

# Almonty Industries

Reuters: AII.TO

Bloomberg: QALMTF:US

## Reopening Los Santos mine utilizing proprietary technology

We continue to value the shares of Almonty Industries using a two-stage Discounted Cashflow entity model of Almonty's producing assets (Sangdong, Los Santos, and Panasqueira) to which we have added the discounted value of the development project (Valtreixal). Given a lower number of shares outstanding and lower capex from re-operationalising the Spanish Los Santos mine than previously anticipated, we adjust our target price to CAD 1.69 from CAD 1.59 per share. With an expected share price performance of 181.7%, we confirm our Buy rating for the shares of Almonty Industries.

### Q1/2023 in line with expectations

In the first quarter of 2023, Almonty's earnings showed no surprises. As expected, the costs incurred from the development of Sangdong were not fully covered by the revenues from the producing Valtreixal mine. The bottom line was an operating loss (EBIT) of CAD -0.864mn (Q1/2022: CAD -0.866mn) on revenues of CAD 7.097mn (Q1/2022: CAD 6.258mn, +13.4% YoY). The operating cash flow improved on a year-on-year basis to CAD -0.726mn from CAD -1.547mn in Q1/2022.

**TABLE 1: ACHIEVEMENT OF OUR FORECASTS IN Q1/2023**

		2022	Actual	SphCapExp	Δ
Revenues	CAD mn	24.8	7.1	7.3	-2.8%
EBITDA	CAD mn	-6.1	-0.7	-0.8	15.4%
in % of sales	%	-24.6%	-9.5%	-11.0%	n/a
EAT	CAD mn	-14.5	-2.4	-2.5	3.4%
EPS	CAD	-0.07	-0.01	-0.01	n/a

SOURCE: COMPANY DATA, SPHENE CAPITAL

### Reopening Los Santos mine utilizing proprietary technology

The former producing mine in western Spain, Los Santos, will be put back into operation in the coming months and thus earlier than expected by the company. Los Santos Mine was acquired by Almonty in 2011 and put into planned care and maintenance in 2020 pending capex required to process its tailings inventory. New studies have shown that the plant's infrastructure can be modified using the proprietary Almonty flotation technology with improved recovery rates so that retreating the tailings will be economically reasonable. With capex of less than USD 1.3mn, Almonty will retreat the tailings to recover the more than 800,000 MTUs of tungsten (WO<sub>3</sub>) concentrate contained in the sands and torta with a total average tailings grade of 0.14%. Once fully operational, Los Santos is expected to generate revenues similar to the Portuguese Panasqueira production mine, which generated revenues of CAD 24.8mn in 2022.

<b>Rating:</b> Buy	<b>Risk:</b> High
<b>Price:</b> CAD 0.60	
<b>Target price:</b> CAD 1.69 (previously CAD 1.59)	

WKN / ISIN: A1JSSD / CA0203981034

Indices: -

Transparency level: Toronto Stock Exchange (TSX)

Weighted number of shares: 218.438mn

Market capitalisation: CAD 131.1mn

Trading volume/day: approx. 100,000 shares

H1/2023 report: expected August 2023

P&L (CAD mn)	2021	2022	2023e	2024e
Revenues	20.8	24.8	34.3	63.7
EBITDA	-7.5	-6.1	0.1	23.2
EBIT	-5.1	-7.4	-6.0	12.0
EBT	-8.2	-14.1	-7.4	10.6
EAT	-7.8	-14.5	-6.2	8.0

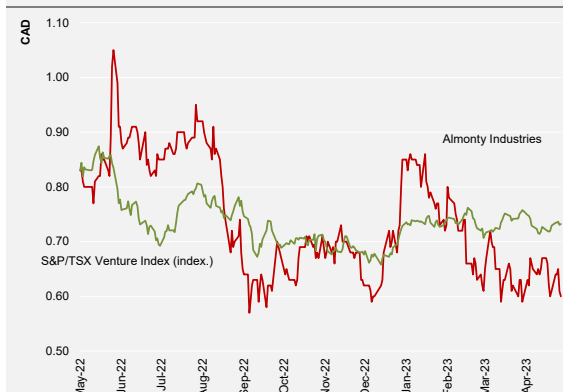
% of sales	2021	2022	2023e	2024e
EBITDA	-35.8%	-24.6%	0.3%	36.4%
EBIT	-24.5%	-29.9%	-17.5%	18.8%
EBT	-39.6%	-57.0%	-21.6%	16.6%
EAT	-37.2%	-58.4%	-18.2%	12.5%

Per share (CAD)	2021	2022	2023e	2024e
EPS	-0.06	-0.07	-0.03	0.04
Dividend	0.00	0.00	0.00	0.00
Book value	0.19	0.19	0.17	0.20
Cash flow	-0.04	-0.03	-0.13	0.18

Balance (%)	2021	2022	2023e	2024e
Equity ratio	22.6%	20.6%	21.0%	21.9%
Gearing	178%	204%	271%	177%

Multiples (x)	2021	2022	2023e	2024e
KGV	n/a	n/a	n/a	16.5
EV/sales	11.66	9.11	6.71	3.30
EV/EBIT	n/a	n/a	n/a	17.6
KBV	4.7	3.6	3.6	2.9

Guidance	2022	2023e	2024e
Sales (CAD mn)	n/a	n/a	n/a
EBIT (CAD mn)	n/a	n/a	n/a



Source: Company data, Sphene Capital forecasts

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### Raising price target to CAD 1.69 from of CAD 1.59 – confirming our Buy rating

Given the status of the projects, we value Almonty Industries using a two-stage Discounted Cashflow entity model and add the discounted value of the development projects. Given a lower number of shares and lower capex from re-operationalising the Spanish Los Santos mine than we expected, we calculate a target price of CAD 1.69 (previous price target: CAD 1.59) per share (for details see pages 25ff). With an expected share price performance of 181.7% over the next three years, we confirm our Buy rating for the shares of Almonty Industries.

### Multiples in achieving our price target

On the basis of our financial forecasts and if the value of equity determined by us (base case scenario of the DCF valuation model plus NAV of development project) of CAD 1.69 per share is reached, Almonty Industries would be valued at the following multiples:

TABLE 2: VALUATION MULTIPLES OF THE ALMONTY INDUSTRIES SHARE									
		Valuation at the current rate				Target price valuation			
		2023e	2024e	2025e	2026e	2023e	2024e	2025e	2026e
KGV	x	n/a	16.5x	5.0x	4.7x	n/a	46.4x	14.1x	13.3x
EV/sales	x	6.7x	3.3x	1.6x	1.4x	13.6x	7.0x	3.9x	3.6x
EV/EBIT	x	n/a	17.6x	4.6x	3.8x	n/a	37.5x	11.1x	10.0x
KBV	x	3.6x	2.9x	1.9x	1.3x	10.1x	8.3x	5.2x	3.7x
Dividend yield	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

SOURCE: SPHENE CAPITAL FORECASTS

### Upside risks to the achievement of our valuation results

We see the following downside risks in particular for the achievement of our price target:

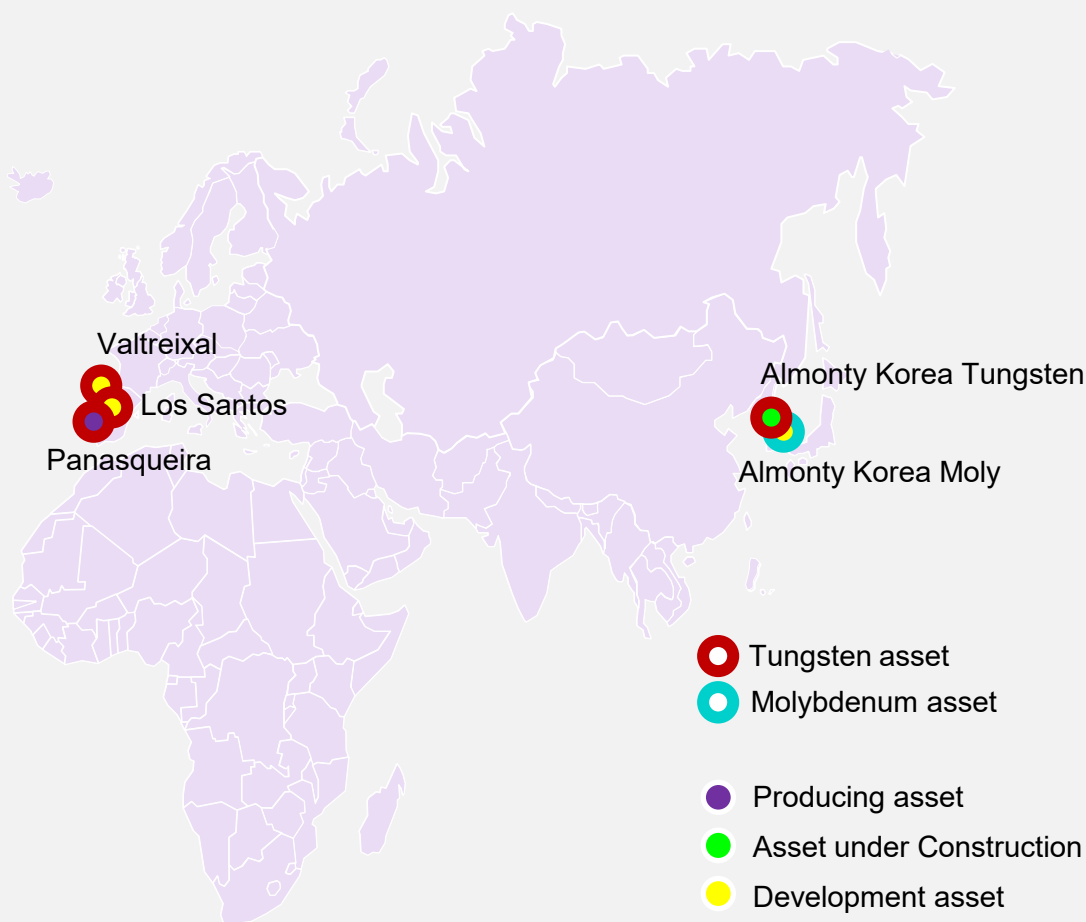
- Ⓢ Lack of profitability until now
- Ⓢ Improvable balance sheet ratios
- Ⓢ Licence risks
- Ⓢ Typical risks in junior mining
- Ⓢ Dilutive effects
- Ⓢ Market sentiment
- Ⓢ Exploration risk
- Ⓢ Currency translation risks
- Ⓢ Dependence on management
- Ⓢ High volatility of the share
- Ⓢ Dependence on suppliers
- Ⓢ Regulated business model

Almonty Industries is a Canadian-based mining, exploration, and development company that controls a portfolio of four high-grade tungsten projects in stable Tier 1 jurisdictions in South Korea and the Iberian Peninsula. The Group's flagship tungsten deposit is Almonty Korea Tungsten ("AKT"), which was the world's leading tungsten producer for more than 40 years under the former company name Sangdong Mine. After the planned restart in 2024e, AKT is expected to be the largest tungsten mine outside China. In our projections, Almonty Industries will substantially expand its value creation and profitability after commissioning its own vertically integrated nano-tungsten oxide processing plant ("Sangdong Downstream Extension Project") with an annual production capacity of 3,000 to 4,000 tonnes to supply the South Korean battery anode and cathode manufacturing industry. External growth in the sense of a buy-and-build strategy is also part of the company's strategy.

### Leading non-Chinese tungsten producer

With four mines in production, construction and development, Almonty Industries, founded in 2009 and based in Toronto, Canada, is one of the world's leading tungsten producers outside China.

EXHIBIT 1: ALMONTY INDUSTRIES PROPERTIES



SOURCE: COMPANY DATA, SPHENE CAPITAL

Currently, the Company's investment portfolio in tungsten consists of the following assets:

- ⑤ **Almonty Korea Tungsten (a.k.a. Sangdong Mine)** in South Korea,
- ⑤ **Panasqueira Mine** in Portugal,
- ⑤ **Los Santos Mine** in Spain and
- ⑤ **Valtreixal Project** in Spain.

**TABLE 3: FUNDAMENTAL DATA OF THE TUNGSTEN ASSETS**

		<b>Almonty Korea Tungsten</b>	<b>Panasqueira</b>	<b>Los Santos</b>	<b>Valtreixal</b>
Country		South Korea	Portugal	Spain	Spain
Start of activities		1916	1901	1980	1883
Year of acquisition by Almonty		2015	2016	2011	2013-16
Area	ha	3.173		2.244	2.158
NI 43-101 and year of publication		yes (2016)	no	yes (2015)	yes (2015)
Current state of development		under construction	producing	under construction	in development
Expected production period	Years	90	>20	6	5
Expected annual production	MTU WO3eq	n/a	78.100	2,06	0,5
<b>WO3 Reserves (Proven and Probable)</b>					
Tonnage	t	7.896.000	1.951.000	3.852.000	2.549.000
Average grade	%	0,47%	0,20%	0,23%	0,34%
<b>Contained WO3</b>	<b>t</b>	<b>37.111</b>	<b>3.928</b>	<b>8.325</b>	<b>8.667</b>
Cut-off grade	%	0,28%	0,12%	0,07%	0,08%
Of which Proven	t	n/a	1.694	n/a	n/a
Thereof Probable	t	n/a	2.234	n/a	2.549
<b>WO3 Resources* (Measured and Indicated)</b>					
Tonnage	t	8.334.000	10.027.000	2.208.000	2.828.000
Average grade	%	0,49%	0,23%	0,29%	0,34%
<b>Contained WO3</b>	<b>t</b>	<b>4.083</b>	<b>13.127</b>	<b>6.313</b>	<b>9.615</b>
Cut-off grade	%	0,15%	0,12%	0,05%	0,05%
Thereof Measured	t	n/a	3.928	304	n/a
Thereof Indicated	t	n/a	19.199	6.012	n/a
<b>WO3 Resources (Inferred)</b>					
Tonnage	t	52.765.000	10.322.000	1.878.000	15.419.000
Average grade	%	0,44%	0,24%	0,25%	0,17%
<b>Contained WO3</b>	<b>t</b>	<b>230.222</b>	<b>24.330</b>	<b>4.663</b>	<b>26.212</b>
Cut-off grade	%	0,15%	0,13%	0,05%	0,05%
Thereof Inferred	t	n/a	11.100	n/a	n/a
Thereof Inferred Tailings	t	n/a	13.230	n/a	n/a

SOURCE: COMPANY DATA, 43-101 REPORTS, SPHENE CAPITAL

\* INCL. RESERVES

## Profit and Loss Account, 2013-2019

IFRS (31.12.)		2013	2014	2015	2016	2017	2018	2019
<b>Gross revenues</b>	<b>CAD mn</b>	<b>18.3</b>	<b>29.6</b>	<b>36.1</b>	<b>37.3</b>	<b>39.0</b>	<b>65.2</b>	<b>54.6</b>
YoY	%	n/a	61.4%	22.1%	3.2%	4.6%	67.0%	-16.2%
Changes in inventories	CAD mn	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Own work capitalized	CAD mn	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other operating income	CAD mn	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>Total output</b>	<b>CAD mn</b>	<b>18.3</b>	<b>29.6</b>	<b>36.1</b>	<b>37.3</b>	<b>39.0</b>	<b>65.2</b>	<b>54.6</b>
YoY	%	n/a	61.4%	22.1%	3.2%	4.6%	67.0%	-16.2%
Material costs	CAD mn	-11.4	-10.3	-37.7	-33.0	-32.3	-36.7	-38.2
In % of total output	%	-62.2%	-34.7%	-104.4%	-88.4%	-82.9%	-56.3%	-69.9%
<b>Gross profit</b>	<b>CAD mn</b>	<b>6.9</b>	<b>19.3</b>	<b>-1.6</b>	<b>4.3</b>	<b>6.7</b>	<b>28.5</b>	<b>16.4</b>
YoY	%	n/a	178.4%	-108.3%	-371.1%	53.6%	n/a	-42.3%
In % of total output	%	37.8%	65.3%	-4.4%	11.6%	17.1%	43.7%	30.1%
Personnel costs	CAD mn	-2.8	-3.2	-6.3	-9.0	-10.3	-9.3	-10.2
In % of total output	%	-15.3%	-10.9%	-17.5%	-24.0%	-26.5%	-14.3%	-18.7%
Other operating expenses	CAD mn	-0.3	-1.2	0.0	0.0	0.0	0.0	0.0
In % of total output	%	-1.5%	-3.9%	0.0%	0.0%	0.0%	0.0%	0.0%
<b>EBITDA</b>	<b>CAD mn</b>	<b>3.9</b>	<b>14.9</b>	<b>-7.9</b>	<b>-4.6</b>	<b>-3.7</b>	<b>19.1</b>	<b>6.2</b>
YoY	%	n/a	287.0%	-153.1%	-41.8%	-20.6%	-622.2%	-67.4%
In % of total output	%	21.1%	50.5%	-22.0%	-12.4%	-9.4%	29.4%	11.4%
Depreciation	CAD mn	-3.4	-4.6	-8.5	-8.2	-6.4	-11.2	-4.5
Amortisation	CAD mn	0.0	0.0	-1.7	-5.3	0.0	-15.6	-10.1
<b>EBIT</b>	<b>CAD mn</b>	<b>0.4</b>	<b>10.3</b>	<b>-18.2</b>	<b>-18.2</b>	<b>-10.1</b>	<b>-7.6</b>	<b>-8.4</b>
YoY	%	n/a	n/a	-276.0%	-0.1%	-44.6%	-24.4%	9.7%
YoY	CAD mn	0.4	9.9	-28.5	0.0	8.1	2.5	-0.7
In % of total output	%	2.3%	34.9%	-50.3%	-48.7%	-25.8%	-11.7%	-15.3%
Income from participations	CAD mn	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net financial result	CAD mn	-0.2	-0.4	-2.7	-2.3	1.9	-2.4	3.3
Extraordinary items	CAD mn	0.4	0.0	0.0	0.0	0.0	0.0	0.0
<b>EBT</b>	<b>CAD mn</b>	<b>0.6</b>	<b>9.9</b>	<b>-20.9</b>	<b>-20.5</b>	<b>-8.1</b>	<b>-10.0</b>	<b>-5.1</b>
In % of total output	%	3.3%	33.4%	-57.9%	-55.0%	-20.8%	-15.3%	-9.3%
Income taxes	CAD mn	1.8	0.5	0.6	-0.7	-0.1	-0.7	-0.2
In % of EBT (implied tax rate)	%	305.6%	5.1%	-3.0%	3.2%	1.5%	7.2%	3.3%
Other taxes	CAD mn	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>Net income</b>	<b>CAD mn</b>	<b>2.4</b>	<b>10.4</b>	<b>-20.3</b>	<b>-21.2</b>	<b>-8.2</b>	<b>-10.7</b>	<b>-5.2</b>
In % of total output	%	13.3%	35.1%	-56.1%	-56.8%	-21.1%	-16.4%	-9.6%
Foreign currency translation effects	CAD mn	0.0	0.0	0.0	0.4	-1.1	-0.4	-1.2
Minorities	CAD mn	0.0	0.0	0.7	0.0	0.0	0.0	0.0
<b>Net income after translation effects and minorities</b>	<b>CAD mn</b>	<b>2.4</b>	<b>10.4</b>	<b>-19.5</b>	<b>-20.8</b>	<b>-9.4</b>	<b>-11.1</b>	<b>-6.4</b>
Nr of ordinary shares (basic)	mn	37.0	43.1	51.8	96.5	121.6	178.6	181.5
Nr of preferred shares (basic)	mn	0.0	0.0	0.0	0.0	0.0	0.0	0.0
No. of shares (diluted)	mn	37.0	43.1	51.8	96.5	121.6	178.6	181.5
<b>EPS (basic)</b>	<b>CAD</b>	<b>0.07</b>	<b>0.24</b>	<b>-0.38</b>	<b>-0.22</b>	<b>-0.08</b>	<b>-0.06</b>	<b>-0.04</b>
<b>EPS (diluted)</b>	<b>CAD</b>	<b>0.07</b>	<b>0.24</b>	<b>-0.38</b>	<b>-0.22</b>	<b>-0.08</b>	<b>-0.06</b>	<b>-0.04</b>

SOURCE: COMPANY DATA, SPHENE CAPITAL

## Profit and Loss Account, 2020-2026e

IFRS (31.12.)		2020	2021	2022	2023e	2024e	2025e	2026e
<b>Gross revenues</b>	<b>CAD mn</b>	<b>25.1</b>	<b>20.8</b>	<b>24.8</b>	<b>34.3</b>	<b>63.7</b>	<b>102.6</b>	<b>105.8</b>
YoY	%	-54.1%	-16.9%	18.9%	38.5%	85.4%	61.0%	3.1%
Changes in inventories	CAD mn	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Own work capitalized	CAD mn	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other operating income	CAD mn	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>Total output</b>	<b>CAD mn</b>	<b>25.1</b>	<b>20.8</b>	<b>24.8</b>	<b>34.3</b>	<b>63.7</b>	<b>102.6</b>	<b>105.8</b>
YoY	%	-54.1%	-16.9%	18.9%	38.5%	85.4%	61.0%	3.1%
Material costs	CAD mn	-24.4	-20.4	-21.0	-23.7	-29.7	-43.9	-44.9
In % of total output	%	-97.2%	-97.9%	-84.5%	-69.1%	-46.6%	-42.8%	-42.4%
<b>Gross profit</b>	<b>CAD mn</b>	<b>0.7</b>	<b>0.4</b>	<b>3.8</b>	<b>10.6</b>	<b>34.0</b>	<b>58.7</b>	<b>60.9</b>
YoY	%	-95.7%	-38.4%	785.9%	176.0%	220.2%	72.7%	3.8%
In % of total output	%	2.8%	2.1%	15.5%	30.9%	53.4%	57.2%	57.6%
Personnel costs	CAD mn	-7.6	-7.9	-10.0	-10.5	-10.8	-11.0	-11.2
In % of total output	%	-30.2%	-37.9%	-40.2%	-30.6%	-17.0%	-10.7%	-10.6%
Other operating expenses	CAD mn	0.0	0.0	0.0	0.0	0.0	0.0	0.0
In % of total output	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
<b>EBITDA</b>	<b>CAD mn</b>	<b>-6.9</b>	<b>-7.5</b>	<b>-6.1</b>	<b>0.1</b>	<b>23.2</b>	<b>47.7</b>	<b>49.7</b>
YoY	%	-210.0%	8.5%	-18.1%	-101.8%	n/a	105.8%	4.3%
In % of total output	%	-27.4%	-35.8%	-24.6%	0.3%	36.4%	46.5%	47.0%
Depreciation	CAD mn	-2.1	-1.8	-1.3	-6.1	-11.2	-11.3	-11.4
Amortisation	CAD mn	0.0	4.1	0.0	0.0	0.0	0.0	0.0
<b>EBIT</b>	<b>CAD mn</b>	<b>-8.9</b>	<b>-5.1</b>	<b>-7.4</b>	<b>-6.0</b>	<b>12.0</b>	<b>36.3</b>	<b>38.3</b>
YoY	%	7.1%	-42.9%	45.1%	-18.7%	-298.4%	204.0%	5.3%
YoY	CAD mn	-0.6	3.8	-2.3	1.4	18.0	24.4	1.9
In % of total output	%	-35.7%	-24.5%	-29.9%	-17.5%	18.8%	35.4%	36.2%
Income from participations	CAD mn	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net financial result	CAD mn	-1.2	-3.1	-6.7	-1.4	-1.4	-1.3	-1.3
Extraordinary items	CAD mn	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>EBT</b>	<b>CAD mn</b>	<b>-10.1</b>	<b>-8.2</b>	<b>-14.1</b>	<b>-7.4</b>	<b>10.6</b>	<b>35.0</b>	<b>37.0</b>
In % of total output	%	-40.4%	-39.6%	-57.0%	-21.6%	16.6%	34.1%	35.0%
Income taxes	CAD mn	1.1	0.5	-0.4	1.2	-2.7	-8.8	-9.2
In % of EBT (implied tax rate)	%	-10.7%	-6.0%	2.5%	-15.8%	-25.0%	-25.0%	-25.0%
Other taxes	CAD mn	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>Net income</b>	<b>CAD mn</b>	<b>-9.1</b>	<b>-7.8</b>	<b>-14.5</b>	<b>-6.2</b>	<b>8.0</b>	<b>26.3</b>	<b>27.7</b>
In % of total output	%	-36.1%	-37.2%	-58.4%	-18.2%	12.5%	25.6%	26.2%
Foreign currency translation effect	CAD mn	1.2	-3.7	0.0	0.0	0.0	0.0	0.0
Minorities	CAD mn	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>Net income after translation effects and minorities</b>	<b>CAD mn</b>	<b>-7.8</b>	<b>-11.4</b>	<b>-14.5</b>	<b>-6.2</b>	<b>8.0</b>	<b>26.3</b>	<b>27.7</b>
Nr of ordinary shares (basic)	mn	183.4	198.2	213.1	218.4	218.4	218.4	218.4
Nr of preferred shares (basic)	mn	0.0	0.0	0.0	0.0	0.0	0.0	0.0
No. of shares (diluted)	mn	183.4	198.2	213.1	218.4	218.4	218.4	218.4
<b>EPS (basic)</b>	<b>CAD</b>	<b>-0.04</b>	<b>-0.06</b>	<b>-0.07</b>	<b>-0.03</b>	<b>0.04</b>	<b>0.12</b>	<b>0.13</b>
<b>EPS (diluted)</b>	<b>CAD</b>	<b>-0.04</b>	<b>-0.06</b>	<b>-0.07</b>	<b>-0.03</b>	<b>0.04</b>	<b>0.12</b>	<b>0.13</b>

SOURCE: COMPANY DATA, SPHENE CAPITAL FORECASTS

## Revenues by Asset, 2013-2019

IFRS (31.12.)		2013	2014	2015	2016	2017	2018	2019
<b>Gross revenues</b>	<b>CAD mn</b>	<b>18.3</b>	<b>29.6</b>	<b>25.8</b>	<b>33.1</b>	<b>38.7</b>	<b>65.2</b>	<b>54.6</b>
Los Santos	CAD mn	18.3	29.6	26.7	19.9	15.9	27.9	20.0
Wolfram Camp	CAD mn	0.0	0.0	10.4	4.2	0.3	0.0	0.0
Valtreixal	CAD mn	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Woulfe	CAD mn	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Panasqueira	CAD mn	0.0	0.0	0.0	13.1	23.0	38.0	34.6
Corporate	CAD mn	0.0	0.0	-0.9	0.1	-0.1	-0.8	0.0
<b>YoY</b>	<b>%</b>	<b>n/a</b>	<b>61.4%</b>	<b>-13.0%</b>	<b>28.7%</b>	<b>16.8%</b>	<b>68.4%</b>	<b>-16.2%</b>
Los Santos	%	n/a	61.4%	-9.9%	-25.4%	-20.3%	76.1%	-28.2%
Wolfram Camp	%	n/a	n/a	n/a	-59.8%	-92.2%	-100.0%	n/a
Valtreixal	%	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Woulfe	%	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Panasqueira	%	n/a	n/a	n/a	n/a	75.0%	65.5%	-9.1%
Corporate	%	n/a	n/a	n/a	-111.8%	-234.5%	435.8%	-100.0%
<b>in % of gross revenues</b>	<b>%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>
Los Santos	%	100.0%	100.0%	103.6%	60.0%	41.0%	42.8%	36.7%
Wolfram Camp	%	0.0%	0.0%	40.4%	12.6%	0.8%	0.0%	0.0%
Valtreixal	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Woulfe	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Panasqueira	%	0.0%	0.0%	0.0%	39.6%	59.4%	58.4%	63.3%
Corporate	%	0.0%	0.0%	-3.6%	0.3%	-0.4%	-1.2%	0.0%

SOURCE: COMPANY DATA, SPHENE CAPITAL

## Revenues by Asset, 2020-2026e

IFRS (31.12.)		2020	2021	2022	2023e	2024e	2025e	2026e
<b>Gross revenues</b>	<b>CAD mn</b>	<b>25.1</b>	<b>20.8</b>	<b>24.8</b>	<b>34.3</b>	<b>63.7</b>	<b>102.6</b>	<b>105.8</b>
Los Santos	CAD mn	0.2	0.0	0.0	5.0	22.0	28.0	31.5
Wolfram Camp	CAD mn	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Valtreixal	CAD mn	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Woulfe	CAD mn	0.0	0.0	0.0	0.0	12.6	45.8	45.8
Panasqueira	CAD mn	24.9	20.8	24.8	29.3	29.0	28.8	28.5
Corporate	CAD mn	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>YoY</b>	<b>%</b>	<b>-54.1%</b>	<b>-16.9%</b>	<b>18.9%</b>	<b>38.5%</b>	<b>85.4%</b>	<b>61.0%</b>	<b>3.1%</b>
Los Santos	%	-98.9%	-100.0%	n/a	n/a	340.0%	27.3%	12.5%
Wolfram Camp	%	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Valtreixal	%	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Woulfe	%	n/a	n/a	n/a	n/a	n/a	262.5%	0.0%
Panasqueira	%	-28.1%	-16.2%	18.9%	18.3%	-1.0%	-1.0%	-1.0%
Corporate	%	n/a	n/a	n/a	n/a	n/a	n/a	n/a
<b>in % of gross revenues</b>	<b>%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>
Los Santos	%	0.9%	0.0%	0.0%	14.6%	34.5%	27.3%	29.8%
Wolfram Camp	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Valtreixal	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Woulfe	%	0.0%	0.0%	0.0%	0.0%	19.8%	44.7%	43.3%
Panasqueira	%	99.1%	100.0%	100.0%	85.4%	45.6%	28.0%	26.9%
Corporate	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

SOURCE: COMPANY DATA, SPHENE CAPITAL FORECASTS



## Revenues by Region, 2013-2019

IFRS (31.12.)		2013	2014	2015	2016	2017	2018	2019
<b>Gross Sales</b>	<b>CAD mn</b>	<b>18.3</b>	<b>29.6</b>	<b>36.1</b>	<b>37.3</b>	<b>39.0</b>	<b>65.2</b>	<b>54.6</b>
Portugal	CAD mn	0.0	0.0	0.0	13.1	23.0	38.0	34.6
Spain	CAD mn	18.3	29.6	26.7	19.9	15.9	27.9	20.0
Republic of Korea	CAD mn	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Rest of the World	CAD mn	0.0	0.0	9.5	4.3	0.2	-0.8	0.0
<b>YoY</b>	<b>%</b>	<b>n/a</b>	<b>61.4%</b>	<b>22.1%</b>	<b>3.2%</b>	<b>4.6%</b>	<b>67.0%</b>	<b>-16.2%</b>
Portugal	%	n/a	61.4%	22.1%	3.2%	4.6%	67.0%	-16.2%
Spain	%	n/a	n/a	n/a	n/a	75.0%	65.5%	-9.1%
Republic of Korea	%	n/a	61.4%	-9.9%	-25.4%	-20.3%	76.1%	-28.2%
Rest of the World	%	n/a	n/a	n/a	n/a	n/a	n/a	n/a
<b>as of total sales</b>	<b>%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>
Portugal	%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
Spain	%	0.0%	0.0%	0.0%	35.2%	58.9%	58.4%	63.3%
Republic of Korea	%	100.0%	100.0%	73.8%	53.3%	40.6%	42.8%	36.7%
Rest of the World	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

SOURCE: COMPANY DATA, SPHENE CAPITAL

## Revenues by Region, 2020-2026e

IFRS (31.12.)		2020	2021	2022	2023e	2024e	2025e	2026e
<b>Gross Sales</b>	<b>CAD mn</b>	<b>25.1</b>	<b>20.8</b>	<b>24.8</b>	<b>34.3</b>	<b>63.7</b>	<b>102.6</b>	<b>105.8</b>
Portugal	CAD mn	24.9	20.8	24.8	29.3	29.0	28.8	28.5
Spain	CAD mn	0.2	0.0	0.0	5.0	22.0	28.0	31.5
Republic of Korea	CAD mn	0.0	0.0	0.0	0.0	12.6	45.8	45.8
Rest of the World	CAD mn	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>YoY</b>	<b>%</b>	<b>-54.1%</b>	<b>-16.9%</b>	<b>18.9%</b>	<b>38.5%</b>	<b>85.4%</b>	<b>61.0%</b>	<b>3.1%</b>
Portugal	%	-54.1%	-16.9%	18.9%	38.5%	85.4%	61.0%	3.1%
Spain	%	-28.1%	-16.2%	18.9%	18.3%	-1.0%	-1.0%	-1.0%
Republic of Korea	%	-98.9%	-100.0%	n/a	n/a	340.0%	27.3%	12.5%
Rest of the World	%	n/a	n/a	n/a	n/a	n/a	262.5%	0.0%
<b>as of total sales</b>	<b>%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>
Portugal	%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
Spain	%	99.1%	100.0%	100.0%	85.4%	45.6%	28.0%	26.9%
Republic of Korea	%	0.9%	0.0%	0.0%	14.6%	34.5%	27.3%	29.8%
Rest of the World	%	0.0%	0.0%	0.0%	0.0%	19.8%	44.7%	43.3%

SOURCE: COMPANY DATA, SPHENE CAPITAL FORECASTS

## Balance Sheet (Assets), 2013-2019

IFRS (31.12.)		2013	2014	2015	2016	2017	2018	2019
<b>Non-current assets</b>	<b>CAD mn</b>	<b>35.7</b>	<b>63.0</b>	<b>107.8</b>	<b>148.6</b>	<b>143.0</b>	<b>121.6</b>	<b>123.3</b>
<b>Intangible assets</b>	<b>CAD mn</b>	<b>20.1</b>	<b>41.1</b>	<b>62.7</b>	<b>69.8</b>	<b>78.1</b>	<b>85.8</b>	<b>87.0</b>
Goodwill	CAD mn	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Intangibles	CAD mn	12.7	26.6	47.1	49.9	53.6	56.7	59.4
Use of right	CAD mn	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other	CAD mn	7.4	14.5	15.6	19.8	24.4	29.1	27.6
<b>Long-term assets</b>	<b>CAD mn</b>	<b>12.2</b>	<b>18.1</b>	<b>41.1</b>	<b>76.0</b>	<b>62.1</b>	<b>34.5</b>	<b>35.3</b>
Property	CAD mn	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Plant and equipment	CAD mn	12.2	18.1	41.1	76.0	62.1	34.5	35.3
Other long-term assets	CAD mn	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Prepaid advances	CAD mn	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>Financial assets</b>	<b>CAD mn</b>	<b>0.4</b>	<b>0.3</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>
Participations	CAD mn	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other long-term assets	CAD mn	0.4	0.3	0.0	0.0	0.0	0.0	0.0
Loans to affiliated companies	CAD mn	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Prepaid advances	CAD mn	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Deferred taxes	CAD mn	3.0	3.6	4.0	2.9	2.9	1.2	1.0
<b>Current assets</b>	<b>CAD mn</b>	<b>5.0</b>	<b>23.6</b>	<b>7.6</b>	<b>17.7</b>	<b>15.8</b>	<b>23.8</b>	<b>9.4</b>
Inventory	CAD mn	2.5	6.6	4.1	10.7	7.3	9.7	6.5
DIO	d	79	233	39	117	81	95	62
Trade receivables	CAD mn	0.9	0.5	0.8	0.7	1.4	2.7	0.9
DSO	d	17	6	8	7	13	15	6
Receivables from affiliated companies	CAD mn	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Receivables due from related parties	CAD mn	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other current assets	CAD mn	0.3	0.6	0.6	0.7	1.3	1.4	0.5
Other financial assets	CAD mn	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other non-financial assets	CAD mn	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Cash and cash equivalents	CAD mn	1.3	15.8	2.1	5.6	5.8	10.0	1.5
thereof collateralised	CAD mn	0.2	1.0	1.2	1.3	1.3	1.2	0.0
Deferred taxes	CAD mn	1.5	1.5	2.1	1.4	1.4	2.0	0.9
Other deferred items	CAD mn	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Equity deficit	CAD mn	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>Total assets</b>	<b>CAD mn</b>	<b>42.1</b>	<b>88.0</b>	<b>117.5</b>	<b>167.8</b>	<b>160.2</b>	<b>147.3</b>	<b>133.6</b>

SOURCE: COMPANY DATA, SPHENE CAPITAL

## Balance Sheet (Assets), 2020-2026e

IFRS (31.12.)		2020	2021	2022	2023e	2024e	2025e	2026e
<b>Non-current assets</b>	<b>CAD mn</b>	<b>141.2</b>	<b>155.0</b>	<b>172.0</b>	<b>159.3</b>	<b>166.8</b>	<b>174.9</b>	<b>183.6</b>
<b>Intangible assets</b>	<b>CAD mn</b>	<b>91.8</b>	<b>98.0</b>	<b>168.7</b>	<b>155.7</b>	<b>162.9</b>	<b>170.4</b>	<b>178.3</b>
Goodwill	CAD mn	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Intangibles	CAD mn	63.8	68.5	138.7	124.8	131.1	137.6	144.5
Use of right	CAD mn	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other	CAD mn	28.0	29.5	30.0	30.9	31.8	32.8	33.8
<b>Long-term assets</b>	<b>CAD mn</b>	<b>47.2</b>	<b>54.3</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>
Property	CAD mn	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Plant and equipment	CAD mn	43.7	41.0	0.0	0.0	0.0	0.0	0.0
Other long-term assets	CAD mn	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Prepaid advances	CAD mn	3.5	13.3	0.0	0.0	0.0	0.0	0.0
<b>Financial assets</b>	<b>CAD mn</b>	<b>0.0</b>	<b>0.0</b>	<b>0.8</b>	<b>0.8</b>	<b>0.8</b>	<b>0.9</b>	<b>0.9</b>
Participations	CAD mn	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other long-term assets	CAD mn	0.0	0.0	0.8	0.8	0.8	0.9	0.9
Loans to affiliated companies	CAD mn	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Prepaid advances	CAD mn	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Deferred taxes	CAD mn	2.3	2.7	2.5	2.8	3.0	3.7	4.4
<b>Current assets</b>	<b>CAD mn</b>	<b>9.3</b>	<b>10.5</b>	<b>20.3</b>	<b>15.4</b>	<b>36.4</b>	<b>86.2</b>	<b>100.4</b>
Inventory	CAD mn	6.1	6.8	5.7	10.3	19.1	30.8	31.7
DIO	d	91	120	98	156	232	252	255
Trade receivables	CAD mn	0.4	1.6	2.2	2.5	4.6	7.3	7.6
DSO	d	6	27	32	26	26	26	26
Receivables from affiliated companies	CAD mn	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Receivables due from related parties	CAD mn	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other current assets	CAD mn	0.4	1.1	4.0	0.0	0.0	0.0	0.0
Other financial assets	CAD mn	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other non-financial assets	CAD mn	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Cash and cash equivalents	CAD mn	2.4	1.0	8.4	2.6	12.8	48.1	61.1
thereof collateralised	CAD mn	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Deferred taxes	CAD mn	0.0	0.0	0.5	0.0	0.0	0.0	0.0
Other deferred items	CAD mn	0.5	0.4	0.0	0.0	0.0	0.0	0.0
Equity deficit	CAD mn	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>Total assets</b>	<b>CAD mn</b>	<b>151.1</b>	<b>165.9</b>	<b>192.8</b>	<b>174.7</b>	<b>203.2</b>	<b>261.1</b>	<b>284.0</b>

SOURCE: COMPANY DATA, SPHENE CAPITAL FORECASTS

## Balance Sheet (Liabilities), 2013-2019

IFRS (31.12.)		2013	2014	2015	2016	2017	2018	2019
<b>Total shareholder's equity</b>	<b>CAD mn</b>	<b>27.3</b>	<b>47.1</b>	<b>49.0</b>	<b>35.6</b>	<b>45.6</b>	<b>40.9</b>	<b>33.8</b>
Equity ratio	%	64.8%	53.5%	41.7%	21.2%	28.5%	27.7%	25.3%
Share capital	CAD mn	22.0	31.2	60.8	67.4	86.4	91.6	92.2
Capital reserve	CAD mn	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Capital reserve	CAD mn	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Currency adjustments	CAD mn	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Profit reserves	CAD mn	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other accumulated equity	CAD mn	2.6	3.6	6.1	7.3	7.0	7.0	4.7
Profit/loss of period	CAD mn	2.8	12.1	-18.4	-39.6	-47.9	-58.6	-63.8
Equity deficit	CAD mn	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Own shares	CAD mn	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Minorities	CAD mn	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Profit participation capital	CAD mn	0.0	0.2	0.5	0.6	0.2	0.8	0.7
Special items	CAD mn	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Pension reserves	CAD mn	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other provisions	CAD mn	0.5	1.3	3.2	45.5	32.8	28.9	33.4
<b>Current liabilities</b>	<b>CAD mn</b>	<b>10.5</b>	<b>16.1</b>	<b>30.9</b>	<b>53.4</b>	<b>43.4</b>	<b>51.5</b>	<b>50.7</b>
Bank debt	CAD mn	2.225	6.332	15.428	31.628	20.944	51.549	33.763
Bond	CAD mn	0.6	0.7	0.0	0.0	0.0	0.0	0.0
Profit participation capital	CAD mn	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Silent participation	CAD mn	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Liabilities due to related parties	CAD mn	0.0	0.1	0.0	0.0	22.5	0.0	0.0
Trade payables	CAD mn	5.5	6.7	15.5	21.8	0.0	0.0	16.9
DPO	d	107	82	154	210	0	0	111
Advance payments received	CAD mn	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other current liabilities	CAD mn	2.2	2.2	0.0	0.0	0.0	0.0	0.0
Liabilities due to related parties	CAD mn	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>Non-current liabilities</b>	<b>CAD mn</b>	<b>3.8</b>	<b>22.5</b>	<b>30.8</b>	<b>29.3</b>	<b>33.2</b>	<b>24.5</b>	<b>15.7</b>
Bank debt	CAD mn	3.721	15.004	30.801	29.325	33.162	24.455	15.736
Bond	CAD mn	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Profit participation capital	CAD mn	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Silent participation	CAD mn	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Long-term leasing liabilities	CAD mn	0.1	0.2	0.0	0.0	0.0	0.0	0.0
Other non-current liabilities	CAD mn	0.0	7.3	0.0	0.0	0.0	0.0	0.0
Deferred taxes	CAD mn	0.0	0.0	1.9	1.5	1.2	0.0	0.0
Other deferred items	CAD mn	0.0	1.1	1.7	2.4	4.0	1.5	0.0
<b>Total liabilities and shareholder's equity</b>	<b>CAD mn</b>	<b>42.1</b>	<b>88.0</b>	<b>117.5</b>	<b>167.8</b>	<b>160.2</b>	<b>147.3</b>	<b>133.6</b>

SOURCE: COMPANY DATA, SPHENE CAPITAL

## Balance Sheet (Liabilities), 2020-2026e

IFRS (31.12.)		2020	2021	2022	2023e	2024e	2025e	2026e
<b>Total shareholder's equity</b>	<b>CAD mn</b>	<b>29.2</b>	<b>37.5</b>	<b>39.8</b>	<b>36.6</b>	<b>44.6</b>	<b>70.8</b>	<b>98.6</b>
Equity ratio	%	19.3%	22.6%	20.6%	21.0%	21.9%	27.1%	34.7%
Share capital	CAD mn	94.1	112.4	119.4	125.9	125.9	125.9	125.9
Capital reserve	CAD mn	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Capital reserve	CAD mn	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Currency adjustments	CAD mn	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Profit reserves	CAD mn	0.0	0.0	3.4	0.0	0.0	0.0	0.0
Other accumulated equity	CAD mn	5.6	7.0	-95.1	-84.3	-90.5	-82.6	-56.3
Profit/loss of period	CAD mn	-71.8	-83.2	10.8	-6.2	8.0	26.3	27.7
Equity deficit	CAD mn	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Own shares	CAD mn	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Minorities	CAD mn	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Profit participation capital	CAD mn	1.2	1.2	1.2	1.2	1.2	1.2	1.2
Special items	CAD mn	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Pension reserves	CAD mn	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other provisions	CAD mn	42.7	38.4	38.6	0.0	0.0	0.0	0.0
<b>Current liabilities</b>	<b>CAD mn</b>	<b>66.8</b>	<b>39.7</b>	<b>54.3</b>	<b>56.1</b>	<b>84.9</b>	<b>123.9</b>	<b>125.6</b>
Bank debt	CAD mn	49.1	18.7	30.3	20.0	18.0	16.2	14.6
Bond	CAD mn	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Profit participation capital	CAD mn	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Silent participation	CAD mn	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Liabilities due to related parties	CAD mn	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Trade payables	CAD mn	17.6	21.0	23.9	36.1	66.9	107.7	111.1
DPO	d	253	363	348	378	378	378	378
Advance payments received	CAD mn	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other current liabilities	CAD mn	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Liabilities due to related parties	CAD mn	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>Non-current liabilities</b>	<b>CAD mn</b>	<b>12.4</b>	<b>49.0</b>	<b>59.6</b>	<b>82.0</b>	<b>73.8</b>	<b>66.4</b>	<b>59.8</b>
Bank debt	CAD mn	12.4	49.0	59.1	82.0	73.8	66.4	59.8
Bond	CAD mn	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Profit participation capital	CAD mn	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Silent participation	CAD mn	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Long-term leasing liabilities	CAD mn	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other non-current liabilities	CAD mn	0.0	0.0	0.4	0.0	0.0	0.0	0.0
Deferred taxes	CAD mn	0.0	0.0	0.6	0.0	0.0	0.0	0.0
Other deferred items	CAD mn	0.0	1.3	0.0	0.0	0.0	0.0	0.0
<b>Total liabilities and shareholder's equity</b>	<b>CAD mn</b>	<b>151.1</b>	<b>165.9</b>	<b>192.8</b>	<b>174.7</b>	<b>203.2</b>	<b>261.1</b>	<b>284.0</b>

SOURCE: COMPANY DATA, SPHENE CAPITAL FORECASTS

## Balance Sheet (Assets, Normalised), 2013-2019

IFRS (31.12.)		2013	2014	2015	2016	2017	2018	2019
<b>Non-current assets</b>	%	<b>84.7%</b>	<b>71.5%</b>	<b>91.7%</b>	<b>88.6%</b>	<b>89.3%</b>	<b>82.5%</b>	<b>92.3%</b>
<b>Intangible assets</b>	%	<b>47.7%</b>	<b>46.6%</b>	<b>53.3%</b>	<b>41.6%</b>	<b>48.8%</b>	<b>58.3%</b>	<b>65.1%</b>
Goodwill	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Intangibles	%	30.1%	30.2%	40.1%	29.7%	33.5%	38.5%	44.5%
Use of right	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Other	%	17.6%	16.5%	13.3%	11.8%	15.3%	19.8%	20.7%
<b>Long-term assets</b>	%	<b>28.9%</b>	<b>20.5%</b>	<b>34.9%</b>	<b>45.3%</b>	<b>38.8%</b>	<b>23.4%</b>	<b>26.4%</b>
Property	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Plant and equipment	%	28.9%	20.5%	34.9%	45.3%	38.8%	23.4%	26.4%
Other long-term assets	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Prepaid advances	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
<b>Financial assets</b>	%	<b>0.9%</b>	<b>0.3%</b>	<b>0.0%</b>	<b>0.0%</b>	<b>0.0%</b>	<b>0.0%</b>	<b>0.0%</b>
Participations	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Other long-term assets	%	0.9%	0.3%	0.0%	0.0%	0.0%	0.0%	0.0%
Loans to affiliated companies	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Prepaid advances	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Deferred taxes	%	7.2%	4.1%	3.4%	1.7%	1.8%	0.8%	0.8%
<b>Current assets</b>	%	<b>11.8%</b>	<b>26.8%</b>	<b>6.5%</b>	<b>10.5%</b>	<b>9.8%</b>	<b>16.1%</b>	<b>7.0%</b>
Inventory	%	6.0%	7.6%	3.5%	6.4%	4.5%	6.6%	4.9%
Trade receivables	%	2.1%	0.5%	0.7%	0.4%	0.9%	1.8%	0.6%
Receivables from affiliated companies	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Receivables due from related parties	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Other current assets	%	0.6%	0.7%	0.5%	0.4%	0.8%	1.0%	0.4%
Other financial assets	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Other non-financial assets	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Cash and cash equivalents	%	3.1%	17.9%	1.8%	3.3%	3.6%	6.8%	1.1%
thereof collateralised	%	0.6%	1.1%	1.0%	0.8%	0.8%	0.8%	0.0%
Deferred taxes	%	3.5%	1.7%	1.8%	0.9%	0.9%	1.3%	0.7%
Other deferred items	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Equity deficit	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
<b>Total assets</b>	%	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>

SOURCE: COMPANY DATA, SPHENE CAPITAL

## Balance Sheet (Assets, Normalised), 2020-2026e

IFRS (31.12.)		2020	2021	2022	2023e	2024e	2025e	2026e
<b>Non-current assets</b>	%	<b>93.5%</b>	<b>93.4%</b>	<b>89.2%</b>	<b>91.2%</b>	<b>82.1%</b>	<b>67.0%</b>	<b>64.6%</b>
<b>Intangible assets</b>	%	<b>60.8%</b>	<b>59.1%</b>	<b>87.5%</b>	<b>89.2%</b>	<b>80.2%</b>	<b>65.3%</b>	<b>62.8%</b>
Goodwill	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Intangibles	%	42.2%	41.3%	71.9%	71.5%	64.5%	52.7%	50.9%
Use of right	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Other	%	18.5%	17.8%	15.6%	17.7%	15.7%	12.6%	11.9%
<b>Long-term assets</b>	%	<b>31.2%</b>	<b>32.8%</b>	<b>0.0%</b>	<b>0.0%</b>	<b>0.0%</b>	<b>0.0%</b>	<b>0.0%</b>
Property	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Plant and equipment	%	28.9%	24.7%	0.0%	0.0%	0.0%	0.0%	0.0%
Other long-term assets	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Prepaid advances	%	2.3%	8.0%	0.0%	0.0%	0.0%	0.0%	0.0%
<b>Financial assets</b>	%	<b>0.0%</b>	<b>0.0%</b>	<b>0.4%</b>	<b>0.5%</b>	<b>0.4%</b>	<b>0.3%</b>	<b>0.3%</b>
Participations	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Other long-term assets	%	0.0%	0.0%	0.4%	0.5%	0.4%	0.3%	0.3%
Loans to affiliated companies	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Prepaid advances	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Deferred taxes	%	1.5%	1.6%	1.3%	1.6%	1.5%	1.4%	1.5%
<b>Current assets</b>	%	<b>6.2%</b>	<b>6.3%</b>	<b>10.5%</b>	<b>8.8%</b>	<b>17.9%</b>	<b>33.0%</b>	<b>35.4%</b>
Inventory	%	4.1%	4.1%	3.0%	5.9%	9.4%	11.8%	11.2%
Trade receivables	%	0.3%	1.0%	1.1%	1.4%	2.2%	2.8%	2.7%
Receivables from affiliated companies	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Receivables due from related parties	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Other current assets	%	0.3%	0.6%	2.1%	0.0%	0.0%	0.0%	0.0%
Other financial assets	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Other non-financial assets	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Cash and cash equivalents	%	1.6%	0.6%	4.4%	1.5%	6.3%	18.4%	21.5%
thereof collateralised	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Deferred taxes	%	0.0%	0.0%	0.3%	0.0%	0.0%	0.0%	0.0%
Other deferred items	%	0.4%	0.2%	0.0%	0.0%	0.0%	0.0%	0.0%
Equity deficit	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
<b>Total assets</b>	%	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>

SOURCE: COMPANY DATA, SPHENE CAPITAL FORECASTS



## Balance Sheet (Liabilities, Normalised), 2013-2019

IFRS (31.12.)		2013	2014	2015	2016	2017	2018	2019
<b>Total shareholder's equity</b>	%	<b>64.8%</b>	<b>53.5%</b>	<b>41.7%</b>	<b>21.2%</b>	<b>28.5%</b>	<b>27.7%</b>	<b>25.3%</b>
Share capital	%	52.2%	35.4%	51.8%	40.1%	53.9%	62.2%	69.0%
Capital reserve	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Capital reserve	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Currency adjustments	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Profit reserves	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Other accumulated equity	%	6.1%	4.0%	5.2%	4.3%	4.4%	4.7%	3.5%
Profit/loss of period	%	6.5%	13.8%	-15.7%	-23.6%	-29.9%	-39.8%	-47.7%
Equity deficit	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Own shares	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Minorities	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Profit participation capital	%	0.0%	0.2%	0.4%	0.3%	0.1%	0.6%	0.5%
Special items	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Pension reserves	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Other provisions	%	1.2%	1.4%	2.7%	27.1%	20.5%	19.6%	25.0%
<b>Current liabilities</b>	%	<b>24.9%</b>	<b>18.3%</b>	<b>26.3%</b>	<b>31.8%</b>	<b>27.1%</b>	<b>35.0%</b>	<b>37.9%</b>
Bank debt	%	5.3%	7.2%	13.1%	18.9%	13.1%	35.0%	25.3%
Bond	%	1.5%	0.8%	0.0%	0.0%	0.0%	0.0%	0.0%
Profit participation capital	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Silent participation	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Liabilities due to related parties	%	0.1%	0.2%	0.0%	0.0%	14.0%	0.0%	0.0%
Trade payables	%	13.0%	7.6%	13.1%	13.0%	0.0%	0.0%	12.7%
Advance payments received	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Other current liabilities	%	5.1%	2.5%	0.0%	0.0%	0.0%	0.0%	0.0%
Liabilities due to related parties	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
<b>Non-current liabilities</b>	%	<b>9.1%</b>	<b>25.5%</b>	<b>26.2%</b>	<b>17.5%</b>	<b>20.7%</b>	<b>16.6%</b>	<b>11.8%</b>
Bank debt	%	8.8%	17.0%	26.2%	17.5%	20.7%	16.6%	11.8%
Bond	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Profit participation capital	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Silent participation	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Long-term leasing liabilities	%	0.1%	0.2%	0.0%	0.0%	0.0%	0.0%	0.0%
Other non-current liabilities	%	0.1%	8.3%	0.0%	0.0%	0.0%	0.0%	0.0%
Deferred taxes	%	0.0%	0.0%	1.6%	0.9%	0.7%	0.0%	0.0%
Other deferred items	%	0.0%	1.3%	1.4%	1.4%	2.5%	1.0%	0.0%
<b>Total liabilities and shareholder's equity</b>	%	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>

SOURCE: COMPANY DATA, SPHENE CAPITAL

## Balance Sheet (Liabilities, Normalised), 2020-2026e

IFRS (31.12.)		2020	2021	2022	2023e	2024e	2025e	2026e
<b>Total shareholder's equity</b>	%	<b>19.3%</b>	<b>22.6%</b>	<b>20.6%</b>	<b>21.0%</b>	<b>21.9%</b>	<b>27.1%</b>	<b>34.7%</b>
Share capital	%	62.3%	67.8%	61.9%	72.1%	61.9%	48.2%	44.3%
Capital reserve	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Capital reserve	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Currency adjustments	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Profit reserves	%	0.0%	0.0%	1.8%	0.0%	0.0%	0.0%	0.0%
Other accumulated equity	%	3.7%	4.2%	-49.3%	-48.2%	-44.5%	-31.6%	-19.8%
Profit/loss of period	%	-47.5%	-50.2%	5.6%	-3.6%	3.9%	10.1%	9.8%
Equity deficit	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Own shares	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Minorities	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Profit participation capital	%	0.8%	0.7%	0.6%	0.7%	0.6%	0.5%	0.4%
Special items	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Pension reserves	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Other provisions	%	28.3%	23.1%	20.0%	0.0%	0.0%	0.0%	0.0%
<b>Current liabilities</b>	%	<b>44.2%</b>	<b>23.9%</b>	<b>28.1%</b>	<b>32.1%</b>	<b>41.8%</b>	<b>47.4%</b>	<b>44.2%</b>
Bank debt	%	32.5%	11.3%	15.7%	11.4%	8.9%	6.2%	5.1%
Bond	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Profit participation capital	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Silent participation	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Liabilities due to related parties	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Trade payables	%	11.7%	12.7%	12.4%	20.6%	32.9%	41.2%	39.1%
Advance payments received	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Other current liabilities	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Liabilities due to related parties	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
<b>Non-current liabilities</b>	%	<b>8.2%</b>	<b>29.5%</b>	<b>30.9%</b>	<b>46.9%</b>	<b>36.3%</b>	<b>25.4%</b>	<b>21.0%</b>
Bank debt	%	8.2%	29.5%	30.7%	46.9%	36.3%	25.4%	21.0%
Bond	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Profit participation capital	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Silent participation	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Long-term leasing liabilities	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Other non-current liabilities	%	0.0%	0.0%	0.2%	0.0%	0.0%	0.0%	0.0%
Deferred taxes	%	0.0%	0.0%	0.3%	0.0%	0.0%	0.0%	0.0%
Other deferred items	%	0.0%	0.8%	0.0%	0.0%	0.0%	0.0%	0.0%
<b>Total liabilities and shareholder's equity</b>	%	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>

SOURCE: COMPANY DATA, SPHENE CAPITAL FORECASTS

## Cash Flow Statement, 2013-2019

IFRS (31.12.)		2013	2014	2015	2016	2017	2018	2019
Net income	CAD mn	2.4	10.4	-20.3	-21.2	-8.2	-10.7	-5.2
Depreciation & Amortisation	CAD mn	3.4	4.6	8.5	8.2	6.4	11.2	4.5
Income from sale of assets	CAD mn	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Δ inventory	CAD mn	-2.5	-4.1	2.6	-6.6	3.4	-2.4	3.2
Δ trade receivables	CAD mn	-0.9	0.4	-0.4	0.1	-0.7	-1.3	1.8
Δ other receivables	CAD mn	-0.3	-0.4	0.0	-0.1	-0.6	-0.1	0.9
Δ deferred tax assets	CAD mn	-4.5	-0.6	-1.1	1.9	0.1	1.1	1.3
Δ provisions	CAD mn	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Δ other long-term provisions	CAD mn	0.5	0.8	2.0	42.3	-12.8	-3.9	4.5
Δ other short-term provisions	CAD mn	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Δ trade payables	CAD mn	5.5	1.3	8.7	6.3	-21.8	0.0	16.9
Δ special items	CAD mn	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Δ deferred liabilities/deferred taxes	CAD mn	0.0	1.1	2.5	0.3	1.3	-3.6	-1.5
Currency adjustments	CAD mn	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other operational adjustments	CAD mn	-5.4	-12.2	6.1	-38.2	30.0	5.1	-32.2
<b>Operating cash flow</b>	<b>CAD mn</b>	<b>0.5</b>	<b>8.6</b>	<b>0.8</b>	<b>-1.6</b>	<b>-2.9</b>	<b>10.9</b>	<b>4.2</b>
Investments in financial assets	CAD mn	-0.4	0.1	0.3	0.0	0.0	0.0	0.0
Investments in intangible assets	CAD mn	-20.1	-21.0	-23.3	-12.4	-8.3	-23.4	-11.3
Investments in tangible assets	CAD mn	-15.6	-10.5	-31.5	-43.2	7.5	16.4	-5.2
Other operational adjustments	CAD mn	29.9	24.1	38.4	42.6	-9.9	0.9	8.7
<b>Cash flow from investing</b>	<b>CAD mn</b>	<b>-6.2</b>	<b>-7.3</b>	<b>-16.1</b>	<b>-13.0</b>	<b>-10.7</b>	<b>-6.0</b>	<b>-7.8</b>
<b>Free cash flow</b>	<b>CAD mn</b>	<b>-5.7</b>	<b>1.3</b>	<b>-15.3</b>	<b>-14.6</b>	<b>-13.6</b>	<b>4.9</b>	<b>-3.6</b>
Δ Share capital	CAD mn	22.0	9.2	29.6	6.5	19.0	5.3	0.6
Δ Capital reserves	CAD mn	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Δ Capital reserves	CAD mn	0.0	0.2	0.3	0.0	-0.4	0.7	-0.1
Δ Bank debt	CAD mn	5.9	15.4	24.9	14.7	-6.8	21.9	-26.5
Δ Bond	CAD mn	0.6	0.1	-0.7	0.0	0.0	0.0	0.0
Δ Bond	CAD mn	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Δ Bond	CAD mn	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Δ other interest-bearing liabilities	CAD mn	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Less prior-year dividend	CAD mn	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Less dividend payments to minority shareholders	CAD mn	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other operational adjustments	CAD mn	-23.0	-12.7	-53.1	-3.4	-20.3	-5.9	22.5
<b>Financing cash flow</b>	<b>CAD mn</b>	<b>5.6</b>	<b>12.4</b>	<b>0.7</b>	<b>17.9</b>	<b>13.9</b>	<b>-0.5</b>	<b>-3.6</b>
Net cash inflow	CAD mn	-0.1	13.7	-14.6	3.3	0.4	4.4	-7.1
Currency adjustments	CAD mn	0.1	0.1	0.6	0.0	-0.1	-0.1	-0.1
Net cash opening balance	CAD mn	1.1	1.1	14.8	0.9	4.2	4.5	8.7
<b>Net cash closing balance</b>	<b>CAD mn</b>	<b>1.1</b>	<b>14.8</b>	<b>0.9</b>	<b>4.2</b>	<b>4.5</b>	<b>8.7</b>	<b>1.5</b>

SOURCE: COMPANY DATA, SPHENE CAPITAL

## Cash Flow Statement, 2020-2026e

IFRS (31.12.)		2020	2021	2022	2023e	2024e	2025e	2026e
Net income	CAD mn	-9.1	-7.8	-14.5	-6.2	8.0	26.3	27.7
Depreciation & Amortisation	CAD mn	2.1	1.8	1.3	6.1	11.2	11.3	11.4
Income from sale of assets	CAD mn	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Δ inventory	CAD mn	0.4	-0.6	1.1	-4.6	-8.8	-11.7	-1.0
Δ trade receivables	CAD mn	0.5	-1.2	-0.6	-0.3	-2.1	-2.8	-0.2
Δ other receivables	CAD mn	0.1	-0.7	-2.9	4.0	0.0	0.0	0.0
Δ deferred tax assets	CAD mn	-0.9	-0.3	0.1	0.2	-0.3	-0.6	-0.7
Δ provisions	CAD mn	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Δ other long-term provisions	CAD mn	9.3	-4.4	0.3	-38.6	0.0	0.0	0.0
Δ other short-term provisions	CAD mn	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Δ trade payables	CAD mn	0.7	3.4	2.9	12.1	30.8	40.8	3.4
Δ special items	CAD mn	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Δ deferred liabilities/deferred taxes	CAD mn	0.0	1.3	-0.7	-0.6	0.0	0.0	0.0
Currency adjustments	CAD mn	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other operational adjustments	CAD mn	-8.0	4.2	7.1	0.0	0.0	0.0	0.0
<b>Operating cash flow</b>	<b>CAD mn</b>	<b>-4.8</b>	<b>-8.4</b>	<b>-5.6</b>	<b>-28.3</b>	<b>38.8</b>	<b>63.4</b>	<b>40.6</b>
Investments in financial assets	CAD mn	0.0	0.0	-0.8	0.0	0.0	0.0	0.0
Investments in intangible assets	CAD mn	-4.7	-2.1	-70.7	13.0	-7.2	-7.5	-7.9
Investments in tangible assets	CAD mn	-14.0	-8.9	53.0	-6.1	-11.2	-11.3	-11.4
Other operational adjustments	CAD mn	12.5	1.0	-4.3	0.0	0.0	0.0	0.0
<b>Cash flow from investing</b>	<b>CAD mn</b>	<b>-6.3</b>	<b>-10.0</b>	<b>-22.8</b>	<b>6.8</b>	<b>-18.4</b>	<b>-18.9</b>	<b>-19.3</b>
<b>Free cash flow</b>	<b>CAD mn</b>	<b>-11.1</b>	<b>-18.4</b>	<b>-28.3</b>	<b>-21.5</b>	<b>20.4</b>	<b>44.5</b>	<b>21.3</b>
Δ Share capital	CAD mn	1.9	18.4	6.9	6.5	0.0	0.0	0.0
Δ Capital reserves	CAD mn	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Δ Capital reserves	CAD mn	0.6	0.0	0.0	0.0	0.0	0.0	0.0
Δ Bank debt	CAD mn	12.0	6.2	21.8	12.5	-10.2	-9.2	-8.3
Δ Bond	CAD mn	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Δ Bond	CAD mn	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Δ Bond	CAD mn	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Δ other interest-bearing liabilities	CAD mn	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Less prior-year dividend	CAD mn	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Less dividend payments to minority shareholders	CAD mn	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other operational adjustments	CAD mn	-2.6	-7.4	6.5	-3.9	0.0	0.0	0.0
<b>Financing cash flow</b>	<b>CAD mn</b>	<b>11.9</b>	<b>17.2</b>	<b>35.2</b>	<b>15.1</b>	<b>-10.2</b>	<b>-9.2</b>	<b>-8.3</b>
Net cash inflow	CAD mn	0.8	-1.3	6.9	-6.3	10.2	35.3	13.0
Currency adjustments	CAD mn	0.1	-0.1	0.5	0.5	0.0	0.0	0.0
Net cash opening balance	CAD mn	1.5	2.4	1.0	8.4	2.6	12.8	48.1
<b>Net cash closing balance</b>	<b>CAD mn</b>	<b>2.4</b>	<b>1.0</b>	<b>8.4</b>	<b>2.6</b>	<b>12.8</b>	<b>48.1</b>	<b>61.1</b>

SOURCE: COMPANY DATA, SPHENE CAPITAL FORECASTS

## One View I, 2013-2019

IFRS (31.12.)		2013	2014	2015	2016	2017	2018	2019
<b>Key data</b>								
Sales	CAD mn	18.3	29.6	36.1	37.3	39.0	65.2	54.6
Gross profit	CAD mn	6.9	19.3	-1.6	4.3	6.7	28.5	16.4
EBITDA	CAD mn	3.9	14.9	-7.9	-4.6	-3.7	19.1	6.2
EBIT	CAD mn	0.4	10.3	-18.2	-18.2	-10.1	-7.6	-8.4
EBT	CAD mn	0.6	9.9	-20.9	-20.5	-8.1	-10.0	-5.1
Net income	CAD mn	2.4	10.4	-20.3	-21.2	-8.2	-10.7	-5.2
No. of employees		0	0	0	0	0	0	0
<b>Per share data</b>								
Price high	CAD	1.10	0.95	0.86	0.44	0.69	0.96	1.08
Price low	CAD	0.62	0.62	0.23	0.21	0.21	0.37	0.42
Price average/last	CAD	0.97	0.76	0.61	0.30	0.39	0.69	0.77
Price average/last	CAD	0.62	0.65	0.28	0.29	0.59	0.61	0.42
EPS	CAD	0.07	0.24	-0.38	-0.22	-0.08	-0.06	-0.04
BVPS	CAD	0.74	1.09	0.95	0.37	0.38	0.23	0.19
CFPS	CAD	0.01	0.20	0.02	-0.02	-0.02	0.06	0.02
Dividend	CAD	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Price target	CAD							
Performance to price target	%							
<b>Profitability ratios</b>								
EBITDA margin	%	21.1%	50.5%	-22.0%	-12.4%	-9.4%	29.4%	11.4%
EBIT margin	%	2.3%	34.9%	-50.3%	-48.7%	-25.8%	-11.7%	-15.3%
Pre-tax margin	%	3.3%	33.4%	-57.9%	-55.0%	-20.8%	-15.3%	-9.3%
Net margin	%	13.3%	35.1%	-56.1%	-56.8%	-21.1%	-16.4%	-9.6%
FCF margin	%	-31.1%	4.5%	-42.4%	-39.1%	-34.8%	7.5%	-6.6%
ROE	%	8.9%	22.1%	-41.4%	-59.5%	-18.1%	-26.2%	-15.5%
NWC/Sales	%	-11.3%	1.3%	-29.2%	-27.8%	22.3%	19.0%	-17.4%
Revenues per head	CAD k	n/a	n/a	n/a	n/a	n/a	n/a	n/a
EBIT per head	CAD k	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Capex/Sales	%	85.1%	35.5%	87.3%	115.7%	-19.3%	-25.2%	9.5%
<b>Growth ratios</b>								
Sales	%	n/a	61.4%	22.1%	3.2%	4.6%	67.0%	-16.2%
Gross profit	%	n/a	178.4%	-108.3%	-371.1%	53.6%	326.9%	-42.3%
EBITDA	%	n/a	287.0%	n/a	-41.8%	-20.6%	n/a	-67.4%
EBIT	%	n/a	n/a	n/a	-0.1%	-44.6%	-24.4%	9.7%
EBT	%	n/a	n/a	n/a	-1.9%	-60.4%	22.8%	-49.2%
Net income	%	n/a	325.7%	n/a	4.4%	-61.1%	29.7%	-51.0%
EPS	%	n/a	265.5%	n/a	-42.9%	-64.2%	-19.6%	-42.9%
CFPS	%	n/a	n/a	-92.3%	n/a	46.4%	n/a	-62.1%
SOURCE: COMPANY DATA, SPHENE CAPITAL								

## One View I, 2020-2026e

IFRS (31.12.)		2020	2021	2022	2023e	2024e	2025e	2026e
<b>Key data</b>								
Sales	CAD mn	25.1	20.8	24.8	34.3	63.7	102.6	105.8
Gross profit	CAD mn	0.7	0.4	3.8	10.6	34.0	58.7	60.9
EBITDA	CAD mn	-6.9	-7.5	-6.1	0.1	23.2	47.7	49.7
EBIT	CAD mn	-8.9	-5.1	-7.4	-6.0	12.0	36.3	38.3
EBT	CAD mn	-10.1	-8.2	-14.1	-7.4	10.6	35.0	37.0
Net income	CAD mn	-9.1	-7.8	-14.5	-6.2	8.0	26.3	27.7
No. of employees		0	0	407	438	442	446	450
<b>Per share data</b>								
Price high	CAD	0.81	1.27	1.05	0.86			
Price low	CAD	0.34	0.64	0.57	0.59			
Price average/last	CAD	0.59	0.98	0.82	0.70			
Price average/last	CAD	0.64	0.89	0.68	0.60	0.60	0.60	0.60
EPS	CAD	-0.04	-0.06	-0.07	-0.03	0.04	0.12	0.13
BVPS	CAD	0.16	0.19	0.19	0.17	0.20	0.32	0.45
CFPS	CAD	-0.03	-0.04	-0.03	-0.13	0.18	0.29	0.19
Dividend	CAD	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Price target	CAD							<b>1.69</b>
Performance to price target	%							<b>181.7%</b>
<b>Profitability ratios</b>								
EBITDA margin	%	-27.4%	-35.8%	-24.6%	0.3%	36.4%	46.5%	47.0%
EBIT margin	%	-35.7%	-24.5%	-29.9%	-17.5%	18.8%	35.4%	36.2%
Pre-tax margin	%	-40.4%	-39.6%	-57.0%	-21.6%	16.6%	34.1%	35.0%
Net margin	%	-36.1%	-37.2%	-58.4%	-18.2%	12.5%	25.6%	26.2%
FCF margin	%	-44.3%	-88.5%	n/a	-62.5%	32.0%	43.4%	20.1%
ROE	%	-31.1%	-20.7%	-36.5%	-17.0%	17.8%	37.1%	28.1%
NWC/Sales	%	-44.1%	-60.6%	-64.6%	-67.8%	-67.8%	-67.8%	-67.8%
Revenues per head	CAD k	n/a	n/a	61	78	144	230	235
EBIT per head	CAD k	n/a	n/a	-18.2	-13.8	27.1	81.5	85.0
Capex/Sales	%	55.8%	42.9%	-213.9%	17.9%	17.6%	11.0%	10.8%
<b>Growth ratios</b>								
Sales	%	-54.1%	-16.9%	18.9%	38.5%	85.4%	61.0%	3.1%
Gross profit	%	-95.7%	-38.4%	785.9%	176.0%	220.2%	72.7%	3.8%
EBITDA	%	n/a	8.5%	-18.1%	n/a	n/a	105.8%	4.3%
EBIT	%	7.1%	-42.9%	45.1%	-18.7%	n/a	204.0%	5.3%
EBT	%	100.3%	-18.7%	71.4%	-47.6%	n/a	230.4%	5.6%
Net income	%	73.1%	-14.4%	86.9%	-56.9%	n/a	230.4%	5.6%
EPS	%	20.5%	35.3%	17.7%	-58.0%	n/a	230.4%	5.6%
CFPS	%	n/a	61.6%	-38.6%	395.4%	n/a	63.3%	-35.9%
SOURCE: COMPANY DATA, SPHENE CAPITAL FORECASTS								

## One View II, 2013-2019

IFRS (31.12.)		2013	2014	2015	2016	2017	2018	2019
<b>Balance sheet ratios</b>								
Fixed assets	CAD mn	35.7	63.0	107.8	148.6	143.0	121.6	123.3
Current assets	CAD mn	5.0	23.6	7.6	17.7	15.8	23.8	9.4
Equity	CAD mn	27.3	47.1	49.0	35.6	45.6	40.9	33.8
Liabilities	CAD mn	14.8	41.0	68.5	132.2	114.5	106.4	99.8
Equity ratio	%	64.8%	53.5%	41.7%	21.2%	28.5%	27.7%	25.3%
Gearing	%	19.2%	13.2%	90.1%	155.8%	105.9%	161.6%	142.0%
Working capital	CAD mn	-2.1	0.4	-10.5	-10.4	8.7	12.4	-9.5
Capital employed	CAD mn	30.2	59.5	93.2	135.4	148.9	132.7	112.8
	x	0.4	0.3	0.3	0.2	0.2	0.4	0.4
<b>Enterprise Value</b>								
No. of shares	mn	37.0	43.1	51.8	96.5	121.6	178.6	181.5
Market cap.	CAD mn	40.7	41.0	44.5	42.5	83.9	171.4	n/a
Market cap.	CAD mn	23.0	26.8	11.9	20.3	25.5	66.1	76.2
Market cap.	CAD mn	35.9	32.8	31.6	29.0	47.4	123.2	139.7
Market cap.	CAD mn	23.0	28.0	14.5	28.0	71.7	108.9	76.2
Net debt	CAD mn	5.2	6.2	44.1	55.4	48.3	66.0	48.0
Pension reserves	CAD mn	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Minorities	CAD mn	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Excess Cash	CAD mn	0.0	0.0	0.0	0.0	0.0	0.0	0.0
EV high	CAD mn	46.0	47.2	88.7	97.9	132.2	237.5	n/a
EV low	CAD mn	28.2	33.0	56.1	75.7	73.9	132.1	124.2
EV average	CAD mn	41.2	39.0	75.7	84.4	95.7	189.3	187.8
Enterprise Value	CAD mn	28.2	34.3	58.6	83.4	120.0	175.0	124.2
<b>Valuation ratios</b>								
EV/sales high	x	2.5	1.6	2.5	2.6	3.4	3.6	n/a
EV/sales low	x	1.5	1.1	1.6	2.0	1.9	2.0	2.3
EV/sales average	x	2.2	1.3	2.1	2.3	2.5	2.9	3.4
EV/sales	x	1.5	1.2	1.6	2.2	3.1	2.7	2.3
EV/EBITDA high	x	11.9	3.2	n/a	n/a	n/a	12.4	n/a
EV/EBITDA low	x	7.3	2.2	n/a	n/a	n/a	6.9	19.9
EV/EBITDA average	x	10.7	2.6	n/a	n/a	n/a	9.9	30.1
EV/EBITDA	x	7.3	2.3	n/a	n/a	n/a	9.1	19.9
EV/EBIT last	x	68.0	3.3	n/a	n/a	n/a	n/a	n/a
P/E high	x	16.7	3.9	n/a	n/a	n/a	n/a	n/a
P/E low	x	9.4	2.6	n/a	n/a	n/a	n/a	n/a
P/E average	x	14.7	3.2	n/a	n/a	n/a	n/a	n/a
P/E load	x	9.4	2.7	n/a	n/a	n/a	n/a	n/a
P/BV load	x	0.8	0.6	0.3	0.8	1.6	2.7	2.3
P/CF load	x	71.6	3.8	39.6	n/a	n/a	11.3	33.2
FCF yield	%	-24.8%	4.8%	-105.6%	-52.2%	-18.9%	4.5%	-4.7%
Dividend-yield	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

SOURCE: COMPANY DATA, SPHENE CAPITAL

## One View II, 2020-2026e

IFRS (31.12.)		2020	2021	2022	2023e	2024e	2025e	2026e
<b>Balance sheet ratios</b>								
Fixed assets	CAD mn	141.2	155.0	172.0	159.3	166.8	174.9	183.6
Current assets	CAD mn	9.8	10.9	20.3	15.4	36.4	86.2	100.4
Equity	CAD mn	29.2	37.5	39.8	36.6	44.6	70.8	98.6
Liabilities	CAD mn	121.9	128.4	153.1	138.1	158.7	190.3	185.4
Equity ratio	%	19.3%	22.6%	20.6%	21.0%	21.9%	27.1%	34.7%
Gearing	%	202.8%	177.8%	203.9%	271.4%	177.3%	48.7%	13.4%
Working capital	CAD mn	-11.1	-12.6	-16.0	-23.3	-43.2	-69.6	-71.8
Capital employed	CAD mn	127.9	139.7	152.7	132.4	119.7	100.8	106.5
	x	0.2	0.1	0.1	0.2	0.3	0.4	0.4
<b>Enterprise Value</b>								
No. of shares	mn	183.4	198.2	213.1	218.4	218.4	218.4	218.4
Market cap.	CAD mn	148.5	251.7	223.8	187.9	n/a	n/a	n/a
Market cap.	CAD mn	62.3	126.8	121.5	128.9	n/a	n/a	n/a
Market cap.	CAD mn	108.2	194.2	174.8	152.9	n/a	n/a	n/a
Market cap.	CAD mn	117.4	176.4	144.9	131.1	131.1	131.1	131.1
Net debt	CAD mn	59.2	66.7	81.0	99.4	79.0	34.5	13.2
Pension reserves	CAD mn	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Minorities	CAD mn	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Excess Cash	CAD mn	0.0	0.0	0.0	0.0	0.0	0.0	0.0
EV high	CAD mn	207.7	318.4	304.8	287.3	n/a	n/a	n/a
EV low	CAD mn	121.5	193.5	202.5	228.3	n/a	n/a	n/a
EV average	CAD mn	167.3	260.9	255.8	252.3	n/a	n/a	n/a
Enterprise Value	CAD mn	176.5	243.0	226.0	230.5	210.1	165.6	144.3
<b>Valuation ratios</b>								
EV/sales high	x	8.3	15.3	12.3	8.4	n/a	n/a	n/a
EV/sales low	x	4.8	9.3	8.2	6.6	n/a	n/a	n/a
EV/sales average	x	6.7	12.5	10.3	7.3	n/a	n/a	n/a
EV/sales	x	7.0	11.7	9.1	6.7	3.3	1.6	1.4
EV/EBITDA high	x	n/a	n/a	n/a	n/a	n/a	n/a	n/a
EV/EBITDA low	x	n/a	n/a	n/a	n/a	n/a	n/a	n/a
EV/EBITDA average	x	n/a	n/a	n/a	n/a	n/a	n/a	n/a
EV/EBITDA	x	n/a	n/a	n/a	n/a	9.1	3.5	2.9
EV/EBIT last	x	n/a	n/a	n/a	n/a	17.6	4.6	3.8
P/E high	x	n/a	n/a	n/a	n/a	n/a	n/a	n/a
P/E low	x	n/a	n/a	n/a	n/a	n/a	n/a	n/a
P/E average	x	n/a	n/a	n/a	n/a	n/a	n/a	n/a
P/E load	x	n/a	n/a	n/a	n/a	16.5	5.0	4.7
P/BV load	x	4.0	4.7	3.6	3.6	2.9	1.9	1.3
P/CF load	x	n/a	n/a	n/a	n/a	0.0	0.0	0.0
FCF yield	%	-9.5%	-10.5%	-19.5%	-16.4%	15.6%	34.0%	16.2%
Dividend-yield	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

SOURCE: COMPANY DATA, SPHENE CAPITAL FORECASTS



## Discounted Cash Flow Valuation, 2023e-2052e

IFRS (31.12.)		2023e	2024e	2025e	2026e	2027e	2028e	2029e	2030e	2031e	2032e	2033e	2034e	2035e	2036e	2037e
<b>Revenues</b>	CAD mn	<b>34.3</b>	<b>63.7</b>	<b>102.6</b>	<b>105.8</b>	<b>108.9</b>	<b>111.8</b>	<b>114.5</b>	<b>116.9</b>	<b>119.1</b>	<b>121.1</b>	<b>122.8</b>	<b>124.3</b>	<b>125.6</b>	<b>126.7</b>	<b>127.7</b>
YoY	%	38.5%	85.4%	61.0%	3.1%	2.9%	2.7%	2.4%	2.1%	1.9%	1.6%	1.4%	1.2%	1.0%	0.9%	0.8%
<b>EBIT</b>	CAD mn	<b>-6.0</b>	<b>12.0</b>	<b>36.3</b>	<b>38.3</b>	<b>39.4</b>	<b>40.4</b>	<b>41.4</b>	<b>42.3</b>	<b>43.1</b>	<b>43.8</b>	<b>44.4</b>	<b>45.0</b>	<b>45.4</b>	<b>45.8</b>	<b>46.2</b>
EBIT margin	%	-17.5%	18.8%	35.4%	36.2%	36.2%	36.2%	36.2%	36.2%	36.2%	36.2%	36.2%	36.2%	36.2%	36.2%	36.2%
Taxes	CAD mn	1.2	-2.7	-8.8	-9.2	-9.5	-9.8	-10.0	-10.2	-10.4	-10.6	-10.7	-10.9	-11.0	-11.1	-11.2
<b>Tax rate (τ)</b>	%	<b>19.4%</b>	<b>22.2%</b>	<b>24.1%</b>	<b>24.2%</b>	<b>24.2%</b>	<b>24.2%</b>	<b>24.2%</b>	<b>24.2%</b>	<b>24.2%</b>	<b>24.2%</b>	<b>24.2%</b>	<b>24.2%</b>	<b>24.2%</b>	<b>24.2%</b>	<b>24.2%</b>
Adjusted EBIT(1-τ)	CAD mn	<b>-4.9</b>	<b>9.3</b>	<b>27.6</b>	<b>29.0</b>	<b>29.9</b>	<b>30.7</b>	<b>31.4</b>	<b>32.1</b>	<b>32.7</b>	<b>33.2</b>	<b>33.7</b>	<b>34.1</b>	<b>34.4</b>	<b>34.8</b>	<b>35.0</b>
Reinvestment	CAD mn	20.2	12.7	18.8	-5.7	-2.3	-1.3	-0.9	-0.6	-0.4	-0.3	-0.3	-0.2	-0.2	-0.1	-0.1
<b>FCFF</b>	CAD mn	<b>15.4</b>	<b>22.0</b>	<b>46.4</b>	<b>23.3</b>	<b>27.5</b>	<b>29.3</b>	<b>30.5</b>	<b>31.5</b>	<b>32.2</b>	<b>32.9</b>	<b>33.4</b>	<b>33.9</b>	<b>34.3</b>	<b>34.6</b>	<b>34.9</b>
WACC	%	8.9%	8.7%	8.7%	8.7%	8.7%	8.6%	8.6%	8.6%	8.6%	8.6%	8.6%	8.6%	8.6%	8.6%	8.6%
Discount rate	%	100.0%	92.0%	84.7%	77.9%	71.7%	66.0%	60.8%	55.9%	51.5%	47.4%	43.7%	40.2%	37.0%	34.1%	31.4%
<b>Present value of free cash flows</b>	<b>CAD mn</b>	<b>15.4</b>	<b>20.3</b>	<b>39.3</b>	<b>18.2</b>	<b>19.7</b>	<b>19.4</b>	<b>18.6</b>	<b>17.6</b>	<b>16.6</b>	<b>15.6</b>	<b>14.6</b>	<b>13.6</b>	<b>12.7</b>	<b>11.8</b>	<b>11.0</b>

		2038e	2039e	2040e	2041e	2042e	2043e	2044e	2045e	2046e	2047e	2048e	2049e	2050e	2051e	2052e
<b>Revenues</b>	CAD mn	<b>128.6</b>	<b>129.4</b>	<b>130.2</b>	<b>130.9</b>	<b>131.6</b>	<b>132.3</b>	<b>133.0</b>	<b>133.6</b>	<b>134.3</b>	<b>135.0</b>	<b>135.7</b>	<b>136.4</b>	<b>137.0</b>	<b>137.7</b>	<b>138.4</b>
YoY	%	0.7%	0.6%	0.6%	0.6%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%
<b>EBIT</b>	CAD mn	<b>46.5</b>	<b>46.8</b>	<b>47.1</b>	<b>47.4</b>	<b>47.6</b>	<b>47.9</b>	<b>48.1</b>	<b>48.3</b>	<b>48.6</b>	<b>48.8</b>	<b>49.1</b>	<b>49.3</b>	<b>49.6</b>	<b>49.8</b>	<b>50.1</b>
EBIT margin	%	36.2%	36.2%	36.2%	36.2%	36.2%	36.2%	36.2%	36.2%	36.2%	36.2%	36.2%	36.2%	36.2%	36.2%	36.2%
Taxes	CAD mn	-11.2	-11.3	-11.4	-11.4	-11.5	-11.6	-11.6	-11.7	-11.7	-11.8	-11.9	-11.9	-12.0	-12.0	-12.1
<b>Tax rate (τ)</b>	%	<b>24.2%</b>	<b>24.2%</b>	<b>24.2%</b>	<b>24.2%</b>	<b>24.2%</b>	<b>24.2%</b>	<b>24.2%</b>	<b>24.2%</b>	<b>24.2%</b>	<b>24.2%</b>	<b>24.2%</b>	<b>24.2%</b>	<b>24.2%</b>	<b>24.2%</b>	<b>24.2%</b>
Adjusted EBIT(1-τ)	CAD mn	<b>35.3</b>	<b>35.5</b>	<b>35.7</b>	<b>35.9</b>	<b>36.1</b>	<b>36.3</b>	<b>36.5</b>	<b>36.7</b>	<b>36.8</b>	<b>37.0</b>	<b>37.2</b>	<b>37.4</b>	<b>37.6</b>	<b>37.8</b>	<b>38.0</b>
Reinvestment	CAD mn	-0.1	-0.1	-0.1	-0.1	-0.1	-0.1	-0.1	-0.1	-0.1	-0.1	-0.1	-0.1	-0.1	-0.1	-0.1
<b>FCFF</b>	CAD mn	<b>35.2</b>	<b>35.4</b>	<b>35.6</b>	<b>35.8</b>	<b>36.0</b>	<b>36.2</b>	<b>36.4</b>	<b>36.6</b>	<b>36.8</b>	<b>37.0</b>	<b>37.2</b>	<b>37.3</b>	<b>37.5</b>	<b>37.7</b>	<b>37.9</b>
WACC	%	8.6%	8.6%	8.6%	8.5%	8.5%	8.5%	8.5%	8.5%	8.5%	8.5%	8.5%	8.5%	8.5%	8.5%	8.5%
Discount rate	%	28.9%	26.6%	24.5%	22.6%	20.8%	19.2%	17.7%	16.3%	15.0%	13.8%	12.8%	11.8%	10.8%	10.0%	9.2%
<b>Present value of free cash flows</b>	<b>CAD mn</b>	<b>10.2</b>	<b>9.4</b>	<b>8.7</b>	<b>8.1</b>	<b>7.5</b>	<b>7.0</b>	<b>6.4</b>	<b>6.0</b>	<b>5.5</b>	<b>5.1</b>	<b>4.7</b>	<b>4.4</b>	<b>4.1</b>	<b>3.8</b>	<b>3.5</b>

SOURCE: SPHENE CAPITAL FORECASTS

## Discounted Cash Flow Valuation, 2053e-2073e

IFRS (31.12.)		2053e	2054e	2055e	2056e	2057e	2058e	2059e	2036e	2061e	2062e	2063e	2064e	2065e	2066e	2067e
<b>Revenues</b>	CAD mn	139.1	139.8	140.5	141.2	141.9	142.6	143.3	144.0	144.8	145.5	146.2	146.9	147.7	148.4	149.2
YoY	%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%
<b>EBIT</b>	CAD mn	50.3	50.6	50.8	51.1	51.3	51.6	51.8	52.1	52.4	52.6	52.9	53.2	53.4	53.7	54.0
EBIT margin	%	36.2%	36.2%	36.2%	36.2%	36.2%	36.2%	36.2%	36.2%	36.2%	36.2%	36.2%	36.2%	36.2%	36.2%	36.2%
Taxes	CAD mn	-12.2	-12.2	-12.3	-12.3	-12.4	-12.5	-12.5	-12.6	-12.7	-12.7	-12.8	-12.8	-12.9	-13.0	-13.0
<b>Tax rate (τ)</b>	%	24.2%	24.2%	24.2%	24.2%	24.2%	24.2%	24.2%	24.2%	24.2%	24.2%	24.2%	24.2%	24.2%	24.2%	24.2%
Adjusted EBIT(1-τ)	CAD mn	38.2	38.3	38.5	38.7	38.9	39.1	39.3	39.5	39.7	39.9	40.1	40.3	40.5	40.7	40.9
Reinvestment	CAD mn	-0.1	-0.1	-0.1	-0.1	-0.1	-0.1	-0.1	-0.1	-0.1	-0.1	-0.1	-0.1	-0.1	-0.1	-0.1
<b>FCFF</b>	CAD mn	38.1	38.3	38.5	38.7	38.9	39.1	39.2	39.4	39.6	39.8	40.0	40.2	40.4	40.6	40.8
WACC	%	8.5%	8.4%	8.4%	8.4%	8.4%	8.4%	8.4%	8.4%	8.4%	8.4%	8.4%	8.4%	8.4%	8.3%	8.3%
Discount rate	%	8.5%	7.8%	7.2%	6.7%	6.1%	5.7%	5.2%	4.8%	4.5%	4.1%	3.8%	3.5%	3.2%	3.0%	2.8%
<b>Present value of free cash flows</b>	<b>CAD mn</b>	<b>3.2</b>	<b>3.0</b>	<b>2.8</b>	<b>2.6</b>	<b>2.4</b>	<b>2.2</b>	<b>2.1</b>	<b>1.9</b>	<b>1.8</b>	<b>1.6</b>	<b>1.5</b>	<b>1.4</b>	<b>1.3</b>	<b>1.2</b>	<b>1.1</b>
		<b>2068e</b>	<b>2069e</b>	<b>2070e</b>	<b>2071e</b>	<b>2072e</b>	<b>2073e</b>									
<b>Revenues</b>	CAD mn	149.9	150.7	151.4	152.2	152.9	153.7									
YoY	%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%									
<b>EBIT</b>	CAD mn	54.2	54.5	54.8	55.0	55.3	55.6									
EBIT margin	%	36.2%	36.2%	36.2%	36.2%	36.2%	36.2%									
Taxes	CAD mn	-13.1	-13.2	-13.2	-13.3	-13.4	-13.4									
<b>Tax rate (τ)</b>	%	24.2%	24.2%	24.2%	24.2%	24.2%	24.2%									
Adjusted EBIT(1-τ)	CAD mn	41.1	41.3	41.5	41.7	42.0	42.2									
Reinvestment	CAD mn	-0.1	-0.1	-0.1	-0.1	-0.1	-0.1									
<b>FCFF</b>	CAD mn	41.0	41.3	41.5	41.7	41.9	42.1									
WACC	%	8.3%	8.3%	8.3%	8.3%	8.3%	8.3%									
Discount rate	%	2.5%	2.3%	2.2%	2.0%	1.8%	1.7%									
<b>Present value of free cash flows</b>	<b>CAD mn</b>	<b>1.0</b>	<b>1.0</b>	<b>0.9</b>	<b>0.8</b>	<b>0.8</b>	<b>0.7</b>									

SOURCE: SPHENE CAPITAL FORECASTS

## Discounted Cash Flow Valuation

IFRS (31.12.)		
Present value of terminal value	CAD mn	0.0
in % of Enterprise Value	%	0.0%
PV FCFF Detailed planning phase	CAD mn	93.1
in % of Enterprise Value	%	23.6%
PV FCFF rough planning phase	CAD mn	300.9
in % of Enterprise Value	%	76.4%
<b>Enterprise Value</b>	<b>CAD mn</b>	<b>394.0</b>
Financial debt	CAD mn	-89.5
Excess Cash	CAD mn	8.3
<b>Value of equity</b>	<b>CAD mn</b>	<b>312.8</b>
Number of shares	mn	218.4
<b>Value of equity per share</b>	<b>CAD</b>	<b>1.43</b>
<b>Value of assets in development</b>	<b>CAD</b>	<b>0.26</b>
<b>Price target</b>	<b>CAD</b>	<b>1.69</b>
Current share price	CAD	0.60
Share price potential	%	181.7%

SOURCE: SPHENE CAPITAL FORECASTS

This analysis was prepared by



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Buy	We expect a stock to rise by at least 10%.
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Risk	Estimated probability that the result of the analysed company differs from our forecast earnings by more than 20% due to company- or market-specific reasons
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High	50-80%
Medium	20-50%
Low	<20%

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<b>Date/Time of publication:</b>	<b>Price target/Current share price:</b>	<b>Rating/Validity:</b>	<b>Conflict of Interest (key)</b>
16 05 2023/10:10 h	CAD 1.69/CAD 0.60	Buy, 36 months	8
11 05 2023/09:50 h	CAD 1.59/CAD 0.65	Buy, 36 months	8
24 01 2023/12:40 h	CAD 1.66/CAD 0.85	Buy, 24 months	8
15 11 2022/09:25 h	CAD 1.67/CAD 0.71	Buy, 24 months	1, 2, 8

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