# Income Statement

| | 2020A | 2021A | 2022A | 2023F | 2024F | 2025F | 2026F | 2027F | Term |
|---|---|---|---|---|---|---|---|---|---|
| Inflation | 2.4% | 2.2% | 2.3% | 3.5% | 3.0% | 3.0% | 2.5% | 2.5% | 1.5% |

| | | |
|---|---|---|
| Interest Expense | 2,520 | |
| Tax Rate | 30.0% | |

| | 2020A | 2021A | 2022A | 2023F | 2024F | 2025F | 2026F | 2027F | Term |
|---|---|---|---|---|---|---|---|---|---|
| Revenue | 51,585 | 53,494 | 55,749 | 58,570 | 59,748 | 60,949 | 61,866 | 62,486 | 63,113 |
| COGS | 27,697 | 28,429 | 29,200 | 30,356 | 31,337 | 32,350 | 33,197 | 34,066 | 34,616 |
| **Gross Profit** | **23,888** | **25,065** | **26,549** | **28,215** | **28,411** | **28,599** | **28,669** | **28,420** | **28,496** |
| | | | | | | | | | |
| SG&A | 5,877 | 6,006 | 6,144 | 6,359 | 6,550 | 6,746 | 6,915 | 7,088 | 7,194 |
| Other | 1,764 | 1,931 | 2,026 | 2,097 | 2,160 | 2,225 | 2,280 | 2,337 | 2,372 |
| **EBITDA** | **16,247** | **17,128** | **18,379** | **19,759** | **19,701** | **19,628** | **19,474** | **18,995** | **18,930** |
| | | | | | | | | | |
| Depreciation | 2,960 | 3,196 | 3,452 | 4,177 | 4,408 | 4,647 | 4,893 | 5,147 | 5,300 |
| **EBIT** | **13,287** | **13,932** | **14,927** | **15,582** | **15,293** | **14,980** | **14,581** | **13,849** | **13,630** |
| | | | | | | | | | |
| Interest | 1,488 | 2,580 | 2,448 | 2,520 | 2,520 | 2,520 | 2,520 | 2,520 | 2,520 |
| **EBT** | **11,799** | **11,352** | **12,479** | **13,062** | **12,773** | **12,460** | **12,061** | **11,329** | **11,110** |
| | | | | | | | | | |
| Current Tax | – | – | – | – | – | 2,817 | 3,385 | 3,269 | 3,333 |
| Deferred Tax | 3,155 | 2,861 | 3,012 | 3,918 | 3,832 | 921 | 233 | 130 | – |
| Total Tax | 3,155 | 2,861 | 3,012 | 3,918 | 3,832 | 3,738 | 3,618 | 3,399 | 3,333 |
| | | | | | | | | | |
| **Net Income** | **8,644** | **8,491** | **9,467** | **9,143** | **8,941** | **8,722** | **8,442** | **7,930** | **7,777** |

# Income Tax Schedule (Levered)

| | 2022A | 2023F | 2024F | 2025F | 2026F | 2027F |
|---|---|---|---|---|---|---|
| Earnings Before Tax (EBT) | | 13,062 | 12,773 | 12,460 | 12,061 | 11,329 |
| Profitable Before Taxes? | | Yes | Yes | Yes | Yes | Yes |

| | | |
|---|---|---|
| Tax Rate | 30.0% | |
| Unused Tax Losses Remaining? | No | |

**ADJUSTMENT FOR DEPRECIATION**

| | 2022A | 2023F | 2024F | 2025F | 2026F | 2027F |
|---|---|---|---|---|---|---|
| EBT | | 13,062 | 12,773 | 12,460 | 12,061 | 11,329 |
| Add: Accounting Depreciation | | 4,177 | 4,408 | 4,647 | 4,893 | 5,147 |
| Less: Tax Depreciation | | (6,223) | (5,983) | (5,802) | (5,670) | (5,579) |
| EBT After Adjustment | | 11,016 | 11,198 | 11,306 | 11,284 | 10,896 |

**ADJUSTMENT FOR TAX LOSSES** [1]

| | 2022A | 2023F | 2024F | 2025F | 2026F | 2027F |
|---|---|---|---|---|---|---|
| EBT After Adjustment | | 11,016 | 11,198 | 11,306 | 11,284 | 10,896 |
| Less: Use of Tax Losses [2] | | (11,016) | (11,198) | (1,914) | – | – |
| Taxable Income | | – | – | 9,391 | 11,284 | 10,896 |

**TAX LOSSES**

| | 2022A | 2023F | 2024F | 2025F | 2026F | 2027F |
|---|---|---|---|---|---|---|
| Beginning | | 24,128 | 13,112 | 1,914 | – | – |
| Add: New Losses | | – | – | – | – | – |
| Less: Use of Tax Losses | | (11,016) | (11,198) | (1,914) | – | – |
| Ending | 24,128 | 13,112 | 1,914 | – | – | – |

**TAXES**

| | 2022A | 2023F | 2024F | 2025F | 2026F | 2027F |
|---|---|---|---|---|---|---|
| Current Taxes | | – | – | 2,817 | 3,385 | 3,269 |
| Deferred Taxes | | 3,918 | 3,832 | 921 | 233 | 130 |
| Total Taxes | | 3,918 | 3,832 | 3,738 | 3,618 | 3,399 |

This schedule assumes that tax losses can be carried forward indefinitely into the future. [1]

This schedule assumes losses do not carry back to previous periods to reduce taxable income. [2]

# Income Tax Schedule (Unlevered)

| *All figures in USD thousands unless stated* | | 2022A | 2023F | 2024F | 2025F | 2026F | 2027F |
|---|---|---|---|---|---|---|---|
| *Model Running: Base Case Drivers* | | | | | | | |
| | | | | | | | |
| Earnings Before Interest & Tax (EBIT) | | | 15,582 | 15,293 | 14,980 | 14,581 | 13,849 |
| Profitable Before Taxes? | | | Yes | Yes | Yes | Yes | Yes |

| Tax Rate | 30.0% |
|---|---|
| Unused Tax Losses Remaining? | No |

**ADJUSTMENT FOR DEPRECIATION**

| | 2022A | 2023F | 2024F | 2025F | 2026F | 2027F |
|---|---|---|---|---|---|---|
| EBIT | | 15,582 | 15,293 | 14,980 | 14,581 | 13,849 |
| Add: Accounting Depreciation | | 4,177 | 4,408 | 4,647 | 4,893 | 5,147 |
| Less: Tax Depreciation | | (6,223) | (5,983) | (5,802) | (5,670) | (5,579) |
| EBIT After Adjustment | | 13,536 | 13,718 | 13,826 | 13,804 | 13,416 |

**ADJUSTMENT FOR TAX LOSSES [1]**

| | 2022A | 2023F | 2024F | 2025F | 2026F | 2027F |
|---|---|---|---|---|---|---|
| EBIT After Adjustment | | 13,536 | 13,718 | 13,826 | 13,804 | 13,416 |
| Less: Use of Tax Losses [2] | | (13,536) | (10,592) | – | – | – |
| Taxable Income | | – | 3,126 | 13,826 | 13,804 | 13,416 |

**TAX LOSSES**

| | 2022A | 2023F | 2024F | 2025F | 2026F | 2027F |
|---|---|---|---|---|---|---|
| Beginning | | 24,128 | 10,592 | – | – | – |
| Add: New Losses | | – | – | – | – | – |
| Less: Use of Tax Losses | | (13,536) | (10,592) | – | – | – |
| Ending | 24,128 | 10,592 | – | – | – | – |

**TAXES**

| | 2022A | 2023F | 2024F | 2025F | 2026F | 2027F |
|---|---|---|---|---|---|---|
| Current Taxes | | – | 938 | 4,148 | 4,141 | 4,025 |
| Deferred Taxes | | 4,674 | 3,650 | 346 | 233 | 130 |
| Total Taxes | | 4,674 | 4,588 | 4,494 | 4,374 | 4,155 |

This schedule assumes that tax losses can be carried forward indefinitely into the future. [1]

This schedule assumes losses do not carry back to previous periods to reduce taxable income. [2]

# Unlevered Free Cash Flow Schedule

*All figures in USD thousands unless stated*
*Model Running: Base Case Drivers*

| | Line Item | Term | 2023F | 2024F | 2025F | 2026F | 2027F | Term |
|---|---|---|---|---|---|---|---|---|
| **TAX SHIELD FROM INTEREST** | | | | | | | | |
| Current Taxes (Unlevered) | EBIT | 13,630 | – | 938 | 4,148 | 4,141 | 4,025 | 4,089 |
| Current Taxes (Levered) | EBT | 11,110 | – | – | 2,817 | 3,385 | 3,269 | 3,333 |
| Total Tax Shield | Tax Rate | 30% | – | 938 | 1,330 | 756 | 756 | 756 |

| | 2023F | 2024F | 2025F | 2026F | 2027F | Term |
|---|---|---|---|---|---|---|
| **EBITDA METHOD** | | | | | | |
| EBITDA | 19,759 | 19,701 | 19,628 | 19,474 | 18,995 | 18,930 |
| Current Taxes | – | (938) | (4,148) | (4,141) | (4,025) | (4,089) |
| Capital Expenditure | (4,550) | (4,700) | (4,850) | (5,000) | (5,125) | (5,300) |
| Change in Working Capital | (660) | (105) | (106) | (78) | (41) | (55) |
| Unlevered Free Cash Flow | 14,549 | 13,959 | 10,523 | 10,255 | 9,805 | 9,486 |
| | | | | | | |
| **NET INCOME METHOD** | | | | | | |
| Net Income | 9,143 | 8,941 | 8,722 | 8,442 | 7,930 | 7,777 |
| Depreciation [1] | 4,177 | 4,408 | 4,647 | 4,893 | 5,147 | 5,300 |
| Deferred Tax [2] | 3,918 | 3,832 | 921 | 233 | 130 | – |
| Interest Expense | 2,520 | 2,520 | 2,520 | 2,520 | 2,520 | 2,520 |
| Tax Shield From Interest | – | (938) | (1,330) | (756) | (756) | (756) |
| Capital Expenditure | (4,550) | (4,700) | (4,850) | (5,000) | (5,125) | (5,300) |
| Change in Working Capital | (660) | (105) | (106) | (78) | (41) | (55) |
| Unlevered Free Cash Flow | 14,549 | 13,959 | 10,523 | 10,255 | 9,805 | 9,486 |
| | | | | | | |
| *Two UFCF Methods Different?* | No | No | No | No | No | No |

Capital expenditure has been set equal to depreciation in the terminal year. [1]

This schedule assumes no deferred taxes in the terminal year. [2]

# Discounted Cash Flow Schedule: Perpetuity Method

*All figures in USD thousands unless stated*
*Model Running: Base Case Drivers*

| | | Valuation | Discrete Forecast | | | | | Term |
|---|---|---|---|---|---|---|---|---|
| | | (YY-MM-DD) | (YY-MM-DD) | (YY-MM-DD) | (YY-MM-DD) | (YY-MM-DD) | (YY-MM-DD) | (YY-MM-DD) |
| Terminal Growth | 2.0% | **Fiscal Year End** | 23-03-31 | 23-12-31 | 24-12-31 | 25-12-31 | 26-12-31 | 27-12-31 | 28-12-31 |
| WACC | 9.7% | **Cash Flow Timing** | 23-03-31 | 23-06-30 | 24-06-30 | 25-06-30 | 26-06-30 | 27-06-30 | 28-06-30 |

| | Valuation | Discrete Forecast | | | | | Term |
|---|---|---|---|---|---|---|---|
| Unlevered Free Cash Flow | – | 14,549 | 13,959 | 10,523 | 10,255 | 9,805 | 9,486 |

**UNADJUSTED CASH FLOW**

| | Valuation | Discrete Forecast | | | | |
|---|---|---|---|---|---|---|
| Discrete Forecast | – | 14,549 | 13,959 | 10,523 | 10,255 | 9,805 |
| Terminal Value | – | – | – | – | – | 1,22,513 |
| Total Cash Flow | – | 14,549 | 13,959 | 10,523 | 10,255 | 1,32,318 |

**ADJUSTED CASH FLOW**

| | Valuation | Discrete Forecast | | | | |
|---|---|---|---|---|---|---|
| Partial Period Adjustment | – | 75.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| Discrete Forecast | – | 10,912 | 13,959 | 10,523 | 10,255 | 9,805 |
| Terminal Value | – | – | – | – | – | 1,22,513 |
| Total Cash Flow | – | 10,912 | 13,959 | 10,523 | 10,255 | 1,32,318 |

**DISCOUNTED CASH FLOW**

| | Valuation | Discrete Forecast | | | | |
|---|---|---|---|---|---|---|
| Years for Discounting | – | 0.25 | 1.25 | 2.25 | 3.25 | 4.25 |
| Discrete Forecast | – | 10,661 | 12,427 | 8,537 | 7,580 | 6,604 |
| Terminal Value | – | – | – | – | – | 82,524 |
| Total Cash Flow | – | 10,661 | 12,427 | 8,537 | 7,580 | 89,129 |

**ENTERPRISE VALUE**

| | |
|---|---|
| Manual Method | 1,28,334 |
| XNPV Function [1] | 1,28,313 |

**ENTERPRISE VALUE**

| | | |
|---|---|---|
| PV of Discrete | *36%* | 45,810 |
| PV of Terminal | *64%* | 82,524 |
| Enterprise Value | *100%* | 1,28,334 |

**EQUITY VALUE**

| | |
|---|---|
| Enterprise Value | 1,28,313 |
| Less: Net Debt | (18,642) |
| Equity Value | 1,09,671 |

**EQUITY VALUE PER SHARE**

| | | |
|---|---|---|
| Equity Value | | 1,09,671 |
| Shares Outstanding | *(FD 000)* | 34,200 |
| Equity Value | *($/sh)* | 3.21 |

The Enterprise Value from the XNPV Function is slightly different due to treatment of leap years. [1]

# Discounted Cash Flow Schedule: Multiple Method

*All figures in USD thousands unless stated*
*Model Running: Base Case Drivers*

| | | Valuation | Discrete Forecast | | | | | | Term |
|---|---|---|---|---|---|---|---|---|---|
| | | (YY-MM-DD) | (YY-MM-DD) | (YY-MM-DD) | (YY-MM-DD) | (YY-MM-DD) | (YY-MM-DD) | (YY-MM-DD) | |
| **Terminal Multiple** 7.0x | **Fiscal Year End** | 23-03-31 | 23-12-31 | 24-12-31 | 25-12-31 | 26-12-31 | 27-12-31 | 28-12-31 |
| **WACC** 9.7% | **Cash Flow Timing** | 23-03-31 | 23-06-30 | 24-06-30 | 25-06-30 | 26-06-30 | 27-06-30 | 28-06-30 |

| | | | | | | | | |
|---|---|---|---|---|---|---|---|---|
| Unlevered Free Cash Flow | | 14,549 | 13,959 | 10,523 | 10,255 | 9,805 | 9,486 |
| EBITDA | | | | | | | 18,930 |

**UNADJUSTED CASH FLOW**

| | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| Discrete Forecast | **Terminal** | – | 14,549 | 13,959 | 10,523 | 10,255 | 9,805 | 9,486 |
| Terminal Value [1] | **Adjustment** | – | – | – | – | – | – | 1,26,489 |
| Total Cash Flow | 0.50 | – | 14,549 | 13,959 | 10,523 | 10,255 | 9,805 | 1,35,975 |

**ADJUSTED CASH FLOW**

| | | | | | | | | |
|---|---|---|---|---|---|---|---|
| Partial Period Adjustment | – | 75.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| Discrete Forecast | – | 10,912 | 13,959 | 10,523 | 10,255 | 9,805 | 9,486 |
| Terminal Value | – | – | – | – | – | – | 1,26,489 |
| Total Cash Flow | – | 10,912 | 13,959 | 10,523 | 10,255 | 9,805 | 1,35,975 |

**DISCOUNTED CASH FLOW**

| | | | | | | | | |
|---|---|---|---|---|---|---|---|
| Years for Discounting | – | 0.25 | 1.25 | 2.25 | 3.25 | 4.25 | 5.25 |
| Discrete Forecast | – | 10,661 | 12,427 | 8,537 | 7,580 | 6,604 | 5,823 |
| Terminal Value | – | – | – | – | – | – | 77,638 |
| Total Cash Flow | – | 10,661 | 12,427 | 8,537 | 7,580 | 6,604 | 83,461 |

**ENTERPRISE VALUE**

| | |
|---|---|
| Manual Method | 1,29,271 |
| XNPV Function [2] | 1,29,228 |

**ENTERPRISE VALUE**

| | | |
|---|---|---|
| PV of Discrete | *40%* | 51,633 |
| PV of Terminal | *60%* | 77,638 |
| Enterprise Value | *100%* | 1,29,271 |

**EQUITY VALUE**

| | |
|---|---|
| Enterprise Value | 1,29,228 |
| Less: Net Debt | (18,642) |
| Equity Value | 1,10,586 |

**EQUITY VALUE PER SHARE**

| | | |
|---|---|---|
| Equity Value | | 1,10,586 |
| Shares Outstanding | *(FD 000)* | 34,200 |
| Equity Value | *($/sh)* | 3.23 |

We have applied an LTM multiple to the EBITDA at the end of the terminal year to calculate the Terminal Value. [1]
The Enterprise Value from the XNPV Function is slightly different from the Manual Method due to treatment of leap years. [2]