

# Ralph Lauren Corporation (RL)

United States | Apparel & Accessories | MCAP USD 8,234m

24 July 2023

Buy

Target price: USD 183.3

Current price: USD 126.2

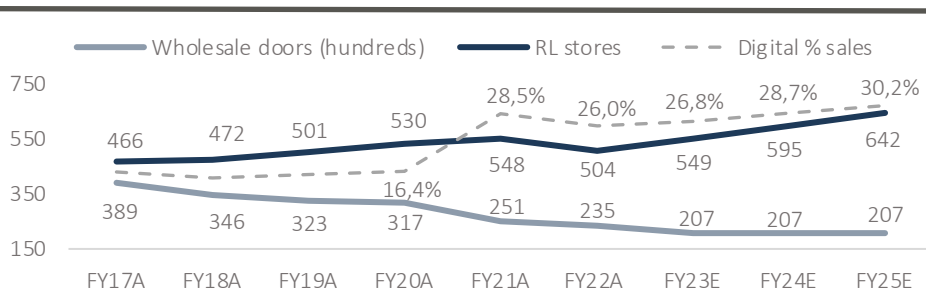
Upside: 45.2%

## Ralph Lauren, back on its high horse

FY18, Ralph Lauren (“RL”) initiated a strategic reset, aimed at brand- & product elevation & rationalizing operations. In the five years since, RL has **1)** exited ⅓ of department stores & reduced off-price revenue by 50% **2)** increased AUR by 64% **3)** expanded DTC distribution through heavily investing in digital channels & full-price store openings. Moving past inflated post-pandemic comps in H1 FY24E, RL is set to demonstrate elevated levels of normalized margins, representing a significant shift towards DTC distribution channels & a more resilient core consumer. With RL currently trading at a 11.0% discount to peers, I see a 12-month upside of 45.2%, based on a target multiple of 13.8x EV/EBIT FY24E.

### Key drivers

**1) Momentum in DTC & digital channels expected to drive top-line growth, in spite of retail sector headwinds FY24E-25E:** Parallel to rapid wholesale rationalization FY18-22A, RL expanded digital channels to 26% of revenue (earlier 15%, analyst est.). Combined with selective full-price store expansion across all active regions, digital & DTC channels now account for 79.1% of revenue (67.7% FY18). A healthier core customer (~24m new DTC customers FY18-Q3.23) should help mitigate macro headwinds to come. Further expansion of the full-price store network is expected to drive a 7.3% CAGR in DTC FY24-25E. Estimating strong digital growth to continue (primarily in Asia-segment), total revenue is estimated to grow 7.2% CAGR FY24-25E. Notably, beginning Q2.23A, Club Monaco (divested FY22A, 210m annual revenue) no longer affect YoY comps, resulting in a 3.3% revenue tailwind Q2-Q4.23E.



Source: RL Corp., analyst estimates

**2) Still ongoing product-mix elevation provides room for further AUR-growth to outpace inflation:** Through significant product-mix elevation, RL grew AUR 64% FY18-22A, increasing *average cost/unit* by merely 37.3% (analyst est.), fueling a gross margin expansion of 54.9-66.7%. With management stating that further product-mix gains are still to be made in European & American wholesale, AUR is expected to grow 6% FY24E & FY25E. With higher gross margins in DTC & digital (66.5% & 70.5%, respectively), stronger growth in these channels is set to contribute to the gross margin reaching 67.3% in FY25E.

### Analyst

Sten Almgren Equity Analyst

### Market Data, USD

Exchange	NYSE
Shares (m)	66.0
EV (m)	9,077.8
Free float (%)	90.7%

### Metrics & Drivers

	FY22A	FY23E	FY24E
EV/EBIT	10.3x	11.8x	10.0x
EV/EBITDA	7.9x	9.2x	7.1x
P/E	13.0x	14.5x	11.8x
ND/EBITDA	0.4X	0.9X	1.0X

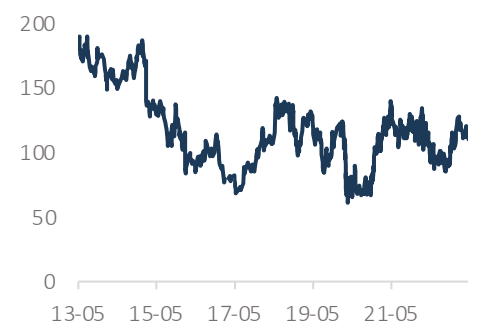
### Forecast, USDm

	22A	23E	24E
Total revenue	6,218.5	6,488.3	7,081.0
Rev. growth YoY	41.3%	4.3%	9.1%
Gross Profit	4,147.5	4,230.8	4,663.2
Gross Margin	66.7%	65.2%	65.9%
Operating Income	798.4	767.3	898.5
Operating Margin	12.8%	11.8%	12.7%
Net Income	600.1	566.8	655.7
EPS	8.6	8.7	10.8

### Major Shareholders

BlackRock Inc	14.05%
Vanguard Group Inc/The	10.97%
R Rowe Price Group Inc	8.11%
Ralph Lauren	2.47%
Patrice Louvet (CEO)	0.49%

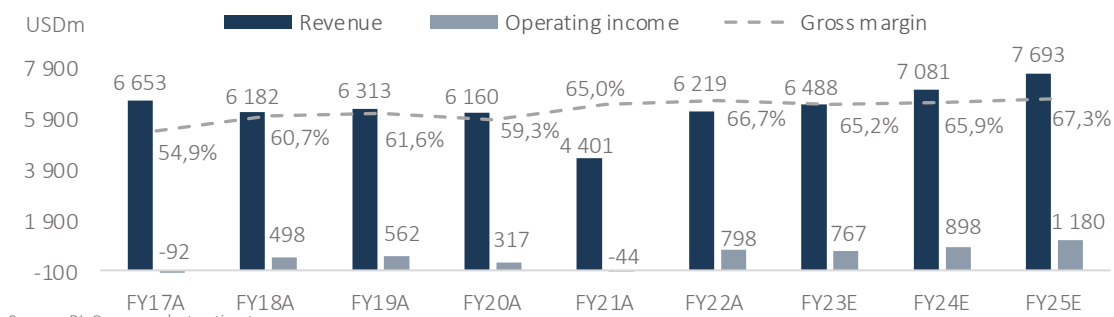
### Price Development, USD



### Key drivers

**3) Excess cash generation should lead to a substantial float reduction near-term:** Repurchase of common stock amounted to 2.2bn FY18-Q3.23A. Management has expressed ambitions to return all FCF to shareholders through FY25E. A payout-ratio of 30% implies 1.2bn further reduction of common stock (16.7% of MCAP), resulting in 32.7% EPS CAGR FY24-25E.

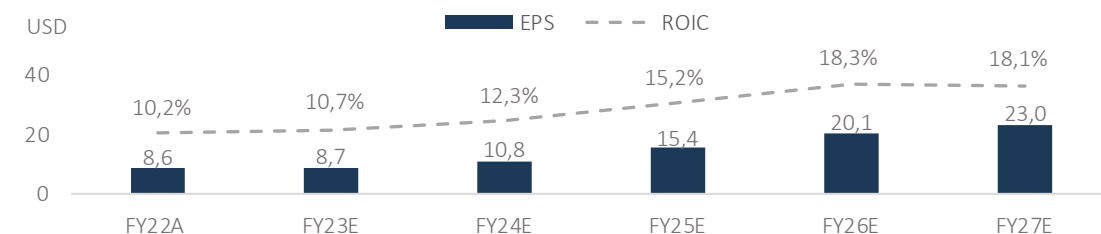
**Keep an eye on inventory build-up in Q4 23E:** Q3 FY23A inventories grew 33.3% YoY, mainly tied to lagging effects from supply-chain delays in FY22-FY23A. Management aims to end Q4 23E with inventory more closely aligned to revenue growth. Taking higher input-costs & 70% of inventory consisting of non-seasonal products into account, an inventory reduction of ~5.3% in Q4 23E is estimated to be sufficient to avoid significant inventory write-downs in FY24E.



Source: RL Corp., analyst estimates

### Long term view

**Positive outlook on sustainable market share gains in Women’s & Asia-segment:** With the strategic reset largely complete, RL is positioned to grow in 2 previously untapped areas: **1)** Women’s, <30% of revenue (note: ~66% of total RL customers are female), is estimated to grow 12.4% CAGR through FY27E. Management is bullish, stating “single largest opportunity”. With brand perception at all-time high among younger female consumers (based on proprietary research), prospects of long term market share gains in the segment looks promising. **2)** FY18-FY22A Asia-segment (21.5% of revenue) grew 9.2% CAGR (-2.3%, NA & EU), spearheaded by rapid expansion of stores & digital channels in China. The elevated RL brand (western heritage) seems to resonate with (south-east) Asian upper middle-class consumers. Driven by a 67.0% store expansion & further digital penetration, Asia is expected to grow 14.8% CAGR FY23-27E.



Source: RL Corp., analyst estimates

**Capital allocation decisions by current management foundational to steady improvements in ROIC FY23-27E:** Since joining in 2017, CEO Louvet & CFO/COO Nielsen has taken significant actions to focus RL’s operations. In FY21-22, Chap’s (department store brand, 200m revenue) transitioned into a licensed business model & Club Monaco (210m revenue) was divested. 200m reductions of fixed overhead costs (corporate restructuring, work-force reduction) FY18-22A, further contributed to financing DTC digital channel expansion. As a result, returns have improved, with ROIC set to reach 18.1% FY27E.

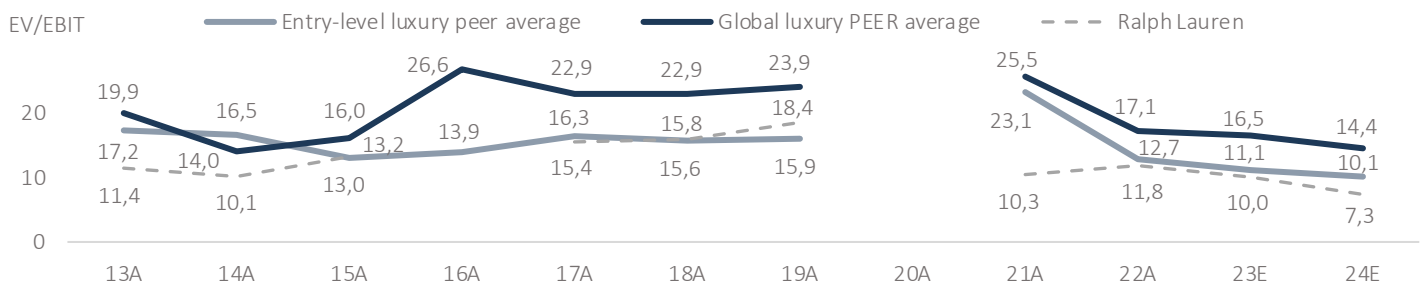
## Valuation

**With strategic reset complete, investors seem overly pessimistic:** For a long time, the RL equity story was centered around its lucrative wholesale business (~50% of revenue), primarily in the US. Especially the Polo brand has/is a department-store darling, dominating shelf-space among entry-level luxury brands. Due to wholesale however being a lower margin business (higher volume) & limited growth opportunities, RL has often traded to a slight discount to peers. Having dramatically shifted distribution & improved quality of earnings in recent years, old sentiment still seems to linger in the stock, trading at a 11.0% discount to entry-level luxury peers on 2023E EBIT. Moving past inflated post-pandemic comps, RL is set to prove normalized margins & ROIC far higher to entry-level luxury peers, combined with superior expected EPS growth, motivating a target multiple of 13.8x EV/EBIT FY24E (24.7% premium). This is supported by a DCF-analysis (see appendix), suggesting a target multiple of 14.0x EV/EBIT FY24E.

Company	MCAP (m)	EV (m)	Rev. CAGR			EPS CAGR			EV/EBIT		P/E 2023E
			2023-2024	2023E GM	2023E OM	2023E PM	2023-2024	ROIC 2022A	ROA 2022A	2023E	
CAPRI HOLDINGS LTD	4 970.6	8 033.6	-0.2%	66.2%	16.1%	14.7%	8.5%	13.7%	11.0%	9.0	6.5
PVH	5 366.5	8 656.4	3.6%	57.8%	9.8%	6.7%	94.3%	1.6%	1.7%	9.4	8.4
LEVI STRAUSS VF CORPORATION	5 442.3	7 348.3	3.5%	57.2%	10.5%	8.2%	8.9%	14.3%	9.5%	10.6	10.0
HUGO BOSS	4 668.9	5 425.0	7.0%	62.1%	9.7%	6.2%	17.0%	13.2%	7.2%	13.9	18.8
TAPESTRY INC	9 967.3	12 611.5	2.0%	70.2%	17.8%	13.9%	6.8%	15.3%	10.9%	10.6	11.1
<b>Average</b>	<b>6 304.6</b>	<b>9 402.3</b>	<b>2.8%</b>	<b>61.0%</b>	<b>12.2%</b>	<b>9.4%</b>	<b>29.9%</b>	<b>11.8%</b>	<b>8.4%</b>	<b>11.1</b>	<b>10.6</b>
<b>Median</b>	<b>5 404.4</b>	<b>8 345.0</b>	<b>2.8%</b>	<b>59.9%</b>	<b>10.2%</b>	<b>7.6%</b>	<b>12.9%</b>	<b>13.4%</b>	<b>9.9%</b>	<b>10.6</b>	<b>9.6</b>
BURBERRY GROUP PLC	8 661.2	9 127.2	8.6%	71.0%	19.9%	14.9%	14.7%	14.5%	11.0%	13.7	18.2
MONCLER SpA	17 675.0	17 694.3	12.8%	76.9%	30.5%	21.0%	7.1%	16.8%	13.6%	19.3	27.7
CANADA GOOSE	2 388.5	2 864.0	9.6%	67.9%	14.8%	9.0%	28.2%	11.3%	6.7%	13.2	17.3
PRADA SpA	17 472.4	19 089.8	9.4%	78.9%	21.0%	13.4%	22.5%	9.0%	6.5%	19.5	28.1
<b>Average</b>	<b>11 549.3</b>	<b>12 193.8</b>	<b>10.1%</b>	<b>73.7%</b>	<b>21.6%</b>	<b>14.6%</b>	<b>18.1%</b>	<b>12.9%</b>	<b>9.5%</b>	<b>16.5</b>	<b>22.8</b>
<b>Median</b>	<b>13 066.8</b>	<b>13 410.8</b>	<b>9.5%</b>	<b>73.9%</b>	<b>20.5%</b>	<b>14.1%</b>	<b>18.6%</b>	<b>12.9%</b>	<b>8.9%</b>	<b>16.5</b>	<b>23.0</b>
<b>Ralph Lauren Corp.</b>	<b>8 234.0</b>	<b>9 077.8</b>	<b>8.9%</b>	<b>65.9%</b>	<b>12.7%</b>	<b>9.3%</b>	<b>31.6%</b>	<b>12.3%</b>	<b>9.5%</b>	<b>10.0</b>	<b>11.8</b>

Source: Analyst estimates, Bloomberg

## Historical trading EV/EBIT 13A-24E:



Source: Analyst estimates, Bloomberg

## Appendix

### Income statement

\$	2013A	2014A	2015A	2016A	2017A	2018A	2019A	2020A	2021A	2022A	2023E	2024E	2025E	2026E	2027E
Net revenue	6 945	7 450	7 620	7 405	6 653	6 182	6 313	6 160	4 401	6 219	6 488	7 081	7 693	8 312	8 811
<i>Consensus</i>											6 370	6 713			
<i>Guidance</i>											6 540				
COGS	(2 789)	(3 140)	(3 242)	(3 219)	(3 002)	(2 431)	(2 427)	(2 507)	(1 539)	(2 071)	(2 257)	(2 418)	(2 514)	(2 621)	(2 733)
<b>Gross Profit</b>	<b>4 156</b>	<b>4 310</b>	<b>4 378</b>	<b>4 187</b>	<b>3 651</b>	<b>3 752</b>	<b>3 886</b>	<b>3 653</b>	<b>2 861</b>	<b>4 148</b>	<b>4 231</b>	<b>4 663</b>	<b>5 179</b>	<b>5 691</b>	<b>6 078</b>
<i>Consensus</i>											65.0%	64.3%			
<i>Gross margin</i>	59.8%	57.9%	57.5%	56.5%	54.9%	60.7%	61.6%	59.3%	65.0%	66.7%	65.2%	65.9%	67.3%	68.5%	69.0%
SG&A	(2 971)	(3 142)	(3 300)	(3 413)	(3 171)	(3 096)	(3 168)	(3 238)	(2 639)	(3 306)	(3 435)	(3 691)	(3 919)	(4 159)	(4 428)
Impairment of assets	(19)	(1)	(7)	(49)	(254)	(50)	(26)	(32)	(96)	(21)	0	(44)	(48)	(52)	(55)
Restructuring & other charges	(12)	(18)	(10)	(143)	(319)	(108)	(130)	(67)	(171)	(22)	(28)	(30)	(31)	(32)	(33)
<b>Operating income</b>	<b>1 154</b>	<b>1 149</b>	<b>1 061</b>	<b>583</b>	<b>(92)</b>	<b>498</b>	<b>562</b>	<b>317</b>	<b>(44)</b>	<b>798</b>	<b>767</b>	<b>898</b>	<b>1 180</b>	<b>1 448</b>	<b>1 562</b>
<i>Operating margin</i>	16.6%	15.4%	13.9%	7.9%	(1.4%)	8.1%	8.9%	5.1%	(1.0%)	12.8%	11.8%	12.7%	15.3%	17.4%	17.7%
											11.9%	12.4%			
Interest expense	(22)	(20)	(17)	(21)	(12)	(18)	(21)	(18)	(49)	(54)	(41)	(47)	(39)	(32)	(33)
Interest & other income, net	(6)	(3)	(6)	(10)	0	9	41	27	17	10	18	4	10	7	7
<b>EBT</b>	<b>1 126</b>	<b>1 126</b>	<b>1 038</b>	<b>552</b>	<b>(105)</b>	<b>489</b>	<b>583</b>	<b>326</b>	<b>(75)</b>	<b>755</b>	<b>744</b>	<b>856</b>	<b>1 151</b>	<b>1 423</b>	<b>1 536</b>
Tax expense	(339)	(320)	(285)	(155)	6	(326)	(152)	58	(46)	(155)	(177)	(201)	(270)	(333)	(360)
<b>Net income</b>	<b>787</b>	<b>806</b>	<b>753</b>	<b>396</b>	<b>(99)</b>	<b>163</b>	<b>431</b>	<b>384</b>	<b>(121)</b>	<b>600</b>	<b>567</b>	<b>656</b>	<b>881</b>	<b>1 089</b>	<b>1 176</b>
<i>Net margin</i>	11.3%	10.8%	9.9%	5.4%	(1.5%)	2.6%	6.8%	6.2%	(2.8%)	9.7%	8.7%	9.3%	11.5%	13.1%	13.4%
EPS	8.66	9.09	8.72	4.78	(1.23)	2.00	5.52	5.30	(1.65)	8.59	8.74	10.77	15.40	20.14	23.05
<i>Consensus</i>											8.06	9.18			

Source: Analyst estimates, Ralph Lauren Corp, Bloomberg

## Appendix

### Balance Sheet

\$	2013A	2014A	2015A	2016A	2017A	2018A	2019A	2020A	2021A	2022A	2023E	2024E	2025E	2026E	2027E
Cash & cash equivalents	974	797	500	456	668	1 305	584	1 620	2 579	1 864	1 506	1 026	1 091	961	1 368
Short term investments	325	488	644	629	685	699	1 403	496	198	735	131	301	205	218	192
Accounts receivable	458	588	655	517	450	421	398	277	452	405	419	469	510	551	584
Inventories	896	1 020	1 042	1 125	792	761	818	736	759	977	1 173	1 280	1 391	1 502	1 593
Prepaid expenses & other current assets	190	286	338	326	360	362	391	246	221	236	271	283	298	314	331
<b>Total current assets</b>	<b>2 843</b>	<b>3 179</b>	<b>3 179</b>	<b>3 053</b>	<b>2 955</b>	<b>3 548</b>	<b>3 595</b>	<b>3 375</b>	<b>4 208</b>	<b>4 217</b>	<b>3 499</b>	<b>3 359</b>	<b>3 494</b>	<b>3 546</b>	<b>4 068</b>
PP&E, Goodwill & Intangible assets	2 228	2 585	2 606	2 745	2 440	2 325	2 123	2 036	2 070	1 981	1 966	2 034	2 108	2 188	2 273
Operating lease assets	325	150	145	0	0	0	0	1 512	1 240	1 111	1 073	1 123	1 175	1 221	1 265
Other non-current assets	22	174	176	415	257	270	226	357	370	415	399	406	411	415	409
<b>Total assets</b>	<b>5 418</b>	<b>6 088</b>	<b>6 106</b>	<b>6 213</b>	<b>5 652</b>	<b>6 143</b>	<b>5 943</b>	<b>7 280</b>	<b>7 888</b>	<b>7 725</b>	<b>6 937</b>	<b>6 922</b>	<b>7 189</b>	<b>7 370</b>	<b>8 014</b>
Short term & current portion of long term debt	267	0	234	116	0	308	0	775	0	500	0	0	398	0	0
Accounts payable	147	203	210	151	148	166	202	247	356	449	440	357	251	262	273
Current operating lease liabilities	0	0	0	0	0	0	0	288	303	262	264	276	289	300	311
Accrued expenses & other current liabilities	707	767	742	931	1 012	1 113	998	782	926	1 045	1 017	957	1 007	1 062	1 121
<b>Total current liabilities</b>	<b>1 121</b>	<b>970</b>	<b>1 186</b>	<b>1 198</b>	<b>1 160</b>	<b>1 587</b>	<b>1 200</b>	<b>2 092</b>	<b>1 585</b>	<b>2 256</b>	<b>1 721</b>	<b>1 589</b>	<b>1 946</b>	<b>1 624</b>	<b>1 706</b>
Long term debt	0	298	298	597	588	288	689	396	1 633	1 137	1 138	1 138	740	740	740
Long term operating lease liabilities	0	0	0	0	0	0	0	1 568	1 295	1 132	1 079	1 117	1 156	1 190	1 223
Other non-current liabilities	512	786	731	674	604	811	766	530	771	664	605	660	717	775	822
<b>Total liabilities</b>	<b>1 633</b>	<b>2 054</b>	<b>2 215</b>	<b>2 469</b>	<b>2 352</b>	<b>2 686</b>	<b>2 656</b>	<b>4 587</b>	<b>5 283</b>	<b>5 189</b>	<b>4 543</b>	<b>4 505</b>	<b>4 559</b>	<b>4 330</b>	<b>4 490</b>
Common stock	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1
Additional paid-in capital	1 752	1 979	2 117	2 258	2 309	2 383	2 494	2 594	2 667	2 749	2 829	2 921	3 045	3 199	3 365
Retained earnings	4 647	5 257	5 787	6 015	5 752	5 752	5 979	5 994	5 873	6 275	6 670	7 126	7 739	8 496	9 314
Treasury stock	(2 709)	(3 317)	(3 849)	(4 349)	(4 564)	(4 581)	(5 084)	(5 778)	(5 816)	(6 309)	(6 903)	(7 428)	(7 953)	(8 453)	(8 953)
Accumulated other comprehensive loss	94	114	(165)	(181)	(198)	(99)	(103)	(118)	(121)	(180)	(203)	(203)	(202)	(202)	(203)
<b>Total equity</b>	<b>3 785</b>	<b>4 034</b>	<b>3 891</b>	<b>3 744</b>	<b>3 300</b>	<b>3 457</b>	<b>3 287</b>	<b>2 693</b>	<b>2 604</b>	<b>2 536</b>	<b>2 394</b>	<b>2 417</b>	<b>2 630</b>	<b>3 041</b>	<b>3 523</b>
<b>Total equity &amp; liabilities</b>	<b>5 418</b>	<b>6 088</b>	<b>6 106</b>	<b>6 213</b>	<b>5 652</b>	<b>6 143</b>	<b>5 943</b>	<b>7 280</b>	<b>7 888</b>	<b>7 725</b>	<b>6 937</b>	<b>6 922</b>	<b>7 189</b>	<b>7 370</b>	<b>8 014</b>

Source: Analyst estimates, Ralph Lauren Corp, Bloomberg

## Appendix

### Cash flow statement

\$	2013A	2014A	2015A	2016A	2017A	2018A	2019A	2020A	2021A	2022A	2023E	2024E	2025E	2026E	2027E	
Net income	750	776	702	396	(99)	163	431	384	(121)	600	567	656	881	1 089	1 176	
<i>Non-cash adjustments</i>																
D&A	233	258	294	309	308	295	281	270	248	230	217	312	339	367	389	
Stock-based compensation expense	88	93	81	97	64	75	89	101	73	82	80	92	124	153	166	
Impairment of assets	19	1	7	49	254	50	26	39	96	21	0	44	48	52	55	
Other non-cash charges	17	(9)	(14)	32	193	96	27	(112)	10	(47)	27	29	32	35	37	
Changes in working capital & operating leases	(88)	(212)	(177)	133	234	297	(70)	74	76	(170)	(294)	(313)	(221)	(104)	(70)	
<b>Cash flows form operating activities</b>	<b>1 019</b>	<b>907</b>	<b>893</b>	<b>1 017</b>	<b>953</b>	<b>975</b>	<b>784</b>	<b>755</b>	<b>381</b>	<b>716</b>	<b>596</b>	<b>821</b>	<b>1 205</b>	<b>1 592</b>	<b>1 752</b>	
Capital expenditure	(276)	(390)	(391)	(418)	(284)	(162)	(198)	(270)	(108)	(167)	(245)	(425)	(462)	(499)	(529)	
Sales & purchases of investments, net	182	(56)	(285)	(142)	82	(23)	(673)	951	303	(546)	599	(206)	58	(51)	(5)	
Other investing activities	(19)	(42)	(13)	(16)	(6)	(5)	(8)	22	0	(5)	(5)	0	0	0	0	
<b>Cash flows from investing activities</b>	<b>(113)</b>	<b>(488)</b>	<b>(689)</b>	<b>(576)</b>	<b>(208)</b>	<b>(189)</b>	<b>(879)</b>	<b>702</b>	<b>195</b>	<b>(718)</b>	<b>349</b>	<b>(631)</b>	<b>(403)</b>	<b>(550)</b>	<b>(533)</b>	
Total change in debt	(9)	22	210	156	(116)	10	88	475	467	0	(500)	0	0	(398)	0	
Payments of dividends	(128)	(149)	(158)	(170)	(165)	(162)	(191)	(204)	(50)	(150)	(173)	(200)	(269)	(332)	(359)	
Repurchases of common stock	(547)	(558)	(532)	(500)	(215)	(17)	(503)	(695)	(38)	(493)	(594)	(525)	(525)	(500)	(500)	
Other financing activities	(1)	0	(1)	(2)	(27)	(28)	(22)	(15)	(23)	(23)	(16)	55	57	58	47	
<b>Cash flows from financing activities</b>	<b>(685)</b>	<b>(685)</b>	<b>(481)</b>	<b>(516)</b>	<b>(523)</b>	<b>(198)</b>	<b>(628)</b>	<b>(438)</b>	<b>357</b>	<b>(666)</b>	<b>(1 283)</b>	<b>(670)</b>	<b>(737)</b>	<b>(1 173)</b>	<b>(812)</b>	
Exchange rate effect on cash (equivalents, restricted)	(9)	3	(82)	7	(16)	55	(28)	(15)	26	(48)	(23)	0	0	0	0	
<b>Net change in cash (equivalents, restricted)</b>	<b>212</b>	<b>(263)</b>	<b>(358)</b>	<b>(69)</b>	<b>205</b>	<b>644</b>	<b>(751)</b>	<b>1 003</b>	<b>958</b>	<b>(716)</b>	<b>(362)</b>	<b>(480)</b>	<b>65</b>	<b>(130)</b>	<b>407</b>	
Beginning of period	672	974	797	538	502	712	1 356	627	1 630	2 588	1 872	1 510	1 031	1 095	965	
End of period	884	711	439	469	707	1 355	605	1 630	2 588	1 872	1 510	1 031	1 095	965	1 372	

Source: Analyst estimates, Ralph Lauren Corp, Bloomberg

## Appendix

### DCF

FCFF build-up	2023 Q4E	2024E	2025E	2026E	2027E	2028E	2029E
Net revenue	1 588	7 081	7 693	8 312	8 811	9 384	9 712
Operating income	106	898	1 180	1 448	1 562	1 663	1 721
Tax rate	23.8%	23.4%	23.4%	23.4%	23.4%	23.4%	23.4%
NOPAT	81	688	904	1109	1196	1 273	1 318
D&A	53	312	339	367	389	414	429
Impairment of assets	0	44	48	52	55	59	61
Other non-cash charges	7	29	32	35	37	39	40
Change in working capital	(43)	(313)	(221)	(104)	(70)	(75)	(77)
Capex	(89)	(425)	(462)	(499)	(529)	(563)	(583)
Cash flow from other investing activities	0	(206)	58	(51)	(5)	(5)	(5)
<b>Unlevered free cash flow</b>	<b>94</b>	<b>130</b>	<b>700</b>	<b>908</b>	<b>1 073</b>	<b>1 143</b>	<b>1 183</b>
WACC	9.15%	9.15%	9.15%	9.15%	9.15%	9.15%	9.15%
Present value of FCFF	92	116	574	683	740	722	684
Present value FCFF -2029E	3 612						
Terminal growth rate	2.0%						
PV of terminal value	8 944						
Implied EV	12 556						
Implied equity value per share (\$)	178						

Source: Analyst estimates

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### Other

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