



Penser Access by Carnegie

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eEducation Albert

Albert

Profitability programme launched

Albert has launched a profitability programme to achieve positive EBITDA in 2025. The programme covers four areas. 1) Increased focus on B2B business. Given the current macro environment, in which consumer-oriented products face challenges and where predictable revenues are rewarded, the company will ramp up its focus on B2B. 2) Focus on core markets rather than expansion. 3) Reorganisation to boost efficiency and synergies, with a reduction in the staff base of 25–30 employees, primarily within the B2C business in Sweden. 4) General cost reductions. This should reduce operating costs by SEK14m net on a rolling 12-month basis. The company expects costs for the programme to come in at SEK3m, to be taken in Q1(24).

Targeting positive EBITDA in 2025

The aim of the programme is for Albert to reach positive EBITDA for full-year 2025. Our estimates anticipate a gradual increase toward positive EBITDA by H2(24). We thus believe the programme will mean lower growth in 2024 than previously expected owing to further reductions in customer acquisitions on account of the increased focus on B2B. We believe some of this can be offset by increased growth in the B2B business.

Market value equals to cash

Albert's market cap of around SEK130m can be compared with its cash position of SEK94m as of Q3(23). As we expect B2B revenues to expand as a proportion of the whole, the company will be undervalued on ARR. We believe, however, that the main trigger will be when the company reports positive EBITDA, and as costs for the profitability programme will be taken in Q1, we forecast it reaching profitability on a quarterly basis at the earliest in H2(24). In our view, the current cash position will suffice until the company achieves positive profitability.

Change in estimates				Forecasts (SEKm)mSEK					Value and risk		
	24e	25e	26e		2023	2024e	2025e	2026e	Fair value	SEK 32.0 - 34.0	
Total Revenues	0.0%	0.0%	0.0%	Total Revenues	213	235	260	296	Share price	SEK 5.4	
EBITDA, adj.	0.0%	0.0%	0.0%	Revenue growth	51%	10%	11%	14%	Risk level	Medel	
EPS, adj.	0.0%	0.0%	0.0%	EBITDA, adj.	-13	3	36	46	Price Performance 12 months		
Upcoming events				EBIT, adj.	-74	-32	2	11			
Q4 - report	23 February 2024			EPS, adj.	-3.5	-1.3	0.0	0.3			
Q1 - report	23 February 2024			BV/share	9.3	8.0	8.0	8.6			
Company facts (SEKm)				EV/Sales	0.4x	0.2x	0.2x	0.2x			
Number of shares	25m			EV/EBITDA	Neg.	Neg.	1.4x	1.1x			
Market capitalization	135			EV/EBIT	Neg.	Neg.	Neg.	Neg.			
Net debt	-83			P/E, adj.	Neg.	Neg.	Neg.	Neg.			
EV	51			P/BV	0.6x	0.7x	0.7x	0.6x			
Free float	74%			FCF yield	Neg.	Neg.	Neg.	Nm.			
Daily trading volume, average	23k			Net debt / EBITDA	4.4x	-12.5x	-0.9x	-0.7x			
Bloomberg Ticker	ALBERT SS EQUITY								Conflicts of interest		
Analyst									Yes	No	
Rikard Engberg									Liquidity provider	✓	
rikard.engberg@carnegie.se									Certified adviser	✓	
									Transactions 12m		✓

Heading 1

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