

Solid report - focus on Corona!

Tallink's Q4/19 profit was the best in 5 years. However, focus is on Corona. The negative pax effect is expected to be substantial, but there is also a positive oil price effect. We lower our estimates due to Corona, but still see net profit and dividends.

Strongest Q4 in 5 years

While Q4 sales was 1.9% below our estimate, Q4 EBIT was 48% above our estimate, and the highest in 5 years. The Q4 key line Restaurant and shop sales grew a healthy 2.8% y-on-y to EUR 134m. The dividend proposal of EUR 0.06 was EUR 0.01 above our estimate.

Corona & Oil price effect

Due to Corona, we lower our Base case 2020 passenger (pax) growth estimate from +2.1% to a decline of 7.6%. For 2021, we estimate unchanged pax numbers with a return to growth in 2022 (+1.0%). We lower our 2020 sales estimate by EUR 92m, but we also lower our cost estimates by EUR 66m, resulting in 2020 EPS and Dividend estimates of EUR 0.06, and EUR 0.05, respectively.

Uncertainty high

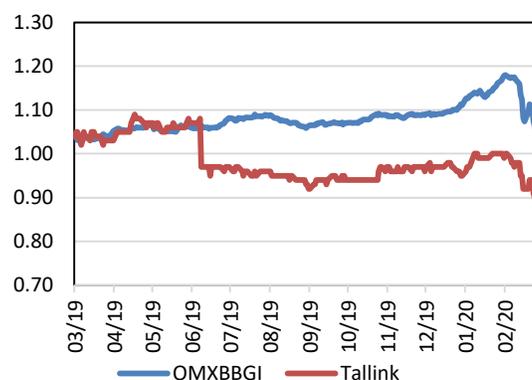
We expect a 10% pax decline for the remaining part of 2020. Our Bear case assume a 12% pax decrease this year, while our Bull case assume a 3% decrease. Our Base and Bear case are in-line with IATA's "Limited" and "Extensive" spread scenarios. Investors should be aware of that the corona situation is constantly evolving, uncertainty is high, and low liquidity might lead to exaggerated share movements.

Key figures (MEUR)

	2018	2019	2020E	2021E	2022E
Net sales	949.7	949.1	877.7	877.7	886.4
Net sales growth	-1.8%	-0.1%	-7.5%	0.0%	1.0%
EBITDA	142.8	172.7	167.2	175.3	183.0
EBITDA margin	15.0%	18.2%	19.1%	20.0%	20.6%
EBIT	63.5	74.9	69.3	71.2	74.7
EBIT margin	6.7%	7.9%	7.9%	8.1%	8.4%
EV/Sales	1.2	1.0	1.1	1.0	1.1
EV/EBITDA	7.8	5.4	5.7	5.0	5.2
EV/EBIT	17.4	12.5	13.7	12.2	12.8
P/E	17.0	9.8	11.9	10.6	10.2
P/BV	0.8	0.6	0.6	0.6	0.6
EPS growth	-13.87%	24.14%	-17.01%	11.73%	3.61%
Div. per share	0.12	0.06	0.05	0.06	0.06
Dividend yield	11.82%	8.22%	6.85%	8.22%	8.22%

Source: Company data, Enlight Research estimates

Fair value range	(EUR)
Bull (term. EBIT marg. 9%)	1.39
Base (term. EBIT marg. 8%)	1.16
Bear (term. EBIT marg. 6%)	0.77
Key Data	
Price (EUR)	0.73
Ticker	TAL1T
Country	Estonia
Listed	Tallinn
Market Cap	489.01
Net debt	458.35
Shares (m)	670
Free float	60.00 %



Price range

52-week high	1.09
52-week low	0.73

Analyst

ResearchTeam@enlightresearch.net

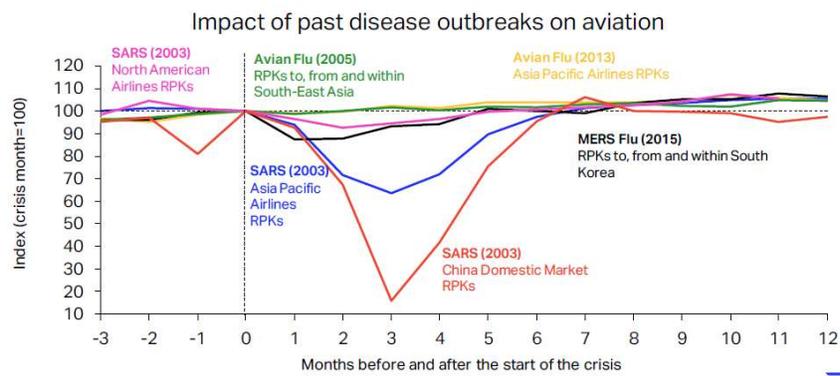
Corona effect

We base most of our Corona effect analysis on the International Air Transport Association’s (IATA) corona virus report. IATA is the trade association for the world’s airlines, representing some 290 airlines or 82% of total air traffic. See below link for IATA Corona presentation:

<https://www.iata.org/en/iata-repository/publications/economic-reports/coronavirus-updated-impact-assessment/>

How long will it last?

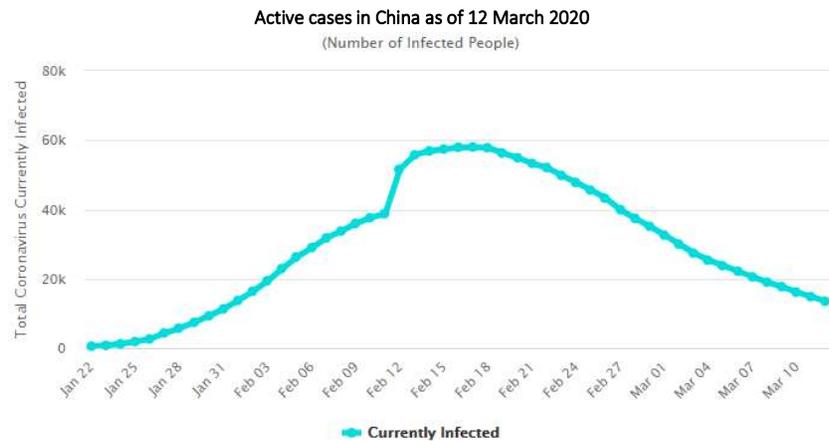
According to IATA’s report on previous diseases, outbreaks usually peak 1-3 months following the start of the outbreak and recover to pre-outbreak levels after 6-7 months.



Source: IATA

Does Corona follow IATA’s timeline?

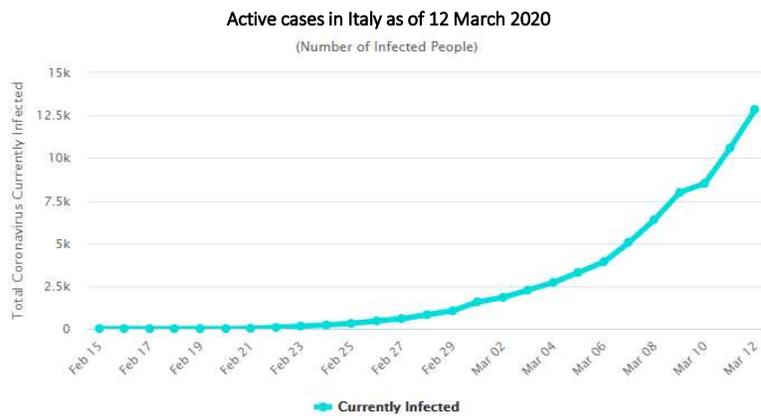
The Corona virus seem to follow IATA’s timeline. Looking at China (see chart below), the Corona outbreak seem to have peaked about 1 month after the start of the outbreak, which is within IATA’s 1-3 month peak timeline. Given that the outbreak started at the end of Jan this year, the outbreak in China should be over by Jul-Aug this year, according to IATA’s timeline (based on previous viruses).



Source: worldometers.info (Active cases in China)

Where is Europe on the outbreak timeline?

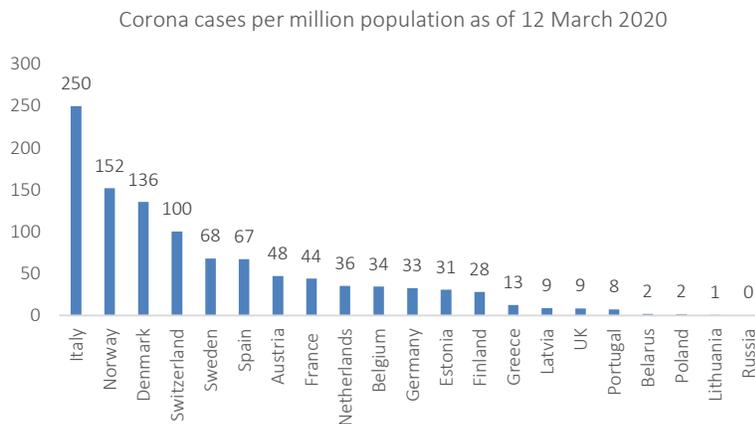
Looking at the worst Corona hit country in Europe so far, Italy, we should be near the peak (based on China’s timeline). China peaked about 1 month after the outbreak, which means Italy’s outbreak peak should be around March/April. So far, the outbreak has been contained in other major European countries, but there is a clear risk more European countries will experience an outbreak. We hope further evidence that the Corona virus follows previous outbreak timelines could lower the “panic feeling” in the financial markets (this might happen if Italy follows the Chinese outbreak timeline, which is too early to tell currently).



Source: worldometers.info (Active cases in Italy)

Where is Tallink’s core markets on the outbreak timeline?

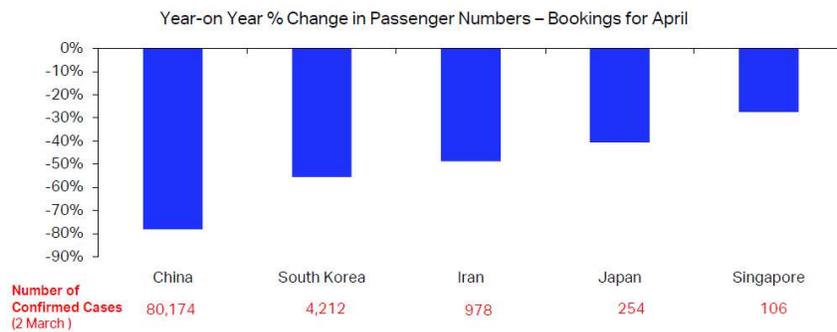
Based on Corona cases per million population, the outbreak is fairly limited in other major European countries (excluding Italy), which gives some hope it can be contained (see table below). This is especially true for Tallink’s core markets Finland (45% of pax in 2019), Estonia (19%), and Latvia (4%). Sweden (11% of pax in 2019) on the other hand has a high number of cases compared to other European markets, although still far from Italy. Worth to note is that neighboring countries to the Baltics - Russia, and Belarus have very low rate of cases.



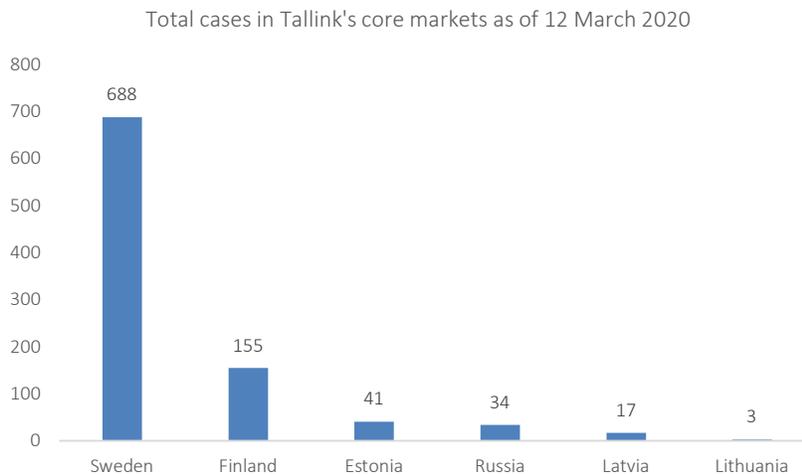
Source: worldometers.info (Corona total cases per million population)

What is the expected effect on Tallink bookings?

According to IATA, the fall in bookings in a market is related to the number of Corona cases in that specific market. Given that Tallink’s core markets representing over 70% of the number of passengers have relatively low number of cases (Sweden is exception), we believe Tallink’s number of passengers could decrease in the range of 3-12% this year, and we use this range for our Bull, Base, and Bear scenarios. The wide range reflects the uncertainty of predictions when it comes to Corona. To put our range into perspective, IATA’s “Limited spread scenario” predicts a 7% decrease in airline passengers in Europe (excluding Italy, Germany, France), while the “Extensive spread scenario” predicts a 9% decrease in Europe (excluding Austria, France, Italy, Germany, Netherlands, Norway, Spain, Switzerland, Sweden, the United Kingdom).



Source: IATA (Decrease in bookings and number of confirmed Corona cases)

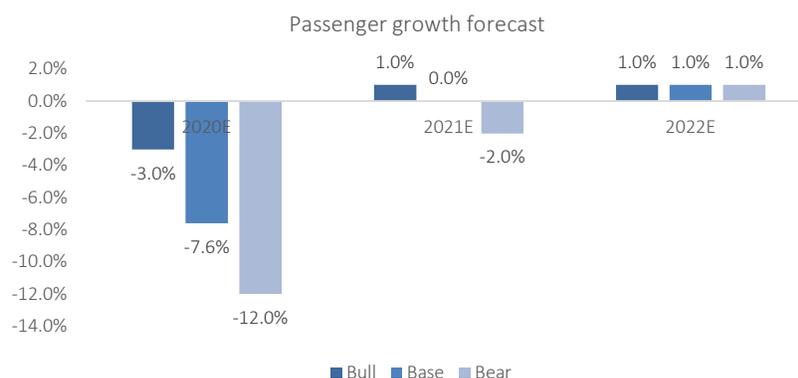


Source: worldometers.org (Total Corona cases)

New Forecast

Passenger forecast

In our 2020 Base case scenario, pax figures are lowered from a growth of 2.1% to a decrease of 7.6%. This assumes a 10% decline for the remaining part of the year (Mar-Dec), which following the 12.4% Jan increase and 8.0% Feb increase, results in our full-year 2020 pax decline of 7.6% (in-line with IATA’s “Limited spread” pax forecast for Europe). In our 2020 Bear case, we apply a pax decrease of 12%, which slightly higher than IATA’s “Extensive spread” scenario of 9% for Europe. The reason for the higher figure is that IATA identify Sweden as a high-risk country in Europe with a higher than 9% pax decline (IATA forecast 24% decline for Sweden). As Sweden make up 11% of Tallink’s passengers, we believe a larger decrease is motivated, hence our Bear case applies a 12% rather than a 9% decline. In our 2020, Bull case, we apply a 3% pax decline. This implies that the corona virus does not spread significantly in Tallink’s home markets including Sweden. Our Base case assumes that the Corona scare is over in 2021, but recovery is slow as people are still worried about travelling resulting in unchanged pax numbers. Our Bull case assume a 1% pax growth in 2021, while our Bear case assume a 2% pax decline. For 2022, the pax growth is 1% for all scenarios, which implies that the Corona pandemic is over.



Source: Enlight Research

Revenue forecast

All revenue lines except “Leases of vessels” follow our PAX forecast in terms of growth rate i.e. our Base case 2020 pax decline forecast of 7.6% means our forecast sales decline for Tickets, Cargo, Accommodation and Other is also 7.6%. For our Base case, our 7.6% 2020 pax decline forecast translates into EUR 71m in lower group revenues compared to 2019. (Bull EUR -28m, Bear EUR -113m), followed by unchanged revenues in 2021, and an increase of EUR 9m in 2022 (see below table for Revenue forecast by segment under the different scenarios).

Revenue forecast	2020E			2021E			2022E		
	Bull	Base	Bear	Bull	Base	Bear	Bull	Base	Bear
<i>Revenue growth</i>									
Restaurants & shops	-3.0%	-7.6%	-12.0%	1.0%	0.0%	-2.0%	1.0%	1.0%	1.0%
Tickets	-3.0%	-7.6%	-12.0%	1.0%	0.0%	-2.0%	1.0%	1.0%	1.0%
Cargo	-3.0%	-7.6%	-12.0%	1.0%	0.0%	-2.0%	1.0%	1.0%	1.0%
Accommodation	-3.0%	-7.6%	-12.0%	1.0%	0.0%	-2.0%	1.0%	1.0%	1.0%
Leases of vessels	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Other	-3.0%	-7.6%	-12.0%	1.0%	0.0%	-2.0%	1.0%	1.0%	1.0%
Total Group	-3.0%	-7.5%	-11.9%	1.0%	0.0%	-2.0%	1.0%	1.0%	1.0%
Total Group (EURm)	-28	-71	-113	9	0	-17	9	9	8

Source: Enlight Research

Cost forecast

Our Base case 2020 forecast assume a reduction of Cost of Sales and Operating expenses of EUR 66m in 2020 compared to 2019, whereof EUR 23m comes from lower oil price. Our base case fuel cost forecast assumes that 50% of consumption is fixed at an oil price of USD 55 (Brent). In addition to lower fuel cost, the Cost of Goods Sold in restaurants and shops remains lower as the number of passengers decrease. For 2021E-22E, the cost savings/increase are minor except for the 2021 Bear case when savings is estimated at EUR 17m, mainly due to a reduction of fuel expenses of EUR 22m (based on a USD 30 Brent oil price assumption).

<i>Cost of sales & OpEx forecast (EURm)</i>	2020E			2021E			2022E		
	Bull	Base	Bear	Bull	Base	Bear	Bull	Base	Bear
Cost of sales & OpEx change	-26	-66	-104	6	-2	-17	6	5	5
whereof fuel expenses	-19	-23	-27	-15	-18	-22	2	6	11
Assumed Brent oil price (USD)	42	36	30	40	35	30	42	40	38

Source: Enlight Research

Investment forecast

Our investment forecast is the same for all scenarios. For 2020, we factor in dockings of 6 vessels and pre-payments of EUR 62m for MyStar. Our investment forecast for next year is down significantly mainly due to the absence of MyStar pre-payments. In 2022, the investment forecast is increased due to the delivery payment of MyStar. Note that we do not include any investments from the recently announced conference center project as it is still in very early stage. See below table for our investment forecast.

Investments (EURm)	2020E	2021E	2022E
Investments	112	37	205
Whereof			
Maintenance incl. Dockings & Upgrades	38	25	20
Other	12	12	12
New ship (MyStar)	62	0	173

Source: Enlight Research

The net effects

Due to a large share of the cost base consisting of fuel and cost of goods sold in restaurants and shops, a large part of the revenue reduction is offset by a cost reduction. For example, in our Base case forecast, the EUR 71m revenue reduction is offset by a cost reduction of EUR 66m leaving a net negative effect of EUR 5.6m. In 2021 and 2022, the net effect is positive under all scenarios as we forecast a lag in the oil price recovery vs. the pax recovery.

Net effect decrease in sales & savings on fuel (Enlight Research forecast)

(EURm)	2020E	2021E	2022E
Bull	-2.2	2.8	3.7
Base	-5.6	1.9	3.5
Bear	-8.9	0.5	3.3

Estimate changes

We lower our Base case sales estimates for the forecast period (2020E-22E) by 10-13%, mainly as an effect of lowered pax numbers. Our EPS for 2020 is lowered by 23% which is a significant number but at the same time, the Tallink share has lost some 27% on the Corona scare. Our dividend for 2020, and 2021 is lowered by EUR 0.01, and by EUR 0.02 for 2022. Given the lower share price, the yield is still 6% or higher in the forecast period.

Estimate changes

Sales	2020E	2021E	2022E
Old estimate	969	990	1014
New estimate	878	878	886
Change (EURm)	-92	-112	-128
Change	-9.5%	-11.3%	-12.6%

Pre-tax profit	2020E	2021E	2022E
Old estimate	58.7	63.8	68.2
New estimate	51.3	54.5	57.8
Change (EURm)	-7	-9	-10
Change	-12.6%	-14.6%	-15.2%

EPS	2020E	2021E	2022E
Old estimate	0.08	0.08	0.08
New estimate	0.06	0.07	0.07
Change (EUR)	-0.02	-0.01	-0.01
Change	-23.0%	-14.0%	-10.9%

Dividend	2020E	2021E	2022E
Old estimate	0.06	0.07	0.08
New estimate	0.05	0.06	0.06
Change (EUR)	-0.01	-0.01	-0.02
Change	-16.7%	-14.3%	-25.0%
Old dividend yield	8.2%	9.6%	11.0%
New dividend yield	6.8%	8.2%	8.2%

Source: Enlight Research, Dividend yield calculated on share price EUR 0.73

DCF Fair value change

Applying our new forecast to our DCF valuation means our Base case Fair Value is reduced by 8% from EUR 1.26 to EUR 1.16. Note that the DCF is a long-term valuation approach that assumes perpetual value of the firm i.e. a few bad years does not affect the valuation to the extent that one might believe.

<i>Fair value (EUR)</i>	Bull	Base	Bear
DCF fair value per share	1.39	1.16	0.77
Previous	1.44	1.26	0.90
Diff	-4%	-8%	-14%
Long-term EBIT margin	9.0%	8.0%	6.0%

Source: Enlight Research

Main risks

Below risks pertain to risks regarding our new forecast. For a list of other general risks, please see our previous Tallink reports. Note, below is not a complete list of all risks present.

Corona virus in Tallink's home markets

Our forecast assume that only Sweden is hit hard by the Corona virus. If other Tallink core markets are hit hard (e.g. Finland, Estonia), then the pax numbers could decrease more than we forecast.

Corona virus last longer than expected

Our forecast assume that the corona outbreak will peak in 2020 and then retreat in 2021. If this is not the case i.e. it is ongoing during next year as well, then our forecast is most likely too optimistic.

Corona virus on Tallink ship

If a Corona case happens on a Tallink ship, then the pax numbers could be negatively affected.

Corona virus affecting the dividend pay-out ratio

Given the uncertainty regarding future economic outlook due to the Corona virus, the company might adopt a more cautious stand with regards to dividend policy, which could result in a lower than forecast dividend. Even if profits and cash flows allow, the dividend might be conservative as a pre-cautionary measure. Our dividend forecast does not assume a cautious/conservative dividend pay-out.

Oil price forecast

If our oil price forecast of USD 39 for 2020 (Brent) is too low i.e. the oil price is higher, than our earnings estimates are most likely too optimistic.

IATA Corona scenarios are too conservative

Our forecast pax decline is based upon IATA's pax decline scenarios. In the event that IATA's scenarios are too conservative, our forecast pax decline is most likely also too optimistic.

Q4 2019 Outcome vs. Forecast

Segments outcome vs. forecast

Q4/19 Revenues for the largest segment, **Restaurant & shops**, grew by 2.8% y-on-y to EUR 134m which was EUR 3.6m below our forecast of EUR 137m. Still, it is encouraging that the positive trend of quarterly year-on-year growth that started in Q2/19 is intact (in 2018, all quarters had negative y-on-y growth) resulting in a positive trend on a 12 month rolling basis (see chart below).

Q4/19 **Ticket** revenues was EUR 51.0m which was in-line with our forecast of EUR 51.2m. Q4/19 **Cargo** revenues was EUR 29.1m, which was 4.6% below our forecast. In euro terms, Q4/19 revenues for **Accommodation, Lease of vessels**, and **Other** sales were roughly in-line with forecast (percentage deviation could be high but in absolute numbers, the deviation is small).

Segment Sales	Estimate	Outcome	Diff	Diff
	Q4/19E	Q4/19	EURm	%
Restaurant & shop sales	137.4	133.8	-3.6	-2.6%
whereof Burger King	0.0	0.0	0.0	na
Growth	5.6%	2.8%	na	-275
Ticket sales	51.2	51.0	-0.2	-0.4%
Growth	-1.2%	-1.7%	na	-44
Cargo sales	30.5	29.1	-1.4	-4.6%
Growth	-5.3%	-9.6%	na	-436
Accommodation sales	3.3	3.2	0.0	-0.9%
Growth	-11.8%	-12.6%	na	-80
Leases of vessels	2.0	2.3	0.3	12.8%
Growth	0.0%	12.8%	na	1280
Other sales	6.6	7.0	0.5	7.4%
Growth	-2.8%	4.4%	na	717
Total revenue	230.9	226.4	-4.5	-1.9%
Growth (%)	1.9%	-0.1%	na	-199

Source: Company report, Enlight Research



Source: Company reports

Group outcome vs. forecast

Q4/19 Group sales was basically unchanged at EUR 226m, which was below our forecast sales of EUR 231m, corresponding to a growth of 1.9%. The slightly lower than expected sales was more than offset by lower than expected Cost of sales (EUR 8m lower than forecast) resulting in Q4/19 gross profit coming in 11% higher than forecast (EUR 39.1m vs. forecast EUR 35.3m). The positive Cost of sales effect followed through all the way to the bottom-line with Q4/19 Net profit coming in 58% higher than forecast at EUR 5.5m (forecast EUR 3.5m).

Income statement	Estimate Q4/19E	Outcome Q4/19	Diff EURm	Diff %
Revenue	230.9	226.4	-4.5	-1.9%
Cost of sales	-195.6	-187.3	8.3	-4.2%
Gross profit	35.3	39.1	3.8	10.7%
Marketing expenses	-18.3	-16.4	1.9	-10.3%
Administrative expenses	-12.9	-14.4	-1.5	11.4%
Other operating income	1.9	0.7	-1.2	-62.7%
Other operating expenses	0.0	-0.1	-0.1	nm
Operating profit	6.1	9.0	2.9	47.6%
Interest income	2.1	0.0	-2.1	nm
Interest expense	-4.6	-4.2	0.3	-7.2%
Other financial items	0.0	0.0	0.0	na
Financial net	-2.4	-4.2	-1.8	72.9%
Profit before income tax and minority interests	3.6	4.7	1.1	30.6%
Income tax	-0.2	0.7	0.9	na
Net profit	3.5	5.5	2.0	58.3%
Sales growth (%)	1.9%	-0.1%	na	-199

Margins	Estimate Q4/19E	Outcome Q4/19	Diff EURm	Diff %
Gross profit margin	15.3%	17.3%	na	197
Operating profit margin	2.6%	4.0%	na	133
Pre-tax profit margin	1.6%	2.1%	na	52
Net profit margin	1.5%	2.4%	na	92

Source: Company reports

Proposed dividend above forecast

In the report, management announced that a dividend of EUR 0.06 will be proposed at the AGM, which is EUR 0.01 above our forecast and corresponds to a pay-out ratio of 81% and yield of 8.2% based on share price of EUR 0.73. The company's dividend policy is to pay "at least EUR 0.05 per share if the economic performance enables it".

Dividend & Payout ratio

	2014	2015	2016	2017	2018	2019
Ordinary dividend (EUR)	0.02	0.02	0.03	0.03	0.05	0.06
Payout ratio	49%	23%	45%	43%	83%	81%
Dividend yield	2.7%	2.7%	4.1%	4.1%	6.8%	8.2%

Source: Company reports, Enlight Research, Dividend yield based on 12 March closing price of EUR 0.73

Income Statement	2018	2019	2020E	2021E	2022E
Net sales	950	949	878	878	886
Total operating costs	-807	-776	-710	-702	-703
EBITDA	143	173	167	175	183
Depreciation	-73	-96	-98	-104	-108
Amortizations (total)	-6	-2	0	0	0
Impairment charges	0	0	0	0	0
EBIT	64	75	69	71	75
Associated companies' profit/loss	0	0	0	0	0
Net financial items	-19	-18	-18	-17	-17
Exchange rate differences	0	0	0	0	0
Pre-tax profit (PTP)	45	57	51	55	58
Net earnings	40	50	41	46	48

Balance Sheet	2018	2019	2020E	2021E	2022E
Assets					
Cash and cash equivalent	82	77	71	71	72
Receivables	44	41	38	38	38
Inventories	36	34	32	32	32
Other current assets	6	6	6	6	6
Current assets	168	158	147	147	148
Tangible assets	1268	1256	1270	1203	1299
Associated companies	0	0	0	0	0
Investments	33	84	112	37	205
Goodwill	11	11	11	11	11
O intangible rights	35	35	32	32	33
O non-current assets	0	0	0	0	0
Total non-current assets	1315	1303	1314	1247	1344
Deferred tax assets	18	18	18	18	18
Total (assets)	1501	1479	1479	1412	1510
Liabilities					
Short-term debt	79	94	95	81	97
Non-ib current liabilities	101	96	89	89	90
O current liabilities	33	33	33	33	33
Current liabilities	212	223	217	203	220
Long-term debt	432	429	434	369	443
O long-term liabilities	0	0	0	0	0
Convertibles	0	0	0	0	0
Total Liabilities	644	653	651	572	663
Deferred tax liabilities	0	0	0	0	0
Provisions	0	0	0	0	0
Shareholders' equity	857	826	827	840	847
Minority interest (BS)	0	0	0	0	0
Minority and equity	857	826	827	840	847
Total (liabilities)	1501	1479	1479	1412	1510

DCF valuation		Cash flow, mEUR	
WACC (%)	6.54 %	NPV FCF (2018-2020)	124.60
		NPV FCF (2021-2027)	527.84
		NPV FCF (2028-)	572.06
		Non-operating assets	76.88
		Interest-bearing debt	-523.51
		Fair value estimate	777.88
Assumptions 2017-2023 (%)			
Average sales growth	1.36 %	Fair value e. per share (EUR)	1.16
EBIT margin	8.06 %	Share price (EUR)	0.73

Free Cash Flow	2018	2019	2020E	2021E	2022E
Net sales	950	949	878	878	886
Total operating costs	-807	-776	-710	-702	-703
Depreciations total	-79	-98	-98	-104	-108
EBIT	64	75	69	71	75
Taxes on EBIT	-6	-10	-14	-11	-13
NOPLAT	57	65	56	60	62
Depreciation (neg.)	79	98	98	104	108
Gross cash flow	136	163	154	164	170
Change in wc	-16	0	-2	0	0
Gross capex (neg.)	-36	-86	-109	-37	-205
Free cash flow	80	77	43	127	-35

Capital structure	2018	2019	2020E	2021E	2022E
Equity ratio	57.1%	55.9%	56.0%	59.5%	56.1%
Debt / Equity ratio	59.5%	63.4%	64.0%	53.6%	63.7%
Capital invested	1284.9	1272.9	1285.7	1218.9	1315.8
Capital turnover rate	0.6	0.6	0.6	0.6	0.6

Profitability	2018	2019	2020E	2021E	2022E
ROE %	4.7%	5.9%	5.0%	5.5%	5.7%
ROCE%	4.6%	5.5%	5.1%	5.4%	5.6%
ROC%	4.4%	5.1%	4.4%	4.7%	5.1%
EBITDA %	15.0%	18.2%	19.1%	20.0%	20.6%
EBIT %	6.7%	7.9%	7.9%	8.1%	8.4%
Net Margin	4.2%	5.2%	4.7%	5.3%	5.4%

Valuation	2018	2019	2020E	2021E	2022E
EV	1107.9	935.6	947.4	868.0	957.3
P/E	17.0	9.8	11.9	10.6	10.2
P/E diluted	17.0	9.8	11.9	10.6	10.2
P/Sales	0.7	0.5	0.6	0.6	0.6
EV/Sales	1.2	1.0	1.1	1.0	1.1
EV/EBITDA	7.8	5.4	5.7	5.0	5.2
EV/EBIT	17.4	12.5	13.7	12.2	12.8
P/BV	0.8	0.6	0.6	0.6	0.6

Per share measures	2018	2019	2020E	2021E	2022E
EPS, unadjusted	0.06	0.07	0.06	0.07	0.07
EPS	0.06	0.07	0.06	0.07	0.07
CEPS	0.18	0.22	0.21	0.22	0.23
Operating CF/share	0.18	0.24	0.23	0.25	0.25
Capital empl./share	1.92	1.90	1.92	1.82	1.96
BV/share	1.28	1.23	1.24	1.25	1.27
Tangible BV/share	1.26	1.22	1.22	1.24	1.25
Div. per share	0.12	0.06	0.05	0.06	0.06
Payout	200.7%	80.8%	81.2%	87.2%	84.2%
Dividend yield	11.8%	8.2%	6.9%	8.2%	8.2%

Shareholders	Shares	Votes
Infortar AS	261.3	39.00 %
Baltic Cruises Hld, L.P.	107.8	16.10 %
ING LUX S.A. AIF Acct.	44.1	6.58 %
Baltic Cruises Inv. L.P.	36.9	5.51 %
Citi VC Int. G.P	13.8	2.07 %
Nordea Bank ABP / Finnish Clients	13.4	2.01 %
State Street Bank Omnibus Acct.	12.1	1.80 %
Nordea Bank ABP / Non-treaty	10.6	1.58 %
Clearstream Banking AG	9.8	1.46 %
Nordea Bank ABP / FDR	7.4	1.10 %

Key people

CEO	Paavo Nõgene
CFO	Veiko Haavapuu
IR	Joonas Joost
Chairman	Enn Pant

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

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ResearchTeam@enlightresearch.net

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Contact information

ResearchTeam@EnlightResearch.net