6%	1.8%	2.8%	2.7%	2.8%
Net profit margin	2.4%	1.9%	1.5%	2.3%	2.1%	2.1%

Source: Company reports (historic), Enlight Research (estimates)

## **Risk factors**

Below risk factors are not a complete list of risks related to Akola Group, but rather a list of risks that we view as the most important to highlight given the current environment. For examples of additional risks, we recommend reading the Company's Annual Reports.

### **Livestock**

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

### **Share liquidity**

The low free float of 20% means the liquidity in the share is lower relative to most similar sized companies. We would welcome a distribution from the main shareholders in order increase the share liquidity and thereby lower the risk in the share.

### **Russia – Ukraine risk**

The company managed to sell 3 out of 4 companies in Russia and Belarus, therefore limiting the geopolitical risk. The main challenge is to replace goods previously supplied from Russia and Belarus.

### **Weather dependent**

Most of Akola Group's segments are dependent on the weather, which is inherently hard to predict. A good harvest (favourable weather) is positive for the Partners for Farmers and Farming segments and vice versa. The grain trading operations (part of Partners for Farmers segment) is also dependent on the weather, but it is not always the case that a good harvest is favourable.

### **Grain trading volumes**

Our forecast assumes a pick-up in the Grain trading volume in the second half of the fiscal year. If this does not materialize, our forecast is most likely too high.

Income Statement	2023	2024	2025E	2026E	2027E
Net sales	1999.6	1506.2	1562.3	1723.3	1819.9
Total operating costs	-1939.9	-1432.7	-1468.7	-1622.0	-1711.6
<b>EBITDA</b>	<b>59.7</b>	<b>73.5</b>	<b>93.6</b>	<b>101.4</b>	<b>108.4</b>
Depreciation & Amort.	-25.8	-27.5	-31.1	-35.6	-38.9
One-off EBIT items	0.0	0.0	0.0	0.0	0.0
<b>EBIT</b>	<b>33.9</b>	<b>46.1</b>	<b>62.5</b>	<b>65.8</b>	<b>69.5</b>
Financial net	-15.7	-19.1	-18.3	-19.4	-19.3
<b>Pre-tax profit</b>	<b>18.1</b>	<b>27.0</b>	<b>44.2</b>	<b>46.4</b>	<b>50.2</b>
Taxes	-3.8	-2.1	-4.1	-7.0	-7.5
Minority interest	-2.4	-3.0	-4.6	-3.5	-3.6
Other items	0.0	0.0	0.0	0.0	0.0
<b>Net profit</b>	<b>12.0</b>	<b>21.9</b>	<b>35.5</b>	<b>35.9</b>	<b>39.1</b>

Balance Sheet	2023	2024	2025E	2026E	2027E
Cash and cash equivalent	13	16	17	18	19
Receivables	317	303	312	345	360
Inventories	267	223	231	234	237
Other current assets	59	63	63	63	63
<b>Current assets</b>	<b>656</b>	<b>605</b>	<b>623</b>	<b>660</b>	<b>679</b>
Tangible assets	174	206	285	299	305
Goodwill & intangible assets	11	18	18	18	19
Lease & Investment properties	31	37	43	52	58
Investments	1	2	2	2	2
Associated companies	0	0	0	0	0
Other non-current assets	14	19	19	19	19
<b>Total fixed assets</b>	<b>231</b>	<b>282</b>	<b>367</b>	<b>390</b>	<b>403</b>
<b>Total Assets</b>	<b>887</b>	<b>886</b>	<b>990</b>	<b>1050</b>	<b>1082</b>
Non-interest bearing current liabilities	199	185	192	212	224
Short-term debt	254	207	231	236	226
Other current liabilities	54	55	56	58	58
<b>Total current liabilities</b>	<b>506</b>	<b>447</b>	<b>479</b>	<b>506</b>	<b>508</b>
Long-term debt	28	60	99	101	97
Convertibles & Lease liab.	46	51	53	55	58
Deferred tax liabilities	0	1	1	1	1
Provisions	0	0	0	0	0
Other long-term liabilities	9	10	10	10	10
<b>Total long-term liab.</b>	<b>88</b>	<b>127</b>	<b>168</b>	<b>172</b>	<b>171</b>
<b>Total Liabilities</b>	<b>595</b>	<b>574</b>	<b>647</b>	<b>679</b>	<b>679</b>
Minority interest (BS)	14	17	17	17	17
Shareholders' equity	278	296	326	355	387
<b>Total liabilities and equity</b>	<b>887</b>	<b>886</b>	<b>990</b>	<b>1050</b>	<b>1082</b>

DCF valuation	Cash flow, mEUR		
WACC (%)	8.97 %	NPV FCF (2023-2025)	30
Assumptions 2023-2029 (%)		NPV FCF (2026-2032)	225
Sales CAGR	5.27 %	NPV FCF (2033-)	359
Avg. EBIT margin	3.71 %	Non-operating assets	-1
Fair value per share (EUR)	1.77	Interest-bearing debt	-318
Share price (EUR)	1.38	Fair value estimate	296

Free Cash Flow	2023	2024	2025E	2026E	2027E
Operating profit	33.9	46.1	62.5	65.8	69.5
Depreciation & Amort.	25.8	27.5	31.1	35.6	38.9
Working capital chg.	-62.9	42.2	-10.1	-13.4	-6.0
Other Operating CF items	-10.1	-2.5	-5.7	-9.9	-10.4
<b>Operating Cash Flow</b>	<b>-13.3</b>	<b>113.2</b>	<b>77.7</b>	<b>78.1</b>	<b>91.9</b>
Net investments	-9.3	-71.3	-110.2	-50.5	-45.3
Other items	3.1	0.7	0.0	0.0	0.0
<b>Free Cash Flow</b>	<b>-19.5</b>	<b>42.5</b>	<b>-32.5</b>	<b>27.5</b>	<b>46.6</b>

Capital structure	2023	2024	2025E	2026E	2027E
Equity ratio	33.0%	35.3%	34.6%	35.4%	37.3%
Debt / Equity ratio	118.1%	107.4%	117.4%	110.6%	98.5%
Gearing %	107.9%	96.6%	106.9%	100.7%	89.6%
Net debt/EBITDA	5.3	4.1	3.9	3.7	3.3
Interest coverage ratio	2.2	2.4	3.4	3.4	3.6

Profitability	2023	2024	2025E	2026E	2027E
ROE	4.4%	7.7%	11.4%	10.6%	10.5%
FCF yield	-8.5%	21.5%	-13.9%	11.8%	20.0%
EBITDA margin	3.0%	4.9%	6.0%	5.9%	6.0%
EBIT margin	1.7%	3.1%	4.0%	3.8%	3.8%
PTP margin	0.9%	1.8%	2.8%	2.7%	2.8%
Net margin	0.6%	1.5%	2.3%	2.1%	2.2%

Valuation	2023	2024	2025E	2026E	2027E
P/E	19.1	9.0	6.6	6.5	6.0
P/E, adjusted	19.1	9.0	6.6	6.5	6.0
P/Sales	0.1	0.1	0.1	0.1	0.1
EV/Sales	0.3	0.3	0.4	0.4	0.3
EV/EBITDA	9.3	6.9	6.5	6.1	5.6
EV/EBIT	16.4	11.1	9.8	9.4	8.7
P/BV	0.8	0.7	0.7	0.7	0.6
P/BV tangible	0.9	0.7	0.8	0.7	0.6

Per share ratios	2023	2024	2025E	2026E	2027E
EPS	0.07	0.13	0.21	0.21	0.23
EPS, adjusted	0.07	0.13	0.21	0.21	0.23
Operating CF/share	-0.08	0.68	0.46	0.47	0.55
Free Cash Flow/share	-0.12	0.25	-0.19	0.16	0.28
BV/share	1.67	1.76	1.95	2.12	2.31
Tangible BV/share	1.66	1.74	1.92	2.09	2.28
Div. per share	0.03	0.03	0.04	0.04	0.05
Div. payout ratio	36.1%	22.9%	20.0%	20.0%	20.0%
Dividend yield	1.9%	2.5%	3.1%	3.1%	3.4%

Shareholders	Capital	Votes
Akola ApS (Denmark)	153.239	65.75 %
Darius Zubas	23.772	10.20 %
UAB SB Asset Management	11.956	5.13 %

#### Key people

CEO	Darius Zubas
CFO	Mazvydas Sileika
IR	Dovile Revutaite
Chairman	

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

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