

Results due: 20 February at 07.45 CET

Eyes on 2020

Reflecting a transition year in 2019 for Actic, a leading Northern European fitness club operator, our underlying EBITA forecasts are now back on a par with 2017 levels. In this year we expect savings in personnel, A&P and rents of SEK 45m, to bolster earnings. Following a 37% share price decline over the past year, the shares now trade at 8x EV/EBITA (excl. IFRS16). This could be compared to key peer SATS (SATS.OL) at 10x consensus estimates.

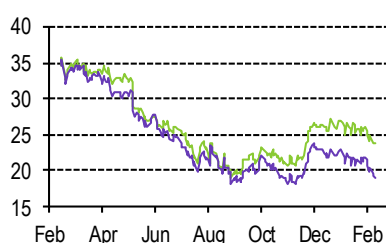
Key Data (2019E)

Price (SEK)	23.70
Reuters	ATIC.ST
Bloomberg	ATIC.SS
Market cap (SEKm)	377
Market cap (USDm)	39
Market cap (EURm)	36
Net debt (SEKm)	1,159
Net gearing	359%
Net debt/EBITDA (x)	4.4
Shares fully dil. (m)	15.9
Avg daily turnover (m)	0.0
Free float	47%

Estimate Revisions (%)

	2019E	2020E	2021E
Revenues	(1)	(2)	(2)
Adj. EBIT	(11)	(8)	(6)
Adj. EPS	(53)	(13)	(8)

Share Price (12M)



Absolute (green) / Relative to Sweden (purple).

Marketing communication

commissioned by:

Actic

Actic offers exposure to structural growth in a profitable niche segment

Our investment case in Actic builds from structural health and fitness trends in society. Increasing population and club membership penetration levels add to cyclical support. In this growing market, Actic is operating in small- to medium sized cities with less competition. Its association with municipality-owned swimming facilities separates Actic's concept from other operators, sustains consumer brand loyalty and offers yield potential (5Y CAGR in ARPM of 5.5% in 2015-19E). The subscription-based model also implies negative WC and resulting strong cash flow. Based on a trough in margins in 2019, we believe Actic now trades at 8x 2020 EV/EBITA (excl. IFRS16 leases). This implies rather high discounts to industry peers, such as SATS valued at 10x consensus estimates.

Earnings revisions reflect mainly lowered organic growth assumptions

We have lowered our organic sales growth forecasts, mainly reflecting changes to ARPM. Adding negative operating leverage, we cut our underlying EBIT estimates by 11%-7% in 2019 (small numbers) to 2021. In Q4 we expect EBIT of SEK 5m on sales of SEK 244m. We expect a DPS of SEK 0.25 (2018: SEK 0.50).

Our mid-point DCF equity value of SEK 32 implies 38% share potential

Based on revised earnings, a cost of equity of 7.5% and a steady-state EBIT margin of 2.8%, we arrive at a mid-point DCF valuation of SEK 32 per share. At this level the shares would trade at a prospective EV/EBITA of 10x excl. IFRS16 lease debt: on a par with its main peer SATS.

Financials (SEK)

Year end: Dec	2017	2018	2019E	2020E	2021E
Revenues (m)	910	975	995	1,016	1,050
Adj. EBIT	45	47	31	73	85
Pre-tax profit (m)	(1)	32	(296)	29	45
EPS	(0.38)	1.44	(18.6)	1.45	2.23
Adj. EPS	2.03	2.95	0.91	3.01	3.84
DPS	0.50	0.50	0.25	0.60	0.90
Revenue growth (%)	9.7	7.1	2.1	2.1	3.3
Adj. EBIT growth (%)	(38.1)	4.1	(33.4)	133.5	17.0
Adj. EPS growth (%)	(39.2)	45.6	(69.2)	230.9	27.6
Adj. EBIT margin (%)	2.1	4.8	3.1	7.2	8.1
ROE (%)	(1.1)	3.7	(62.2)	6.9	10.0
ROCE (%)	2.4	4.9	2.3	4.6	5.4
PER (x)	18.7	12.2	26.1	7.9	6.2
Free cash flow yield (%)	(0.7)	10.0	32.4	25.2	28.3
Dividend yield (%)	1.3	1.4	1.1	2.5	3.8
P/BV (x)	0.99	0.91	1.17	1.10	1.02
EV/Sales (x)	1.18	1.02	1.60	1.48	1.35
EV/Adj. EBITDA (x)	6.7	6.8	5.9	4.8	4.3
EV/Adj. EBIT (x)	23.2	20.6	49.3	20.0	16.1
Operating cash flow/EV (%)	9.9	13.8	67.4	12.3	14.1
Net debt/Adj. EBITDA (x)	3.36	2.75	4.42	3.53	3.11

Source for all data on this page: SEB (estimates) and Millstream/Thomson Reuters (prices)

Calling the earnings trough

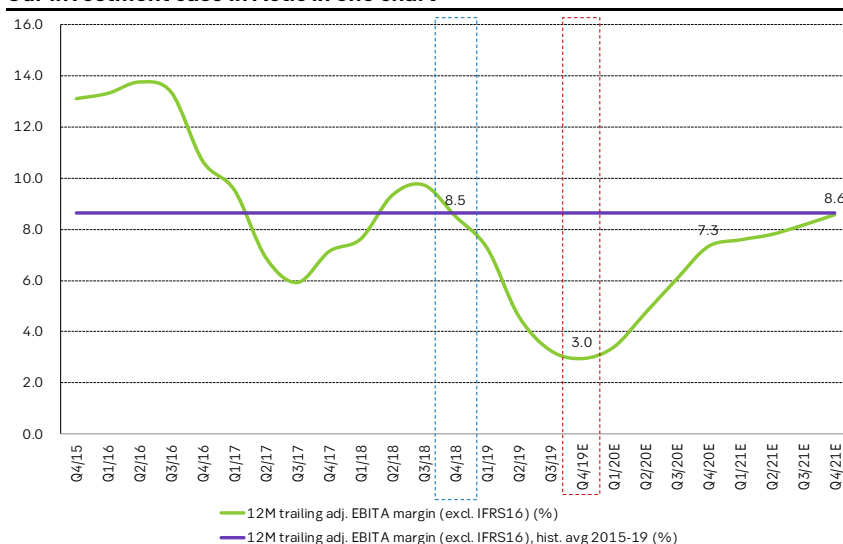
Valuation summary

Mid-point DCF value (SEK)	32.00
Share price (SEK)	23.20
2020E adj. PER at current share price (x)	7.7
2020E EV/EBIT, adj. & excl. IFRS16 debt (x)	14.6
2020E EV/EBIT, adj. & incl. IFRS 16 debt (x)	20.0
2019E DPS	0.25

	Low	High	Mid-point
DCF valuation range (SEK)	27.20	36.80	32.00
Equity potential (%)	17	59	38
2020E adj. EV/EBIT ex. IFRS16 at mid-point DCF value (x)	20.9	23.0	22.0
2019E dividend yield (%)	1.1	1.1	1.1
Total return potential	18	60	39

Source: SEB

Our investment case in Actic in one chart



Source: SEB

Actic vs. SATS ASA

Key financials (SEKm)	2017	2018	2019E	2020E	2021E	2022E
Actic Group						
Revenue	910	975	995	1,016	1,050	1,088
Adj. EBITA margin (%)	7.1	8.5	6.5	10.6	11.6	12.0
Adj. EBIT margin (%)	5.1	5.0	3.2	7.4	8.4	8.8
SATS ASA						
Revenue	3,359	3,482	4,286	4,521	4,748	4,957
Adj. EBITA margin (%)	10.8	12.3	14.2	15.4	16.2	16.7
Adj. EBIT margin (%)	9.9	11.3	12.9	14.2	15.1	15.6
Valuation (x)						
Actic Group						
EV/Sales excl. IFRS16 (x)	0.88	0.82	0.71	0.61	0.49	0.39
EV/EBITA, adj. excl. IFRS16 (x)	12.3	9.6	24.2	8.3	5.7	4.2
EV/EBIT, adj. excl. IFRS16 (x)	17.2	16.4	n.a.	14.7	9.1	6.4
EV/EBIT, adj. (x)	17.2	16.4	49.3	20.0	16.1	14.0
SATS ASA						
EV/Sales excl. IFRS16 (x)	1.71	1.69	1.33	1.17	0.94	0.75
EV/EBITA, adj. excl. IFRS16 (x)	19.3	14.0	13.3	10.0	7.4	5.6
EV/EBIT, adj. excl. IFRS16 (x)	21.5	15.2	15.3	11.1	8.1	6.1
EV/EBIT, adj. (x)	17.2	15.0	18.7	15.4	12.7	10.7

Source: SEB, ThomsonReuters

Earnings revisions

	Q4/19E	2019E	2020E	2021E	Q4/19E	2019E	2020E	2021E	Q4/19E	2019E	2020E	2021E
Net sales	244	962	982	1,015	260	980	1,001	1,041	(6.1)	(1.8)	(1.9)	(2.5)
EBIT, adj.	5	31	73	85	9	36	79	91	(49.0)	(13.0)	(8.1)	(6.1)
Pre-tax profit	(6)	(296)	29	45	(3)	(293)	33	46	(120.1)	(1.2)	(11.7)	(2.6)
EPS, reported	(0.31)	(18.55)	1.45	2.23	0.76	(17.48)	1.70	2.39	(140.5)	(6.1)	(14.7)	(6.9)
EPS, adj.	0.57	0.91	3.01	3.84	1.61	1.95	3.46	4.15	(64.8)	(53.3)	(13.0)	(7.5)

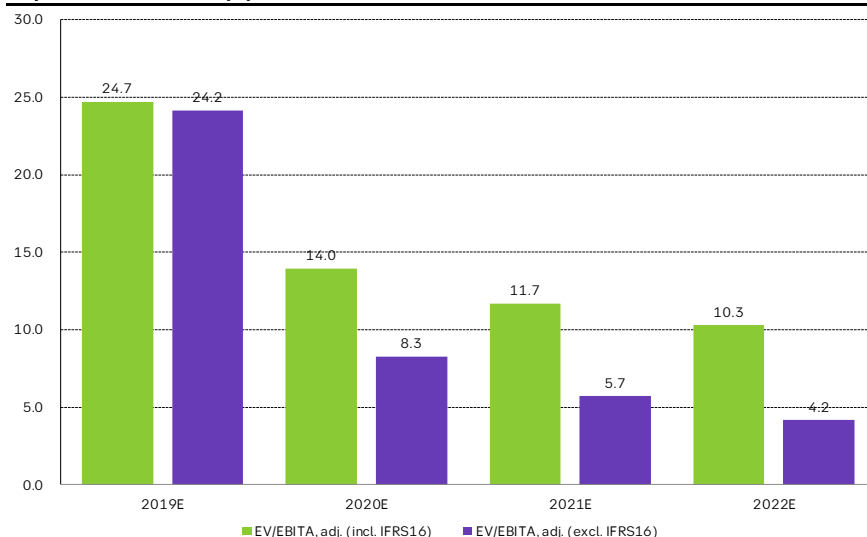
Source: SEB

Financial targets vs. SEB estimates

Actic financial targets (%)	Actic 2018	SEB 2019E	2020E	2021E	2022E
Organic growth, avg. p.a. >5%	(0.3)	(1.6)	3.1	3.2	4.3
EBITDA margin >20% (pre-IFRS16)	15.1	27.3	30.8	31.3	31.1
Net debt/EBITDA, adj < 3.00x (excl. IFRS16)	2.75	1.18	0.68	0.30	(0.04)
Dividend payout 30%-50% of net earnings	34.7	(1.3)	42.3	41.4	40.1

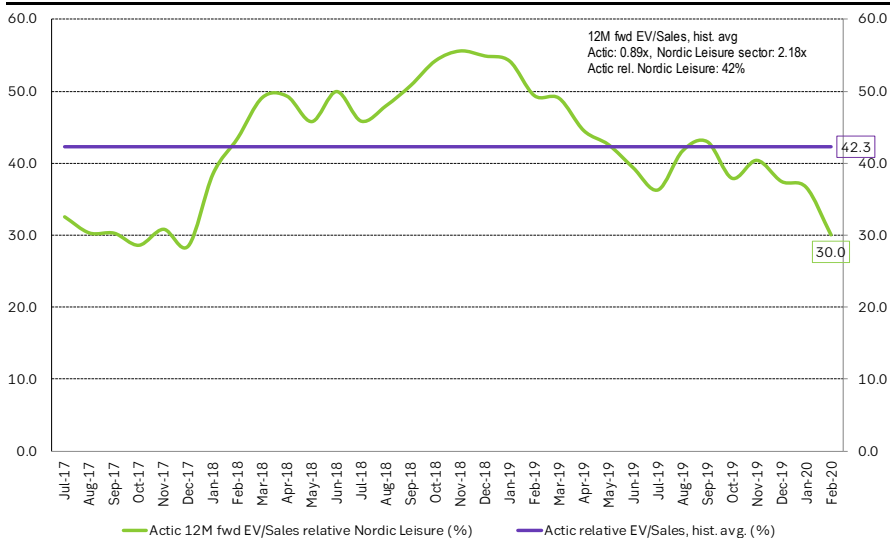
Source: SEB

EV/EBITA estimates (x)



Source: SEB

12M forward EV/Sales: Actic relative to Nordic Leisure sector peers (%)



Source: SEB

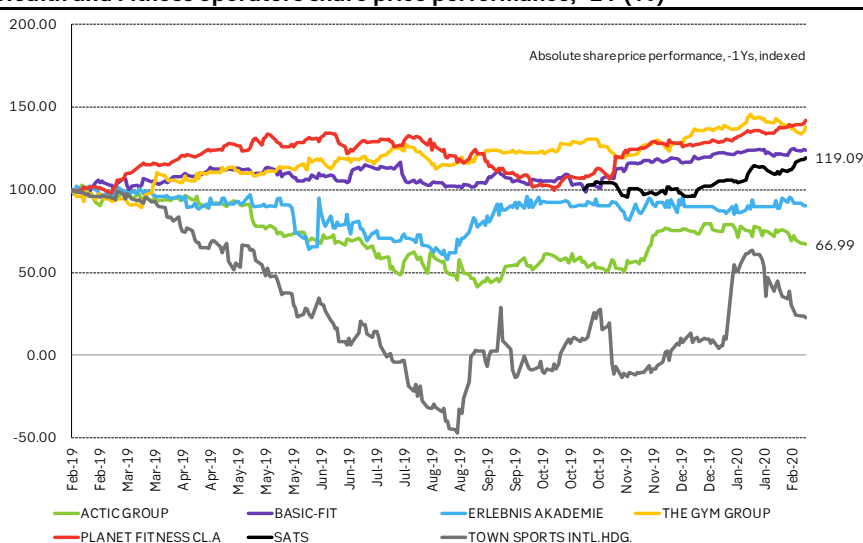
Valuation and performance

Actic vs. SATS: capitalization

Capitalization (SEKm)	2017	2018	2019E	2020E	2021E	2022E
Actic Group						
Mkt cap	335	377	377	377	377	377
Net debt/(cash), reported	1,585	1,601	5,831	5,030	4,207	3,404
EV, reported	775	768	1,536	1,454	1,371	1,299
Net debt/(cash), excl. IFRS16 lease debt	440	391	309	218	121	29
EV, excl. IFRS16 lease debt	775	768	686	595	497	406
SATS ASA						
Mkt cap	4,159	4,300	4,476	4,861	4,861	4,861
Net debt/(cash), reported	440	391	1,159	1,077	995	922
EV, reported	5,745	5,900	10,307	9,891	9,067	8,265
Net debt/(cash), excl. IFRS16 lease debt	1,585	1,601	1,221	410	(403)	(1,168)
EV, excl. IFRS16 lease debt	5,745	5,900	5,697	5,271	4,458	3,693

Source: SEB, ThomsonReuters

Health and Fitness operators share price performance, -1Y (%)



Source: SEB, ThomsonReuters

Fundamental mid-point DCF equity valuation summary

DCF valuation (SEKm)		Weighted average cost of capital (%)	
NPV of FCF in explicit forecast period	560	Risk free interest rate	2.5
NPV of continuing value	1,108	Risk premium	5.0
Value of operation	1,668	Cost of equity	7.5
Net debt	1,159	After tax cost of debt	2.0
Share issue/buy-back in forecast period	-	WACC	3.7
Value of associated companies	-	Assumptions	
Value of minority shareholders' equity	-	Number of forecast years	10
Value of marketable assets	-	EBIT margin - steady state (%)	2.8
DCF value of equity	509	EBIT multiple - steady state (x)	44.7
DCF value per share (SEK)	32.00	Continuing value (% of NPV)	66.4
Current share price (SEK)	23.70		
DCF performance potential (%)	35		

Source: SEB

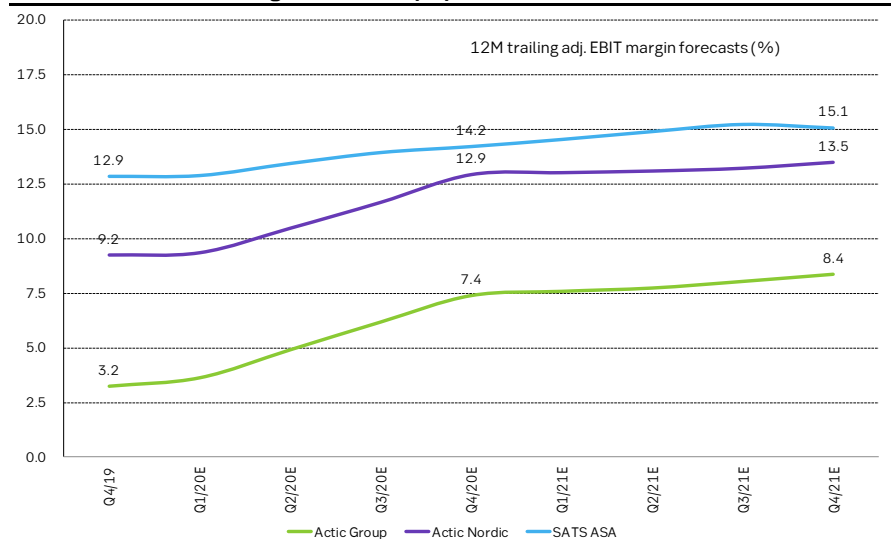
DCF sensitivity analyses to mid-point equity value

Absolute change in EBITDA margin - all years

		-2%	-1%	0	+1%	+2%
Abs. change in sales growth - all years	-2%	-2.10	11.30	24.70	38.20	51.60
	-1%	-0.30	14.00	28.30	42.60	56.90
	0	1.60	16.80	32.00	47.20	62.40
	+1%	3.60	19.70	35.90	52.10	68.30
	+2%	5.60	22.80	40.00	57.20	74.40

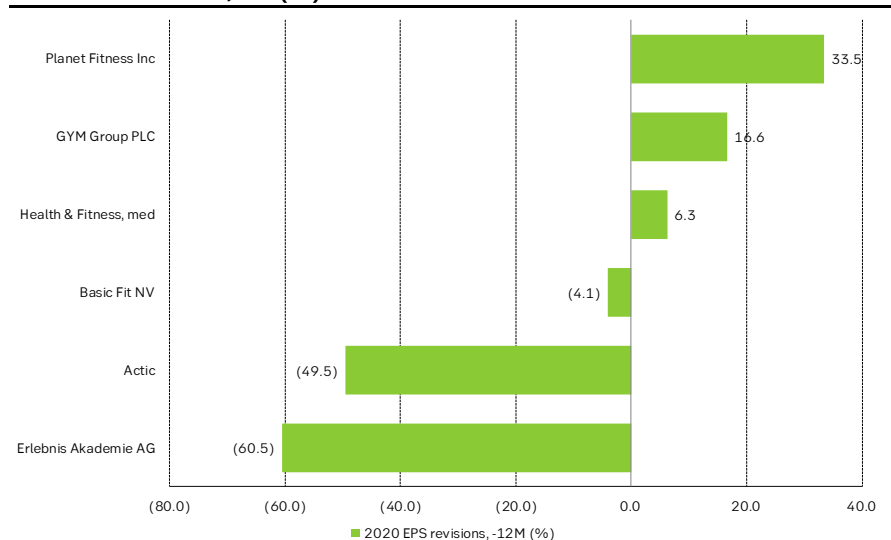
Source: SEB

Actic vs. SATS: EBIT margin forecasts (%)



Source: SEB, ThomsonReuters

2020E EPS revisions, -1Y (%)



Source: SEB, ThomsonReuters

Global Leisure peer group valuation

	CCY price	Share price (EURm)	Mkt cap	EV/Sales (x)			EV/EBIT (x)			EBIT (%) 2020E	Sales CAGR (%)	EBIT CAGR (%)
				2019E	2020E	2021E	2019E	2020E	2021E			
Leisure												
International Leisure												
AMC Entertainment Holdings Inc	USD	6.86	655	0.99	1.01	0.97	29.5	27.6	20.0	3.7	1.4	21.5
Cedar Fair LP	USD	54.09	2,819	3.42	3.28	3.20	15.4	14.4	13.8	22.8	3.4	5.4
Cinemark Holdings Inc	USD	31.34	3,377	1.56	1.57	1.49	14.0	13.4	11.9	11.7	2.3	8.5
Cineplex Inc	CAD	33.82	1,483	2.48	2.37	2.27	28.1	26.0	25.8	9.1	4.0	3.9
Cineworld Group PLC	GBP	185.05	3,025	2.30	2.26	2.19	13.8	13.2	12.6	17.1	2.6	4.5
Drive Shack Inc	USD	3.53	218	1.44	1.41	1.12	n.a.	n.a.	n.a.	n.a.	13.2	n.a.
Everyman Media Group PLC	GBP	224.00	196	3.68	2.84	2.55	47.5	30.1	24.0	9.4	23.7	44.7
Hollywood Bowl Group PLC	GBP	285.00	509	3.33	3.19	3.01	15.9	14.9	14.2	21.3	5.8	6.3
Kinepolis Group NV	EUR	57.70	1,585	4.13	3.72	3.52	23.2	19.9	18.2	18.6	8.3	12.8
Lindblad Expeditions Holdings Inc	USD	15.63	714	2.66	2.34	2.17	26.1	19.3	16.5	12.1	11.0	26.0
Marcus Corp	USD	29.62	843	1.47	1.42	1.35	17.7	15.3	13.8	9.3	4.3	13.4
On The Beach Group PLC	GBP	426.80	667	3.70	3.26	2.89	16.0	13.4	11.3	24.4	9.2	14.7
SeaWorld Entertainment Inc	USD	36.09	2,613	3.21	3.11	3.02	18.4	15.5	15.1	20.0	3.0	10.3
Six Flags Entertainment Corp	USD	38.97	3,030	4.07	4.01	3.90	13.7	13.9	13.7	28.9	1.6	(0.4)
Ten Entertainment Group PLC	GBP	301.00	233	2.49	2.29	2.13	12.8	11.1	9.9	20.6	8.3	14.0
Vail Resorts Inc	USD	245.66	9,097	5.39	4.69	4.54	25.1	22.5	21.0	20.9	8.4	8.8
Int'l Leisure, avg				2.90	2.67	2.52	21.1	18.0	16.1	16.7	6.9	13.0
Int'l Leisure, med				2.94	2.60	2.41	17.7	15.3	14.2	18.6	5.0	10.3
Nordic Leisure												
Betsson	SEK	48.00	632	1.24	1.14	0.99	7.4	6.6	6.8	17.3	9.8	2.6
Evolution Gaming	SEK	378.00	6,534	12.84	13.17	10.74	29.8	30.7	25.0	42.9	24.9	24.8
Gaming Innovation Group	SEK	6.23	53	0.97	0.75	0.62	n.a.	64.2	7.6	1.2	7.3	n.a.
Global Gaming	SEK	5.10	20	0.32	0.33	0.27	n.a.	n.a.	n.a.	(4.7)	(8.7)	n.a.
Kindred Group	SEK	53.96	1,162	1.24	1.00	0.86	16.0	12.1	11.1	8.3	10.6	10.3
LeoVegas	SEK	33.37	323	0.85	0.84	0.67	15.1	15.5	9.2	5.4	8.5	23.2
Moment Group AB	SEK	6.02	16	0.89	0.79	0.73	n.a.	18.4	14.7	4.3	9.4	n.a.
Paradox Interactive	SEK	141.00	1,417	12.48	7.78	8.30	36.2	18.9	20.9	41.2	17.2	25.7
Parcken Sport & Entertainment A/S	DKK	101.50	135	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
Rovio	EUR	4.03	321	0.81	0.65	0.59	12.7	5.4	8.5	12.2	(5.7)	(1.5)
Scandic Hotels	SEK	103.90	1,018	0.75	0.77	0.76	6.6	7.4	7.4	10.4	(2.2)	(6.7)
SkiStar AB	SEK	109.60	782	4.18	3.85	3.69	17.4	16.9	15.4	22.8	6.1	6.1
Tivoli A/S	DKK	756.00	581	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
Nordic Leisure, avg				3.32	2.82	2.56	17.7	19.6	12.6	14.7	7.0	10.6
Nordic Leisure, med				0.97	0.84	0.76	15.5	16.2	10.2	10.4	8.5	8.2
Health & Fitness operators												
Basic Fit NV	EUR	34.35	1,885	6.12	4.91	4.04	66.8	42.4	28.7	11.6	23.1	52.5
Erlebnis Akademie AG	EUR	14.80	30	2.08	1.76	1.47	13.7	10.1	8.5	17.5	18.9	26.5
GYM Group PLC	GBP	291.00	479	4.61	3.95	3.54	29.3	25.0	22.3	15.8	14.1	14.6
Planet Fitness Inc	USD	84.65	7,036	12.73	11.19	9.99	35.6	30.0	26.2	37.3	12.9	16.6
Sats ASA	NOK	26.00	440	2.47	2.33	2.22	20.1	16.7	14.9	13.9	5.5	16.4
Town Sports International Holdings Inc	USD	1.83	47	0.48	0.48	n.a.	n.a.	n.a.	n.a.	0.1	n.a.	n.a.
Health & Fitness, avg				4.75	4.10	4.25	33.1	24.8	20.1	16.0	14.9	25.3
Health & Fitness, med				3.54	3.14	3.54	29.3	25.0	22.3	14.9	14.1	16.6
Leisure retail, avg				3.38	2.98	2.81	22.3	19.7	15.6	15.9	8.2	14.5
Leisure retail, med				2.48	2.33	2.20	17.6	16.1	14.5	14.9	8.3	13.1
Actic	SEK	23.70	36	1.63	1.48	1.35	50.5	20.0	16.1	7.4	2.7	65.3
Discount/(Premium) to Leisure peers, avg (%/pp)				51.6	50.4	51.9	(126.5)	(1.6)	(3.2)	8.5	5.5	(50.8)
Discount/(Premium) to Leisure peers, med (%/pp)				34.1	36.6	38.7	(187.1)	(23.9)	(11.4)	7.5	5.6	(52.2)

Source: SEB, ThomsonReuters

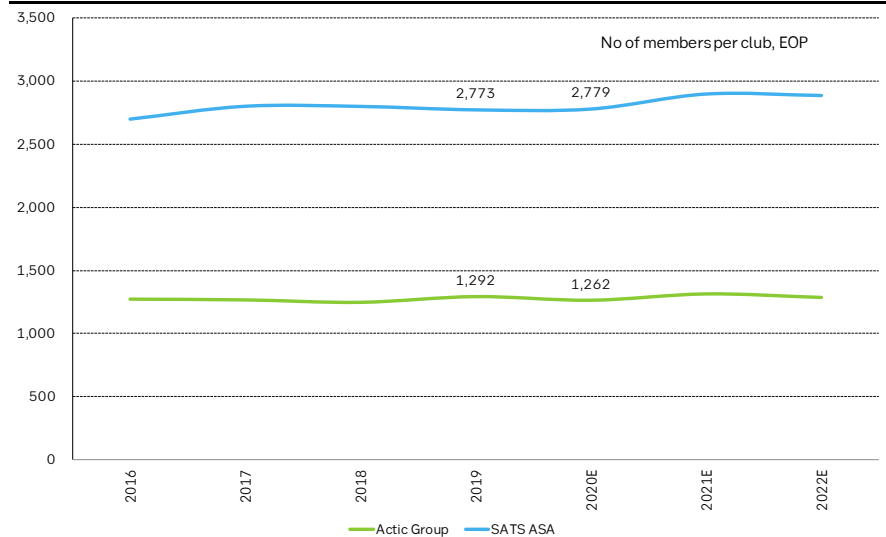
Benchmarking Actic vs. SATS

Actic vs. SATS: KPI summary

KPIs (EOP)	2017	2018	2019E	2020E	2021E	2022E
Actic Group						
No of clubs	178	177	177	179	182	186
No of members ('000)	225	220	229	226	239	239
No of members/club	1,265	1,245	1,292	1,262	1,314	1,285
Revenue/club (SEKm)	5.1	5.5	5.6	5.7	5.8	5.9
Revenue/member (SEK)	4,044	4,424	4,350	4,498	4,390	4,554
Actic, ARPM, monthly (SEK)	339	346	357	360	364	367
SATS ASA						
No of clubs	200	203	248	252	256	256
No of members ('000)	560	569	688	700	743	740
No of members/club	2,802	2,801	2,773	2,779	2,902	2,890
Revenue/club (SEKm)	16.8	17.2	17.3	17.9	18.5	19.4
Revenue/member (SEK)	5,993	6,123	6,232	6,455	6,392	6,701
Actic, ARPM, monthly (SEK)	508	514	569	543	548	557

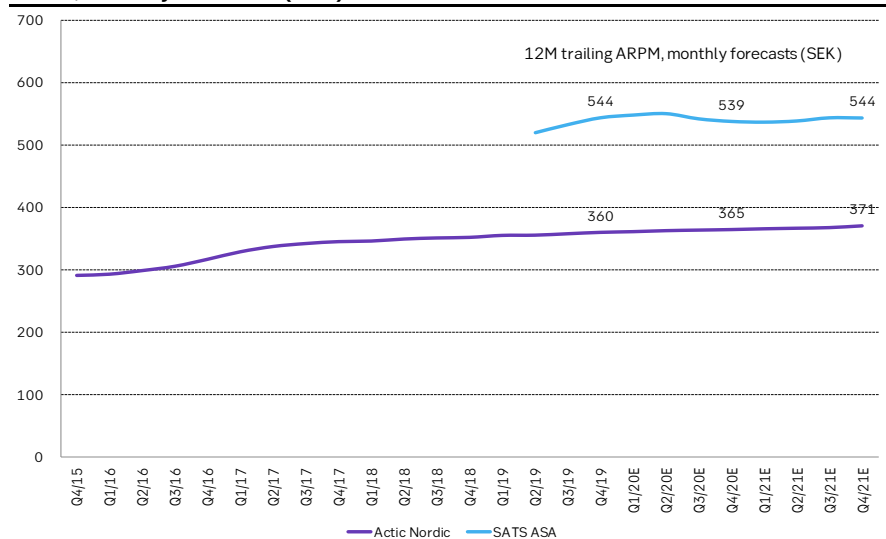
Source: SEB, ThomsonReuters

Members density forecasts



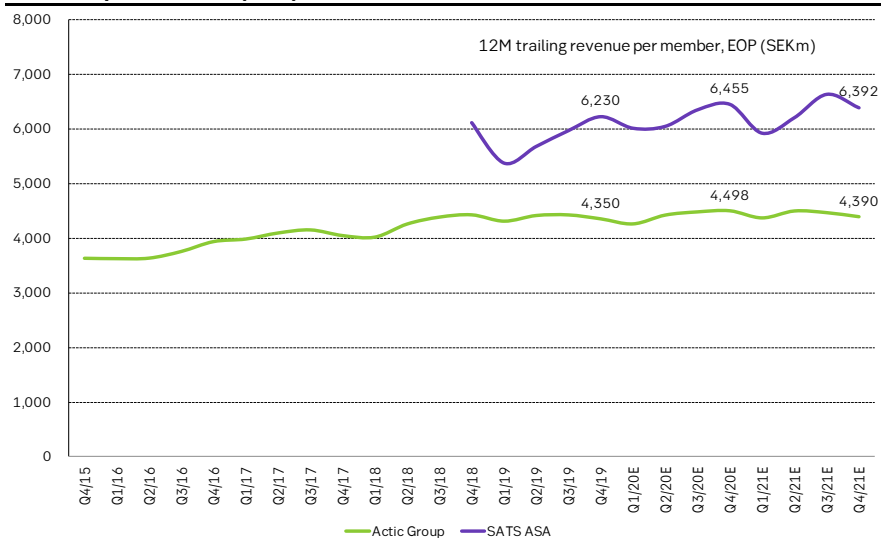
Source: SEB, ThomsonReuters

ARPM, monthly forecasts (SEK)



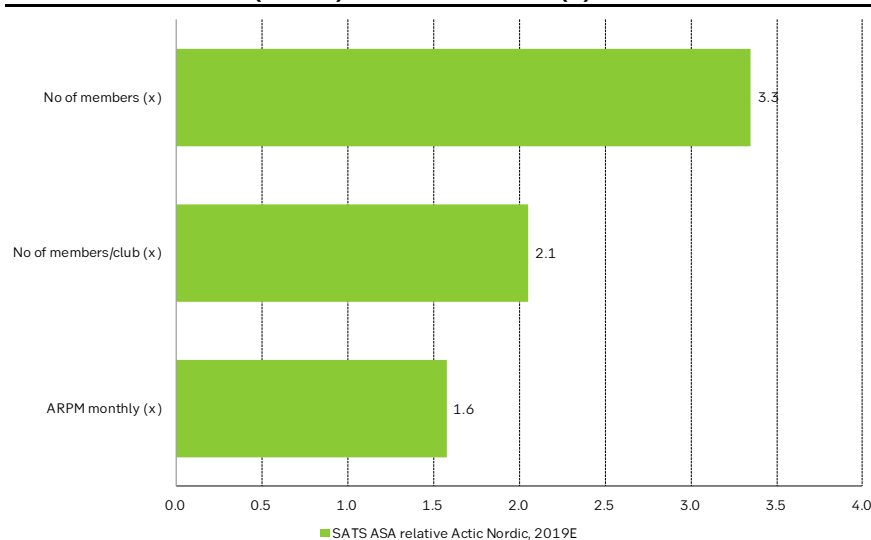
Source: SEB

Revenue per member (SEK)



Source: SEB, ThomsonReuters, SATS, Actic

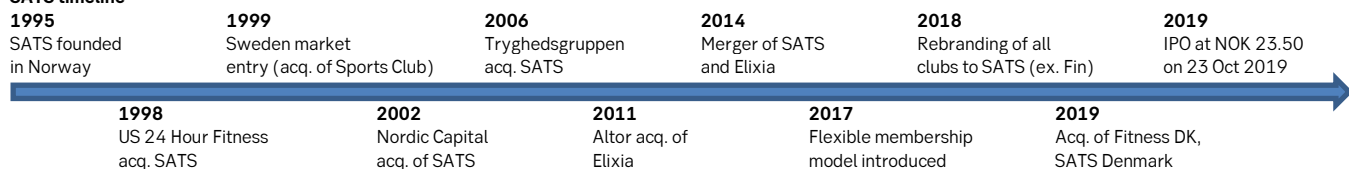
SATS ASA versus Actic (Nordic): 2019 relative KPIs (x)



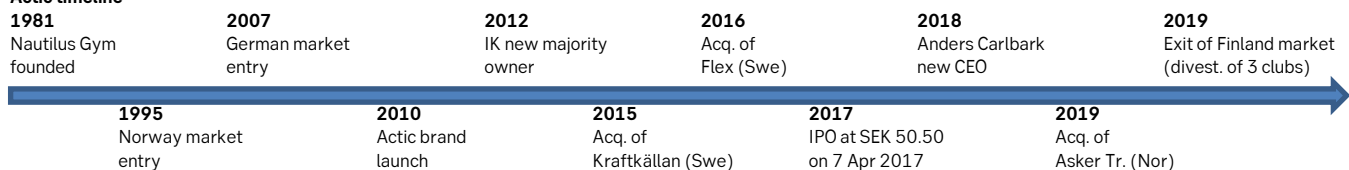
Source: SEB, SATS

Actic and SATS timelines

SATS timeline



Actic timeline



Source: SEB

SATS ASA company snapshot and key financials

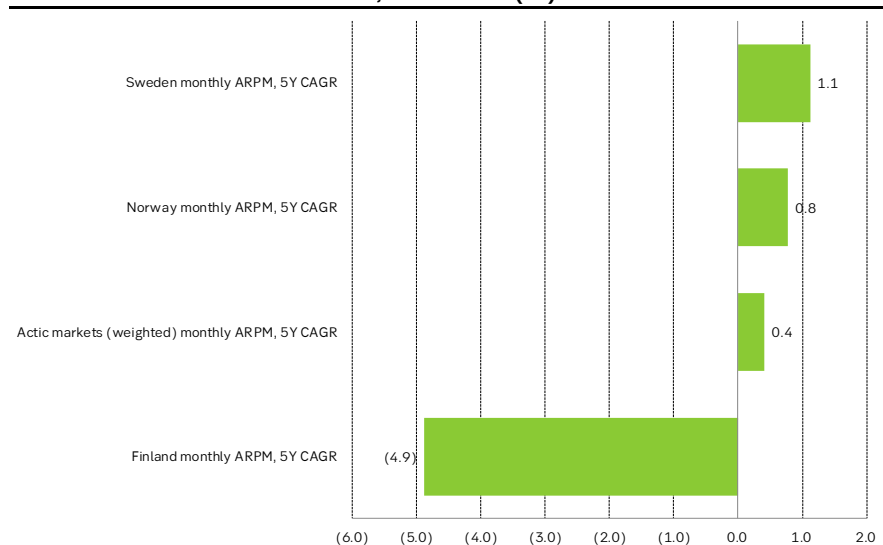
	Unrated	Share performance							(%)
SEB rec.	SATS.OL	Last							2.7
Ticker	NOK	-1W							9.9
CCY	23.50	-1M							17.8
Share price (23 Oct 2019 @ IPO):	26.76	-3M							27.8
Share price (Last)	38	-12M							n.a.
Free float (%)									
Capitalization (NOKm)	2016	2017	2018	2019E	2020E	2021E	2022E	2023E	
Share price	26.76	26.76	26.76	26.76	26.76	26.76	26.76	26.76	
No of shares, f. dil, avg (m)	150.408	150.408	150.408	155.572	170.000	170.000	170.000	170.000	
Mkt cap	4,025	4,025	4,025	4,163	4,549	4,549	4,549	4,549	
Net debt/(cash), reported	1,600	1,534	1,498	5,424	4,708	3,937	3,186	2,470	
EV, reported	5,625	5,559	5,523	9,587	9,257	8,486	7,735	7,019	
Net debt/(cash), excl. IFRS 16	1,600	1,534	1,498	5,424	4,708	3,937	3,186	2,470	
Adj. EV (excl. IFRS 16)	5,625	5,559	5,523	9,587	9,257	8,486	7,735	7,019	
Valuation (x)									
EV/Sales, excl. IFRS16 (x)	1.81	1.71	1.69	2.40	2.19	1.91	1.67	1.46	
Reported EV/adj. EBIT (x)	36.1	17.2	15.0	18.7	15.4	12.7	10.7	9.5	
EV/EBIT, adj. & excl. IFRS16 (x)	36.1	17.2	15.0	27.7	20.9	16.5	13.5	11.9	
PER, adj. (x)	n.a.	23.9	17.3	18.2	13.6	11.6	10.3	9.8	
P&L - consolidated (NOKm)									
Net sales	3,110	3,250	3,259	3,986	4,231	4,444	4,639	4,822	
EBIT, reported	156	323	103	512	602	670	723	741	
NRIs	0	0	(265)	0	0	0	0	0	
EBIT, adj.	156	323	368	512	602	670	723	741	
Adj EBIT margin (%)	5.0	9.9	11.3	12.9	14.2	15.1	15.6	15.4	
Lease interest expenses (IFRS16)	0	0	0	(167)	(158)	(155)	(152)	(149)	
EBIT, adj (excl. IFRS16)	156	323	368	346	444	515	571	592	
Net earnings, reported	(72)	146	2	188	293	353	400	423	
Adjustments, net of tax effects	22	23	230	41	40	40	40	39	
Net earnings, adj	(50)	169	232	229	333	393	440	462	
EPS, adj.	(0.33)	1.12	1.55	1.47	1.96	2.31	2.59	2.72	

Source: SEB, ThomsonReuters

Actic Group company snapshot and key financials

	Corporate Research	Share performance							(%)
SEB rec.	ATIC.ST	Last							0.0
Ticker	SEK	-1W							(2.1)
CCY	50.50	-1M							(11.2)
Share price (7 Apr 2017 @ IPO):	23.70	-3M							15.0
Share price (Last)	40	-12M							(35.9)
Free float (%)									
Capitalization (SEKm)	2014	2015	2016	2017	2018	2019E	2020E	2021E	2022E
Share price	23.70	23.70	23.70	23.70	23.70	23.70	23.70	23.70	23.70
No of shares, f. dil, avg (m)	10.554	10.554	10.554	14.118	15.901	15.901	15.901	15.901	15.901
Mkt cap	250	250	250	335	377	377	377	377	377
Net debt/(cash), reported	554	506	604	440	391	1,159	1,077	995	922
EV, reported	804	756	854	775	768	1,536	1,454	1,371	1,299
Net debt/(cash), excl. IFRS 16	554	506	604	440	391	309	218	121	29
Adj. EV (excl. IFRS 16)	804	756	854	775	768	686	595	497	406
Valuation (x)									
EV/Sales (x)	1.17	1.02	1.06	0.88	0.82	0.71	0.61	0.49	0.39
EV/EBIT, adj. (x)	10.2	9.0	11.8	17.2	16.4	49.3	20.0	16.1	14.0
EV/EBIT, adj. & excl. IFRS16 (x)	10.2	9.0	11.8	17.2	16.4	(257.1)	14.7	9.1	6.4
PER, adj. (x)	9.2	5.7	7.1	11.7	8.0	26.1	7.9	6.2	5.4
P&L - consolidated (SEKm)									
Net sales	690	739	802	881	941	962	982	1,015	1,053
EBIT, reported	79	83	35	19	47	(249)	73	85	93
NRIs	0	(1)	(37)	(26)	0	(280)	0	0	0
EBIT, adj.	79	84	73	45	47	31	73	85	93
Adj EBIT margin (%)	11.4	11.4	9.0	5.1	5.0	3.2	7.4	8.4	8.8
Lease interest expenses (IFRS16)	0	0	0	0	0	(34)	(32)	(31)	(29)
EBIT, adj (excl. IFRS16)	79	84	73	45	47	(3)	41	55	64
Net earnings, reported	24	34	(4)	(5)	23	(295)	23	35	44
Adjustments, net of tax effects	3	10	39	34	24	309	25	26	27
Net earnings, adj	27	44	35	29	47	14	48	61	70
EPS, adj.	2.57	4.12	3.33	2.03	2.95	0.91	3.01	3.84	4.43

Source: SEB

Nordic markets: 5Y CAGR in ARPM, 2014-2018 (%)

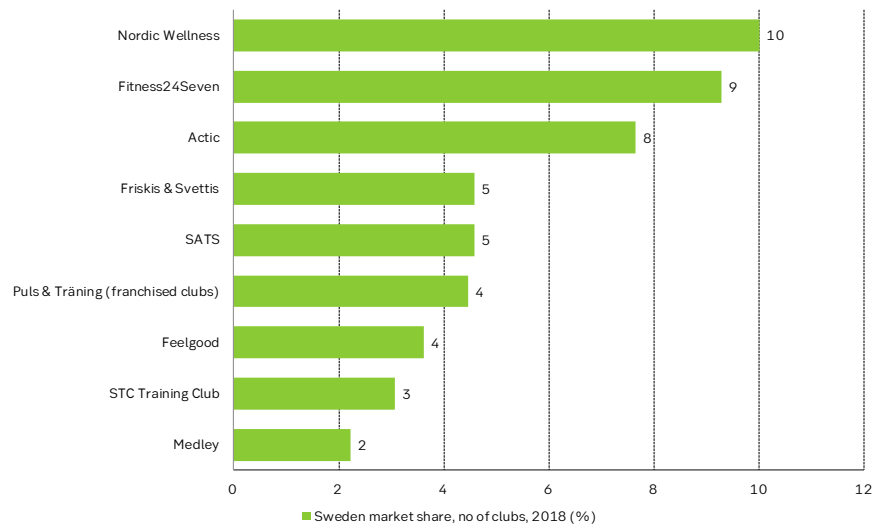
Source: SEB, SATS, Actic

Nordic market forecasts (SEKm)

	2014	2015	2016	2017	2018
Sweden					
Market value (SEKm)	6,399	6,706	6,968	7,205	7,355
Population (m)	9.7	9.9	10.0	10.1	10.2
Member penetration rate (as % of pop.)	20.4	20.6	20.8	21.1	21.4
No of clubs	1,450	1,475	1,560	1,620	1,660
No of members ('000)	1,988	2,030	2,080	2,140	2,185
No of members/club	1,371	1,376	1,333	1,321	1,316
ARPM, monthly (SEK)	268	275	279	281	281
Norway					
Market value (SEKm)	4,085	4,170	4,363	4,557	4,783
Population (m)	5.2	5.2	5.2	5.3	5.3
Member penetration rate (as % of pop.)	19.4	19.6	20.2	20.8	21.3
No of clubs	1,033	1,071	1,033	1,071	1,179
No of members ('000)	1,000	1,020	1,060	1,100	1,135
No of members/club	968	952	1,026	1,027	963
ARPM, monthly (SEK)	340	341	343	345	351
Finland					
Market value (SEKm)	3,487	3,657	3,802	4,277	4,251
Population (m)	5.5	5.5	5.5	5.5	5.5
Member penetration rate (as % of pop.)	11.5	12.4	13.4	16.7	17.0
No of clubs	820	900	n.a.	n.a.	1,803
No of members ('000)	630	680	735	923	938
No of members/club	768	756	n.a.	n.a.	520
ARPM, monthly (SEK)	461	448	431	386	378
Denmark					
Market value (SEKm)	2,735	2,822	2,900	3,304	3,379
Population (m)	5.7	5.7	5.7	5.8	5.8
Member penetration rate (as % of pop.)	14.1	14.9	15.7	18.2	18.5
No of clubs	n.a.	n.a.	n.a.	n.a.	1,389
No of members ('000)	800	850	900	1,050	1,076
No of members/club	n.a.	n.a.	n.a.	n.a.	775
ARPM, monthly (SEK)	285	277	269	262	262
Nordic-4					
Market value (SEKm)	16,707	17,357	18,033	19,343	19,768
Population (m)	26.1	26.2	26.5	26.7	26.9
Member penetration rate (as % of pop.)	n.a.	n.a.	n.a.	n.a.	22.4
No of clubs	n.a.	n.a.	n.a.	n.a.	6,031
No of members ('000)	4,418	4,580	4,775	5,213	5,334
No of members/club	n.a.	n.a.	n.a.	n.a.	884
ARPM, monthly (SEK)	315	316	315	309	309

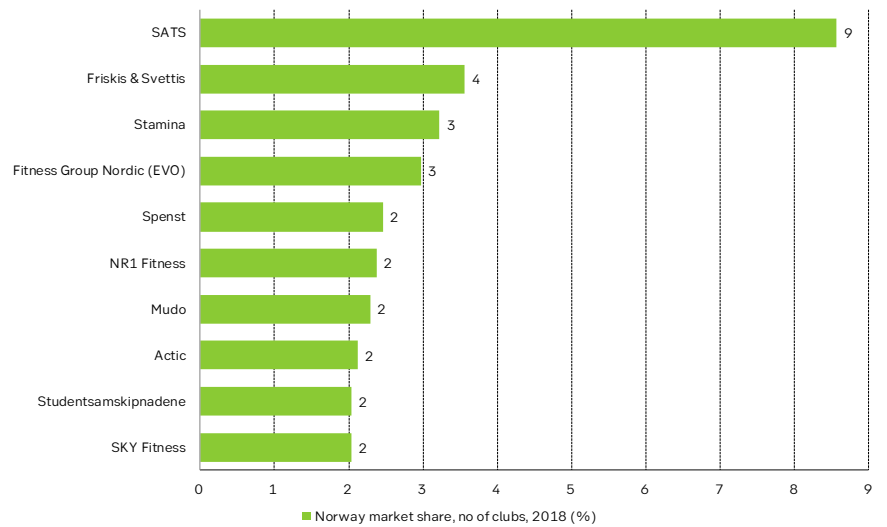
Source: Europe Active (Deloitte European Health & Fitness market), Actic and SATS annual reports and IPO prospectus

Actic vs. SATS: Sweden market share, number of clubs 2018



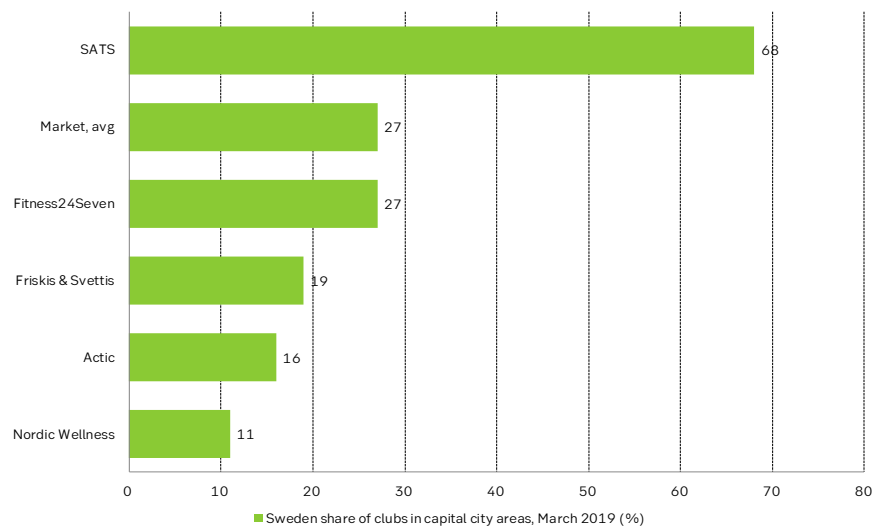
Source: SEB, SATS, Actic

Actic vs. SATS: Norway market share, number of clubs 2018



Source: SEB, SATS, Actic

Sweden market: local presence in capital city areas



Source: SEB, SATS, Actic

Actic Q4 earnings preview

Main sales growth assumptions

	Q4/18	Q1/19	Q2/19	Q3/19	Q4/19E	Q1/20E	Q2/20E	Q3/20E	Q4/20E	2018	2019E	2020E	2021E
Organic (%)	(0.2)	(0.1)	(3.6)	(0.6)	(2.0)	1.6	2.7	2.5	2.1	(0.3)	(1.6)	2.2	3.3
Structure (%)	2.9	2.8	2.6	4.2	4.2	0.0	0.0	0.0	0.0	6.0	3.4	0.0	0.0
FX (%)	1.2	0.8	0.4	0.2	0.1	0.1	(0.3)	(0.3)	0.1	1.1	0.3	(0.1)	0.0
Other (%)	0.1	(0.0)	0.0	0.0	0.0	0.0	0.0	0.0	0.0	(0.0)	0.0	0.0	0.0
Net sales growth (%)	4.0	3.5	(0.6)	3.8	2.3	1.7	2.3	2.2	2.2	6.8	2.2	2.1	3.3

Source: SEB

Financial forecasts

P&L (SEKm)	Q4/18	Q1/19	Q2/19	Q3/19	Q4/19E	Q1/20E	Q2/20E	Q3/20E	Q4/20E	2018	2019E	2020E	2021E
Net sales	238	253	238	228	244	257	244	233	249	941	962	982	1,015
Other income	9	9	8	9	8	9	8	9	8	34	33	34	35
Revenue	247	262	246	236	251	266	251	241	257	975	995	1,016	1,050
Goods for resale	(4)	(2)	(2)	(3)	(4)	(2)	(2)	(3)	(4)	(12)	(12)	(12)	(12)
Other external costs	(118)	(92)	(85)	(78)	(91)	(87)	(82)	(71)	(110)	(440)	(346)	(350)	(358)
Personnel costs	(101)	(97)	(103)	(82)	(92)	(94)	(98)	(88)	(73)	(381)	(374)	(352)	(362)
Other opex	0	0	0	(0)	(0)	(8)	(0)	5	5	(0)	(1)	2	3
EBITDA	24	71	56	73	63	75	69	86	76	142	262	305	320
o/w: NRIs in opex	0	0	0	0	0	0	0	0	0	0	0	0	0
Depr. (incl. IFRS16 leases)	(16)	(49)	(49)	(52)	(50)	(49)	(50)	(52)	(50)	(62)	(200)	(201)	(203)
EBITA	8	22	7	20	13	26	19	33	26	80	62	104	118
EBITA, adj.	8	22	7	20	13	26	19	33	26	80	62	104	118
Amort. & Impairments	(8)	(8)	(8)	(287)	(8)	(8)	(8)	(7)	(9)	(33)	(311)	(31)	(32)
Total D&A	(24)	(57)	(57)	(339)	(58)	(57)	(57)	(59)	(59)	(95)	(511)	(232)	(235)
EBIT	(0)	14	(1)	(266)	5	18	11	27	17	47	(249)	73	85
EBIT, adj.	(0)	14	(1)	14	5	18	11	27	17	47	31	73	85
Associates	0	0	0	0	0	0	0	0	0	0	0	0	0
Interest income	4	0	0	0	1	0	0	0	1	9	1	1	1
Interest expenses	(6)	(4)	(4)	(4)	(3)	(3)	(3)	(3)	(3)	(23)	(15)	(12)	(11)
Foreign exchange items	(1)	0	0	0	0	0	0	0	0	(1)	0	0	0
Other & lease interest (IFRS16)	0	(8)	(8)	(9)	(8)	(8)	(8)	(8)	(8)	0	(34)	(32)	(31)
Value changes	0	0	0	0	0	0	0	0	0	0	0	0	0
Pre-tax profit	(4)	2	(13)	(279)	(6)	7	0	15	7	32	(296)	29	45
Minority interest	0	0	0	0	0	0	0	0	0	0	0	0	0
Total taxes	4	(1)	3	(2)	1	(1)	(0)	(3)	(1)	(9)	1	(6)	(9)
Net profit	0	0	(10)	(280)	(5)	5	0	12	5	23	(295)	23	35
Total adjustments to ATP	8	8	8	287	8	8	8	7	9	33	311	31	32
Tax effect of adjustments	(1)	(7)	(2)	2	5	(2)	(2)	(1)	(2)	(9)	(1)	(7)	(7)
Adjusted net profit	8	2	(4)	8	9	12	7	17	12	47	14	48	61
EPS, reported	0.02	0.02	(0.64)	(17.62)	(0.31)	0.33	0.02	0.76	0.34	1.44	(18.55)	1.45	2.23
EPS, adj.	0.49	0.11	(0.27)	0.50	0.57	0.74	0.41	1.10	0.76	2.95	0.91	3.01	3.84
Net sales growth (%)	4.0	3.5	(0.6)	3.8	2.3	1.7	2.3	2.2	2.2	6.8	2.2	2.1	3.3
Organic growth (%)	(0.2)	(0.1)	(3.6)	(0.6)	(2.0)	1.6	2.7	2.5	2.1	(0.3)	(1.6)	2.2	3.3
Opex growth, ex. D&A & NRIs (%)	9.6	(10.5)	(9.5)	(12.4)	(15.5)	0.2	(3.9)	(4.8)	(3.5)	6.8	(12.0)	(3.0)	2.7
Adj. EBIT growth (%)	n.a.	(8.2)	n.a.	(22.0)	n.a.	28.3	n.a.	92.0	253.0	4.1	(33.4)	133.5	17.0
Pre-tax profit growth (%)	n.a.	(82.9)	n.a.	n.a.	n.a.	273.7	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	53.7
Adj. EPS growth (%)	124.6	(87.2)	n.a.	(35.7)	15.7	587.4	n.a.	117.9	35.1	45.6	(69.2)	230.9	27.6
Opex (excl. D&A & NRIs)/sales (%)	93.5	75.6	79.8	72.0	77.2	74.4	74.9	67.0	72.9	88.5	76.2	72.4	71.9
Total D&A/sales (%)	10.3	22.6	24.0	148.8	24.0	22.3	23.6	25.4	23.5	10.1	53.1	23.7	23.2
Adj. EBITDA margin (%)	10.1	28.0	23.4	31.9	26.0	29.2	28.3	36.8	30.4	15.1	27.3	31.1	31.5
Adj. EBITA margin (%)	3.3	8.7	2.7	9.0	5.5	10.0	7.9	14.3	10.3	8.5	6.5	10.6	11.6
Adj. EBIT margin (%)	(0.1)	5.4	(0.5)	6.1	2.0	6.9	4.7	11.4	6.9	5.0	3.2	7.4	8.4
EBIT margin, reported (%)	(0.1)	5.4	(0.5)	(116.9)	2.0	6.9	4.7	11.4	6.9	5.0	(25.9)	7.4	8.4
Pre-tax margin (%)	(1.5)	0.7	(5.6)	(122.4)	(2.6)	2.6	0.2	6.6	2.7	3.4	(30.8)	3.0	4.4
Adj. net margin (%)	3.3	0.7	(1.8)	3.5	3.7	4.6	2.7	7.5	4.9	5.0	1.5	4.9	6.0
Tax rate (%)	109.9	82.8	23.6	(0.6)	21.8	21.0	21.0	21.0	21.0	28.0	0.5	21.0	21.0
No of shares, f. dil, avg, adj (m)	15.901	15.901	15.901	15.901	15.901	15.901	15.901	15.901	15.901	15.901	15.901	15.901	15.901

Source: SEB

Actic Group – divisional forecasts

Divisional P&L (SEKm)	Q4/18	Q1/19	Q2/19	Q3/19	Q4/19E	Q1/20E	Q2/20E	Q3/20E	Q4/20E	2018	2019E	2020E	2021E
Net sales (SEKm)													
Nordics	217	231	215	205	222	232	219	208	225	862	874	884	906
DACH	21	22	23	22	21	25	25	24	24	79	88	98	109
Total net sales	238	253	238	228	244	257	244	233	249	941	962	982	1,015
Other income	9	9	8	9	8	9	8	9	8	34	33	34	35
Total revenue	247	262	246	236	251	266	251	241	257	975	995	1,016	1,050
Adj. EBITDA (SEKm)													
Nordics	31	78	63	75	71	79	74	86	83	168	288	322	331
DACH	0	3	3	4	1	5	4	5	2	4	11	16	23
Central costs	(7)	(11)	(11)	(7)	(9)	(9)	(9)	(6)	(9)	(29)	(37)	(33)	(35)
Group EBITDA, adj. (excl. NRIs)	24	71	56	73	63	75	69	86	76	142	262	305	320
Adj. EBITA (SEKm)													
Nordics	n.a.	71	57	70	63	72	67	80	75	n.a.	260	294	302
DACH	n.a.	2	2	3	0	4	3	4	2	n.a.	8	13	20
Central costs	n.a.	(51)	(52)	(52)	(50)	(50)	(51)	(51)	(51)	n.a.	(206)	(203)	(205)
Group EBITA, adj. (excl. NRIs)	8	22	7	20	13	26	19	33	26	80	62	104	118
Adj. EBITA margins (%)													
Nordics	n.a.	30.7	26.3	33.9	28.5	30.9	30.6	38.6	33.2	n.a.	29.8	33.2	33.3
DACH	n.a.	11.0	9.0	12.9	1.1	16.5	13.7	17.1	7.0	n.a.	8.6	13.6	18.3
Total EBITA margin, adj. (%)	3.3	8.7	2.7	9.0	5.5	10.0	7.9	14.3	10.3	8.5	6.5	10.6	11.6
Adj. EBIT (SEKm)													
Nordics	n.a.	26	12	23	19	28	22	34	30	n.a.	81	114	122
DACH	n.a.	(2)	(3)	(3)	(5)	(1)	(1)	(2)	(4)	n.a.	(13)	(8)	(3)
Central costs	n.a.	(11)	(11)	(7)	(9)	(9)	(9)	(6)	(9)	n.a.	(37)	(33)	(35)
Group EBIT, adj. (excl. NRIs)	(0)	14	(1)	14	5	18	11	27	17	47	31	73	85
Adj. EBIT margins (%)													
Nordics	n.a.	11.5	5.5	11.4	8.5	11.8	10.1	16.4	13.5	n.a.	9.2	12.9	13.5
DACH	n.a.	(9.6)	(11.3)	(13.8)	(24.6)	(3.0)	(5.6)	(8.2)	(17.1)	n.a.	(14.8)	(8.4)	(2.4)
Total EBIT margin, adj. (%)	(0.1)	5.4	(0.5)	6.1	2.0	6.9	4.7	11.4	6.9	5.0	3.2	7.4	8.4

Source: SEB

Actic Group KPI forecast assumptions

KPI totals	Q4/18	Q1/19	Q2/19	Q3/19	Q4/19E	Q1/20E	Q2/20E	Q3/20E	Q4/20E	2018	2019E	2020E	2021E
Sales forecast assumptions													
No of clubs, EOP	177	180	182	180	177	179	180	179	179	177	177	179	182
No of clubs, EOP, chg, y/y	(1)	(1)	2	2	0	(1)	(2)	(1)	2	(1)	0	2	3
No of clubs, avg	178	181	181	179	177	180	181	180	178	178	177	178	181
No of clubs, avg, chg, y/y	6	6	6	6	(1)	(1)	0	1	1	6	(1)	1	3
No of members, EOP ('000)	220	228	223	224	229	235	227	226	226	220	229	226	239
No of members, avg ('000)	223	230	223	222	225	232	225	225	227	227	225	227	233
Avg. no of members, growth (%)	1.7	(0.4)	(1.5)	1.8	0.8	0.7	0.8	1.2	1.2	4.6	(1.0)	1.2	2.3
No of members/club, EOP	1,245	1,269	1,223	1,244	1,292	1,311	1,263	1,260	1,262	1,245	1,292	1,262	1,314
No of members/club, EOP, chg, y/y	(20)	(10)	(21)	7	47	43	40	16	(30)	(20)	47	(30)	52
No of members/club, avg	1,255	1,274	1,233	1,241	1,269	1,290	1,243	1,252	1,277	1,278	1,269	1,277	1,288
No of members/club, avg, chg, y/y	(19)	(49)	(62)	(17)	14	16	10	12	8	18	(9)	8	11
ARPM, monthly (SEK)	357	366	355	342	362	370	361	345	365	346	357	360	364
ARPM, growth (%)	2.3	3.9	1.0	2.0	1.5	1.0	1.5	1.0	0.9	2.1	3.2	0.9	1.0
Net sales	238	253	238	228	244	257	244	233	249	941	962	982	1,015
Net sales growth, y/y (%)	4.0	3.5	(0.6)	3.8	2.3	1.7	2.3	2.2	2.2	6.8	2.2	2.1	3.3
12M trailing no of members, avg	225	224	224	224	225	225	226	226	227	227	225	227	233
12M trailing ARPM, monthtly (SEK)	349	353	354	355	356	357	359	359	360	346	357	360	364
12M trailing net sales	941	950	948	957	962	966	972	977	982	941	962	982	1,015

Source: SEB

Overview

Investment considerations

We expect the strong growth in the health and fitness club market to continue over our forecast period. Actic's strong position in small to medium-sized cities with a full service offering that typically is affiliated with swimming facilities (owned by municipalities), is attractive in our view. Using a cluster strategy that groups gyms together, we believe Actic will be able to grow both organically and via acquisitions to consolidate a fragmented industry.

Company profile

Actic is a northern European health and fitness club operator with a presence in Sweden, Norway, Germany and Austria (its Finnish clubs were divested in 2018). In its markets, the population is increasing, macroeconomic conditions are improving and consumer spending is rising. Combined with increasing health awareness, we believe this should drive demand for health clubs and for more services within them, exemplified by the strong increase in demand for personal trainers.

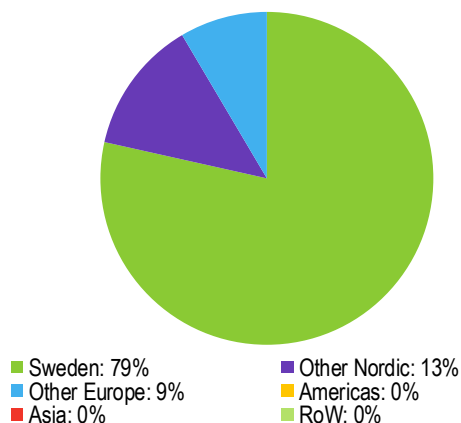
Valuation approach

In relative terms we believe that the company should be valued in line with its Nordic peers, including main peer SATS ASA (SATS.OL), but at a discount to international peers. Reflecting ongoing amortizations of acquired intangible assets, we argue investors should focus on EV/EBITA multiples when assessing the valuation of Actic. Our mid-point fundamental valuation approach is based on DCF valuation of the equity.

Investment risks

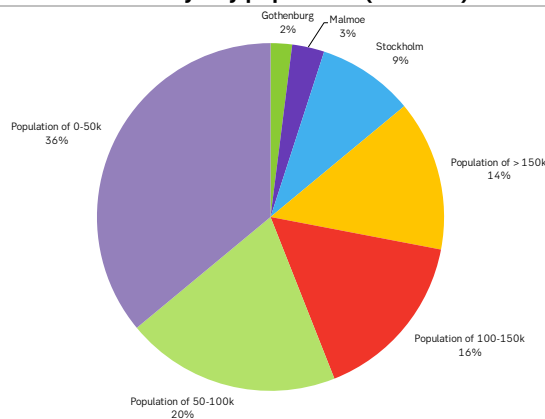
Actic's business model does not appear to be especially cyclical, with only a modest correlation with GDP growth. This could be explained by the company's strong local market positions and its exposure to the structural health and fitness trends in society. Still, in times of macroeconomic recession, consumers may opt-out of club membership; or trade down to lower price offerings. This would burden both ARPM (yields) and membership levels and mute organic growth in Actic: a key EPS lever.

Revenues by region



Source: SEB

Actic: share of clubs by city population (Sweden)



Source: SEB

Profit & loss statement - Actic									
(SEKm)	2013	2014	2015	2016	2017	2018	2019E	2020E	2021E
Net Sales	664	690	739	802	881	941	962	982	1,015
Other revenues	24	25	29	28	29	34	33	34	35
Total revenues	688	715	768	830	910	975	995	1,016	1,050
Total expenses	(550)	(577)	(622)	(726)	(805)	(833)	(733)	(711)	(730)
Profit before depreciation	137	138	146	104	105	142	262	305	320
Depreciation - Fixed assets	(52)	(55)	(50)	(56)	(68)	(62)	(200)	(201)	(203)
Depreciation - Other assets	0	0	0	0	0	0	0	0	0
Amortisation - Goodwill	(82)	0	0	0	0	0	(280)	0	0
Amortisation - Other intangibles	(3)	(4)	(13)	(13)	(18)	(33)	(31)	(31)	(32)
Operating profit	1	79	83	35	19	47	(249)	73	85
Net interest expenses	(29)	(46)	(37)	(37)	(19)	(14)	(14)	(11)	(10)
Foreign exchange items	0	0	0	0	(2)	(1)	0	0	0
Other financial items	0	0	0	0	0	0	(34)	(32)	(31)
Value changes - Fixed assets	0	0	0	0	0	0	0	0	0
Value changes - Financial assets	0	0	0	0	0	0	0	0	0
Value changes - Other assets	0	0	0	0	0	0	0	0	0
Reported pre-tax profit	(29)	33	46	(1)	(1)	32	(296)	29	45
Minority interests	0	0	0	0	0	0	0	0	0
Total taxes	(7)	(9)	(12)	(3)	(4)	(9)	1	(6)	(9)
Reported profit after tax	(36)	24	34	(4)	(5)	23	(295)	23	35
Discontinued operations	0	0	0	0	0	0	0	0	0
Extraordinary items	0	0	0	0	0	0	0	0	0
Net Profit	(36)	24	34	(4)	(5)	23	(295)	23	35
Adjustments:									
Discontinued operations	0	0	0	0	0	0	0	0	0
Interest on convertible debt	0	0	0	0	0	0	0	0	0
Minority interests (IFRS)	0	0	0	0	0	0	0	0	0
Value changes	0	0	0	0	0	0	0	0	0
Goodwill/intangibles amortisations	85	4	13	13	18	33	311	31	32
Restructuring charges	0	0	0	0	0	0	0	0	0
Other adjustments	1	0	1	37	26	0	0	0	0
Tax effect of adjustments	21	(1)	(4)	(11)	(10)	(9)	(1)	(7)	(7)
Adjusted profit after tax	72	27	44	35	29	47	14	48	61
Margins, tax & returns									
Operating margin	0.1	11.4	11.3	4.4	2.2	5.0	(25.9)	7.4	8.4
Pre-tax margin	(4.3)	4.8	6.2	(0.2)	(0.2)	3.4	(30.8)	3.0	4.4
Tax rate	(24.7)	26.7	27.1	n.m.	n.m.	28.0	0.5	21.0	21.0
ROE	(15.2)	6.1	10.0	(1.1)	(1.1)	3.7	(62.2)	6.9	10.0
ROCE	17.7	8.4	9.1	4.3	2.4	4.9	2.3	4.6	5.4
Growth rates y-o-y (%)									
Total revenues	n.a.	4.0	7.4	8.1	9.7	7.1	2.1	2.1	3.3
Operating profit	n.m.	11,671.9	5.9	(57.5)	(45.2)	141.5	n.m.	n.m.	17.0
Pre-tax profit	n.m.	n.m.	39.7	n.m.	n.m.	n.m.	n.m.	n.m.	53.7
EPS (adjusted)	0.0	(62.1)	60.6	(19.1)	(39.2)	45.6	(69.2)	230.9	27.6
Cash flow									
(SEKm)	2013	2014	2015	2016	2017	2018	2019E	2020E	2021E
Net profit	(36)	24	34	(4)	(5)	23	(295)	23	35
Non-cash adjustments	123	59	69	68	102	94	476	147	150
Cash flow before work cap	87	83	102	64	97	117	181	171	185
Ch. in working capital / Other	1	14	(10)	16	6	16	855	8	8
Operating cash flow	88	97	92	79	103	133	1,036	179	193
Capital expenditures	(45)	(41)	(42)	(97)	(107)	(76)	(913)	(83)	(86)
Asset disposals	0	0	1	0	0	0	0	0	0
L/T financial investments	0	0	0	0	0	0	0	0	0
Acquisitions / adjustments	0	(9)	(13)	(60)	(73)	1	(32)	0	0
Free cash flow	43	47	38	(78)	(77)	58	90	95	107
Net loan proceeds	(25)	128	(28)	22	(159)	14	(75)	(50)	(50)
Dividend paid	0	(175)	0	0	0	(8)	(8)	(4)	(10)
Share issue	0	0	17	0	252	0	0	0	0
Other	2	(0)	(1)	(1)	0	0	(0)	0	(0)
Net change in cash	20	1	26	(57)	17	64	7	41	47
Adjustments									
C/flow bef chng in work cap	87	83	102	64	97	117	181	171	185
Adjustments	0	0	0	0	0	0	0	0	0
Int on conv debt net of tax	0	0	0	0	0	0	0	0	0
Cash earnings	87	83	102	64	97	117	181	171	185
Per share information									
Cash earnings	8.25	7.9	9.68	6.02	6.86	7.36	11.4	10.7	11.7
Operating cash flow	8.35	9.18	8.73	7.5	7.3	8.35	65.1	11.2	12.1
Free cash flow	4.1	4.48	3.55	(7.36)	(5.45)	3.65	5.66	5.98	6.71
Investment cover									
Capex/sales (%)	6.8	5.9	5.7	12.1	12.1	8.1	95.0	8.5	8.5
Capex/depreciation (%)	87	74	84	174	157	122	457	42	43

Source for all data on this page: SEB

Balance sheet - Actic									
(SEKm)	2013	2014	2015	2016	2017	2018	2019E	2020E	2021E
Cash and liquid assets	79	80	106	49	66	131	138	179	226
Debtors	22	19	20	32	39	35	38	38	41
Inventories	4	4	5	6	5	3	5	5	6
Other	39	42	43	56	67	66	58	59	61
Current assets	144	145	174	143	177	234	238	282	333
Interest bearing fixed assets	0	0	0	0	0	0	0	0	0
Other financial assets	5	8	8	4	5	7	7	7	7
Capitalized development cost	0	0	0	0	0	0	0	0	0
Goodwill	701	703	695	746	776	780	527	527	527
Other intangibles	15	21	25	62	95	75	50	18	(14)
Fixed tangible assets	328	314	293	322	334	337	1,056	938	822
Other fixed assets	0	0	0	0	0	0	0	0	0
Fixed assets	1,049	1,046	1,021	1,135	1,210	1,198	1,639	1,490	1,341
Total assets	1,193	1,191	1,195	1,278	1,387	1,432	1,877	1,771	1,674
Creditors	53	64	52	78	64	61	59	65	70
Other trade financing	91	97	107	136	160	175	179	182	188
S/T interest bearing debt	45	42	44	56	40	51	51	51	51
Other	25	21	33	9	23	18	24	25	25
Current liabilities	214	224	236	280	287	304	312	322	334
L/T interest bearing debt	463	592	568	597	466	471	396	346	296
Other long-term liabilities	1	9	0	0	0	0	850	850	850
Convertible debt	0	0	0	0	0	0	0	0	0
Pension provisions	0	0	0	0	0	0	0	0	0
Other provisions	10	9	2	0	(0)	0	(35)	(120)	(205)
Deferred tax	36	37	39	37	28	32	32	32	32
Long term liabilities	510	647	609	634	494	502	1,242	1,107	972
Minority interests	0	0	0	0	0	0	0	0	0
Shareholders' equity	469	320	350	365	606	626	323	342	368
Total liabilities and equity	1,193	1,191	1,195	1,278	1,387	1,432	1,877	1,771	1,674
Net debt (m)	429	554	506	604	440	391	1,159	1,077	995
Working capital (m)	(104)	(117)	(124)	(129)	(136)	(150)	(161)	(169)	(176)
Capital employed (m)	977	954	962	1,018	1,112	1,147	1,619	1,598	1,588
Net debt/equity (%)	91	173	145	166	73	62	359	315	270
Net debt/EBITDA (x)	3.1	4.0	3.4	4.3	3.4	2.7	4.4	3.5	3.1
Equity/total assets (%)	39	27	29	29	44	44	17	19	22
Interest cover	0.1	1.7	2.1	1.0	1.0	2.5	(17.1)	6.0	8.0

Valuation									
(SEK)	2013	2014	2015	2016	2017	2018	2019E	2020E	2021E
No of shares, fully dil. (y/e)	10.6	10.6	10.6	10.6	15.9	15.9	15.9	15.9	15.9
No of shares, fully dil. avg.	10.6	10.6	10.6	10.6	14.1	15.9	15.9	15.9	15.9
Share price, y/e					37.8	35.9	23.7	23.7	23.7
Share price, high					54.3	45.2	39.8		
Share price, low					33.5	33.8	19.0		
Share price, avg					43.8	40.9	27.5		
EPS (reported)	(3.39)	2.29	3.18	(0.38)	(0.38)	1.44	(18.6)	1.45	2.23
EPS (adjusted)	6.78	2.57	4.12	3.33	2.03	2.95	0.91	3.01	3.84
Cash earnings/share	8.25	7.90	9.68	6.02	6.86	7.36	11.4	10.7	11.7
Dividend/share	0.00	0.00	0.00	0.00	0.50	0.50	0.25	0.60	0.90
Enterprise value/share					65	60	97	91	86
Book value/share	44	30	33	35	38	39	20	22	23
Adjusted equity/share	44	30	33	35	38	39	20	22	23
PER (adjusted)					18.7	12.2	26.1	7.9	6.2
CEM					5.5	4.9	2.1	2.2	2.0
Dividend yield					1.3	1.4	1.1	2.5	3.8
EV/EBITDA					8.0	6.8	5.9	4.8	4.3
EV/EBITA					16.5	12.0	24.7	14.0	11.7
EV/EBIT					53.8	20.6	49.3	20.0	16.1
EV/Sales (x)					1.18	1.02	1.60	1.48	1.35
Price/Book value					0.99	0.91	1.17	1.10	1.02
Price/adjusted equity					0.99	0.91	1.17	1.10	1.02
Free cash flow/Market cap (%)					(0.7)	10.0	32.4	25.2	28.3
Operating cash flow/EV (%)					9.9	13.8	67.4	12.3	14.1
EV/Capital employed (x)					0.9	0.8	0.9	0.9	0.9

Main shareholders			Management		Company information	
Name	(%)	Votes	Capital	Title	Name	Contact
Athanase Industrial Partners	24.1		24.1	COB	Göran Carlsson	Internet http://www.acticgroup.se
Göran Carlsson (Ushi Ltd)	18.0		18.0	CEO	Anders Carlbark	Phone number (46) 8 519 211 00
AFA	10.0		10.0	CFO	Jörgen Fritz	
				IR		

Source for all data on this page: SEB

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Copenhagen

Bernstorffsgade 50
P.O. Box 100
DK-1577 Copenhagen V

Telephone: (45) 3328 2828

Oslo

Filipstad Brygge 1,
P.O. Box 1363 Vikta
NO-0113 Oslo

Telephone: (47) 2100 8500

Frankfurt

Stephanstrasse 14-16
D-60313 Frankfurt am Main

Telephone: (49) 69 9727 7740

Stockholm

Kungsträdgårdsgatan 8
S-106 40 Stockholm

Telephone: (46) 8 522 29500

Helsinki

Eteläesplanadi 18
P.O. Box 630
FIN-00101 Helsinki

Telephone: (358) 9 616 28700

Tallinn

Tornimäe 2
EE-Tallinn 15010

Telephone: (372) 665 7762

London

One Carter Lane
London, EC4V 5AN

Telephone: (44) 20 7246 4000