

Insplorion AB (publ)

SECTOR: CLEANTECH

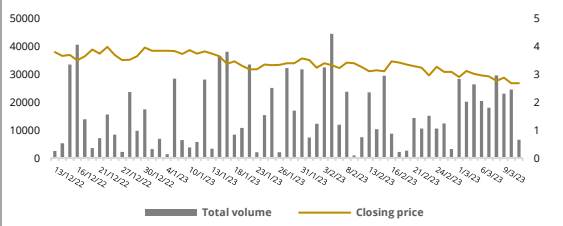
Initial Coverage ☐Update Report ☒Significant Event ☐

Stabilt Q4 2022 med fortsatt arbete med vätgasstrategin

- Insplorion fortsätter att se ökat intresse inom vätgas vertikalen efter bolaget annonserade sin nya strategiska inriktning mot vätgas under Q3 2022. Under kvartalet låg bolagets fokus på intern utveckling och testning samt att kapitalisera på det ökade vätgasintresset genom fortsatta dialoger med potentiella samarbetspartners.
- Insplorion deltog under Q4 på världens största materialforskningskonferens "MRS Fall meeting" i Boston, vilket ökar exponeringen av Insplorion som bolag, dess teknik och kan på sikt leda till nya internationella samarbeten.
- Inom affärssegmentet instrument lanserades en ny sensoryta för S2 inom Life Science, vilket underlättar för kunderna att binda in de biomolekyler de är intresserade av att studera till ytan.
- Bolaget visade en svag försäljning under kvartalet, som till största delen är beroende av utfallet från kunders anslagsfinansiering, en vertikal som ligger utanför företagets kontroll. Med större investeringar inom vätgas, i kombination med förhöjda kundkrav på olika vätgasapplikationer, leder detta till en ökad efterfrågan på Insplorions teknik. Till följd av Insplorions bevisade förmåga att detektera samt mäta vätgas specifikt och snabbt, anser vi fortsatt att Insplorion har en intressant risk-reward profil.

Estimat – Vi upprepar våra estimat efter ett fokuserat 2022

- Till följd av strategiomläggningen mot vätgas under Q3 och våra reviderade estimat under samma kvartal, upprepar vi motiverat värde, med ökad kommersialisering av Insplorions vätgassensorer från 2025, när vätgasekonomin är mer utvecklad.
- Vi upprepar motiverat scenariobaserat värdeintervall om 6 – 14 kronor per aktie, med ett basscenario på 9 kronor per aktie. På kort sikt förväntar vi oss att drivkrafterna för aktien består av (i) nya samarbeten med partners, (ii) ingå fler projekt med kunder och partners, (iii) ökade investeringar för vätgasekonomin.

Rating	
Base scenario	SEK 9
Fair-value range	SEK 6-14
Data	
Ticker	INSP
ISIN	SE0006994943
Latest event:	
Naventus Renewables Summit, March 14	
Share price (SEK)*	2.7
Market cap (SEKm)	43 M
Net debt (SEKm)**	(24.8)
EV (SEKm)	10.4
No. of shares	13.1 M
Free float (%)	98
Share price, 14 March 2023*	
Net debt based on financials Q4 2022**	
Ownership structure	
Shareholders	Share, %
Avanza Pension	8.1
Kenneth Svensson	4.2
Mikael Hägg	3.8
AP Ventures	3.4
Other	80.5
Total	100.00
Share price development, 3 months (SEK)	
	

Financials (SEKm)	2022A	2023E	2024E	2025E	2026E	2027E
Operating revenue	5,1	5,6	6,4	17,2	26,5	39,1
EBITDA	-17,1	-14,5	-10,1	-2,9	4,1	10,8
EBITDA margin	neg.	neg.	neg.	neg.	16%	28%
EBIT	-21,2	-14,6	-15,0	-7,5	-0,3	6,6
EBIT margin	neg.	neg.	neg.	neg.	neg.	17%
Sales Growth	-22%	10%	14%	170%	54%	48%
Metrics	2022A	2023E	2024E	2025E	2026E	2027E
EV/Sales	2,0x	1,9x	1,6x	0,6x	0,4x	0,3x
EV/EBITDA	neg.	neg.	neg.	neg.	2,5x	1,0x
EV/EBIT	neg.	neg.	neg.	neg.	neg.	1,6x
EPS	neg.	neg.	neg.	neg.	neg.	0,4
P/E	neg.	neg.	neg.	neg.	neg.	10,1x
FCF yield (%)	-63%	-34%	-49%	3%	-33%	18%

Appendix (Finansiellt)

Resultaträkning 2022A – 2027E

	Hist.	Proj.	Proj.	Proj.	Proj.	Proj.
Income Statement (SEKm)	2022	2023	2024	2025	2026	2027
Net sales	2,0	4,6	6,4	17,2	26,5	39,1
Other operating income	3,1	1,0	0,0	0,0	0,0	0,0
Operating revenue	5,1	5,6	6,4	17,2	26,5	39,1
Capitalized expenses	1,7	3,5	3,6	3,6	3,4	3,9
Total revenue	6,8	9,1	9,9	20,8	29,9	43,0
COGS	-0,5	-1,6	-2,2	-5,6	-8,6	-12,7
Gross profit	6,3	7,5	7,7	15,1	21,3	30,3
Sales and marketing	-13,4	-12,1	-9,5	-10,3	-10,6	-13,7
General and Admin	-10,1	-9,8	-8,3	-7,7	-6,6	-5,9
EBITDA	-17,1	-14,5	-10,1	-2,9	4,1	10,8
Depreciation	-0,7	-0,1	0,0	0,0	0,0	0,0
Amortization	-3,3	0,0	-4,9	-4,6	-4,4	-4,2
EBIT	-21,2	-14,6	-15,0	-7,5	-0,3	6,6
Minority interest	0,0	0,0	0,0	0,0	0,0	0,0
Net interest income / expense	-0,1	-0,1	-0,1	-0,1	-0,1	-0,1
PBT	-21,3	-14,6	-15,1	-7,6	-0,4	6,5
Tax expense	0,0	0,0	0,0	0,0	0,0	-1,4
Net income	-21,3	-14,6	-15,1	-7,6	-0,4	5,1
Ratios						
Sales growth	-22%	10%	14%	170%	54%	48%
Gross margin	90%	71%	65%	67%	68%	68%
EBITDA margin	neg.	neg.	neg.	neg.	14%	25%

Balansräkning 2022A – 2027E

	Hist.	Proj.	Proj.	Proj.	Proj.	Proj.
Balance Sheet (SEKm)	2022	2023	2024	2025	2026	2027
Current Assets						
Cash and cash equivalents	26,4	16,1	28,8	29,9	19,0	26,3
Non-cash current assets	1,9	2,8	1,9	5,1	7,9	11,7
Total Current Assets	28,3	18,8	30,7	35,1	27,0	38,0
Non-current Assets						
Net PP&E	0,4	0,1	0,0	0,0	0,0	0,0
Intangible assets	17,3	24,4	23,1	22,0	21,1	20,8
Other assets	1,0	0,0	0,0	0,0	0,0	0,0
Total Non-Current Assets	18,8	24,4	23,1	22,1	21,1	20,8
Total Assets	47,1	43,2	53,8	57,1	48,1	58,8
Liabilities						
Short-term debt	0,7	0,0	0,0	0,0	0,0	0,0
Non-debt current liabilities	1,8	2,9	3,3	8,6	4,0	5,9
Other long-term liabilities	4,2	11,2	6,4	12,0	7,9	11,7
Long-term debt	0,9	0,9	0,9	0,9	0,9	0,9
Tax liability	0,1	0,1	0,1	0,1	0,1	0,1
Total Liabilities	7,7	15,8	11,4	22,3	13,7	19,3
Equity						
Capital	124,4	124,4	154,4	154,4	154,4	154,4
Retained earnings	-85,0	-96,9	-112,0	-119,6	-120,0	-114,9
Total Equity	39,4	27,4	42,4	34,8	34,4	39,5
Total Liabilities & Equity	47,1	43,2	53,8	57,1	48,1	58,8

Kassaflöde 2022A – 2027E

	<i>Hist.</i>	<i>Proj.</i>	<i>Proj.</i>	<i>Proj.</i>	<i>Proj.</i>	<i>Proj.</i>
Cash Flow (SEKm)	2022	2023	2024	2025	2026	2027
Net Income	-21,3	-14,6	-15,1	-7,6	-0,4	5,1
Depreciation	0,7	0,1	0,0	0,0	0,0	0,0
Amortization	3,3	0,0	4,9	4,6	4,4	4,2
(Inc) dec in operating working capital	-3,1	0,3	1,3	2,0	-7,4	-1,9
Inc (dec) other long-term liabilities	0,0	6,9	-4,8	5,7	-4,1	3,8
(Inc) dec in other long-term assets	0,0	-1,0	0,0	0,0	0,0	0,0
Cash Flow from Operations	-20,3	-13,3	-13,7	4,7	-7,4	11,2
Capital expenditure	-0,6	0,0	0,0	0,0	0,0	0,0
Capitalized expenses	-1,3	-3,5	-3,6	-3,6	-3,4	-3,9
Cash Flow from Investing	-1,9	-3,5	-3,6	-3,6	-3,4	-3,9
Inc (dec) in long-term debt	-0,8	0,0	0,0	0,0	0,0	0,0
Inc (dec) in capital	0,0	0,0	30,0	0,0	0,0	0,0
Dividends	0,0	0,0	0,0	0,0	0,0	0,0
Cash Flow from Financing	-0,8	0,0	30,0	0,0	0,0	0,0
Net Cash Flow	-23,0	-16,8	12,7	1,1	-10,9	7,3
Cash balance beginnig of year	49,5	26,4	16,1	28,8	29,9	19,1
Cash balance end of year	26,4	16,1	28,8	29,9	19,1	26,3

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