

Metals & Mining/Finland, December 20, 2022 Company update

### Starting a new chapter

Trading with the company's shares in Nasdaq Helsinki commences today under ticker PAMPALO. Endomines raised gross proceeds of EUR 13m which are used especially for exploration activities along the Karelian gold line. With the funding, the company is starting a new chapter as it begins to implement its updated strategy on a larger scale. We update our target price to EUR 5.4 (SEK 59), HOLD-rating intact.

#### Endomines raised gross proceeds of EUR 13m

The public offering of Endomines Finland was oversubscribed yet the company's BoD did not exercise the one million share upsize option. Therefore, the gross proceeds from the offering stayed at EUR 13m, with EUR 4m paid in cash and roughly EUR 9m paid by setting of the outstanding receivables based on the convertible loans issued by Endomines Finland. The result of the offering was in line with our prior assumptions.

#### Financing secured, strategy implementation ahead

Despite the dilution effect from the offering, we see the completion of the offering positive for the investment case. The company has now resources to begin larger scale exploration activities in the Karelian gold line which is one of the company's strategic focus areas. The funding also allows management to focus on wider strategy implementation such as ramping up the Karelian gold line gold concentrate production and partnerships and/or asset sales in the United States. In addition, the company's annual financing costs decrease as part of the offering is paid by convertible note conversion.

#### HOLD with a target price of EUR 5.4 (SEK 59)

Our view of the company remains largely unchanged from the previous update. Even though we see the completion of the offering as a great enabler for the company's strategy implementation, we still see uncertainty regarding the successfulness of the company's exploration activities and the value realization of the US assets. We update our target price to EUR 5.4 (SEK 59), HOLD-rating intact.



■ BUY □ HOLD ■ SELL

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KEY FIGU	RES									
	Sales EURm	EBIT EURm	EBIT %	FCF EURm	EPS EUR	P/E (x)	EV/Sales (x)	EV/EBIT (x)	FCF yield %	DPS EUR
2020E	1.3	-18.0	-1,410.0%	-9.9	-5.84	-1.8	38.5	-2.7	-28.2	0.00
2021E	0.5	-25.1	-5,102.0%	-16.6	-4.73	-2.1	144.2	-2.8	-29.4	0.00
2022E	13.7	-11.0	-80.0%	-11.1	-0.82	-6.1	3.7	-4.6	-24.0	0.00
2023E	17.9	-1.5	-8.3%	-3.6	-0.28	-18.1	3.0	-36.4	-7.8	0.00
2024E	17.6	-1.5	-8.5%	0.7	-0.27	-18.7	3.0	-36.0	1.5	0.00
Market cap	, EURm		46 Ge	aring 2022E,	0/0		9.5 CAGR	EPS 2021-2	4, %	-61.6
Net debt 20	022E, EURm		4 Pri	ce/book 2022	1.1 CAGR sales 2021-24, %				229.2	
Enterprise v	/alue, EURm		51 Dividend yield 2022E, %					-20.4		
Total assets	2022E, EURm	า	63 Tax	rate 2022E,	0/0		-0.6 ROCE	2022E, %		-8.5
Goodwill 20	D22E, EURm		O Eq	uity ratio 202	22E, %		70.2 PEG, P	P/E 22/CAGR		0.1

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All the important disclosures can be found on the last pages of this report.

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Table 1: Estimate summary

Endomines (SEKm)	2020	H1/'21	H2/'21	2021	H1/'22	H2/'22E	2022E	2023E	2024E
Net sales	13.1	0.1	4.9	6.7	5.6	8.1	13.7	17.9	17.6
sales growth %	>100%	-10.4%	88.5%	-48.9%	>100%	65.3%	>100%	31 %	-2 %
EB ITDA	-108.0	-40.3	-77.9	-118.2	-3.5	0.6	-2.9	2.1	2.0
EBIT	-184.7	-95.5	-159.8	-255.1	-10.1	-0.8	-10.9	-1.5	-1.5
EBIT margin	<-100%	<-100%	<-100%	<-100%	<-100%	<-100%	-79.3%	-8.3%	-8.5%
Gold production (Oz)	538	0	460	460	3 478	5 402	8 880	11 693	11 462
Finland	2020	H1/'21	H2/'21	2021	H1/'22	H2/'22E	2022E	2023E	2024E
Net sales	5.5	0.0	0.0	0.0	5.6	8.1	13.7	17.9	17.6
Gold production (Oz)	0	0	0	0	3 478	5 402	8880	11693	11462
United States	2020	H1/'21	H2/'21	2021	H1/'22	H2/'22E	2022E	2023E	2024E
Net sales	7.6	0.0	4.9	6.7	0.0	0.0	0.0	0.0	0.0
Gold production (Oz)	538	0	460	460	0	0	0	0	0
Assumptions	2020	H1/'21	H2/'21	2021	H1/'22	H2/'22E	2022E	2023E	2024E
Gold price USD/Oz	1769	1805	1792	1799	1874	1722	1798	1750	1750
Gold price EUR/Oz	1552	1499	1543	1521	1712	1649	1681	1683	1683
EUR/USD	1.14	1.20	1.16	1.14	1.10	1.05	1.07	1.04	1.04

Source: Endomines, Evli Research

Table 2: Sum of the parts valuation, in EUR m

	Evli est.	Gold spot	Estimate basis
US assets	49	50	In-situ & purchase price analysis
Pampalo	9	10	DCF LOM 2 years, 23k ounces produced + LOM increase option value
Karelian gold line	6	7	Real option value for Karelian gold line satellite deposits
Overhead	(10)	(10)	Discounted overhead costs
Net cash	(5)	(5)	Net cash 9/2022 adj. with proceedings from the offering
Total	49	52	
Per share	5.3	5.6	
Long-term gold price (USD/Oz)	1 750		Evli
Spot price (USD/oz)		1 790	
Shares (m)	9.3	9.3	
Source: Evli Research			

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EVLI ESTIMATES, EURm	2021Q1E	2021Q2E	2021Q3E	2021Q4E	2021E	2022Q1E	2022Q2E	2022Q3E	2022Q4E	2022E	2023E	2024E
Net sales	0.0	0.0	0.0	0.5	0.5	0.0	5.6	0.0	8.1	13.7	17.9	17.6
EBITDA	0.0	-4.0	0.0	-7.6	-11.6	0.0	-3.6	0.0	0.6	-3.0	2.1	2.0
EBITDA margin (%)	0.0	-44,843.4	0.0	-1,563.2	-2,362.0	0.0	-64.4	0.0	7.5	-22.0	11.5	11.4
EBIT	0.0	-9.4	0.0	-15.7	-25.1	0.0	-10.2	0.0	-0.8	-11.0	-1.5	-1.5
EBIT margin (%)	0.0	-	0.0	-3,206.1	-5,102.0	0.0	-181.2	0.0	-9.5	-80.0	-8.3	-8.5
		106,266.6										
Net financial items	0.0	-2.5	0.0	0.9	-1.6	0.0	5.1	0.0	-1.6	3.5	-1.1	-1.0
Pre-tax profit	0.0	-11.9	0.0	-14.8	-26.7	0.0	-5.1	0.0	-2.4	-7.5	-2.6	-2.5
Tax	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Tax rate (%)	0.0	0.0	0.0	0.0	0.0	0.0	0.3	0.0	-0.8	-0.6	-0.6	-0.6
Net profit	0.0	-11.9	0.0	-14.8	-26.7	0.0	-5.1	0.0	-2.4	-7.6	-2.6	-2.5
EPS	0.00	-2.11	0.00	-2.61	-4.73	0.00	-0.55	0.00	-0.26	-0.82	-0.28	-0.27
EPS adjusted (diluted no. of shares)	0.00	-2.11	0.00	-2.61	-4.73	0.00	-0.55	0.00	-0.26	-0.82	-0.28	-0.27
Dividend per share	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
SALES, EURm												
Endomines	0.0	0.0	0.0	0.5	0.5	0.0	5.6	0.0	8.1	13.7	17.9	17.6
Total	0.0	0.0	0.0	0.5	0.5	0.0	5.6	0.0	8.1	13.7	17.9	17.6
SALES GROWTH, Y/Y %												
Endomines	-100.0	-98.6	-104.5	514.6	-61.4	0.0	57,631.8	-101.0	1,546.9	2,692.2	30.3	-2.0
Total	-99.6	- <i>98.7</i>	-103.3	511.3	-61.4	0.0	63,489.6	-114.6	1,556.0	2,692.2	30.3	-2.0
EBIT, EURm												
Endomines	0.0	-9.4	0.0	-15.7	-25.1	0.0	-10.2	0.0	-0.8	-11.0	-1.5	-1.5
Total	0.0	-9.4	0.0	-15.7	-25.1	0.0	-10.2	0.0	-0.8	-11.0	-1.5	-1.5
EBIT margin, %												
Endomines	0.0	-96,477.5	0.0	-3,188.5	-5,102.0	0.0	-181.2	0.0	-9.5	-80.0	-8.3	-8.5
Total	0.0	-	0.0	-3,206.1	-5,102.0	0.0	-181.2	0.0	-9.5	-80.0	-8.3	-8.5
		106,266.6										

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INCOME STATEMENT, EURm	2017E	2018E	2019E	2020E	2021E	2022E	2023E	2024E
Sales	12.7	10.1	0.5	1.3	0.5	13.7	17.9	17.6
Sales growth (%)	18.8	-20.5	-94.6	134.3	-61.4	2,692.2	30.3	-2.0
EBITDA	-0.6	-0.5	-4.6	-10.5	-11.6	-3.0	2.1	2.0
EBITDA margin (%)	-4.7	-5.3	-841.1	-824.5	-2,362.0	-22.0	11.5	11.4
Depreciation	-6.1	-4.2	-0.3	-7.5	-13.5	-8.0	-3.6	-3.5
EBITA	-6.7	-4.7	-4.9	-18.0	-25.1	-11.0	-1.5	-1.5
Goodwill amortization / writedown	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
EBIT	-6.7	-4.7	-4.9	-18.0	-25.1	-11.0	-1.5	-1.5
EBIT margin (%)	-53.0	-46.6	-903.4	-1,410.0	-5,102.0	-80.0	-8.3	-8.5
Reported EBIT	-6.7	-4.7	-4.9	-18.0	-25.1	-11.0	-1.5	-1.5
EBIT margin (reported) (%)	-53.0	-46.6	-903.4	-1,410.0	-5,102.0	-80.0	-8.3	-8.5
Net financials	-0.5	1.1	-0.7	-1.2	-1.6	3.5	-1.1	-1.0
Pre-tax profit	-7.2	-3.6	-5.6	-19.2	-26.7	-7.5	-2.6	-2.5
Taxes	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Minority shares	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net profit	-7.2	-3.6	-5.6	-19.2	-26.7	-7.6	-2.6	-2.5
Cash NRIs	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Non-cash NRIs	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
BALANCE SHEET, EURm								
Assets								
Fixed assets	13	47	55	57	51	48	47	44
Goodwill	0	0	0	0	0	0	0	0
Right of use assets	0	0	0	0	0	0	0	0
Inventory	0	0	0	0	1	4	6	6
Receivables	1	0	0	0	2	4	6	6
Liquid funds	2	2	2	1	1	6	4	1
Total assets	16	49	56	58	55	63	62	56
Liabilities								
Shareholder's equity	5	25	32	33	30	44	41	39
Minority interest	0	0	0	0	0	0	0	0
Convertibles	0	17	17	0	0	0	0	0
Lease liabilities	0	0	0	0	0	0	0	0
Deferred taxes	0	0	0	0	0	0	0	0
Interest bearing debt	9	4	4	15	16	10	11	8
Non-interest bearing current liabilities	0	0	0	0	0	0	0	0
Other interest-free debt	3	4	3	10	9	9	9	9
Total liabilities	16	49	56	58	55	63	62	56
CASH FLOW, EURm								
+ EBITDA	-1	-1	-5	-11	-12	-3	2	2
- Net financial items	0	1	-1	-1	-2	3	-1	-1
- Taxes	0	0	0	0	0	0	0	0
- Increase in Net Working Capital	1	1	-1	0	0	-7	-3	0
+/- Other	0	-2	-2	4	1	0	0	0
= Cash flow from operations	0	-1	-7	-7	-12	-6	-2	1
- Capex	-1	-10	-8	-3	-5	-5	-2	-1
- Acquisitions	0	-6	0	0	0	0	0	0
+ Divestments	0	0	0	0	0	0	0	0
= Free cash flow	-1	-16	-15	-10	-17	-11	-4	1
+/- New issues/buybacks	0	24	13	20	24	21	0	0
- Paid dividend	0	0	0	0	0	0	0	0
+/- Other	0	-7	2	-11	-7	-6	1	-3
Change in cash	-1	0	0	0	0	5	-2	-2

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KEY FIGURES	2018E	2019E	2020E	2021E	2022E	2023E	2024E
M-cap	21	42	35	57	46	46	46
Net debt (excl. convertibles)	2	3	14	14	4	8	7
Enterprise value	40	62	49	71	51	54	54
Sales	10	1	1	0	14	18	18
EBITDA	-1	-5	-11	-12	-3	2	2
EBIT	-5	-5	-18	-25	-11	-1	-1
Pre-tax	-4	-6	-19	-27	-8	-3	-2
Earnings	-4	-6	-19	-27	-8	-3	-2
Equity book value (excl. minorities)	25	32	33	30	44	41	39
Valuation multiples							
EV/sales	3.9	113.7	38.5	144.2	3.7	3.0	3.0
EV/EBITDA	-74.4	-13.5	-4.7	-6.1	-16.7	26.2	26.8
EV/EBITA	-8.4	-12.6	-2.7	-2.8	-4.6	-36.4	-36.0
EV/EBIT	-8.4	-12.6	-2.7	-2.8	-4.6	-36.4	-36.0
EV/OCF	-53.5	-8.3	-6.7	-6.1	-8.0	-32.3	43.7
EV/FCFF	-2.3	-4.3	-5.7	-4.7	-3.4	-21.4	32.1
P/FCFE	0.0	-0.1	-0.1	-0.1	-4.2	-12.9	68.4
P/E	-5.7	-7.5	-1.8	-2.1	-6.1	-12.3	-18.7
P/B	-5.7	1.3	1.1	1.9	1.1	1.1	1.2
Target EV/EBITDA	0.0	0.0	0.0	0.0	-17.9	28.0	28.7
Target EV/EBIT	0.0	0.0	0.0	0.0	-17.9 -4.9	-38.9	-38.5
Target EV/FCF	0.0	0.0	0.0	0.0	-4.9 -4.9	-36.9 -16.1	-36.5 84.3
Target P/B	0.0	0.0	0.0	0.0	1.1	1.2	1.3
Target P/E Per share measures	0.0	0.0	0.0	0.0	-6.6	-19.5	-20.1
Number of shares	879	1,999	3,283	5,645	9,280	9,280	9,280
Number of shares (diluted)	879	1,999	3,283	5,645	9,280	9,280	9,280
EPS	-4.12	-2.82	-5.84	-4.73	-0.82	-0.28	-0.27
Operating cash flow per share	-0.84	-3.73	-2.23	-2.07	-0.68	-0.18	0.13
Free cash flow per share	-18.47	-7.53	-3.01	-2.95	-1.20	-0.39	0.07
Book value per share	28.15	16.03	10.03	5.34	4.75	4.47	4.20
Dividend per share	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Dividend payout ratio, %	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Dividend yield, %	0.0	0.0	0.0	0.0	0.0	0.0	0.0
FCF yield, %	-79.0	-35.6	-28.2	-29.4	-24.0	-7.8	1.5
Efficiency measures							
ROE	-24.7	-19.9	-59.0	-84.6	-20.4	-6.0	-6.2
ROCE	49.2	-10.0	-35.5	-53.4	-8.5	-2.8	-3.0
Financial ratios							
Inventories as % of sales	1.7	0.6	19.2	162.0	32.0	32.0	32.0
Receivables as % of sales	3.7	23.2	25.9	360.9	32.0	32.0	32.0
Non-interest bearing liabilities as % of sales	0.0	0.0	0.0	0.0	0.0	0.0	0.0
NWC/sales, %	-21.1	-315.3	-466.5	-1,062.8	10.5	22.9	22.1
Operative CAPEX/sales, %	96.4	1,422.9	198.5	1,001.1	35.3	10.8	3.1
CAPEX/sales (incl. acquisitions), %	39.2	1,422.9	198.5	1,001.1	35.3	10.8	3.1
		3.1	0.8	1.3	4.9	-1.2	0.8
FCFF/EBITDA	32.5	3.1					
FCFF/EBITDA Net debt/EBITDA, book-weighted	32.5 -4.7	-0.6	-1.3	-1.2	-1.4	3.8	3.6
					-1.4 0.2	3.8 0.2	3.6 0.2
Net debt/EBITDA, book-weighted	-4.7	-0.6	-1.3	-1.2			

EARNINGS CALENDAR

### **ENDOMINES**

### Metals & Mining/Finland, December 20, 2022 Company update

COMPANY DESCRIPTION: Endomines engages in exploration, mining, and extraction of gold deposits. Its sites are found in Eastern Finland along the Karelian Gold line and in Idaho, USA. The company was founded in 2005 and is headquartered in Stockholm, Sweden. Endomines focuses its operations to assets in stable jurisdictions that can be brought to production rapidly and with limited investment.

INVESTMENT CASE: Endomines new strategy focuses on development of the company's Finnish assets, the US assets are developed through partnership models. The company has proceeded well with reinitiating production at the Pampalo site, Endomines produced 3 478 ounces of gold during H1 2022. The company's focus in the near term is on Pampalo underground and East open pit production and on gold exploration activities in Karelian gold line.

OWNERSHIP STRUCTURE	SHARES	EURm	0/0
Joensuun Kauppa ja Kone	812,610	4.063	8.8%
Clearstream Banking S.A.	786,438	3.932	8.5%
Northern Trust Global Services	734,688	3.673	7.9%
Nordea Bank Abp (Publ)	410,585	2.053	4.4%
Skandinaviska Enskilda Banken	323,536	1.618	3.5%
Evli Plc	260,109	1.301	2.8%
Mariatorp Oy	200,000	1.000	2.2%
Wipunen Varainhallinta Oy	200,000	1.000	2.2%
K22 Finance Oy	127,592	0.638	1.4%
Aktia Bank Abp	103,251	0.516	1.1%
Ten largest	3,958,808	19.794	43%
Residual	5,321,151	26.606	57%
Total	9,279,959	46.400	100%

OTHER EVENTS		
COMPANY MISCELLANEOUS		
CEO: Kari Vyhtinen	Ahventie 4 A, FI-02170 Espoo	
CFO: Mikko Sopanen	Tel:	
ID.		

### Metals & Mining/Finland, December 20, 2022 Company update

#### **DEFINITIONS**

P/E	EPS
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Price per share  Earnings per share	Profit before extraord. items and taxes- income taxes + minority interest  Number of shares
P/BV	DPS
Price per share  Shareholders' equity + taxed provisions per share	Dividend for the financial period per share
Market cap	OCF (Operating cash flow)
Price per share * Number of shares	EBITDA – Net financial items – Taxes – Increase in working capital – Cash NRIs ± Other adjustments
EV (Enterprise value)	FCF (Free cash flow)
Market cap + net debt + minority interest at market value – share of associated companies at market value	Operating cash flow – operative CAPEX – acquisitions + divestments
EV/Sales	FCF yield, %
Enterprise value Sales	Free cash flow Market cap
EV/EBITDA	Operative CAPEX/sales
Enterprise value Earnings before interest, tax, depreciation and amortization	Capital expenditure – divestments – acquisitions Sales
EV/EBIT	Net working capital
Enterprise value Operating profit	Current assets – current liabilities
Net debt	Capital employed/Share
Interest bearing debt – financial assets	Total assets – non-interest bearing debt  Number of shares
Total assets	Gearing
Balance sheet total	<u>Net debt</u> Equity
Div yield, %	Debt/Equity, %
Dividend per share  Price per share	Interest bearing debt Shareholders' equity + minority interest + taxed provisions
Payout ratio, %	Equity ratio, %
Total dividends  Earnings before extraordinary items and taxes – income taxes + minority interest	Shareholders' equity + minority interest + taxed provisions  Total assets – interest-free loans
ROCE, %	CAGR, %
Profit before extraordinary items + interest expenses+ other financial costs  Balance sheet total – non-interest bearing debt (average)	Cumulative annual growth rate = Average growth per year
ROE, %	
Profit before extraordinary items and taxes – income taxes  Shareholder's equity + minority interest + taxed provisions (average)	

### **FNDOMINES**

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#### Important Disclosures

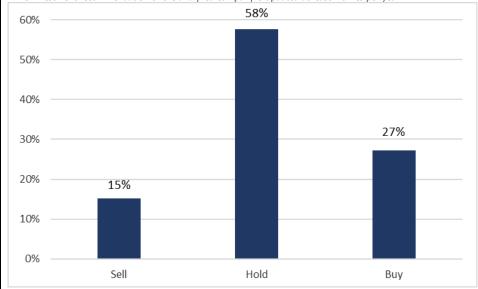
Evli Research Partners Plc ("ERP") uses 12-month target prices. Target prices are defined by utilizing analytical techniques based on financial theory including (but not limited to) discounted cash flow analysis and comparative valuation. The selection of valuation methods depends on different circumstances. Target prices may be altered on the basis of new information coming to light in the underlying company or changes in interest rates, changes in foreign exchange rates, other securities prices or market indices or outlook for the aforementioned factors or other factors that may change the conditions of financial markets. Recommendations and changes by analysts are available at <u>Analysts' recommendations and ratings revisions</u>.

Investment recommendations are defined as follows:

Target price compared to share price Recommendation

< -10 % SELL -10 - (+10) % HOLD > 10 % BUY

ERP's investment recommendation of the analyzed company is updated at least 2 times per year.



The graph above shows the distribution of ERP's recommendations of companies under coverage in 11th of May 2020. If recommendation is not given, it is not mentioned here.

#### Name(s) of the analyst(s): Jortikka

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