# Q1 gives hope for more

The strong start to the year is a result of the balanced portfolio and successful implementation of improvement measures. Key drivers of the current growth are global megatrends such as e-mobility/battery and recycling, which are likely to persist in the mid-term. Extrapolating the Q1 figures to the full year suggests that MAX can achieve the upper end of its guidance ranges (revenues of EUR 410-470m, EBITDA of 35-41m). We leave our estimates (revenues of EUR 433m and EBITDA of EUR 37.1m) unchanged from today's perspective. Backed by higher peer multiples, we derive new TP of 6.70 (prev. EUR 6.20). We stick to our Buy rating for the shares (ytd +18%).

## Strong start to the year

MAX reported a strong revenue growth in Q1 of 22% yoy to EUR 110.7m, which was 4% ahead of our estimate of EUR 106.3m. The topline development was backed by the higher order intake in recent quarters. On the segment level, as expected Vecoplan (+38% yoy to EUR 46.2m) continued its strong performance. Following a slightly weaker development in the previous quarter, bdtronic (+44% yoy to EUR 19.7m) and Elwema (+128% yoy to EUR 16.1m) also achieved a convincing development on the back of the ongoing market recovery in the automotive industry. Driven by the strong topline growth, group EBITDA improved significantly to EUR 13.2m (PASe: EUR 2.4m), implying an 11.9%, the highest EBITDA margin in recent quarters. The exceptional performance was driven by almost all segments and significantly reduced losses in the discontinued operations.

## Signs of continued high order intake

Order intake in Q1 was up by 8% yoy to EUR 121m, leading to a high level of order backlog of EUR 313m. Our focus was on the order development in the segments Vecoplan (-19% yoy) and bdtronic (+172% yoy). Taking into account the long-term prospects in the recycling market and the currently high level of activity in this sector, we believe that the decline at Vecoplan should be of a short-term nature. At the same time, we see good prospects for demand at bdtronic to remain high in the coming quarters, given its high exposure to innovation trends such as autonomous driving and e-mobility.

EURm	2021	2022	2023e	2024e	2025e
Revenues	349	409	433	455	477
EBITDA	26	33	37	42	45
EBIT	12	25	28	32	34
EPS	(0.05)	0.40	0.41	0.52	0.45
EPS adj	-	-	-	-	-
DPS	-	-	-	0.10	0.15
EV/EBITDA	7.9	9.0	8.3	6.7	5.9
EV/EBIT	17.6	12.0	11.2	8.9	7.8
P/E adj	-	-	-	-	-
P/B	3.26	2.14	2.13	1.79	1.61
ROE (%)	-	22.1	16.7	17.6	13.3
Div yield (%)	-	-	-	1.8	2.6
Net debt	73	96	71	41	22

Source: Pareto Securities

Target price (EUR) Share price (EUR)	<b>6.7</b> 5.7	<b>A</b>	BUY
chare price (201)	0.1	-	HOLD
		$\blacksquare$	SELL

## Forecast changes

%	2023e	2024e	2025e
Revenues	-	-	-
EBITDA	-	-	-
EBIT adj	-	-	-
EPS reported	-	-	-
EPS adj	NM	NM	NM

Source: Pareto Securities

MAXG.DE, MXH GR
Industrials
41.2
235
71
2
308
37

## Performance



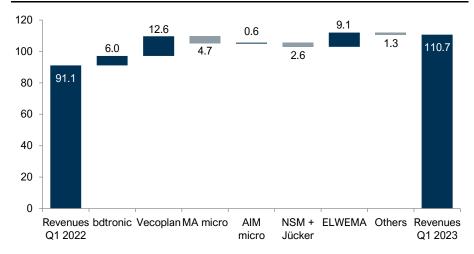
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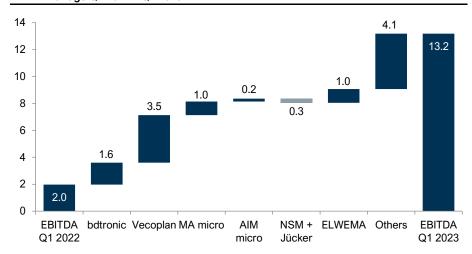
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## Revenue bridge Q1 2022 - Q1 2023



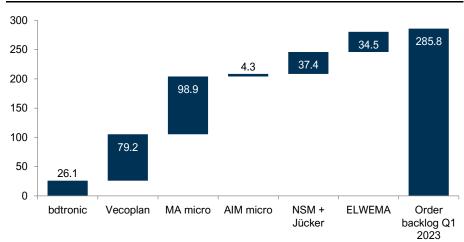
Source: MAX, Pareto Securities

## EBITDA bridge Q1 2022 - Q1 2023



Source: MAX, Pareto Securities

## Breakdown of order backlog per end of Q1 2023



Source: MAX, Pareto Securities

We continue to value the shares based on our DCF and peer group models. Furthermore, the company's listed investment Zeal Network (TIMA) is included with the corresponding share (5.69%) of the related market capitalization.

Backed by higher peer multiples, we derive a new blended TP of EUR 6.70 (prev. EUR 6.20).

## DCF model

			Phase I					Phase II			Phase III
EURm	2023e	2024e	2025e	2026e	2027e	2028e	2029e	2030e	2031e	2032e	
Revenues	433	455	477	501	526	550	572	592	610	625	
growth rate	5.8%	5.0%	5.0%	5.0%	5.0%	4.5%	4.0%	3.5%	3.0%	2.5%	
EBIT	26	30	33	35	37	40	43	45	48	50	
EBIT margin	6.1%	6.7%	6.8%	7.0%	7.1%	7.3%	7.4%	7.6%	7.8%	8.0%	
Tax	(1.3)	(1.5)	(9.1)	(9.8)	(10.4)	(11.2)	(11.9)	(12.6)	(13.3)	(14.0)	
Tax rate	5%	5%	28%	28%	28%	28%	28%	28%	28%	28%	
Depr. & Amort.	10.8	11.4	11.9	12.5	13.2	13.6	14.0	14.5	14.9	15.2	
% of sales	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.4%	2.4%	2.4%	
Capex	(10.3)	(11.6)	(12.2)	(12.8)	(13.5)	(13.9)	(14.4)	(14.8)	(15.3)	(15.6)	
% of sales	2.4%	2.6%	2.6%	2.6%	2.6%	2.5%	2.5%	2.5%	2.5%	2.5%	
Change in WC & P	6.6	5.8	1.8	(2.9)	(3.0)	(3.1)	(3.3)	(3.4)	(3.5)	(3.4)	
% of sales	-1.5%	-1.3%	-0.4%	0.6%	0.6%	0.6%	0.6%	0.6%	0.6%	0.6%	
Free Cash Flow	32.2	34.4	25.0	21.9	23.5	25.3	27.0	28.8	30.5	32.2	49
growth rate	nm	6.9%	-27.4%	-12.2%	7.1%	7.6%	7.0%	6.4%	5.8%	5.7%	2.0
Present Value FCF	30.5	30.0	20.1	16.2	16.0	15.8	15.6	15.3	14.9	14.4	22
PV Phase I		113			Risk free	rate	3.5%		Targ. eq	uity ratio	759
PV Phase II		76			Premiun	n Equity	5.0%		Beta	-	1.
PV Phase III		221			Premiun	n Debt	2.0%		WACC		8.7
Enterprise value		409			Sensi	tivity			wth in pl		
- Net Debt (Cash)		96				. ,	1.0%	1.5%	2.0%	2.5%	3.0%
- Pension Provisions		1				7.8%	8.0	8.5	9.0	9.7	10.5
- Minorities & Peripherals		1			ပ္က	8.2%	7.4	7.8	8.3	8.8	9.5
+ MV of financial assets		45			WACC	8.7%	6.8	7.2	7.6	8.0	8.6
- Paid-out dividends for la	st FY	-			>	9.1%	6.3	6.6	7.0	7.4	7.8
+/- Other EV items						9.5%	5.9	6.2	6.5	6.8	7.2
Equity value		357									
Number of shares		41.2									
		8.66									
Value per share (€)											
<b>Value per share (€)</b> Current Price (€)		5.70									

## Peer group model

EV/EBIT 2023e	EV/EBIT 2024e	EV/Sales 2023e	EV/Sales 2024e
•		•	
16.1	11.3	0.5	0.5
5.6	4.6	0.5	0.4
8.2	6.6	0.6	0.5
16.4	9.5	0.6	0.5
12.1	8.0	0.5	0.5
10.1	7.9	0.6	0.5
83.5%	97.9%	112.3%	106.6%
6.0	4.9	4.0	4.4
4.83			
	2023e  16.1 5.6 8.2 16.4  12.1  10.1 83.5%	2023e         2024e           16.1         11.3           5.6         4.6           8.2         6.6           16.4         9.5           12.1         8.0           10.1         7.9           83.5%         97.9%           6.0         4.9	2023e         2024e         2023e           16.1         11.3         0.5           5.6         4.6         0.5           8.2         6.6         0.6           16.4         9.5         0.6           12.1         8.0         0.5           10.1         7.9         0.6           83.5%         97.9%         112.3%           6.0         4.9         4.0

PROFIT & LOSS (fiscal year) (EURm)	2018	2019	2020	2021	2022	2023e	2024e	2025e
Revenues	277	425	307	349	409	433	455	477
EBITDA	24	(1)	6	26	33	37	42	45
Depreciation & amortisation	(10)	(15)	(25)	(14)	(11)	(11)	(11)	(12)
EBIT	12	(31)	(19)	12	25	28	32	34
Net interest	(3)	(4)	(9)	(8)	(9)	(11)	(11)	(11)
Other financial items	-	-	-	-	-	-	` -	. ,
Profit before taxes	10	(34)	(29)	3	16	16	20	22
Taxes	2	(1)	2	(4)	(1)	(1)	(1)	(6)
Minority interest	5	1	(0)	(1)	(0)	(2)	(2)	(2)
Net profit	(31)	(35)	(26)	(1)	15	17	21	18
EPS reported	(1.05)	(1.18)	(0.90)	(0.05)	0.40	0.41	0.52	0.45
EPS adjusted	-	-	-	· ,	-	-	-	-
DPS	0.90	0.23	-	-	-	-	0.10	0.15
BALANCE SHEET (EURm)	2018	2019	2020	2021	2022	2023e	2024e	2025e
Tangible non current assets	25	64	59	55	57	57	57	57
Other non-current assets	63	69	50	49	86	86	86	86
Other current assets	245	184	125	143	194	182	169	166
Cash & equivalents	32	41	48	30	36	60	90	109
Total assets	364	357	282	278	373	385	402	418
Total equity	92	68	40	41	94	113	136	152
Interest-bearing non-current debt	-	-	114	1	117	-	-	-
Interest-bearing current debt	_	_	1	86	1	-	-	_
Other Debt	273	289	127	150	162	272	266	266
Total liabilites & equity	364	357	282	278	373	385	402	418
CASH FLOW (EURm)	2018	2019	2020	2021	2022	2023e	2024e	2025e
Cash earnings	101	(68)	58	36	(44)	42	47	37
Change in working capital	(80)	44	(33)	(9)	41	(7)	(6)	(2)
Cash flow from investments	(13)	(7)	(9)	(3)	(8)	(10)	(12)	(12)
Cash flow from financing	0	39	(20)	(42)	16	-	-	(4)
Net cash flow	7	7	7	(18)	6	25	30	19
VALUATION (EURm)	2018	2019	2020	2021	2022	2023e	2024e	2025e
Share price (EUR end)	4.80	4.59	4.22	4.40	4.83	5.7	5.7	5.7
Number of shares end period	29	29	29	29	41	41	41	41
Net interest bearing debt	46	101	85	73	96	71	41	22
Enterprise value	183	237	210	204	296	308	281	264
EV/Sales	0.7	0.6	0.7	0.6	0.7	0.7	0.6	0.6
EV/EBITDA	7.6	-	37.1	7.9	9.0	8.3	6.7	5.9
EV/EBIT	14.8	-	-	17.6	12.0	11.2	8.9	7.8
P/E reported	-	-	-	-	12.1	13.8	11.1	12.8
P/E adjusted	-	-	-	-	-	-	-	-
P/B	1.5	2.0	3.1	3.3	2.1	2.1	1.8	1.6
FINANCIAL ANALYSIS	2018	2019	2020	2021	2022	2023e	2024e	2025e
ROE adjusted (%)	-	-	-	-	-	-	-	-
Dividend yield (%)	18.8	5.0	-	-	-	-	1.8	2.6
EBITDA margin (%)	8.7	-	1.8	7.4	8.0	8.6	9.2	9.3
EBIT margin (%)	4.4	-	<u>-</u>	3.3	6.0	6.4	7.0	7.1
NIBD/EBITDA	1.91	(113.10)	15.08	2.84	2.93	1.91	0.99	0.50
EBITDA/Net interest	-	-	-	1.52	3.79	-	-	-

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Austevoll Seaf ood	1,014,265	0.50%
Bonheur	239,434	0.56%
Huddiy	1,170,943	0.56%
Par eto Bank	14,732,232	21.09%
Pexip Holding	887,095	0.85%
Spar ebank 1 Nor d-Nor ge	5,013,452	4.99%
Sparebank 1 SM N	2,944,783	2.27%
Sparebank 1 SR-Bank	2,440,375	0.95%
SpareBank 1 Østfold Akershus	1,237,140	9.99%
Spar eBank 1 Østlandet	6,212,368	5.85%
Sparebanken Møre	566,833	1.15%
Spar ebanken Sør	333,149	0.80%
Spar ebanken V est	8,282,945	7.55%
NEXT Biometrics	700,000	0.76%
Spar eBank 1 Sar ast-Nor ne	2 757 852	4 37%

Pareto Securities AS may hold financial instruments in companies where a recommendation has been produced or distributed by Pareto Securities AS in connection with rendering investment services, including Market Making.

Please find below an overview of material interests in shares held by employees in Pareto Securities AS, in companies where a recommendation has been produced or distributed by Pareto Securities AS. "By material interest" means holdings exceeding a value of NOK 50 000.

Company	Analyst holdings*	Total holdings
Adevinta	0	17,950
Aker ASA	500	2,288
Aker BP	0	17,875
Aker Horizons	0	212,397
Aker Solutions	0	1,388
A M SC A SA	0	3,600
Aprila Bank ASA	0	22,675
AURELIUS Equity Opportunities	0	500
Austevoll Seaf ood	0	3,548
Awil co LNG	0	30,000
Belships	0	40,000
Betsson B	0	3,000
BioInvent	0	15,000
BlueNor d	0	1,000
Bonheur	0	30,564
Borregaard ASA	0	518
Bouvet	0	980
BW Ener gy	0	108,364
BW Of f shore	0	4,900
Cool Company	0	5,000
Crayon	0	9,292
DNB	0	33,084
DNO	0	71,391
E dda Wind	0	5,000
Egetis Ther apeutics	0	6,855
Elkem	0	41,520
Elmer a Group A SA	0	37,305
Embracer Group	0	11,509
Equinor	0	4,118
Essity	0	168

Company	Analyst holdings*	Total holdings
Europris	0	17,745
Flex LNG	0	895
Frontline	0	8,000
Gaming Innovation Group	0	25,000
Gjensidige Forsikring	519	1,960
Grieg Seaf ood	0	13,491
Haf nia Ltd.	0	118,820
Huddly	0	1,170,943
HydrogenPro	0	34,922
International Petroleum Corp Kahoot	0	5,511 35,993
Kambi Groupplc	0	430
Kinnevik AB	0	315
Kitron	0	2,314
Komplett ASA	0	21,754
Komplett Bank	0	153,800
Kongsber g Gr uppen	0	500
Lea bank	0	16,355
Ler øy Seaf ood Group	0	38,401
Mowi	0	5,738
Multitude	0	2,443
NEXT Biometrics	0	700,000
Nor Am Drilling NORBIT ASA	0	6,883 1,706
Nordic Semiconductor	0	13,198
Nor sk Hydro	0	80,711
Nor ske Skog	0	92,406
Odfjell Drilling	0	2,081
Okeanis Eco Tankers	0	5,016
Orkla	0	8,526
Panor o Ener gy	0	34,733
Par eto Bank	0	761,886
PetroTal	0	74,000
Pexip Holding	0	887,095
Protector Forsikring	0	7,300
Quantaf uel REC Silicon	0	23,665 32,539
Sal Mar	0	4,724
Sandnes Spar ebank	0	2.500
Scatec	0	20,129
Seadrill Ltd	0	10,300
Solstad Of f shor e	0	122,500
Spar ebank 1 Nor d-Nor ge	725	7,775
Spar ebank 1 SMN	0	6,421
Spar ebank 1 SR-Bank	0	7,545
SpareBank 1 Østlandet	1,100	11,100
Spar ebanken Mør e	0	1,080
Sparebanken Sør Sparebanken Vest	0	15,840 2,294
Stolt-Nielsen	0	2,294 3,800
Storebr and	100	3,110
Storytel	0	11,390
Subsea 7	0	21,470
Teekay Tankers	0	208
Telenor	0	3,004
TGS	0	10,830
Transocean	0	10,000
Valaris	0	3,100
Vestas Wind Systems	0	1,235
Vår Ener gi	0	156,479
Webstep	0	2,000 229
Wilh. Wilhelmsen Holding Yara	0	229 17.114
Yara Zaptec	0	17,114 16,200
Laprov	U	16,200

This overview is updated monthly (last updated 15.05.2023).

<sup>\*</sup>Analyst holdings refers to positions held by the Pareto Securities AS analyst covering the company.

## Appendix B

Disclosure requirements in accordance with Article 6(1)(c)(iii) of Commission Delegated Regulation (EU) 2016/958

Overview over issuers of financial instruments where Pareto Securities AS have prepared or distributed investment recommendation, where Pareto Securities AS have been lead manager/co-lead manager or have rendered publicly known not immaterial investment banking services over the previous 12 months:

Add Energy Akershus Energi Varme AS American Shipping Company Archer B2Holding AS Bekk og Strøm AS, SV Vattenkraf t AB Benchmark Holdings Biolnvent Bluewater Holding Borr Drilling BW LPG Cadel er Cadeler
CCSFinansiering AS
CERAFILTEC
Cloudberry Clean Energy
COOL Company
DNO Dolphin Drilling Edda Wind EdR Certified Origin Physical Gold Plc Eidesvik Offshore Fertiberia Corporate S.L.U. First Camp Group Fishbase Group AS Haf ni a Ltd. Hospitality Inves House of Control House of Control
HydrogenPro
Idavang A/ S
Island Green Power Ltd
Kezzler AS
KMC Properties
Komplett Bank
Kraft Bank
Kron AS KronAS Kruse Smith Kvitebjørn Energi AS Magnora Maha Energy Memmo Family Mime Petroleum Mutares SE & Co. KGaA Nor Am Drilling Nor dic Unmanned Nor dic Unmanned
Nor eco
Nor landia Health & Car e Group
Nor se Atlantic
Nor ske Skog
Nor ther n Ocean
Okea AS
Pandion Ener gy
PGS
PHM Group Holding Holding PHM Group Holding Holding

ReFuels RelyOn Nutec A/S Salmon Evolution Scala Eiendom Scala Eiendom
Schietter International B.V
Seacr est Petroleo
Shamar an Petroleum
Skandia GreenPower
Skandard Supply AS
Tasik Toba Subsea AS
Tiesaur e ASA
Vantaen Drilling Internation

Quality Living Residential AS

Polight ASA Proximar Seafood Pul Pac AB

Vantage Drilling International Viking Venture 27 AS Viking Venture 28 AS

Waldorf Production Ltd

Wattif EV

Ørn Software

This overview is updated monthly (this overview is for the period 01.05.2022 – 30.04.2023).

## Appendix C

Disclosure requirements pursuant to the Norwegian Securities Trading Regulation § 3-11 (4)

### Distribution of recommendations Recommendation

Distribution of recommendations	
Recommendation	% distribution
Buv	73%
Hold	23%
Sell	4%
Distribution of recommendations (transactions*)	
Recommendation	% distribution
Buy	88%
Hold	12%
Sell	0%

 $Companies under coverage \ with \ which \ Pareto \ Securities \ Group \ has on-going \ or \ completed \ public$ 

services in the previous 12 months

This overview is updated monthly (last updated 15.05.2023).

## Appendix D

This section applies to research reports prepared by Pareto Securities AB.

### Disclosure of positions in financial instruments

The beneficial holding of the Pareto Group is 1 % or more of the total share capital of the following companies included in Pareto Securities AB's research coverage universe: None

The Pareto Group has material holdings of other financial instruments than shares issued by the following companies included in Pareto Securities AB's research coverage universe: None

### Disclosure of assignments and mandates

Overview over issuers of financial instruments where Pareto Securities AB has prepared or distributed investment recommendation, where Pareto Securities AB has been lead manager or co-lead manager or has rendered publicly known not immaterial investment banking services over the previous twelve months:

ADDvise Group AB Cinis Fertilizer AB NGE x Miner als Ltd Renewcell AB

Xbr ane Biophar ma AB

Vicor e Phar ma Holding AB

VNV Global AB Adtraction Group AB Hanza AB Hexicon AB Linkfire A/S Media & Games Invest plc Artificial Solutions International AB Azelio AB Boule Diagnostics AB Cibus Nor dic Real Estate AB

Members of the Pareto Group provide market making or other liquidity providing services to the following companies included in Pareto Securities AB's research coverage universe.

Implantica AG Linkfire Mentice AB Signup Software AB VEF Model on AB

Members of the Pareto Group have entered into agreements concerning the inclusion of the company in question in Pareto Securities AB's research coverage universe with the following

Member of the Pareto Group is providing Business Management services to the following

Fleming Properties AB Hallsell Property Invest AB Halmslätten Fastighets AB (publ) Korsängen Fastighets AB (publ) Krona Public Real Estate AB Logistri Fastighets AB Mälaråsen AB One Publicus Fastighets AB Origa Care AB (publ) Aar hus Rssidentials Backaheden Fastighets AB
Bonäsudden Holding AB (publ)
Bor glanda Fastighets AB
Bosiā Fastish Bosjö Fastigheter AB

Members of the Pareto Group have entered into agreements concerning the inclusion of the company in question in Pareto Securities AB's research coverage universe with the following companies: None

This overview is updated monthly (last updated 15.05.2023).

## Appendix E

Disclosure requirements in accordance with Article 6(1)(c)(i) of Commission Delegated Regulation (EU) 2016/958

## **Designated Sponsor**

Pareto Securities acts as a designated sponsor for the following companies, including the provision of bid and ask offers. Therefore, we regularly possess shares of the company in our proprietary trading books. Pareto Securities receives a commission from the company for the provision of the designated sponsor services.

2G Ener gy AG IVU Traffic AG Pryme B.V. ad pepper m Biotest AG media International N.V. Kontron AG Leif heit AG Pvr um Innovations AG Leif heit AG
Logwin AG
manz AG
MAX Automation SE
Mer kur Privatbank AG
Meta Wolf AG
MLP SE
MPC Container Ships ASA
Muehlhahn AG
Mutar es SF & Co KGAA Salmones Camanchaca S.A.
Seven Principles AG
SHOP APOTHEKE EUROPE N.V. Biotest AG Pf d.
Cor estate Capital Holding
Daldrup & Schne AG
DEMIRE AG
DF Deutsche Fort flait AG
epigenomics AG
For is AG
Gesco AG
GFT Technologies SE
Giosset AG Biotest AG Pf d tal Holding S.A SHOP APOTHEKE EUROPE N.V.
SMT Scharf AG
Surteco AG
Syzygy AG
TTL Beteiligungs- und Grundbesitz AG
Uzin Utz SE Mutares SE & Co. K GaA VERIANOSSE Gigaset AG Viscom AG WPU - Waste Plastic Upcycling AS

OVB Holding AG ProCredit Holding AG Heidelber g Phar ma AG

INTERSHOP Communications AG Progress-Werk Oberkirch AG

## Appendix F

Disclosure requirements in accordance with Article 6(1)(c)(iv) of Commission Delegated Regulation (EU) 2016/958

## Sponsored Research

Pareto Securities has entered into an agreement with these companies about the preparation of research reports and - in return - receives compensation.

Gesco AG 2G Ener gy AG Mutares SE & Co. KGaA BayWa A G BB Biotech A G GFT Technologies SE Gigaset AG Mynaric AG OHB SE Biotest AG Heidelber a Pharma AG ProCredit Holding AG Biotest AG Pf d Hypoport SE Progress-Werk Oberkirch AG PSIAG Cliq Digital AG INTERSHOP Communications AG Cliq Digital AG
Daldrup & Söhne AG
Delignit
Der maphar m Holding SE
Enapter AG
epigenomics AG
Expres2ion Biotech Holding AB Kontr on AG Siegfried Holding AG SMT Scharf AG Leif heit AG Surteco AG Syzygy AG Viscom AG

This overview is updated monthly (last updated 15.05.2023).