

#### Rating Buv **SEK 170.00** (prior: SEK 125.00) **Price target Potential** 42% **Share data** Share price (last close price in SEK) 119.60 Number of shares (in m) 30.7 Market cap. (in SEK m) 3,676,6 Trading vol. (Ø 3 months; in K shares) 321.8 3,665.7 Enterprise Value (in SEK m) Ticker OM:INT **Guidance 2025** > 600 Sales (in m SEK) EBIT (in m SEK) > 250 Share price (SEK)

# 50

15-Jul 10-Sep 7-Nov 14-Jan 13-Mar 15-May 15-Jul
— Intellego Technologies AB — CDAX
Source: Capital IO

| Shareholder              |       |
|--------------------------|-------|
| Free float               | 69.5% |
| Claes Lindahl (CEO)      | 12.2% |
| Verkäufer der Daro Group | 7.1%  |
| Johan Möllerström        | 4.1%  |
| Sonstiges                | 7.1%  |

| Q2 results<br>HIT<br>Q3 results | Augus     | et 28, 2025<br>et 28, 2025<br>er 27, 2025 |         |
|---------------------------------|-----------|-------------------------------------------|---------|
| Changes in e                    | estimates |                                           |         |
|                                 | 2025e     | 2026e                                     | 2027e   |
| Sales (old)                     | 700.0     | 1,100.0                                   | 1,600.0 |
| Δ                               | 17.1%     | 13.6%                                     | 12.5%   |
| EBIT (old)                      | 320.7     | 481.9                                     | 717.0   |
| Δ                               | 36.0%     | 29.2%                                     | 25.9%   |

Calendar

EPS (old)

| Analyst            |                      |
|--------------------|----------------------|
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|                    |                      |
| Publication        |                      |

7.31

37.6%

11.07

30.4%

16.61

26.7%

Comment July 16, 2025

# Full year goals already reached - appointment of new CFO implicates ongoing structural improvements

Shortly after our latest publication of the preliminary Q2 numbers, Intellego announced it has already surpassed its updated EBIT target of SEK 250m for the full year 2025. Additionally, the company recently reported the appointment of a new CFO, Hans Denovan, signaling further structural improvements.

| Intellego - Guidance 2025 | 28.02.25 | 27.05.25 | 28.08.25 |
|---------------------------|----------|----------|----------|
| Sales                     | > 500    | > 600    | tbd.     |
| EBIT                      | > 160    | > 250    | tbd.     |

in m SEK; Source: Company,

We had already raised our projections following the better-than-expected Q2 results, where EBIT was expected to exceed SEK 100m for the quarter. The news that the full-year EBIT target has already been met implies that actual EBIT for Q2 was likely well above our revised estimate, potentially close to the Q1 level of SEK 133m. This continued strength in revenue and, in particular, EBIT suggests sustained high demand for Intellego's high-margin dosimeters—exceeding our previous assumptions. Our current forecast implies EBIT below SEK 100m for H2, meaning both Q3 and Q4 would fall short of Q1 and Q2 individually. While we still anticipate a slight seasonal impact in H2 due to the holiday period, we now expect EBIT to increase by close to SEK 200m in H2 and have adjusted our estimates accordingly, assuming a higher incremental EBIT margin supported by strong dosimeter sales momentum.

New CFO to drive further structural improvements: At the annual shareholder meeting in June, Intellego announced the appointment of Hans Denovan as the new CFO, starting September 1. We view this as a very positive development. It not only secures a fully dedicated, in-house CFO (the current CFO, Petra, is externally employed) but Hans Denovan also brings in a strong track record of scaling high-growth companies. In his previous role at PDSVISION, He helped to grow revenues to around SEK 1.5 billion, driven by a combination of robust organic growth and strategic international M&A. He also brings significant B2B software expertise—particularly in transitioning companies to subscription— and service—based business models—experience directly aligned with Intellego's evolving software strategy.

**Smartsun – nowhere near sunset:** During our visit to the production facility late last month we were surprised to find Smartsun units still neatly stacked on the warehouse racks. Confronted with this, we were surprised to learn from the Management that the product line is still very much alive. Even more so, Intellego is currently in active negotiations with a potential U.S. partner on a multi-year distribution agreement, which —if successfully concluded—could provide a significant boost to sales in that market.

**Conclusion:** We are highly impressed with Intellego's performance over the past months. In addition to strong operational execution, the company continues to deliver on structural improvements and free cash flow. Reflecting these positive developments, we have lowered our previously high beta assumption from 1.8 to 1.5. Together with our upgraded projections, we are raising our price target from SEK 125.00 to SEK 170.00 and reiterating our "Buy" recommendation.

| FYend: 31.12.       | 2023   | 2024  | 2025e  | 2026e   | 2027e   |
|---------------------|--------|-------|--------|---------|---------|
| Sales               | 186.5  | 265.3 | 820.0  | 1,250.0 | 1,800.0 |
| Growth yoy          | 222.7% | 42.3% | 209.1% | 52.4%   | 44.0%   |
| EBITDA              | 86.7   | 118.5 | 466.0  | 663.7   | 955.7   |
| EBIT                | 83.1   | 102.2 | 436.0  | 622.5   | 902.4   |
| Net income          | 59.6   | 68.4  | 295.0  | 423.0   | 616.9   |
| Gross profit margin | 83.2%  | 81.1% | 80.4%  | 78.7%   | 78.7%   |
| EBITDA margin       | 46.5%  | 44.7% | 56.8%  | 53.1%   | 53.1%   |
| EBIT margin         | 44.6%  | 38.5% | 53.2%  | 49.8%   | 50.1%   |
| Net Debt            | 29.3   | 29.8  | -112.8 | -303.0  | -740.9  |
| Net Debt/EBITDA     | 0.3    | 0.3   | -0.2   | -0.5    | -0.8    |
| ROCE                | 82.7%  | 40.4% | 104.1% | 99.1%   | 108.2%  |
| EPS                 | 2.36   | 2.49  | 10.06  | 14.43   | 21.04   |
| FCF per share       | -1.90  | -1.26 | 3.72   | 6.49    | 14.93   |
| Dividend            | 0.00   | 0.00  | 0.00   | 0.00    | 0.00    |
| Dividend yield      | 0.0%   | 0.0%  | 0.0%   | 0.0%    | 0.0%    |
| EV/Sales            | 19.7   | 13.8  | 4.5    | 2.9     | 2.0     |
| EV/EBITDA           | 42.3   | 30.9  | 7.9    | 5.5     | 3.8     |
| EV/EBIT             | 44.1   | 35.9  | 8.4    | 5.9     | 4.1     |
| PER                 | 50.7   | 48.0  | 11.9   | 8.3     | 5.7     |
| P/B                 | 24.3   | 12.4  | 5.9    | 3.5     | 2.2     |

Source: Company data, Montega, Capital IQ

Figures in m SEK, EPS in SEK, Price: 119.60 SEK



#### **Company Background**

Intellego Technologies AB was founded in 2011 and is headquartered in Stockholm, Sweden. The company specializes in the development and distribution of colourchanging UV dosimeters that visualize correct UV exposure for disinfection and industrial applications. Intellego sells its products through distribution partners in various industries, including healthcare, hospitality and manufacturing. Geographically, the company has a strong presence in Europe and North America and is also grwoing strongly in Asia. To drive this growth, Intellego is increasingly focusing on strategic partnerships like with Henkel or Likang. The company's patented technology is based on years of research and development in UV visualisation and is continuously optimized to explore new applications and markets.

#### **Key Facts**

| Sector           | UV Inspection Technology                                                                                                                                                                                                              |
|------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Ticker           | INT                                                                                                                                                                                                                                   |
| Employees        | 62                                                                                                                                                                                                                                    |
| Revenue          | SEK 265.3m                                                                                                                                                                                                                            |
| EBIT             | SEK 102.2m                                                                                                                                                                                                                            |
| EBIT-Margin      | 38.5%                                                                                                                                                                                                                                 |
| Business model   | Manufactures photochromic ultraviolet indicators that change colour based on the accumulated does of invisible UV-C irradiation on a surfacte for use in healthcare, hospitality, retail, transportation and commercial applications. |
| Competitive edge | Development and production of patented, photochromatic UV indicators                                                                                                                                                                  |
| Revenue sources  | The customer base is primarily concentrated in the EU (61%), followed by North America (21%), Asia (15%), and Other regions (3%)                                                                                                      |

Source: Company, CapitalIQ, Montega; Status: FY 2024

#### Major events in the company's history



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#### **Product Portfolio**

|                                                                                                                                                                                                             | Hea                                                                      | althcare (Disinfection                        | on)                        | Assure                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | (Cure)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |
|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------|-----------------------------------------------|----------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
|                                                                                                                                                                                                             | 254 nm<br>LP Mercury Vapor                                               | 260 - 280 nm<br>UV- C LED                     | 222 nm<br>Far UV- C        | 254 nm<br>UV- C                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                | 354 nm<br>UV- C LED                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            |
| TRI Card The card features a yellow center indicator surrounded by the three color refences 25, 50 and 100 mJ /cm <sup>2</sup> to demonstrate the accumulate dose                                           | UV DOSAMENS                                                              | UV OCCUPATIONS                                | only for special<br>orders |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| Dots & Squares (Stickers) Indicate UV - C exposures at 25, 50, 75 and 100 mJ fcm <sup>2</sup> with enclosed color reference card. For Assure, levels from 0-50, 0-100, 40-200 and 1000 - 5000 are possible. | DV-9) CODACTES                                                           | UV S COUNTIES                                 | DOMETES COMMITTES          | ir Adago                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | incidence Committee Commit |
| Personal Indicator Indicator reveals the word STOP when exposed to 6 m3/cm <sup>2</sup> (the threshold limit value for safe occupational exposure).                                                         | Unexposed Exposed                                                        |                                               |                            |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| Quick Check Enter indicator that reveals a check mark at 6 mJ/cm <sup>2</sup> and includes additional color - references for 15 and 25 mJ/cm <sup>2</sup> .                                                 | DOSMETES  13  23  34  35  35  36  37  37  38  38  38  38  38  38  38  38 | DOSINETES  S  S  S  S  S  S  S  S  S  S  S  S |                            |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| DUO Card Adhesive Card that indicates exposures at 50 and 100 mJ/cm ².                                                                                                                                      | UV9 COMMITTED                                                            |                                               |                            |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| MRSA/C - diff Card Adhesive Card that indicates exposures that can achieve significant reductions of MRSA and C - diff spores.                                                                              | DOSAGERS                                                                 |                                               |                            |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| Quad / Multiple Card Wide indicator and four or more colour references to demonstrate the accumulated dose, measured at mJ/cm 2 in ranges from 0 - 100, 0-50, 40-200, 1000-5000.                            | UV® constitu                                                             | in development                                | in development             | Managa and Andreas | Harmon Marian                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |
| UVC 1000 Dosimeters Indicate an accumulated doses of 500 and 1000 mJ/cm <sup>2</sup> which is the range recommended for decontamination of N95 masks.                                                       |                                                                          |                                               |                            |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |

Source: Company

#### **Organisational Structure**

Intellego Technologies SE is the parent company and holds 100% of the shares in three subsidiaries. These include Intellego Technologies US Inc., based in Delaware, USA, Intellego Technologies Co Ltd. in Shanghai, China. The Mother company of the Daro Group ist Portman Enterprises Limited, headquartered in Sudbury, England which focuses on the sales of UV equipment for healthcare, curing and water treatment applications. YUVIO is Intellego's most recent unit and focused on selling highly attractive bundles of UV disinfection equipment for healthcare solutions in combination with a multi period contract for Intellego's UV dosimeters.

#### **Corporate Structure**



Source: Company

#### **Business Areas and Regions**

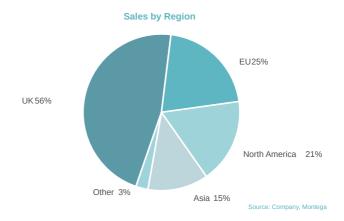
Although it should be fair to assume that the basic technology for its UV dosimeters are identical Intellego has split its product portfolio into three business units with distinct branding in order to enable product differentiation as well as price discrimination. The three business areas can be seen below, although Intellego Horticulture is just being developed with products entering the market in 2025.





Source: Company

Intellego Technologies AB reports its revenue distribution only by geography. The primary focus is on the EU, which accounts for 61% of revenue, followed by North America with 21%. An additional 15% comes from Asia, while 3% is attributed to "other countries"



#### Management



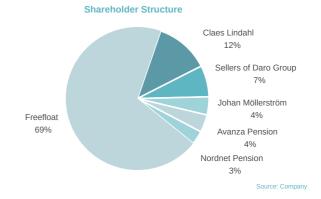
Claes Lindahl is the founder and CEO of Intellego Technologies. Before founding the company in 2011, Claes Lindahl studied biotechnology and economics at Chalmers University of Technology and Linköping University, respectively. Since graduation, he has been part in multiple biotech startups bringing together biotech research and entrepreneurship in the fields of UV radiation.



**Petra Olofsson** has been the external CFO of Intellego Technologies since April 2024. She studied accounting and audit at Umeå School of Business, Economics and Statistics. With several years of experience as an auditor and authorized accounting consultant at the accounting firms OWL and EY.

#### **Shareholder Structure**

The company's share capital amounts to 1.062.381,37 SEK and is divided in 29.746.678 bearer shares. The shares of Intellego Technologies AB have been listed at the Nasdaq Stockholm in the Nasdaq First North Growth Market since its IPO in June 2021. The shareholder structure is essentially characterized by a large freefloat (69%). Largest individual sharholder is Founder and CEO Claes Lindahl who holds approx. 12%. The sellers of the Daro Group hold 7% and board member Johan Möllerström holds 4% of the shares. Amungst larger institutional investors Anvanza and Nordnet Pension hold 4% and 3% respectively. We find it noteworthy and a signal of commitment that both Claes Lindahl (total of more than SEK 25m) and Johan Möllerström have been buying shares continuously over the past quarters.



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#### DCF Model

| (in SEK m)                  | 2025e  | 2026e   | 2027e   | 2028e   | 2029e   | 2030e   | 2031e   | Terminal<br>Value |
|-----------------------------|--------|---------|---------|---------|---------|---------|---------|-------------------|
| Sales                       | 820.0  | 1,250.0 | 1,800.0 | 2,200.0 | 2,250.0 | 2,430.0 | 2,527.2 | 2,577.7           |
| Change yoy                  | 209.1% | 52.4%   | 44.0%   | 22.2%   | 2.3%    | 8.0%    | 4.0%    | 2.0%              |
| EBIT                        | 436.0  | 622.5   | 902.4   | 1,131.4 | 1,067.1 | 1,006.7 | 920.6   | 824.9             |
| EBIT margin                 | 53.2%  | 49.8%   | 50.1%   | 51.4%   | 47.4%   | 41.4%   | 36.4%   | 32.0%             |
| NOPAT                       | 305.2  | 435.8   | 631.7   | 792.0   | 747.0   | 704.7   | 644.4   | 577.4             |
| Depreciation                | 30.0   | 41.2    | 53.3    | 58.7    | 60.0    | 58.3    | 51.6    | 52.6              |
| in % of Sales               | 3.7%   | 3.3%    | 3.0%    | 2.7%    | 2.7%    | 2.4%    | 2.0%    | 2.0%              |
| Change in Liquidity from    |        |         |         |         |         |         |         |                   |
| - Working Capital           | -147.8 | -206.0  | -164.4  | -15.8   | -16.6   | -59.9   | -32.4   | -16.8             |
| - Capex                     | -68.0  | -68.0   | -68.0   | -68.0   | -69.5   | -75.1   | -78.1   | -79.7             |
| Capex in % of Sales         | 8.3%   | 5.4%    | 3.8%    | 3.1%    | 3.1%    | 3.1%    | 3.1%    | 3.1%              |
| Other                       |        |         |         |         |         |         |         |                   |
| Free Cash Flow (WACC model) | 119.3  | 202.9   | 452.6   | 766.9   | 720.8   | 628.0   | 585.5   | 533.5             |
| WACC                        | 10.8%  | 10.8%   | 10.8%   | 10.8%   | 10.8%   | 10.8%   | 10.8%   | 10.8%             |
| Present value               | 117.3  | 180.1   | 362.6   | 554.5   | 470.5   | 370.0   | 311.4   | 2,917.5           |
| Total present value         | 117.3  | 297.4   | 660.0   | 1,214.5 | 1,685.0 | 2,055.1 | 2,366.5 | 5,284.0           |

| Valuation                 |         |
|---------------------------|---------|
| Total present value (Tpv) | 5,284.0 |
| Terminal Value            | 2,917.5 |
| Share of TV on Tpv        | 55%     |
| Liabilities               | 41.3    |
| Liquidity                 | 11.5    |
| Equity value              | 5,254.2 |
|                           |         |
| Number of shares (m)      | 30.7    |
| Value per share (SEK)     | 170.9   |
| +Upside / -Downside       | 43%     |
| Share price (SEK)         | 119.60  |
|                           |         |
| Model parameter           |         |
| Debt ratio                | 20.0%   |
| Costs of Debt             | 7.0%    |
| Market return             | 9.0%    |
| Risk free rate            | 2.5%    |
|                           |         |
| Beta                      | 1.5     |
| WACC                      | 10.8%   |
| Terminal Growth           | 2.0%    |
|                           |         |

| Growth: sales and margin |           |       |
|--------------------------|-----------|-------|
| Short term sales growth  | 2025-2028 | 38.9% |
| Mid term sales growth    | 2025-2031 | 20.6% |
| Long term sales growth   | from 2032 | 2.0%  |
| Short term EBIT margin   | 2025-2028 | 51.1% |
| Mid term EBIT margin     | 2025-2031 | 47.1% |
| Long term EBIT margin    | from 2032 | 32.0% |
|                          |           |       |

| Sensitivity V | alue per Shar | e (SEK) | Terminal Gra | owth   |        |
|---------------|---------------|---------|--------------|--------|--------|
| WACC          | 1.25%         | 1.75%   | 2.00%        | 2.25%  | 2.75%  |
| 11.28%        | 155.21        | 159.43  | 161.71       | 164.12 | 169.36 |
| 11.03%        | 159.23        | 163.74  | 166.19       | 168.78 | 174.41 |
| 10.78%        | 163.45        | 168.29  | 170.92       | 173.70 | 179.79 |
| 10.53%        | 167.91        | 173.10  | 175.93       | 178.93 | 185.50 |
| 10.28%        | 172.61        | 178.19  | 181.24       | 184.48 | 191.59 |

| Sensitivity Value per Share (SEK) |        |        | EBIT-margin | from 2032e |        |
|-----------------------------------|--------|--------|-------------|------------|--------|
| WACC                              | 31.50% | 31.75% | 32.00%      | 32.25%     | 32.50% |
| 11.28%                            | 160.24 | 160.98 | 161.71      | 162.45     | 163.18 |
| 11.03%                            | 164.65 | 165.42 | 166.19      | 166.96     | 167.73 |
| 10.78%                            | 169.32 | 170.12 | 170.92      | 171.72     | 172.53 |
| 10.53%                            | 174.25 | 175.09 | 175.93      | 176.77     | 177.61 |
| 10.28%                            | 179.48 | 180.36 | 181.24      | 182.12     | 183.00 |

Source: Montega



| P&L (in m SEK) Intellege Technologies AB         | 2022  | 2023  | 2024  | 2025e | 2026e   | 2027e   |
|--------------------------------------------------|-------|-------|-------|-------|---------|---------|
| Sales                                            | 57.8  | 186.5 | 265.3 | 820.0 | 1,250.0 | 1,800.0 |
| Increase / decrease in inventory                 | -0.4  | 8.8   | -5.5  | -35.0 | 0.0     | 0.0     |
| Own work capitalised                             | 1.4   | 2.6   | 3.3   | 5.7   | 8.8     | 12.6    |
| Total sales                                      | 58.8  | 197.9 | 263.0 | 790.7 | 1,258.8 | 1,812.6 |
| Material Expenses                                | 27.8  | 42.7  | 47.9  | 131.2 | 275.0   | 396.0   |
| Gross profit                                     | 31.1  | 155.2 | 215.2 | 659.5 | 983.8   | 1,416.6 |
| Personnel expenses                               | 15.1  | 41.8  | 43.0  | 82.0  | 162.5   | 252.0   |
| Other operating expenses                         | 26.6  | 27.6  | 53.6  | 114.8 | 162.5   | 216.0   |
| Other operating income                           | 0.9   | 0.7   | 0.0   | 3.2   | 4.9     | 7.1     |
| EBITDA                                           | -9.7  | 86.7  | 118.5 | 466.0 | 663.7   | 955.7   |
| Depreciation of fixed assets                     | 1.7   | 3.5   | 16.3  | 30.0  | 41.2    | 53.3    |
| EBITA                                            | -11.4 | 83.1  | 102.2 | 436.0 | 622.5   | 902.4   |
| Amortisation of intangible fixed assets          | 0.0   | 0.0   | 0.0   | 0.0   | 0.0     | 0.0     |
| Impairment charges and amortisation of goodwill  | 0.0   | 0.0   | 0.0   | 0.0   | 0.0     | 0.0     |
| EBIT                                             | -11.4 | 83.1  | 102.2 | 436.0 | 622.5   | 902.4   |
| Financial result                                 | -5.4  | -14.3 | -9.8  | -14.6 | -18.2   | -21.1   |
| Recurring pretax income from cont. operations    | -16.8 | 68.8  | 92.4  | 421.4 | 604.3   | 881.3   |
| Extraordinary income/loss                        | 0.0   | 0.0   | 0.0   | 0.0   | 0.0     | 0.0     |
| EBT                                              | -16.8 | 68.8  | 92.4  | 421.4 | 604.3   | 881.3   |
| Taxes total                                      | -1.6  | 9.2   | 24.0  | 126.4 | 181.3   | 264.4   |
| Net income from continuing operations            | -15.1 | 59.6  | 68.4  | 295.0 | 423.0   | 616.9   |
| Income from discontinued operations (net of tax) | 0.0   | 0.0   | 0.0   | 0.0   | 0.0     | 0.0     |
| Net income before minorities                     | -15.1 | 59.6  | 68.4  | 295.0 | 423.0   | 616.9   |
| Minority interest                                | 0.0   | 0.0   | 0.0   | 0.0   | 0.0     | 0.0     |
| Net income                                       | -15.1 | 59.6  | 68.4  | 295.0 | 423.0   | 616.9   |

Source: Company (reported results), Montega (forecast)

| P&L (in % of Sales) Intellege Technologies AB    | 2022   | 2023   | 2024   | 2025e  | 2026e  | 2027e  |
|--------------------------------------------------|--------|--------|--------|--------|--------|--------|
| Sales                                            | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| Increase / decrease in inventory                 | -0.7%  | 4.7%   | -2.1%  | -4.3%  | 0.0%   | 0.0%   |
| Own work capitalised                             | 2.5%   | 1.4%   | 1.2%   | 0.7%   | 0.7%   | 0.7%   |
| Total sales                                      | 101.8% | 106.1% | 99.1%  | 96.4%  | 100.7% | 100.7% |
| Material Expenses                                | 48.0%  | 22.9%  | 18.0%  | 16.0%  | 22.0%  | 22.0%  |
| Gross profit                                     | 53.8%  | 83.2%  | 81.1%  | 80.4%  | 78.7%  | 78.7%  |
| Personnel expenses                               | 26.1%  | 22.4%  | 16.2%  | 10.0%  | 13.0%  | 14.0%  |
| Other operating expenses                         | 46.1%  | 14.8%  | 20.2%  | 14.0%  | 13.0%  | 12.0%  |
| Other operating income                           | 1.6%   | 0.4%   | 0.0%   | 0.4%   | 0.4%   | 0.4%   |
| EBITDA                                           | -16.7% | 46.5%  | 44.7%  | 56.8%  | 53.1%  | 53.1%  |
| Depreciation of fixed assets                     | 3.0%   | 1.9%   | 6.1%   | 3.7%   | 3.3%   | 3.0%   |
| EBITA                                            | -19.7% | 44.6%  | 38.5%  | 53.2%  | 49.8%  | 50.1%  |
| Amortisation of intangible fixed assets          | 0.0%   | 0.0%   | 0.0%   | 0.0%   | 0.0%   | 0.0%   |
| Impairment charges and amortisation of goodwill  | 0.0%   | 0.0%   | 0.0%   | 0.0%   | 0.0%   | 0.0%   |
| EBIT                                             | -19.7% | 44.6%  | 38.5%  | 53.2%  | 49.8%  | 50.1%  |
| Financial result                                 | -9.3%  | -7.7%  | -3.7%  | -1.8%  | -1.5%  | -1.2%  |
| Recurring pretax income from cont. operations    | -29.0% | 36.9%  | 34.8%  | 51.4%  | 48.3%  | 49.0%  |
| Extraordinary income/loss                        | 0.0%   | 0.0%   | 0.0%   | 0.0%   | 0.0%   | 0.0%   |
| EBT                                              | -29.0% | 36.9%  | 34.8%  | 51.4%  | 48.3%  | 49.0%  |
| Taxes total                                      | -2.8%  | 4.9%   | 9.1%   | 15.4%  | 14.5%  | 14.7%  |
| Net income from continuing operations            | -26.2% | 32.0%  | 25.8%  | 36.0%  | 33.8%  | 34.3%  |
| Income from discontinued operations (net of tax) | 0.0%   | 0.0%   | 0.0%   | 0.0%   | 0.0%   | 0.0%   |
| Net income before minorities                     | -26.2% | 32.0%  | 25.8%  | 36.0%  | 33.8%  | 34.3%  |
| Minority interest                                | 0.0%   | 0.0%   | 0.0%   | 0.0%   | 0.0%   | 0.0%   |
| Net income                                       | -26.2% | 32.0%  | 25.8%  | 36.0%  | 33.8%  | 34.3%  |

Source: Company (reported results), Montega (forecast)



| Balance sheet (in m SEK) Intellege Technologies AB | 2022  | 2023  | 2024  | 2025e | 2026e   | 2027e   |
|----------------------------------------------------|-------|-------|-------|-------|---------|---------|
| ASSETS                                             |       |       |       |       |         |         |
| Intangible assets                                  | 94.2  | 84.1  | 98.2  | 101.2 | 104.2   | 107.2   |
| Property, plant & equipment                        | 6.3   | 30.2  | 72.0  | 107.0 | 130.9   | 142.5   |
| Financial assets                                   | 5.8   | 7.5   | 8.2   | 8.2   | 8.2     | 8.2     |
| Fixed assets                                       | 106.3 | 121.8 | 178.4 | 216.4 | 243.3   | 257.9   |
| Inventories                                        | 10.7  | 19.5  | 24.0  | 58.6  | 89.3    | 128.6   |
| Accounts receivable                                | 9.0   | 92.1  | 188.7 | 347.5 | 570.5   | 704.2   |
| Liquid assets                                      | 44.8  | 8.1   | 11.5  | 169.7 | 359.9   | 797.7   |
| Other assets                                       | 12.7  | 11.7  | 11.1  | 11.1  | 11.1    | 11.1    |
| Current assets                                     | 77.1  | 131.3 | 235.2 | 586.9 | 1,030.7 | 1,641.6 |
| Total assets                                       | 183.4 | 253.2 | 413.6 | 803.3 | 1,274.0 | 1,899.5 |
| LIABILITIES AND SHAREHOLDERS' EQUITY               |       |       |       |       |         |         |
| Shareholders' equity                               | 19.6  | 151.2 | 296.2 | 624.7 | 1,047.8 | 1,664.7 |
| Minority Interest                                  | 0.0   | 0.0   | 0.0   | 0.0   | 0.0     | 0.0     |
| Provisions                                         | 26.4  | 0.0   | 0.0   | 0.0   | 0.0     | 0.0     |
| Financial liabilities                              | 45.7  | 37.3  | 41.3  | 56.8  | 56.8    | 56.8    |
| Accounts payable                                   | 3.3   | 15.8  | 14.3  | 59.9  | 107.6   | 116.2   |
| Other liabilities                                  | 88.4  | 48.8  | 61.9  | 61.9  | 61.9    | 61.9    |
| Liabilities                                        | 163.8 | 101.9 | 117.4 | 178.6 | 226.3   | 234.9   |
| Total liabilities and shareholders' equity         | 183.4 | 253.2 | 413.6 | 803.3 | 1,274.0 | 1,899.5 |

Source: Company (reported results), Montega (forecast)

| Balance sheet (in %) Intellege Technologies AB | 2022   | 2023   | 2024   | 2025e  | 2026e  | 2027e  |
|------------------------------------------------|--------|--------|--------|--------|--------|--------|
| ASSETS                                         |        |        |        |        |        |        |
| Intangible assets                              | 51.4%  | 33.2%  | 23.7%  | 12.6%  | 8.2%   | 5.6%   |
| Property, plant & equipment                    | 3.4%   | 11.9%  | 17.4%  | 13.3%  | 10.3%  | 7.5%   |
| Financial assets                               | 3.2%   | 3.0%   | 2.0%   | 1.0%   | 0.6%   | 0.4%   |
| Fixed assets                                   | 58.0%  | 48.1%  | 43.1%  | 26.9%  | 19.1%  | 13.6%  |
| Inventories                                    | 5.8%   | 7.7%   | 5.8%   | 7.3%   | 7.0%   | 6.8%   |
| Accounts receivable                            | 4.9%   | 36.4%  | 45.6%  | 43.3%  | 44.8%  | 37.1%  |
| Liquid assets                                  | 24.4%  | 3.2%   | 2.8%   | 21.1%  | 28.2%  | 42.0%  |
| Other assets                                   | 6.9%   | 4.6%   | 2.7%   | 1.4%   | 0.9%   | 0.6%   |
| Current assets                                 | 42.1%  | 51.9%  | 56.9%  | 73.1%  | 80.9%  | 86.4%  |
| Total Assets                                   | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| LIABILITIES AND SHAREHOLDERS' EQUITY           |        |        |        |        |        |        |
| Shareholders' equity                           | 10.7%  | 59.7%  | 71.6%  | 77.8%  | 82.2%  | 87.6%  |
| Minority Interest                              | 0.0%   | 0.0%   | 0.0%   | 0.0%   | 0.0%   | 0.0%   |
| Provisions                                     | 14.4%  | 0.0%   | 0.0%   | 0.0%   | 0.0%   | 0.0%   |
| Financial liabilities                          | 24.9%  | 14.7%  | 10.0%  | 7.1%   | 4.5%   | 3.0%   |
| Accounts payable                               | 1.8%   | 6.3%   | 3.5%   | 7.5%   | 8.4%   | 6.1%   |
| Other liabilities                              | 48.2%  | 19.3%  | 15.0%  | 7.7%   | 4.9%   | 3.3%   |
| Total Liabilities                              | 89.3%  | 40.3%  | 28.4%  | 22.2%  | 17.8%  | 12.4%  |
| Total Liabilites and Shareholders' Equity      | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |

Source: Company (reported results), Montega (forecast)



| Statement of cash flows (in m SEK) Intellege Technologies AB | 2022  | 2023  | 2024   | 2025e  | 2026e  | 2027e  |
|--------------------------------------------------------------|-------|-------|--------|--------|--------|--------|
| Net income                                                   | -15.1 | 59.6  | 68.4   | 295.0  | 423.0  | 616.9  |
| Depreciation of fixed assets                                 | 1.7   | 3.5   | 16.3   | 30.0   | 41.2   | 53.3   |
| Amortisation of intangible assets                            | 0.0   | 0.0   | 0.0    | 0.0    | 0.0    | 0.0    |
| Increase/decrease in long-term provisions                    | 0.0   | 0.0   | 0.0    | 0.0    | 0.0    | 0.0    |
| Other non-cash related payments                              | 0.0   | -2.9  | 52.4   | 0.0    | 0.0    | 0.0    |
| Cash flow                                                    | -13.4 | 60.2  | 137.2  | 325.0  | 464.2  | 670.2  |
| Increase / decrease in working capital                       | 0.0   | -79.4 | -102.6 | -147.8 | -206.0 | -164.4 |
| Cash flow from operating activities                          | -13.4 | -19.2 | 34.5   | 177.1  | 258.2  | 505.8  |
| CAPEX                                                        | 0.0   | -28.8 | -69.1  | -68.0  | -68.0  | -68.0  |
| Other                                                        | 0.0   | -7.4  | -6.5   | 0.0    | 0.0    | 0.0    |
| Cash flow from investing activities                          | 0.0   | -36.2 | -75.6  | -68.0  | -68.0  | -68.0  |
| Dividends paid                                               | 0.0   | 0.0   | 0.0    | 0.0    | 0.0    | 0.0    |
| Change in financial liabilities                              | 0.0   | -62.7 | -21.9  | 15.6   | 0.0    | 0.0    |
| Other                                                        | 0.0   | 81.1  | 66.1   | 33.5   | 0.0    | 0.0    |
| Cash flow from financing activities                          | 0.0   | 18.3  | 44.2   | 49.1   | 0.0    | 0.0    |
| Effects of exchange rate changes on cash                     | 0.0   | 0.4   | 0.3    | 0.0    | 0.0    | 0.0    |
| Change in liquid funds                                       | -13.4 | -37.1 | 3.1    | 158.2  | 190.2  | 437.8  |
| Liquid assets at end of period                               | -13.4 | 8.1   | 11.5   | 169.7  | 359.9  | 797.7  |

Source: Company (reported results), Montega (forecast)

| Key figures Intellege Technologies AB | 2022   | 2023   | 2024  | 2025e  | 2026e  | 2027e  |
|---------------------------------------|--------|--------|-------|--------|--------|--------|
| Earnings margins                      |        |        |       |        |        |        |
| Gross margin (%)                      | 53.8%  | 83.2%  | 81.1% | 80.4%  | 78.7%  | 78.7%  |
| EBITDA margin (%)                     | -16.7% | 46.5%  | 44.7% | 56.8%  | 53.1%  | 53.1%  |
| EBIT margin (%)                       | -19.7% | 44.6%  | 38.5% | 53.2%  | 49.8%  | 50.1%  |
| EBT margin (%)                        | -29.0% | 36.9%  | 34.8% | 51.4%  | 48.3%  | 49.0%  |
| Net income margin (%)                 | -26.2% | 32.0%  | 25.8% | 36.0%  | 33.8%  | 34.3%  |
| Return on capital                     |        |        |       |        |        |        |
| ROCE (%)                              | -77.7% | 82.7%  | 40.4% | 104.1% | 99.1%  | 108.2% |
| ROE (%)                               | -89.4% | 303.5% | 45.3% | 99.6%  | 67.7%  | 58.9%  |
| ROA (%)                               | -8.3%  | 23.5%  | 16.5% | 36.7%  | 33.2%  | 32.5%  |
| Solvency                              |        |        |       |        |        |        |
| YE net debt (in SEK m)                | 0.9    | 29.3   | 29.8  | -112.8 | -303.0 | -740.9 |
| Net debt / EBITDA                     | -0.1   | 0.3    | 0.3   | -0.2   | -0.5   | -0.8   |
| Net gearing (Net debt/equity)         | 0.0    | 0.2    | 0.1   | -0.2   | -0.3   | -0.4   |
| Cash Flow                             |        |        |       |        |        |        |
| Free cash flow (in SEK m)             | -13.4  | -48.0  | -34.5 | 109.1  | 190.2  | 437.8  |
| Capex / sales (%)                     | 0.0%   | 19.4%  | 28.5% | 8.3%   | 5.4%   | 3.8%   |
| Working capital / sales (%)           | 17.7%  | 30.0%  | 55.4% | 33.2%  | 35.9%  | 35.2%  |
| Valuation                             |        |        |       |        |        |        |
| EV/Sales                              | 63.4   | 19.7   | 13.8  | 4.5    | 2.9    | 2.0    |
| EV/EBITDA                             | -      | 42.3   | 30.9  | 7.9    | 5.5    | 3.8    |
| EV/EBIT                               | -      | 44.1   | 35.9  | 8.4    | 5.9    | 4.1    |
| EV/FCF                                | -      | -      | -     | 33.6   | 19.3   | 8.4    |
| PE                                    | -      | 50.7   | 48.0  | 11.9   | 8.3    | 5.7    |
| P/B                                   | 187.2  | 24.3   | 12.4  | 5.9    | 3.5    | 2.2    |
| Dividend yield                        | 0.0%   | 0.0%   | 0.0%  | 0.0%   | 0.0%   | 0.0%   |

Source: Company (reported results), Montega (forecast)



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| Company                   | Disclosure (as of 16.07.2025) |
|---------------------------|-------------------------------|
| Intellego Technologies AB | 1, 8, 9                       |



### **Price history**

| Recommendation   | Date       | Price (SEK) | Price target (SEK) | Potential |
|------------------|------------|-------------|--------------------|-----------|
| Buy (Initiation) | 15.05.2025 | 66.20       | 120.00             | +81%      |
| Buy              | 28.05.2025 | 73.00       | 125.00             | +71%      |
| Buy              | 01.07.2025 | 78.40       | 125.00             | +59%      |
| Buy              | 16.07.2025 | 119.60      | 170.00             | +42%      |