

# KebNi AB

## Site visit provided clarity on scale-up and insight into ScaffSense venture

Johan Widmark | 2023-10-16 08:00

**Our site visit to KebNi's new production facility in Karlskoga not only showed production up and running, but also how it can scale up with increased volumes. We now look forward to the numbers from the first Saab shipments in Q3 (on Oct 27, 2023), hopefully providing an indication of the pace of the ramp-up in Q4'23 and the cost outlook going forward. After the second volume order from Saab and the strengthened cash position following the recent capital raise, we see strong support for a steep ramp-up in sales in 2024-2026, which provide support for our fair value of SEK 1.7-2.7 per share. In addition, the JV scaffolding venture, offering a smart alarm system to prevent scaffolding collapses and construction halts, is now taking shape, with the first pilots in H2'23 and potential initiation of commercialization in 2024.**

### Site visit provided confirmation of expected ramp-up

Our recent site visit to KebNi's new production facility in Karlskoga confirmed that production of IMUs for Saab's NLAW is now underway. The visit also offered insights into how KebNi can scale production with increased volumes, and what costs that would involve, which would further strengthen the gross margin. With current bottlenecks, the investments made in production to date support a production rate of 5,000-6,000 units per year including both other Inertial Sensing-products and the Saab-IMU. This reinforces our expectation of a steep ramp-up in sales in 2024. While we see some risk of a slight downgrade of our SEK 85 million sales forecast for 2023, we are less concerned about the ramp-up we're expecting in 2024.

### ScaffSense taking shape with possible launch in 2024

Alongside the core business, Kebni's Joint Venture with Solideq (a EUR 30m revenue seller of scaffolding), ScaffSense, is now moving ahead aiming to complete at least one big-scale pilot project before year end 2023, and a potential market launch already in 2024. ScaffSense hopes to provide the world's first smart scaffolding alarm system, designed to make construction sites safer and more profitable. Only in the US, some 50 people die each year as a consequence of unsafe scaffolding, not to mention the billions of dollars in costs for the construction industry every year. ScaffSense provides a sensor-based safety alarm system that combines Kebni's stabilization technology with Solideq's industry and market insights, to monitor scaffolding structures in real-time, identify potential safety risks and alert when it finds issues.

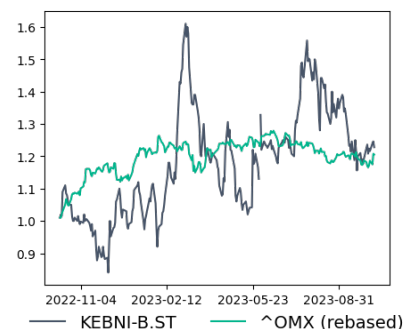
The scaffolding construction market amounts to USD 2.4bn in the EU and USD 7.5bn globally, according to IndexBox and 360 Research Reports. ScaffSense however has yet to verify product-market-fit, but it recently presented at the leading scaffolding fair, ScaffPoint in Kista (Oct 11-12), and we hope to see some positive news flow on the back of that.

### Saab volumes converting to sales the primary catalyst

Having resolved the questions about follow-on orders from Saab as well as the future financing, we now look forward to the numbers from the first deliveries in Q3, more activities within SatCom and with SensAltion, as well as progress with the JV ScaffSense. We continue to find support for a fair value of SEK 1.7-2.7 per share, with Saab volume orders feeding through to a significant increase in sales, enhanced earnings, and positive cash flow from 2024 to 2026, as the primary catalyst.

### KebNi AB (publ)

Fair Value, SEK (12-24 m)	1,7 - 2,7
Current Price, SEK	1,18
Number of Shares (Millions)	271,2
Market Capitalisation (MSEK)	319
Net Debt (MSEK)	-41
Enterprise Value (MSEK)	278
Market	First North



MSEK	2021	2022	2023E	2024E	2025E
Sales	18	26	85	180	216
EBITDA	-29	-39	-22	11	31
EBIT	-38	-64	-31	-3	12
EPS Adjusted	-0,39	-0,30	-0,11	-0,01	0,04
Sales Growth, %	-52,6	43,9	223,5	111,8	20,0
EBITDA Margin, %	-161,2	-149,6	-25,4	6,1	14,4
EBIT Margin, %	-209,6	-242,6	-36,8	-1,5	5,6
EV/Sales	3,28	7,74	3,45	1,67	1,33
EV/EBITDA	n.a.	n.a.	n.a.	27,4	9,2
EV/EBIT	n.a.	n.a.	n.a.	n.a.	23,8
P/E	n.a.	n.a.	n.a.	n.a.	33,3

Source: Emergers

## Company description

KebNi AB (publ.), formerly ASTG AB until July 2020, is active in technology, products and solutions for security, positioning and stabilization. The company has extensive experience in solutions for maritime satellite antennas and inertial sensor systems for motion detection.

The company currently has operations in two different segments: SatCom and Inertial Sensing (IMUs).

**SatCom** has two product areas

- **Maritime** – innovative 4-axis stabilized VSAT terminals for primarily maritime installations.
- **KebNi Land** - Satmission by KebNi - drive-away antennas where the vehicle stands still upon satellite contact and now also venturing into the Communications On The Move segment.

**Inertial Sensing** (inertial measurement units, or IMUs) – advanced inertial sensor systems for measuring movement in three dimensions. IMUs are a key component in the company's stabilized satellite platforms and are also sold to external customers for other applications.

With a faster pace in the development of the IMU to Saab's NLAW, KebNi has full focus to follow the shortened schedule as well as preparing the production. In addition, the proprietary off-the-shelf IMU product family SensAItion is being completed with full planned functionality, i.e. both IMU and INS (an IMU-based navigation system) functionality.

In Inertial Sensing, KebNi is investing both in offering IMUs as a product (i.e. an input for other companies' applications, such as in defence or automotive) and offering its own applications. So far, the company has presented its plans for one such application, scaffolding monitoring. Please refer to our report entitled **Scaffolding focus in new vertical with great potential**. ([https://www.emergers.se/kebni\\_c/](https://www.emergers.se/kebni_c/)).

## Strategic plan and targets for 2023-2027

Against the background of the changed geopolitical situation in Europe and the received order from SAAB, KebNi has now updated its strategic plan and financial targets. The targets presented on 21<sup>st</sup> November, 2022 are the following:

- To reach a net revenue of 150-200 MSEK in 2024 and 20-25% annual growth the following years
- EBITDA-margin of 5-10% and positive cashflow in financial year 2024
- Grow Satcom more than the market during the 5-year period
- Inertial Sensing will outgrow SatCom in 2023

For more on our view on the strategic plan, see our report [KEBNI: New targets reflect high conviction in strong growth across the board in 2023-2027](#).

## NLAW

While Saab only discloses the order value for its NLAW orders, it is fair to assume that the 2.9 BN SEK order from the UK is to replace all the 10,000 NLAWs that the UK has sent to Ukraine. This would equal an NLAW unit price of SEK 290 kSEK. With an estimate of 30,000 SEK per IMU to each unit this would mean 300 MSEK in revenues for KebNi. Deliveries to the UK are expected in 2023-2026.

Applying the same unit estimates for the 900 MSEK order from Sweden, with deliveries from Saab to Sweden in 2024-2026, we estimate a total of 3,000 units at SEK 300k each, corresponding to SEK 90m in revenues to KebNi.

So far, KebNi has received two orders for series production of SEK 76m and SEK 79.8m respectively from Saab.

## Valuation

KebNi has a long period of losses behind it, and this is expected to continue for at least two years. At the same time, the company has made, and continues to make, significant investments in technology development. This analysis uses a two-pronged approach employing both target multiples for future expected sales and profit (EV/sales, EV/EBITDA and P/E) and a present value calculation of future cash flows (DCF) discounted to the present with a discount rate (WACC) of 16%.

Overall, our calculations show support for a post-money fair value of SEK 1.7-2.7 per share on a horizon of 12-24 months, based on DCF and multiples.

### DCF Key Assumptions

WACC	16%
Long-term EBITDA-margin	22%
Long-term CAPEX as share of sales	4%
Terminal Value EBITDA-multiple	15x
Total NPV, MSEK	513
NPV per share, SEK	1,9

Source: Emergers

A quantitative comparison also shows that KebNi is traded at a high discount compared to its peers, which in almost all cases show losses at the EBITDA level. Overall, we therefore see good support for our valuation and note that there is plenty of upside potential if KebNi succeeds in turning the sentiment and monetise its technology.

## KebNi AB (publ)

### Income Statement

MSEK	2018	2019	2020	2021	2022	2023E	2024E	2025E
Sales	6,8	34,8	38,5	18,3	26,3	85,0	180,0	216,0
Operating Costs	-17,8	-39,7	-64,4	-47,7	-65,6	-106,6	-169,1	-184,9
EBITDA	-11,0	-4,9	-25,9	-29,4	-39,3	-21,6	11,0	31,1
Depreciation	-1,1	-7,3	-9,5	-8,9	-24,4	-9,7	-13,6	-19,1
Amortisation of Goodwill	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0
EBIT	-12,1	-12,2	-35,4	-38,3	-63,7	-31,3	-2,7	12,0
Non-recurring Items	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0
Associated Companies	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0
Net Financial Items	-1,5	-3,3	-2,1	0,4	-0,1	0,6	0,0	0,0
<b>Pre-tax Result</b>	<b>-13,6</b>	<b>-15,5</b>	<b>-37,4</b>	<b>-37,9</b>	<b>-63,9</b>	<b>-30,7</b>	<b>-2,7</b>	<b>12,0</b>
Tax	0,0	0,0	-0,1	0,1	0,0	0,0	0,0	-2,5
Minority Interest	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0
<b>Net Result</b>	<b>-13,6</b>	<b>-15,5</b>	<b>-37,5</b>	<b>-37,8</b>	<b>-63,9</b>	<b>-30,7</b>	<b>-2,7</b>	<b>9,6</b>

### Capital Expenditure

	2018	2019	2020	2021	2022	2023E	2024E	2025E
Capital Expenditure, Absolute	6,8	5,0	5,0	1,3	0,0	12,5	9,0	10,8
As a Pct of Sales	100,0	14,4	13,0	6,9	0,0	14,7	5,0	5,0
Depreciation Multiple	6,2	0,7	0,5	0,1	0,0	1,3	0,7	0,6

### Key Ratios

Share Price: SEK 1,18

	2018	2019	2020	2021	2022	2023E	2024E	2025E
Share Price at 31 Dec	7,80	4,25	1,33	0,77	1,00	1,18	1,18	1,18
Number of Shares (Millions)	7,3	12,8	63,4	97,5	215,7	271,2	271,2	271,2
Market Cap	57,0	54,4	84,1	75,1	214,8	318,9	318,9	318,9
Enterprise Value	68,1	46,3	73,5	59,9	203,5	293,1	300,2	286,5
EPS (Reported)	-1,86	-1,21	-0,59	-0,39	-0,30	-0,11	-0,01	0,04
EPS (Adjusted)	-1,86	-1,21	-0,59	-0,39	-0,30	-0,11	-0,01	0,04
CEPS	-1,15	-1,71	-0,11	-0,38	-0,17	-0,07	0,01	0,07
P/CEPS	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	166,4	17,9
Book Value/Share	2,0	4,0	1,0	0,6	0,2	0,1	0,1	0,2
P/BV	3,8	1,1	1,3	1,2	4,0	8,8	9,5	7,4
Dividend	0,00	0,00	0,00	0,00	0,00	0,00	0,00	0,00
Dividend Yield (%)	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0
Dividend Payout Ratio (%)	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0
EV/Sales	10,0	1,3	1,9	3,3	7,7	3,4	1,7	1,3
EV/EBITDA	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	27,4	9,2
EV/EBIT	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	23,8
P/E (Adjusted)	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	33,3
Sales Growth, Y/Y (%)	n.a.	411,8	10,7	-52,6	43,9	223,5	111,8	20,0
EBIT Growth, Y/Y (%)	n.a.	0,6	190,6	8,2	66,5	-50,9	-91,5	-550,9
EPS Growth (Adjusted), Y/Y (%)	n.a.	-35,1	-51,0	-34,4	-23,7	-61,8	-91,3	-458,3
EBITDA Margin (%)	-161,8	-14,0	-67,1	-161,2	-149,6	-25,4	6,1	14,4
EBIT Margin (%)	-177,9	-35,0	-91,8	-209,6	-242,6	-36,8	-1,5	5,6
Return on Equity (%)	n.a.	-47,2	-64,6	-59,5	-121,2	-76,8	-7,7	24,9
Tax Rate (%)	0,0	0,0	-0,2	0,1	0,0	0,0	0,0	20,6

### Financial Position

	2018	2019	2020	2021	2022	2023E	2024E	2025E
Interest-Bearing Net Debt	11	-8	-11	-15	-11	-26	-19	-32
Net Debt/Equity	75,0	-15,9	-16,2	-24,5	-25,9	-71,1	-55,7	-75,1
Equity Ratio	35,7	83,0	78,0	67,0	68,9	46,9	44,9	51,2
Net Debt/EBITDA	-1,0	1,7	0,4	0,5	0,3	1,2	-1,7	-1,0

Source: Emergers, Company reports

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