

# ODI Pharma (ODI)

## Continued Strong Momentum



ODI Pharma AB ("ODI Pharma" or the "Company") delivered another strong quarter during Q4-23/24 (broken fiscal year), further proving the collaboration with Synoptis as a game changer in terms of commercializing the Company's products. For the upcoming fiscal year 2024/2025, where the collaboration agreement will be active for the full year, we estimate sales of SEK 69.1m, while reaching an EBIT margin of 9%, which makes ODI Pharma one of few companies in the cannabis sector delivering profitability. With estimated net sales of SEK 127m by 2025/2026, and with an applied P/S multiple of 2.6x, a potential present value per share of SEK 17.4 (17.4) is derived in a Base scenario.

### Continued Growth

ODI Pharma delivered another strong quarter regarding sales, amounting to SEK 7.5m, 9% above our estimates of SEK 6.9m. The reported sales is expected to be primarily attributable to sales in the Polish market via the collaboration agreement with Synoptis Pharma, further validating the anticipated strong sales growth because of the agreement. We expect Synoptis strong market position in Poland, and other Eastern European countries, to continue to fuel growth over the upcoming fiscal year as the contract will be active for the full year.

### Stable Cost Base

Adjusted for a one-off cost of SEK 0.35m related to the sale of the Kandol brand which occurred in December 2023, the operating expenses amounted to SEK 2.3m, corresponding to an increase of 25%. The increased cost base is assumed to be attributable to shipping costs for the products sold, however Analyst Group reiterates the view of ODI Pharma's scalable business model, where operating costs can be kept low even with a rapid increase in sales. For the upcoming fiscal year 2024/2025, we estimate an EBIT margin of 9%.

### Enters the Swiss Market

ODI Pharma has announced that the Company has completed a first small delivery of products to the Swiss market, which is a newly addressed geographical market. Analyst Group sees this as a strategic market entry since it is the first delivery of products outside the collaboration agreement with Synoptis, validating that ODI Pharma can expand to new markets outside of Eastern Europe for increased revenue diversification. Going forward, we see opportunities for ODI Pharma to enter additional new markets in Western Europe.

### Small Changes in our Valuation Range

As the report was largely in line with our expectations, we have only made minor adjustments in our financial forecasts. Taking these adjustments into account and considering a general multiple contraction among peers, we have made slight adjustments to our Bear and Bull scenarios while maintaining the derived valuation in the Base scenario.

### VALUATION RANGE

**Bear**  
SEK 3.8

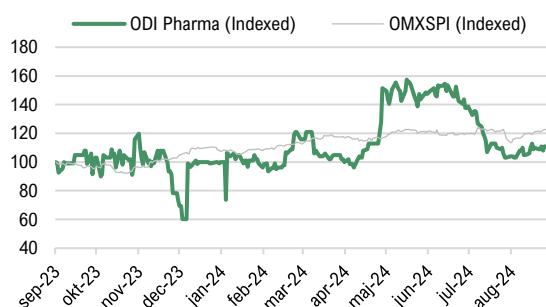
**Base**  
SEK 17.4

**Bull**  
SEK 20.7

### KEY INFORMATION

Share Price (2024-09-04)	5.50
Shares Outstanding	15,220,000
Market Cap (SEKm)	83.7
Net cash(-)/debt(+)	-2.6
Enterprise Value (SEKm)	81.1
List	Spotlight Stock Market
Quarterly report 1 2024/2025	TBA

### SHARE PRICE DEVELOPMENT



### OWNERS (SOURCE: HOLDINGS)

Volker Wiederrich	39.8%
Niclas Kappelin	26.1%
Derek Simmross	26.0%
Tomi Kalevi Heikkinen	0.3%
Siv Merethe Skorpen	0.3%

### Estimates (SEKm)

	2023/2024	2024/2025E	2025/2026E	2026/2027E
Net Sales	22.4	69.1	126.6	172.7
COGS	-17.7	-54.7	-99.8	-135.4
<b>Gross Profit</b>	<b>7.8</b>	<b>14.4</b>	<b>26.8</b>	<b>37.3</b>
Gross Margin <sup>1</sup>	21%	21%	21%	22%
Operating Costs	-6.5	-7.9	-9.8	-11.2
<b>EBITDA</b>	<b>1.2</b>	<b>6.4</b>	<b>17.0</b>	<b>26.1</b>
EBITDA Margin <sup>1</sup>	-8%	9%	13%	15%
P/S	3.7	1.2	0.7	0.5
EV/S	3.6	1.2	0.6	0.5
EV/EBITDA	66.3	12.6	4.8	3.1
EV/EBIT	66.5	12.6	4.8	3.1

<sup>1</sup>Adjusted for other operating income

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### ABOUT THE COMPANY

ODI Pharma is a supplier of a wide range of medical cannabis products, based on dried flowers and consisting of different levels of THC and CBD. The Company sources the products from one of the largest suppliers in the world, Canadian Tilray. The products are then sold to ODI Pharma's distributor Synoptis, part of the market leading pharmaceutical company in Poland, NEUCA, initially to the Polish market, who market and distribute products to pharmacies. The products are utilized for the treatment of conditions such as multiple sclerosis, chronic pain, and chemotherapy. ODI Pharma has been listed on the Spotlight Stock Market since 2020.

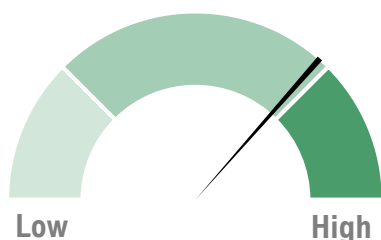
### CEO AND CHAIRMAN

CEO	Derek Simmross
Chairman	Volker Wiederrich

### ANALYST

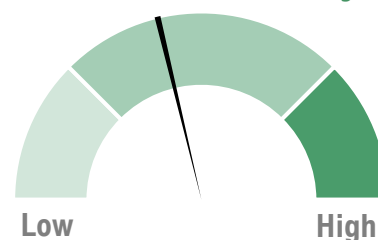
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### Value Drivers



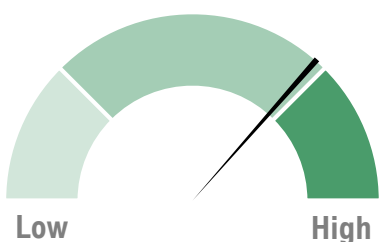
Analyst Group sees the exclusive agreement with Synoptis as a strong value driver going forward. The agreement is expected to enable ODI Pharma's products to be sold under a strong pharmaceutical brand through Synoptis, as Analyst Group expects them to sell the products under their own well-known brand in the future. The agreement allow the Company to grow with a low cost base, paving the way for increased profitability and a higher valuation of the share.

### Historical Profitability



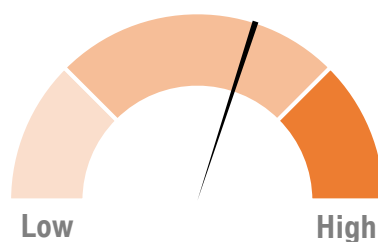
ODI Pharma has a history of negative cash flow as the Company has gone through a long process to get products approved for sale in Poland. The Q3-23/24-report marked a significant milestone for ODI Pharma with an EBIT margin of 11% and we expect ODI Pharma to continue to grow sales and be profitable in the coming years. The rating is based on historical results and is not forward-looking.

### Management & Board



The founders and board members of the Company have an extensive background in the trading industry, and the medical cannabis industry as well. The two founders, CEO Derek Simmross and Chairman of the board, Volker Wiederrich are significant shareholders, with 26% and 39.8% of the shares respectively, which provides incentives to create shareholder value.

### Risk Profile



The medical cannabis market is highly regulated, which is why ODI Pharma needs to obtain and maintain appropriate import licenses, constituting a regulatory risk. The cash position at the end of June 2024 amounted to SEK 2.6m and Analyst Group now deems it important for ODI Pharma to generate a positive cash flow going forward, which we estimate in the upcoming fiscal year through sales growth in combination with a scalable and asset light business model.

## Continued Strong Momentum

**SEK 7.5m**  
Net sales

The Q4-report marked another strong quarter for ODI Pharma where the net sales amounted to SEK 7.5m (0.0) in Q4-23/24, 9% above Analyst Group's estimates of SEK 6.9m. The increased sales are assumed to be mainly attributable to, like in the previous quarter, the collaboration agreement with Synoptis Pharma and sales on the Polish market. Moreover, ODI Pharma are actively seeking more European markets to diversify the geographical footprint. The collaboration agreement with Synoptis Pharma includes 23 countries in Eastern Europe, why Analyst Group believes that there are still strong growth opportunities within the framework of the collaboration. Additionally, ODI Pharma completed a first product delivery to the Swiss market at the end of the fourth quarter, which is considered a strategically important milestone. Therefore, Analyst Group believes there is still ample room for growth, both through increased sales in the Polish market and through geographic expansion. The Company's competitive advantage is assumed to be Synoptis strong brand in Eastern Europe, where we expect Synoptis to sell the products under its own brand. Doctors and patients in Poland are anticipated to prioritize a well-known local brand over other international brands, especially as the pricing for the products is expected to be similar.

**20.1%**  
Gross margin

The gross margin, adjusted for other operating income, amounted to 20.1%, in line with our expectations of 20.5%. The operating expenses, excluding depreciation, amounted to SEK 2.7m (1.9), corresponding to an increase of 44%. The operating expenses was affected by a one-off cost of SEK 0.35m related to the sale of the Kandol brand which occurred in December 2023. Adjusted for this one-off cost, the operating expenses amounted to SEK 2.3m, corresponding to an increase of 25%. The increased cost base is assumed to be attributable to shipping costs for the products sold. Nevertheless, Analyst Group reiterates the view of ODI Pharma's scalable business model, where operating costs can be kept low even with a rapid increase in sales. Moreover, the business model is asset light with limited or no investments needed, which is expected to lead to a good cash conversion ratio.

Adjusted for the one-off cost of SEK 0.35m, the EBIT result amounted to SEK -0.6m. With the scalable business model, we expect the estimated sales growth to lead to improved and positive results going forward, in combination with a good cash conversion ratio. Below is a summary of the quarterly results and a comparison with our estimates.

Estimates vs Actuals (SEKm)	Q4-23/24E	Q4-23/24A	Diff
Net sales	6.9	7.5	0.6
Other operating income	0.0	0.2	0.2
<b>Total income</b>	<b>6.9</b>	<b>7.7</b>	<b>0.8</b>
COGS	-5.5	-6.0	-0.5
<b>Gross profit</b>	<b>1.4</b>	<b>1.7</b>	<b>0.3</b>
Gross margin (adj)	20.5%	20.1%	
External expenses	-1.2	-1.4	-0.2
Personal expenses	-0.4	-0.9	-0.5
Other operating expenses	0.0	-0.4	-0.4
<b>EBITDA</b>	<b>-0.2</b>	<b>-1.0</b>	<b>-0.8</b>
EBITDA margin (adj.)	-2.5%	-15.1%	
Depreciation	0.0	0.0	0.0
<b>EBIT</b>	<b>-0.2</b>	<b>-1.0</b>	<b>-0.8</b>
EBIT margin (adj.)	-2.5%	-15.1%	
Interest income	0.0	0.1	0.1
Interest expenses	-0.2	-0.2	0.0
<b>EBT</b>	<b>-0.4</b>	<b>-1.1</b>	<b>-0.7</b>
Taxes	0.0	-0.1	-0.1
<b>Net result</b>	<b>-0.4</b>	<b>-1.2</b>	<b>-0.8</b>
Net margin (adj.)	-5.7%	-18.5%	

## Stable Financial Position

The cash position at the end of the quarter amounted to SEK 2.6m, compared to SEK 5.9m at the end of the previous quarter. The cash flow during Q4-23/24 was affected by a negative development in net working capital of SEK 4.2m. Given that we estimate a positive result and cash flow in the upcoming fiscal year, in combination with the asset light business model with no estimated investments needed, we see ODI Pharma's financial position as solid. Additionally, the Company has no long-term debt on the balance sheet, which allows for financing through loans if needed.

## New Strategic Market Entry to Switzerland

At the end of the quarter, ODI Pharma announced that the Company has completed a first delivery of products to the Swiss market, a new market for ODI Pharma. The delivery is the first one outside of the collaboration agreement with Synoptis Pharma, which includes 23 countries in Eastern Europe, why it marks an important strategic milestone for ODI Pharma and in line with the Company's goal to widen the Company's market footprint and adapt to changing market dynamics. Analyst Group views positively on the entry to the Swiss market which marks a first step in this direction to increase revenue diversification and hence the reliance on the agreement with Synoptis.

**To summarize**, Analyst Group sees the results as further proof of concept regarding the collaboration with Synoptis as a game changer for ODI Pharma in terms of scaling up sales and commercializing the Company's products. We expect the scale up to continue throughout the upcoming fiscal year, thus resulting in substantial growth, further supported by geographical expansion, with a positive result and cash flow because of the scalable and asset light business model.

## Geographical expansion



**Q4-23/24**  
*in a nutshell*

**SEK 7.5m**  
Net sales

**20%**  
Gross margin

**SEK -1m**  
EBIT

**SEK 2.6m**  
Cash position

Large market potential in Poland



Synoptis Pharma is a daughter company to the market leading pharmaceutical company NEUCA, with the mission to provide pharmacists, medical doctors and patients with products that bring value for health. In 2023, Synoptis reached SEK ~900m in revenues, corresponding to a growth rate of 20% with an EBITDA result of SEK 240m. Synoptis Pharma has a well-developed network among pharmacies in Poland, reaching 83% of the country's pharmacies.

15%  
EBIT margin in 2026/2027E

Dependent of the agreement with Synoptis

### The Polish Market is Accelerating After Several Years of Lack of Supply

The Polish medical cannabis market has grown rapidly in recent years, albeit from low levels. The market supply has struggled to meet the existing demand as a result of few products being approved for use, leading to periods without any supply at all on the market. However, more products have been approved for sales in the last years, which resulted in a breakthrough year in 2023, where approximately 4,600 kg of medical cannabis was sold in the country, compared to approximately 1,200 kg in 2022. Hence, as the supply is now starting to meet demand in the country, the market is growing rapidly. At the same time, significant potential is still seen in the market. For instance, it is estimated that around 10 million people live with chronic pain in Poland. This can be compared to the number of treated patients with medical cannabis products, which stood at 9,261 in early 2022 according to Prohibition Partners, something that underscores the market potential according to Analyst Group.

### The Exclusive Collaboration Agreement with Synoptis is a Potential Game Changer

In August 2023, ODI Pharma entered an exclusive collaboration agreement with Synoptis Pharma, part of the NEUCA group, which states that ODI Pharma will be the exclusive supply partner for medical cannabis products to Synoptis in 23 countries in Eastern Europe for a period of 5 plus additional optional 3.5 years. The NEUCA group is a market leader in the wholesale distribution of pharmaceutical products in Poland and has approx. a 30% market share in all pharmaceutical sales in Poland and a strong presence in all of Eastern Europe with reported net sales of approx. SEK 32bn in 2023. Initially, we expect sales of the products on the Polish market and given that Synoptis has a strong brand awareness in the country, as well as in all of Eastern Europe, Analyst Group expects Synoptis to establish the products under their own brand in the future. We expect doctors and patients in Poland to prioritize a well-known local brand ahead of other international brands, especially as the pricing for the products are expected to be similar, which is beneficial and is estimated to drive the revenue growth for ODI Pharma. Following an expected favorable reception in the Polish market, Synoptis is anticipated to expand to more countries in Eastern Europe, something that is estimated to drive further growth for ODI Pharma.

### Highly Scalable Business Model with Low Operational Costs

As ODI Pharma acts as an intermediary between the leading cultivator Tilray, with whom ODI Pharma has a partnership, and the distributor Synoptis, while also outsourcing costs such as product shipping, the organization can be kept lean, which constitutes that operational costs are expected to be kept low, even with rapid scaling, which creates a scalable business model. Analyst Group sees the results of Q3-23/24 as proof of the scalable business model as sales grew to SEK 13.9m while the cost base was held stable, why the EBIT margin amounted to 11%. Moreover, the business model is asset light with limited or no investments needed, which is expected to lead to a good cash conversion ratio.

### Forecast and Valuation: a Summary

ODI Pharma delivered net sales of SEK 21.4m in H2-23/24 and given Synoptis strong pharmaceutical brand and the fact that Synoptis have communicated that the medical cannabis products will be an important factor for the growth in 2024, we expect strong sales growth for ODI Pharma going forward. Analyst Group estimate net sales to grow from SEK 22.4m in 2023/2024, to SEK 173m in 2026/2027. With a scalable business model, we expect the EBIT margin, adjusted for other operating income, to improve from -8% in 2023/2024 to 15% in 2026/2027. Based on an applied P/S multiple of 2.6x on 2025/2026 estimated net sales of SEK 127m and a discount rate of 13%, a present value per share of SEK 17.4 is derived in a Base scenario.

### The Medical Cannabis Market is Highly Regulated

The growth on the medical cannabis market in Poland has been held back by difficulties for products to meet regulations and get approved by the medicinal agency. The highly regulated and sluggish market is something ODI Pharma needs to monitor and obtain for new markets as well as maintain the appropriate import licenses. The Company bears the ultimate responsibility to Synoptis to ensure that the products comply with the regulations existing in the markets. Furthermore, ODI Pharma are dependent of the agreement with Synoptis, which poses a risk in the event that the agreement is terminated for any reason. However, ODI Pharma can expand to new markets, where the Company made a first strategic delivery to the Swiss market in June 2024, which is expected to be a long-term strategic objective for the Company.



# Company Description

ODI Pharma was founded in 2018 with the aim of being a leading producer of pharmaceutical cannabis in the European market. In 2020, the Company went public and raised SEK 25m in order to initiate the Polish strategy, meaning deliver products to and capitalizing on the growing Polish medical cannabis market. ODI Pharma had signed agreements with one of the largest Canadian suppliers, Aphria Inc, who were later acquired by another large Canadian cannabis supplier, Tilray, as well as a distribution agreement with NEUCA S.A., a leading pharmaceutical company in Poland. The strategy was to source products from Aphria and sell to Polish patients through pharmaceutical distributors like NEUCA, with the products being labeled ODI Pharma. However, obtaining market authorization to sell products in the Polish market took longer than expected, among other things due to the covid-19 pandemic, and ODI Pharma received approval from authorities to sell and distribute the Company's products in Poland in January 2023.

## The Exclusive Collaboration Agreement with Synoptis Pharma

Before sales of the ODI Pharma-labeled products started the Company entered an exclusive collaboration agreement with Synoptis Pharma, part of the NEUCA group, in August 2023. The agreement stipulates that ODI Pharma is the exclusive supply partner for medical cannabis products to Synoptis for a period of 5 plus additional optional 3.5 years covering 23 Eastern and Southeastern European markets, including for instance Poland, Czech Republic, Ukraine, Croatia. Initially sales will begin in Poland, where NEUCA is a market leading pharmaceutical company. Moreover, this agreement means that Synoptis will exclusively source medical cannabis from ODI Pharma to facilitate the distribution of medical cannabis. Through this agreement, Synoptis will market and distribute the products while ODI Pharma's role will be to source the products from the Company's supplier Tilray.

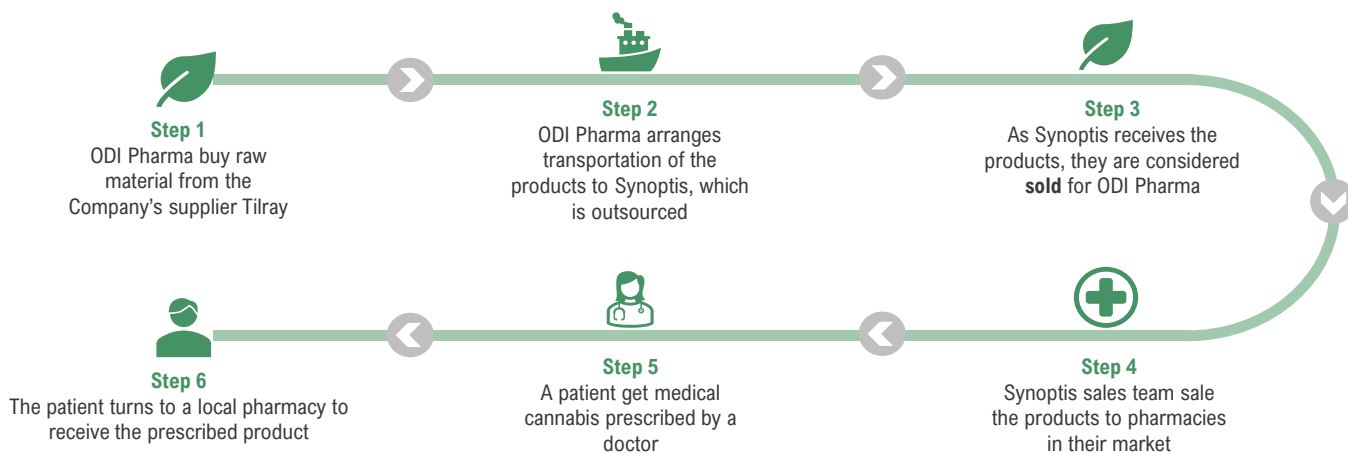
## Revenue Model

ODI Pharma's revenue in a given year is based on the number of gram's medical cannabis sold and the price per gram. ODI Pharma's revenue model is to sell raw material, i.e. the raw material of fully approved cannabis for medical purposes, to Synoptis Pharma, part of the NEUCA group, which is sourced from ODI Pharma's supplier Tilray. Synoptis then market and distribute the products in the different markets. Thus, ODI Pharma's revenue model is simple and paves the way for a low cost base. The products are high quality and with a competitive price in order to gain market share primarily on the Polish market. When a patient suffers from a condition that medical cannabis can mitigate, a doctor decides whether to prescribe medical cannabis, which is later retrieved at the pharmacy by the patient. Hence, the Company's revenue is dependent on doctors' prescriptions, as well as if the patient wish to be treated with medical cannabis. Currently, there are no insurance coverage for medical cannabis in the Polish market, which means that the patients pay for the products themselves. Based on a market price of EUR 13-16 per gram and an assumption of consumption of one gram per day, this cost amounts to approximately EUR 400 per patient and month. However, there are ongoing discussions about introducing insurance coverage, which means it could happen in the future.

## NEUCA

The NEUCA group is a market leader in the wholesale distribution of pharmaceutical products in Poland and has approx. a 30% market share in all pharmaceutical sales in Poland. Moreover, NEUCA is recognized by 60% of independent pharmacies, which there are over 9,400 of in Poland, as being the most important supplier of pharmaceuticals, which further reinforces the image of NEUCA as a market-leading brand in the country. Furthermore, NEUCA has a strong presence in all of Eastern Europe with reported net sales of approx. SEK 32bn in 2023.

### Illustration of ODI Pharma's Supply Chain all the way from Supplier to Patient.



Source: ODI Pharma and Analyst Groups Illustration



## The Products

ODI Pharma currently supplies a wide range of products to the Polish market, which are based on dried flowers, as this is the product that thus far has been regulated in Poland. The products consists of different levels of THC, CBD and strains, where doctors decide which formulation is ideal for every individual patient, based on the symptoms. The key difference between CBD and THC oil is that THC has psychoactive effects while CBD does not. Medical cannabis can be used for several different conditions where chronic pain, multiple sclerosis, cancer and epilepsy are among the most common. THC has properties that can reduce nausea, which can arise in cancer treatment, while CBD has a dampening effect on cramps, and a combination can provide efficacy to patients suffering from pain.

Even though ODI Pharma's products primarily are based on flowers today, the Company's flexible business model with a supply agreement with one of the largest manufacturers in the world, enables ODI Pharma to introduce new products to the market in the future. Hence, ODI Pharma can let market demand decide which products the Company will supply, which as of now is the dried flowers. The most common symptom among patients to use medical cannabis in general, thus also ODI Pharma's products, is chronic pain. However, there are several other diseases where medical cannabis can be useful as a treatment to relieve symptoms, for instance nausea during cancer treatment, multiple sclerosis and epilepsy.

## Cost Drivers

ODI Pharma's business model allows the Company to operate with a low cost base where the operational expenses can be held low while scaling up. The costs of goods sold (COGS) is expected to be the largest cost in the P&L as sales starts to ramp up. The COGS consists of the cost that ODI Pharma pays to the Company's cultivator Tilray for the raw material medical cannabis products. The products are ordered from Tilray as Synoptis places orders with ODI Pharma, meaning the Company does not need to maintain any inventory. Thanks to ODI Pharma's business model, which involves acting as an intermediary between the manufacturer Tilray, responsible for cultivating and producing the products, and the distributor Synoptis, who market and distribute the products, the Company can keep operational costs low and largely fixed. The external expenses includes accounting, office and listing costs, which are all fixed costs. The only notable variable cost is the shipping cost for the products, which ODI Pharma outsources to an external part. Regarding personnel expenses, these include salaries to the management and director fees to the board but are low due to ODI Pharma's ability to run a slim organization. As a result of the business model, the Company can also run an asset light business, without larger investments in fixed assets or inventory.

New products can be introduced through flexible business model

ODI Pharma operates with a low cost base

### Potential growth drivers

1

**Short-term:** Supply Synoptis with the products needed on the growing Polish market

2

**Short- to midterm:** Grow with Synoptis on new markets in Eastern Europe

3

**Short- to midterm:** Enter new markets, for instance in Western Europe.

## Strategic Outlook

The most important short-term strategic milestone for ODI Pharma is to supply Synoptis with the products needed on the growing Polish market. Historically, there has been difficulties in supplying the growing market demand in Poland, partly because of products not reaching the quality requirements under the Polish regulation, partly because of the government having limits of the amount that was allowed to get imported to the country. Hence, ODI Pharma needs to ensure that the Company can supply Synoptis with high-quality products in sufficient quantity to achieve customer satisfaction. Given that ODI Pharma sources the products from one of the world's largest suppliers of cannabis, Canadian Tilray, the Company is considered capable of fulfilling these needs.

In the short- to midterm, ODI Pharma's growth strategy includes growing through the agreement with Synoptis on new markets. As earlier mentioned, the exclusive collaboration agreement includes supply of medical cannabis in 23 different countries. Analyst Group expects the Polish market to be the initial focus, but it should also be noted that Synoptis, as part of the NEUCA group, is a market-leading pharmaceutical company primarily in Poland, but also throughout Eastern Europe, which is why an expansion regarding medical cannabis in other countries is considered imminent. Moreover, ODI Pharma is also expected to expand to new markets outside of the markets included in the Synoptis-agreement, for instance in Western European markets. This strategy was validated in June 2024 when ODI Pharma made a strategic first delivery to the Swiss market, thereby increasing the Company's geographic presence and marking the first delivery to a Western European country as well as outside the collaboration agreement with Synoptis. This is expected to occur through a similar setup as with Synoptis, where ODI Pharma finds a partner within the pharmaceutical industry and becomes a supplier to that company, or through direct sales to pharmacies.



# An Insight Into the Cannabis Market

The European medical cannabis market is in its early days and the regulatory framework is transforming throughout the continent. Hence, there are significant variations in the legislative frameworks of different European countries and the different rules and regulations according to the European Pharmacopeia, in regards to pesticides, quality and uniformity, which makes it difficult for medical cannabis companies to navigate the European market. In most markets, patients get access to medical cannabis through a prescription from a doctor, after which the products can be received at a pharmacy. Therefore, to expand the market, it is essential, among other things, to enhance doctors' knowledge regarding when medical cannabis is suitable for use, making the education of doctors about medical cannabis crucial.

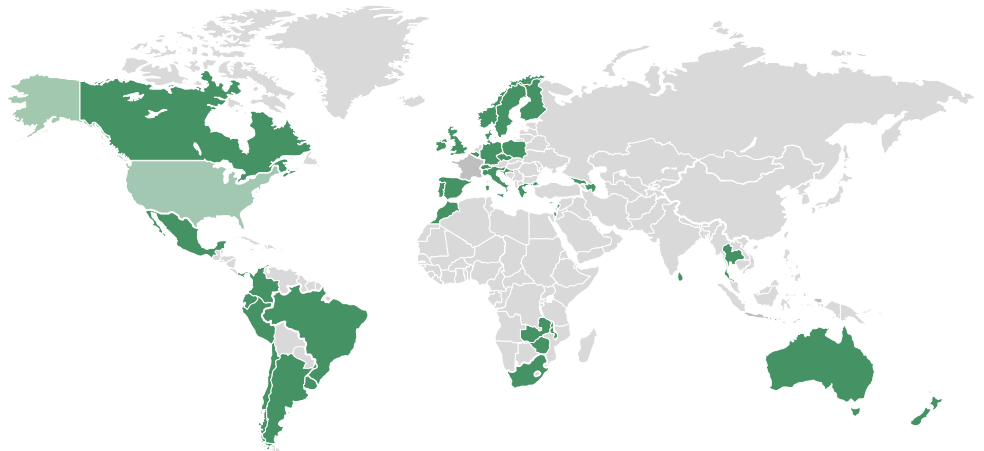
**150 million**  
pain patients in  
Europe

The most common symptom where medical cannabis is used for treatment is chronic pain. At present, approximately 150 million people are experiencing chronic pain in Europe. Other diseases where medical cannabis can be useful as a treatment to relieve symptoms is cancer, multiple sclerosis and epilepsy. According to WHO, the estimated number of new cancer treatments in Europe every year is approximately 3.7 million and it has been estimated that over 6 million people suffer from epilepsy<sup>1</sup>. Hence, one could argue that it is likely that a rise in demand for medical cannabis products is expected throughout a large number of countries. Since Canada introduced the medical cannabis program in 2016, several forms of legalizations have occurred in the European market. Several large and influential countries, such as Germany and the UK, have legalized and introduced the medical cannabis market, and more countries are expected to follow. Furthermore, Germany has legalized adult use in 2024 under a pilot program, which is expected to be a driver for more countries to ease regulations and a step towards greater acceptance of medical cannabis as well.

## ~50 Countries Worldwide are in Favour of Cannabis for Medical use.

Countries where cannabis for medical use is approved

- Approved medical use
- Approved medical use in 38 of 50 states
- Nonapproved for medical use



## The Illegal Market is a Competitor to the Medical Cannabis Companies

Today, many potential patients are self medicating cannabis illegally, for instance, 1.8 million people in the UK are thought to buy cannabis illegally on the “street”, as it does not require a prescription from a doctor, while approximately 25,000-30,000 patients are being treated with legal medical cannabis. Hence, the European market is expected to grow through legalization as patients turn to the legal market where the products have been regulated and thus meet high standards. However, this shift is expected to occur more quickly in markets with insurance coverage, as illegal cannabis is presumed to be cheaper. Therefore, some patients are expected to continue purchasing from the illegal market in countries where there is no insurance coverage.

<sup>1</sup>Source: Epilepsy Alliance Europe





Market growth has been held back by lack of supply

### The Growth of Medical Cannabis in Poland is Accelerating

Medical cannabis was approved under Polish law in 2017. Since the legalization, market demand has grown steadily and Poland has become one of the countries with the greatest number of patients being treated with medical cannabis according to Prohibition Partners, while the country has had challenges in meeting demand with the same amount of supply. As a result of the regulation regarding product approval in the Polish market, few products have managed to obtain approval for sales. Hence, the market growth in Poland has historically been held back by the lack of supply. For instance, throughout much of 2021, pharmacies nationwide had no supply of medical cannabis at all, and when a delivery of 140 kg arrived in November 2021, the entire shipment was sold out within just two weeks. Moreover, there are currently no insurance coverage for medical cannabis in the Polish market, which is also expected to be something that have held the market growth back. However, there are ongoing discussions on insurance coverage regarding medical cannabis, which could accelerate the market growth further if implemented.

The Polish medical cannabis market has shown strong growth since 2017, albeit from low levels. Nevertheless, 2023 was a breakout year, when approximately 4,600 kg of medical cannabis was sold in the country, compared to approximately 1,200 kg in 2022 and 400 kg in 2021<sup>1</sup>. Consequently, the market is now experiencing significant growth as the supply better meets the high demand from patients, which, among other factors, is a result of more products being approved for sale. At the same time there are room for more growth on the Polish market. According to Prohibition Partners the number of patients in Poland amounted to 9,261 in early 2022. At the same time, it is estimated that 10 million people live with chronic pain in Poland, and if only 1% of these were to be treated with medical cannabis, the patient group would amount to 100,000 patients. Additionally, chronic pain represents only one of the symptoms that can be treated with medical cannabis, albeit the most common, with others, as previously mentioned, including multiple sclerosis and chemotherapy. In Canada, where medical cannabis has been legal since 2016, the country achieved 1% of the total population as registered patients after four years.

### ODI Pharma's Competitive Advantage is Expected to be Synoptis Strong Brand

As Analyst Group expects Synoptis to sell the products under their own brand in the future, this is expected to be one of the key competitive advantages for ODI Pharma. Synoptis, part of the NEUCA group, the market leading pharmaceutical distributor in Poland, has a strong presence in all of Eastern Europe. Thus, the Synoptis brand is well-regarded among Polish patients and doctors, who are expected to choose a well-established brand over more unfamiliar brands from other countries and continents. Moreover, as the Polish regulation have resulted in few products obtaining approval for sales, this implies high barriers to entry for competitors who would like to capitalize on the current rapid market growth, making ODI Pharma one of few players currently selling on the Polish market and benefiting from the high demand.

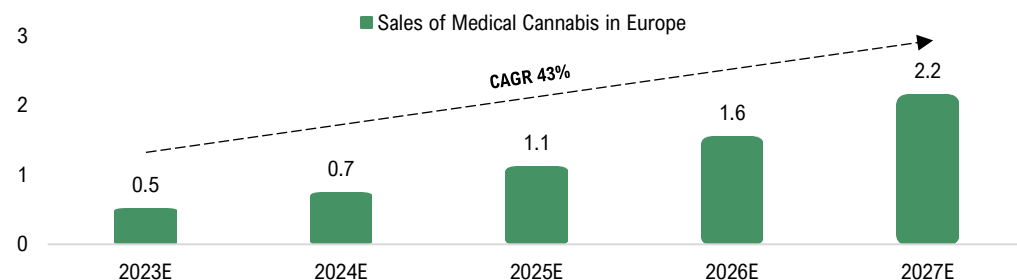
Further legalization expected to drive the market

### Strong Growth is Estimated in the European Market

Legal cannabis sales in Europe are expected to grow with a CAGR of 43% from 2023-2027, amounting to EUR 2.2bn at the end of the forecast period, according to market analyst Prohibition Partners. The anticipated expansion of the market is estimated to be fueled by ongoing advancements in the legalization of medical and adult cannabis usage. Presently, Germany stands as Europe's foremost market for medical cannabis, commanding more than half of the European market share.

**Legal Cannabis Sales in Europe are Expected to Grow with a CAGR of 43%, According to Prohibition Partners.**

Sales of legal medical cannabis in Europe in 2023-2027  
EURbn



Source: Prohibition Partners 2023

<sup>1</sup>Source: money.pl



## Revenue Forecast

ODI Pharma has a history of low sales as the Company has focused on obtaining market authorization to sell products in the Polish market, which was received in January 2023. However, before the products were launched, an exclusive collaboration agreement with Synoptis Pharma, under which ODI Pharma will be the exclusive supplier for medical cannabis products, covering 23 Eastern and Southeastern European markets, was signed. Through the agreement, ODI Pharma's products will be distributed, marketed and sold by Synoptis. The collaboration is now up and running and ODI Pharma has executed several product shipments in the last two quarters, leading to revenues of SEK 21.4m in H2-23/24, ie., June – January 2024, the first significant revenue in the Company's history.

Has delivered the first significant sales of **SEK 21.4m** in H2-23/24

Out of the 23 countries, we see the greatest potential in the Polish market given Synoptis strong presence there. We also expect that the Polish market has so far accounted for, and is expected to continue accounting for, the largest share of sales in the short term. However, the Company is actively working to explore new markets for expansion, both within the framework of the collaboration with Synoptis in 23 Eastern European countries and by independently entering new markets in Western Europe. For instance, ODI Pharma delivered a strategic first order to the Swiss market in June 2024, which, according to Analyst Group, validates the strategy of geographic expansion.

Brand awareness is expected to drive the growth of the products

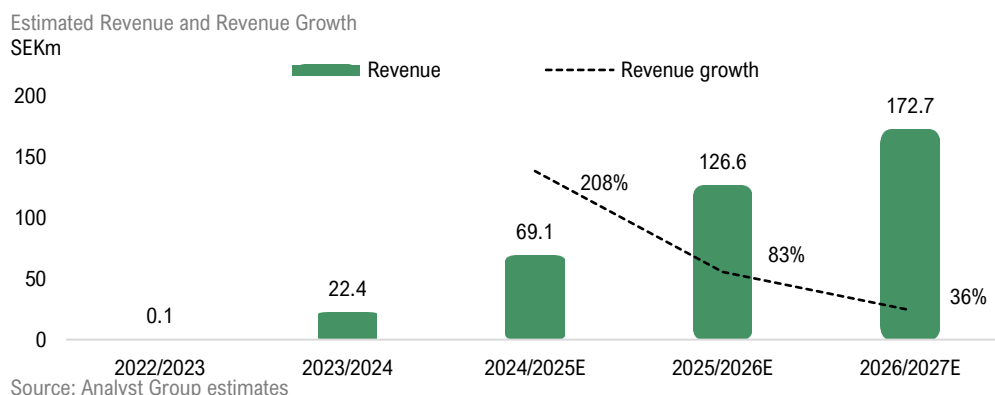
The sales on the Polish market for ODI Pharma will be dependent of the sales of Synoptis medical cannabis products and as leading pharmaceutical brand in Poland, we expect Synoptis to establish medical cannabis products under their own well-known brand. By labeling the products with a well-known brand, doctors and patients in Poland are expected to prioritize the products ahead of other international brands, especially as the pricing for the products are expected to be similar. Hence, Synoptis strong brand is expected to fuel the revenue growth for ODI Pharma if or when the distributor label the products with their own brand. Furthermore, Analyst Group expects that there are significant room for patient growth on the Polish market. For instance, it is estimated that 10 million people in Poland currently live with chronic pain, and if only 1% of these were treated with medical cannabis, it would represent a patient group of 100,000, which would mean approximately a fivefold increase compared to the number of patients being treated today. It should also be noted that this represents only one of the diseases that can be treated with medical cannabis, albeit the largest.

Still high growth potential on the Polish market

ODI Pharma's revenue is based on the price per gram and number of grams sold. The market price for medical cannabis based on dried flowers in Poland is approximately EUR 13-16 for patients when purchased at pharmacies. Analyst Group estimates that ODI Pharma's price when selling products to Synoptis amounts to approximately 1/3 of this, why we have used a revenue per gram of EUR 5 for ODI Pharma in our model. ODI Pharma has realized the first significant revenues in the Company's history amounting to SEK 21.4m in H2-23/24, and we expect Synoptis, as a market leading brand, to continue to aggressively try to gain market share. Thus, we estimate strong growth in 2024/2025, mainly through the agreement with Synoptis being active for the full year rather than only in H2, but also through the earlier mentioned factors that Synoptis is expected to gain market share, primary in Poland, and the overall growth of the market. Hence, we estimate revenues of SEK ~69m, corresponding to a growth of 224%. In the remaining forecast period, we expect continued high growth to reach revenues of SEK ~173m in 2026/2027E as ODI Pharma continues to explore new market opportunities.

**SEK 69m** in estimated revenues 2024/2025E

### Revenue is expected to grow at rapid pace during the forecast period.

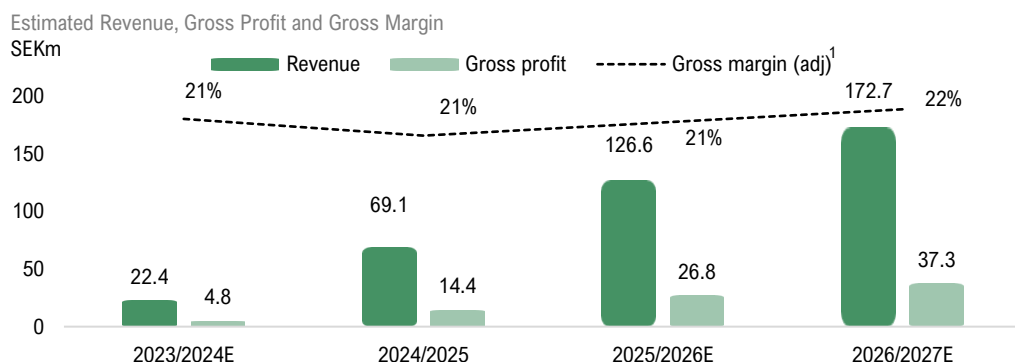




## Cost of Goods Sold Forecast

ODI Pharma's COGS consist of the amount the Company pays for the products to the manufacturer Tilray. Given ODI Pharma's business model, in which the Company acts as an intermediary between the manufacturer Tilray and the distributor Synoptis, and wherein ODI Pharma never physically handles the products themselves, Analyst Group believes that the Company should have a lower gross margin compared to other cannabis companies that cultivate and sell their own products. We therefore estimate a gross margin around 20% is reasonable in a business model like ODI Pharma's. What is the key to ODI Pharma's business model is that the operational expenses can be kept low, which is where the potential for profitability lies.

**Analyst Group estimate the gross margin to amount to around 20% during the forecast period.**



Source: Analyst Group estimates

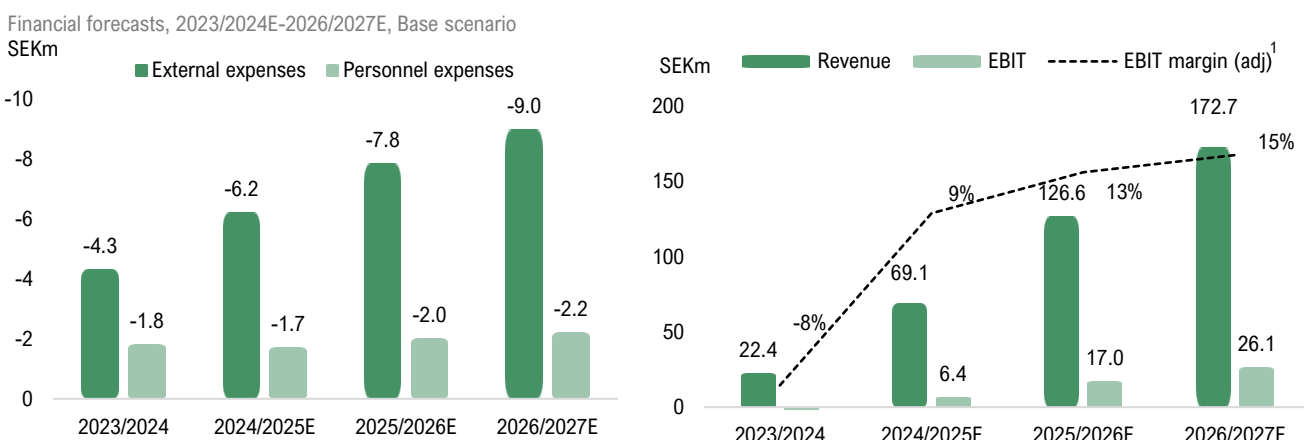
## Operational Expenses Forecast

The business model allows for limited operational expenses

As earlier mentioned, ODI Pharma's business model allows for limited operational expenses. Regarding the external expenses, these include auditing costs, office costs and shipping costs for the products. Most of these costs are fixed and Analyst Group assesses that ODI Pharma can grow revenues without having to increase these costs at a similar pace, paving the way for increased profitability in the forecast period. We estimate the external expenses to grow from SEK 4.3m in 2023/2024 to SEK 9m in 2026/2027E, where the increase in absolute terms is primarily attributable to shipping costs. Regarding personnel expenses, we expect ODI Pharma to keep the personnel expenses low while scaling up. Given the business model, acting as an intermediary between the producer Tilray and the distributor Synoptis and outsourcing the shipping, we see no need to scale up the personnel significantly, why we estimate a relatively stable development in the personnel expenses in the forecast period. As ODI Pharma outsources all production and shipping to external partners, we do not see any needs for larger investments in the coming years, keeping the Company asset light and keeping depreciation at low levels. This is expected to drive profitability with the EBIT margin expanding from 9% in 2024/2025 to 15% in 2026/2027

<sup>1</sup>Adjusted for other operating income






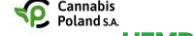


**ODI Pharma's scalable and asset light business model enables growing profitability throughout the forecast period.**










Source: Analyst Group estimates

### An Insight into the Cannabis Industry

In the valuation of ODI Pharma, we have chosen to compare a broad group of companies within the cannabis sector. We make a comparison with companies in the less mature European market as well as a comparison with companies in the somewhat more mature North American market. Although the comparison companies differ from ODI Pharma in terms of business model, target market, profitability potential, and if they address medical or recreational cannabis, Analyst Group believes that the comparison provides an indication of how the market currently values companies in the cannabis sector.

European Industry Companies	Market cap (SEKm)	Revenue (LTM, SEKm)	Revenue growth Y-Y	Gross Margin	EBIT (LTM, SEKm)	P/S (x)	P/E (x)
 Kanabo Group	119	12.0	48%	15%	-105	9.9	neg.
 Dancann Pharma	18	11.8	19%	55%	-14	1.5	neg.
 Cantourage	598	264.7	67%	n.a.	n.a.	2.3	neg.
 Synbiotic	391	1.5	132%	n.a.	-68	254.1	neg.
 Celadon Pharmaceuticals	345	1.0	213%	n.a.	-80	118.1	neg.
 Cannabis Poland	61	0.1	270%	n.a.	-4	414.8	neg.
 Hemp & Health	65	0.2	-41%	n.a.	-2	372.9	neg.
 Stenocare	74	5.1	-41%	n.a.	-23	14.6	neg.
<b>Average</b>	<b>209</b>	<b>37.1</b>	<b>83%</b>	<b>35%</b>	<b>-42</b>	<b>148.5</b>	
<b>Median</b>	<b>97</b>	<b>3.3</b>	<b>58%</b>	<b>35%</b>	<b>-23</b>	<b>66.3</b>	

Regarding the European compared companies, several are in an early phase with low or no sales to date an unprofitable. Some of the companies are showing rapid sales growth while other companies are showing more modest growth or decrease in sales. Analyst Group anticipates that the low sales and unprofitability among European cannabis companies is a result of a highly regulated and slower-than-expected market growth. To get products approved for sales and doctors to prescribe it has proven to be more challenging than expected, leading to large investments in for instance cultivation are yet to be paid of.

North American Companies	Market cap (SEKm)	Revenue (LTM, SEKm)	Revenue growth Y-Y	Gross Margin	EBIT (LTM, SEKm)	P/S (x)	P/E (x)
 Aurora Cannabis	3,340	2,170	13%	38%	-380	1.5	neg.
 Canopy Growth	4,504	2,448	-18%	n.a.	-2,135	1.8	neg.
 Cresco Labs	5,146	7,642	-7%	50%	-195	0.7	neg.
 Jushi Holdings	954	2,967	1%	42%	90	0.3	neg.
 Organigram	1,959	1,121	-11%	18%	-1,937	1.7	neg.
 Curaleaf	19,230	13,885	0%	46%	505	1.4	neg.
 Green Thumb Industries	20,112	11,344	9%	52%	2,291	1.8	30.0
<b>Average</b>	<b>7,892</b>	<b>5,940</b>	<b>-2%</b>	<b>41%</b>	<b>-252</b>	<b>1.3</b>	<b>30.0</b>
<b>Median</b>	<b>4,504</b>	<b>2,967</b>	<b>0%</b>	<b>44%</b>	<b>-195</b>	<b>1.5</b>	<b>30.0</b>

The North American companies are larger, more mature companies that is already generating substantial sales because of a more mature market. As a result of the more mature market, however, growth is lower, and the companies are only growing by a few percent on average. Regarding profitability, most companies are unprofitable despite the higher maturity and sales compared to the European companies. Analyst Group anticipates this is due to a competitive market that has led to a declining market price, while significant investments have been, and are still being, made in production. As a comparison to both the European and North American companies, below is a similar table regarding ODI Pharma's on our 2024/2025 estimate.

Comparison	Market cap (SEKm)	Revenue, 24/25E, SEKm	Revenue growth 24/25E	Gross Margin 24/25E	EBIT, 24/25E, SEKm	P/S (x)	P/E (x)
 ODI Pharma	84	69	208%	21%	6.4	1.2	16.0

One of few  
profitable  
companies

As illustrated in the tables above, ODI Pharma is one of few companies within the selected peer group that are profitable regarding operating results and one of two who are expected to showcase a positive P/E ratio. Additionally, ODI Pharma is expected to grow fast owing to the collaboration with Synoptis Pharma, which creates a **unique investment opportunity in a profitable medical cannabis company**, according to Analyst Group.

Unique investment opportunity

### Valuation: Base scenario

As earlier mentioned, few companies are profitable in the cannabis sector. Analyst Group anticipates that this is a result of many companies needing to make large investments in regulatory work to operate on the highly regulated market as well as large investments in cultivation facilities. Hence, we see ODI Pharma's business model as unique in the industry, acting as an intermediary between the producer Tilray, who makes the necessary investments for cultivation, and the distributor Synoptis, who makes the required investments for sales. Through this business model, ODI Pharma can keep a slim, asset light organization and is expected to be profitable in the coming quarters when sales from the agreement with Synoptis is estimated. Therefore, Analyst Group sees an investment in ODI Pharma as a unique investment opportunity, as a profitable company in the medical cannabis industry.

As most of the comparison companies in both Europe and North America are currently unprofitable, the valuation will be derived from a sales multiple applied on ODI Pharma's estimated sales in 2025/2026. Compared to the peers in both markets, ODI Pharma is a smaller company, which motivates a valuation discount. Additionally, ODI Pharma's business model, as previously mentioned, entails high scalability, but also a lower gross margin compared to the peers, where the more mature north American peers has a gross margin (median) of 44%, which means a lower profitability potential at higher sales volumes for ODI Pharma compared to companies in the industry, which also entails a valuation discount. However, ODI Pharma is expected to be one of few profitable companies in the industry and with a scalable and asset-light business model generate strong cash flows, which entail a valuation premium.

Taking the reasoning above into consideration, Analyst Group believes a target multiple of P/S 2.6x on estimated sales during 2025/2026 is reasonable. A target multiple of P/S 2.6x on 2025/2026's estimated revenues of SEK 127m corresponds to a Market Cap of SEK 332m. To make up for uncertainties in the forecasts, a discount rate of 13% is applied. Based on a market cap of SEK 332m in 2026, a discount rate of 13%, and the shares outstanding, a present value per share of SEK 17.4 is derived in a Base scenario.

SEK 17.4 per share in a Base scenario

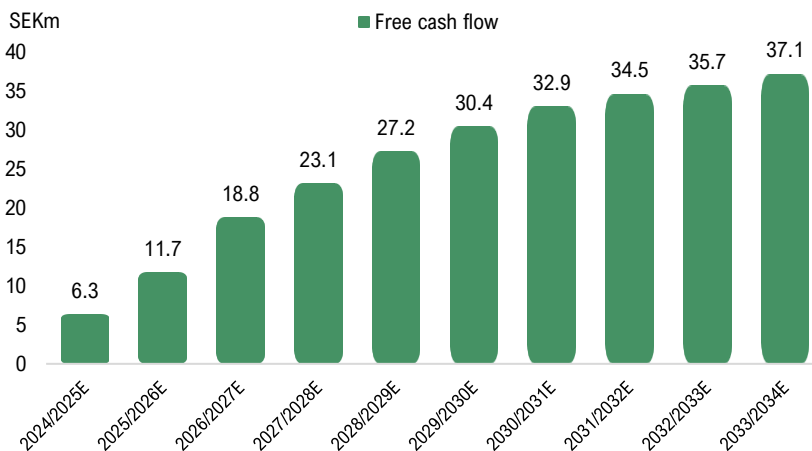
### Valuation: Discounted Cash Flow

As a complement to the multiple valuation, a DCF has been conducted. In our DCF model, we have assumed a decreasing growth rate after the explicit forecast period, from 22% growth in 2027/2028 to 2% in the residual period, and a long-term EBIT margin of ~15%. The DCF model indicates a potential present value per share of SEK 14.4, which is thus relatively closely aligned with the multiple valuation. However, given ODI Pharma's nonexistent sales history, there are uncertainties in the forecasts made, which makes a DCF valuation less suitable. Therefore, we have chosen to base our valuation of ODI Pharma on the derived multiple valuation, but we still see the DCF-valuation as a relevant support for the valuation. Below is a summary of our DCF-valuation.

ODI Pharma is estimated to generate a stable and growing cash flow as a result of strong market growth and a scalable business model

DCF valuation, summary

<b>Implied Share Price</b>	
WACC	13.0%
Present Value Free Cash Flows	112,197,399
Terminal Value	101,493,066
<b>Enterprise Value</b>	<b>213,690,465</b>
Net Debt	-5,929,065
<b>Implied Market Cap</b>	<b>219,619,530</b>
Shares Outstanding	15,220,000
<b>Implied Value Per Share</b>	<b>14.4</b>



Source: Analyst Groups valuation



## Bull scenario

In a Bull scenario, Synoptis products are expected to receive a greater reception in the Polish medical cannabis market, primarily driven by the fact that the products are expected to be sold under the well-known Synoptis brand in the future. This is expected to lead to doctors prescribing these products more frequently compared to competing foreign brands. Moreover, the favorable reception of the products in the Polish market is expected to lead to Synoptis consider expanding to several of the 23 countries included in the collaboration agreement with ODI Pharma. Although Synoptis brand is most well-known in Poland, the distributor also has a significant presence in other Eastern European countries, which is expected to drive strong sales in these markets as well, resulting in increased revenues for ODI Pharma. Finally, ODI Pharma's products are expected to be well received in the Swiss market and contribute significantly to the Company's sales during the forecast period, after which the Company are able to expand into other markets in Western Europe. In a Bull scenario, ODI Pharma is expected to grow revenues from SEK 22m in 2023/2024 to SEK 196m in 2026/2027, corresponding to a CAGR of 106%.

Considering ODI Pharma's business model, the Company is expected to be able to keep the cost base low in a Bull scenario as well. Thus, we estimate limited operating expenses with a slightly higher gross margin than in a Base scenario. The increase of operational expenses in absolute numbers are a result of shipping costs increasing with higher sales volumes. Nevertheless, the EBIT margin, adjusted for other operating income, is expected to improve from -8% in 2023/2024 to 17% in 2026/2027.

In a Bull scenario, a target multiple of P/S 2.6x is applied on 2025/2026's estimated revenues of SEK 150m, which corresponds to a Market Cap of SEK 395m. Based on a market cap of SEK 395m in 2026, a discount rate of 13%, and the shares outstanding, a present value per share of SEK 20.7 is derived in a Bull scenario.

**SEK 20.7**  
per share in a  
Bull scenario

## Bear scenario

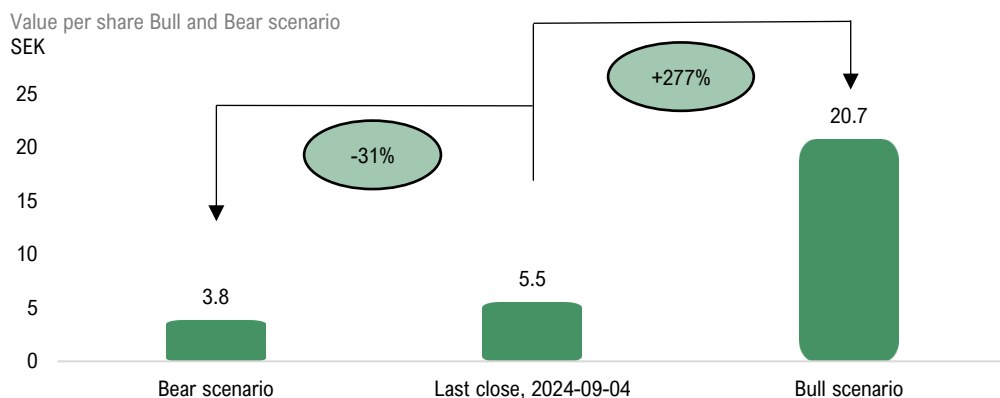
In a Bear scenario, a slower sales growth is estimated than in a Base scenario as the products receive a cooler reception in the Polish market. Demand is expected to be lower than in a Base scenario due to an anticipated stigma among doctors regarding medical cannabis, which leads to fewer doctors prescribing medical cannabis in ODI Pharma's markets. This development also results in Synoptis holding back on expansion to more Eastern European markets, which in turn restrains ODI Pharma's growth. In a Bear scenario, ODI Pharma is expected to grow revenues from SEK 22.4m in 2023/2024 to SEK 63m in 2026/2027, corresponding to a CAGR of 41%.

A lower gross margin is estimated in a Bear scenario and even though ODI Pharma is still expected to keep a slim organization, the lower revenues and gross margin is estimated to result in a lower profit margin than in a Base scenario, albeit positive. The EBIT margin, adjusted for other operating income, is expected to improve from -8% in 2023/2024 to 6% in 2026/2027.

In a Bear scenario, a target multiple of P/S 1.4x is applied on 2025/2026's estimated sales of SEK 52m, which equals to a Market Cap of SEK 73m. Based on a market cap of SEK 73m in 2026, a discount rate of 13%, and the shares outstanding, a present value per share of SEK 3.8 is derived in a Bear scenario.

**SEK 3.8**  
per share in a  
Bear scenario

### Illustration of Potential Valuation in a Bull and Bear Scenario.



**Bull and Bear scenario**  
2025/2026's  
forecasts

Source: Analyst Groups valuation





## Derek Simmross, CEO and Member of the Board

Derek Simmross, co-founder of ODI Pharma, exposes a 25-year background within finance before forming ODI Pharma. His experiences within finance include trading, derivative portfolio management, investment management, hedge fund management, M&A, capital raising and private equity. He has also done treasury advisory in sectors such as mining, telecom, FX and banking and Central banks.

*Derek owns 3,950,000 shares (26%) in ODI Pharma.*



## Volker Wiederrich, Chairman of the Board

Volker Wiederrich, co-founder of ODI Pharma, has an extensive background in investment and asset management across multiple asset classes before forming ODI Pharma. He has eleven years of experience advising one of the biggest financial institutions of Europe on fund investments in real estate, as well as ten years as Chief Investment Officer for an advisory firm for infrastructure and real estate within a global capacity. Volker advised on more than 500 million USD in investments and was managing multiple fund of funds products during his career.

*Volker owns 6,055,898 shares (39.8%) in ODI Pharma.*



## Karina Kilinski, Sales Director and Member of the Board

Karina Kilinski has 13 years of experience trading commodities and goods between Poland and Germany/Switzerland, as well as eleven years of running local Polish production and distribution companies. Karina also has 12 years of funding and running online trading and retail sales businesses.

*Karina owns no shares in ODI Pharma.*

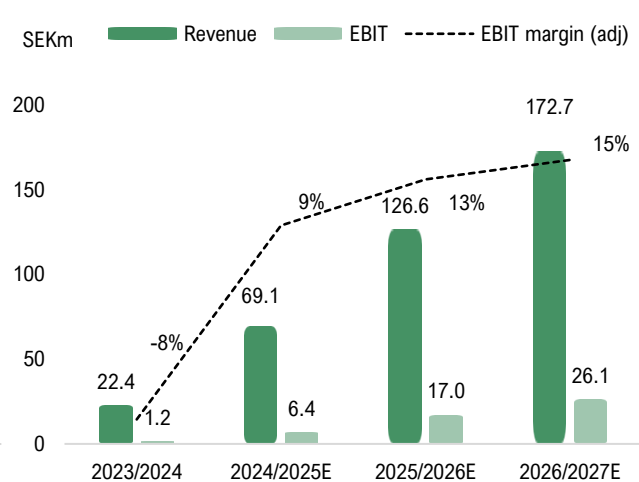
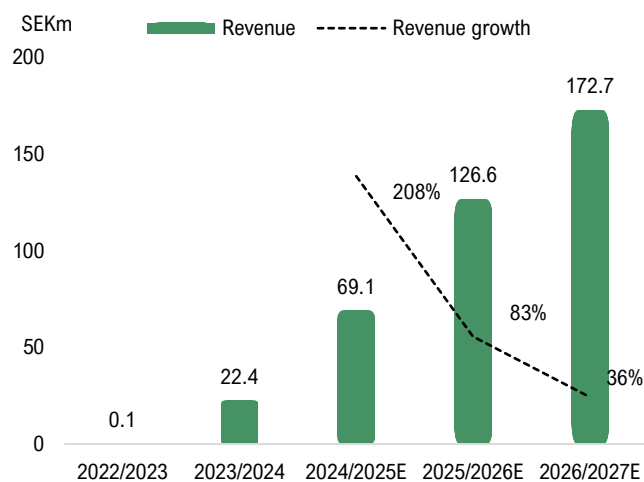


## Gösta Lidén, Member of the Board

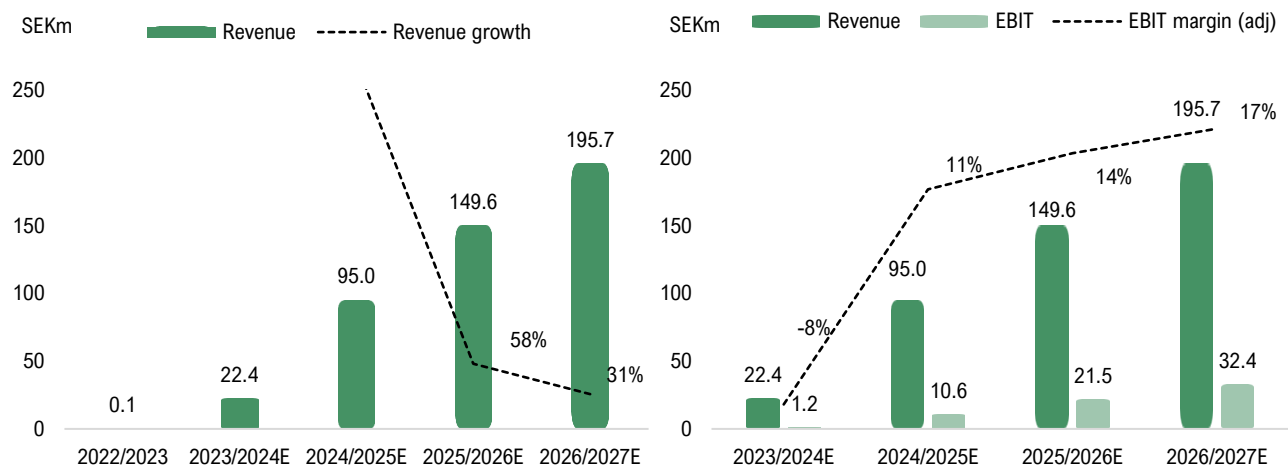
Gösta Lidén has a long background of company management, directorships and steering committees. He has more than 20 years of experience of management in sectors such as banking, IT, retail, energy, real estate and aviation. Gösta has worked with management at heavily regulated global companies such as banks and financial services companies. He works as director on the Boards of more than 30 client entities, including independent director.

*Gösta owns no shares in ODI Pharma.*

Base scenario (SEKm)	2021/2022	2022/2023	2023/2024E	2024/2025E	2025/2026E	2026/2027E
Net sales	0.5	0.1	22.4	69.1	126.6	172.7
Other operating income	0.1	0.0	3.0	0.0	0.0	0.0
<b>Total income</b>	<b>0.6</b>	<b>0.2</b>	<b>25.4</b>	<b>69.1</b>	<b>126.6</b>	<b>172.7</b>
COGS	-0.7	-0.9	-17.7	-54.7	-99.8	-135.4
<b>Gross profit</b>	<b>-0.1</b>	<b>-0.7</b>	<b>7.8</b>	<b>14.4</b>	<b>26.8</b>	<b>37.3</b>
Gross margin (adj) <sup>1</sup>	-31%	-515%	21.3%	20.8%	21.2%	21.6%
External expenses	-5.5	-5.0	-4.3	-6.2	-7.8	-9.0
Personal expenses	-1.6	-1.1	-1.8	-1.7	-2.0	-2.2
Other operating expenses	-0.1	0.0	-0.4	0.0	0.0	0.0
<b>EBITDA</b>	<b>-7.3</b>	<b>-6.8</b>	<b>1.2</b>	<b>6.4</b>	<b>17.0</b>	<b>26.1</b>
EBITDA margin (adj) <sup>1</sup>	-1351%	-4909%	-8%	9%	13%	15%
Depreciation	0.0	0.0	0.0	0.0	0.0	0.0
<b>EBIT</b>	<b>-7.3</b>	<b>-6.8</b>	<b>1.2</b>	<b>6.4</b>	<b>17.0</b>	<b>26.1</b>
EBIT margin (adj) <sup>1</sup>	-1352%	-4912%	-8%	9%	13%	15%
Interest income	0.0	0.0	0.1	0.1	0.1	0.1
Interest expense	0.0	-0.1	-0.8	0.0	0.0	0.0
<b>EBT</b>	<b>-7.3</b>	<b>-6.9</b>	<b>0.5</b>	<b>6.5</b>	<b>17.1</b>	<b>26.2</b>
Taxes	0.0	0.0	-0.2	-1.3	-3.4	-5.2
<b>Net income</b>	<b>-7.3</b>	<b>-6.9</b>	<b>0.4</b>	<b>5.2</b>	<b>13.7</b>	<b>21.0</b>
Net margin (adj) <sup>1</sup>	-1358%	-4977%	-12%	8%	11%	12%

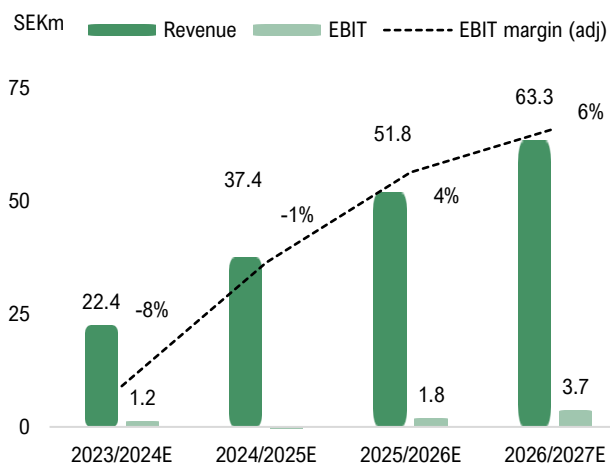
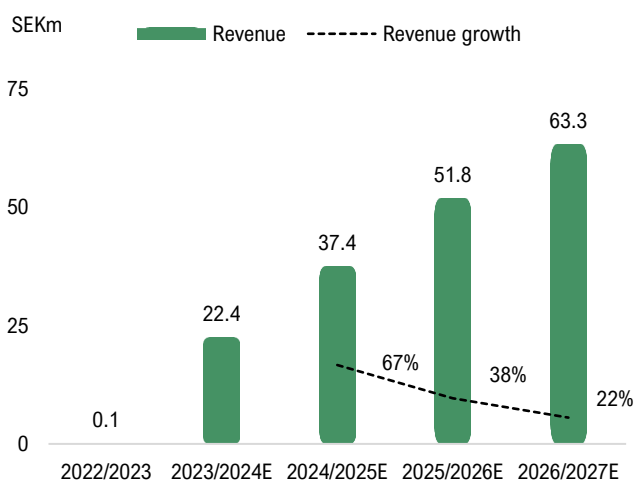
<sup>1</sup>Adjusted for other operating income

Bull scenario (SEKm)	2021/2022	2022/2023	2023/2024E	2024/2025E	2025/2026E	2026/2027E
Net sales	0.5	0.1	22.4	95.0	149.6	195.7
Other operating income	0.1	0.0	3.0	0.0	0.0	0.0
<b>Total income</b>	<b>0.6</b>	<b>0.2</b>	<b>25.4</b>	<b>95.0</b>	<b>149.6</b>	<b>195.7</b>
COGS	-0.7	-0.9	-17.7	-74.1	-115.2	-148.7
<b>Gross profit</b>	<b>-0.1</b>	<b>-0.7</b>	<b>7.8</b>	<b>20.9</b>	<b>34.4</b>	<b>47.0</b>
Gross margin (adj) <sup>1</sup>	-31%	-515%	21%	22%	23%	24%
External expenses	-5.5	-5.0	-4.3	-8.4	-10.5	-11.7
Personal expenses	-1.6	-1.1	-1.8	-1.9	-2.4	-2.8
Other operating expenses	-0.1	0.0	-0.4	0.0	0.0	0.0
<b>EBITDA</b>	<b>-7.3</b>	<b>-6.8</b>	<b>1.2</b>	<b>10.6</b>	<b>21.5</b>	<b>32.4</b>
EBITDA margin (adj) <sup>1</sup>	-1351%	-4909%	-8%	11%	14%	17%
Depreciation	0.0	0.0	0.0	0.0	0.0	0.0
<b>EBIT</b>	<b>-7.3</b>	<b>-6.8</b>	<b>1.2</b>	<b>10.6</b>	<b>21.5</b>	<b>32.4</b>
EBIT margin (adj) <sup>1</sup>	-1352%	-4912%	-8%	11%	14%	17%
Interest income	0.0	0.0	0.1	0.1	0.1	0.1
Interest expense	0.0	-0.1	-0.8	0.0	0.0	0.0
<b>EBT</b>	<b>-7.3</b>	<b>-6.9</b>	<b>0.5</b>	<b>10.7</b>	<b>21.6</b>	<b>32.5</b>
Taxes	0.0	0.0	-0.1	-2.3	-4.6	-7.0
<b>Net income</b>	<b>-7.3</b>	<b>-6.9</b>	<b>0.4</b>	<b>8.4</b>	<b>17.0</b>	<b>25.6</b>
Net margin (adj) <sup>1</sup>	-1358%	-4977%	-11%	9%	11%	13%



<sup>1</sup>Adjusted for other operating income

Bear scenario (SEKm)	2021/2022	2022/2023	2023/2024E	2024/2025E	2025/2026E	2026/2027E
Net sales	0.5	0.1	22.4	37.4	51.8	63.3
Other operating income	0.1	0.0	3.0	0.0	0.0	0.0
<b>Total income</b>	<b>0.6</b>	<b>0.2</b>	<b>25.4</b>	<b>37.4</b>	<b>51.8</b>	<b>63.3</b>
COGS	-0.7	-0.9	-17.7	-30.3	-41.4	-50.6
<b>Gross profit</b>	<b>-0.1</b>	<b>-0.7</b>	<b>7.8</b>	<b>7.1</b>	<b>10.4</b>	<b>12.7</b>
Gross margin (adj) <sup>1</sup>	-31%	-515%	21%	19%	20%	20%
External expenses	-5.5	-5.0	-4.3	-6.0	-6.7	-7.0
Personal expenses	-1.6	-1.1	-1.8	-1.6	-1.8	-2.0
Other operating expenses	-0.1	0.0	-0.4	0.0	0.0	0.0
<b>EBITDA</b>	<b>-7.3</b>	<b>-6.8</b>	<b>1.2</b>	<b>-0.5</b>	<b>1.8</b>	<b>3.7</b>
EBITDA margin (adj) <sup>1</sup>	-1351%	-4909%	-8%	-1%	4%	6%
Depreciation	0.0	0.0	0.0	0.0	0.0	0.0
<b>EBIT</b>	<b>-7.3</b>	<b>-6.8</b>	<b>1.2</b>	<b>-0.5</b>	<b>1.8</b>	<b>3.7</b>
EBIT margin (adj) <sup>1</sup>	-1352%	-4912%	-8%	-1%	4%	6%
Interest income	0.0	0.0	0.1	0.1	0.1	0.1
Interest expense	0.0	-0.1	-0.8	0.0	0.0	0.0
<b>EBT</b>	<b>-7.3</b>	<b>-6.9</b>	<b>0.5</b>	<b>-0.4</b>	<b>1.9</b>	<b>3.8</b>
Taxes	0.0	0.0	-0.1	0.0	-0.4	-0.8
<b>Net income</b>	<b>-7.3</b>	<b>-6.9</b>	<b>0.4</b>	<b>-0.4</b>	<b>1.5</b>	<b>3.0</b>
Net margin (adj) <sup>1</sup>	-1358%	-4977%	-11%	-1%	3%	5%



<sup>1</sup>Adjusted for other operating income

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