ENDOMINES



Metals & Mining/Finland, February 13, 2024 Preview

Valuation running ahead of things

Endomines will release its H2 2023 figures on February 15th. Our interest in the report lies in Pampalo's profitability, progress and plans for Karelian Gold Line exploration, and update on the US assets. Despite the story developing fairly in line with plans, the valuation has become elevated.

2023 progress was mostly aligned with the strategy and goals The company's strategy focuses on four key areas: Pampalo production, exploration in the Karelian Gold Line, ESG and US assets promoted through a partnership model. In 2023, Pampalo's production grew according to the company's plan and resources grew in the Karelian Gold Line. The main negative in 2023 was that the company wasn't able to conclude the negotiations regarding the US assets. We also anticipate to hear results from the 2023 drilling program for Karelian Gold Line (Kuittila), and more details on the exploration plans and timeline for 2024.

Aiming to boost volumes in 2024

With the preliminary production figures published for 2023, the main interest operationally is on the cash cost level of the Pampalo mine. We currently estimate EBITDA of EUR 0.8m for FY 2023 (Pampalo EBITDA EUR 4.9m). The y/y profit improvement is driven mainly by higher volumes and gold spot price, in addition, costs in the US are lower. One of the company's medium-term goals is to reach annual gold production of 20,000 ounces at Pampalo by the end of 2024. In early February, Endomines released that it has started production in Hosko. Our current estimate for production in 2024E is at 17,613 ounces, of which roughly 15% is from the Hosko deposit. Profitability wise, we estimate Pampalo EBITDA of EUR 8.9m and group EBITDA of EUR 5.1m for 2024E.

Valuation turns expensive

With an increase to our long-term gold price estimate and adjustments to our models, we revise our TP to EUR 5.6 (prev. EUR 4.7) while downgrading our rating to SELL (HOLD) as the stock has rallied roughly 40% since our last update. Our SOTP based valuation range is currently EUR 5.6-7.9 per share. We continue to base our TP at the lower end of the range driven by the uncertainties.



🖬 BUY 🖸 HOLD 🗖 SELL

KEY FIGURES										
	Sales EURm	EBIT EURm	EBIT %	FCF EURm	EPS EUR	P/E (x)	EV/Sales (x)	EV/EBIT (x)	FCF yield %	DPS EUR
2021	0.5	-25.1	-5,102.0%	-16.6	-4.73	-2.1	144.2	-2.8	-29.4	0.00
2022	13.5	-15.5	-114.8%	-8.0	-1.92	-2.6	4.0	-3.5	-17.1	0.00
2023E	20.4	-1.6	-7.8%	-5.9	-0.39	-17.4	3.9	-49.4	-8.9	0.00
2024E	29.2	2.7	9.4%	0.5	0.08	88.3	2.7	28.5	0.7	0.00
2025E	31.3	4.6	14.6%	1.9	0.26	25.8	2.4	16.8	2.8	0.00
Market cap	, EURm		66 Ge	aring 2023E, 9	0/0		39.5 CAGR E	EPS 2022-25	, %	0.0
Net debt 20	023E, EURm		13 Pri	ce/book 2023	E		2.1 CAGR s	ales 2022-2	5, %	32.4
Enterprise	value, EURm		79 Div	vidend yield 2	023E, %		0.0 ROE 20	23E, %		-11.2
Total assets	s 2023E, EURm		57 Tax	rate 2023E, 0	0/0		0.0 ROCE 2	.023E, %		-3.4
	023E, EURm		0 Equ	uity ratio 202			56.7 PEG, P/	E 23/CAGR		0.0

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



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Table 1: SOTP model

	Evli est.	SPOT	Estimate basis
US assets	33	47	See Table 2 for Evli est. basis, SPOT est. based on in-situ purchase price analysis
Pampalo	26	30	DCF LOM 6 years (current known reserves & resources Pampalo + Hosko)
Karelian gold line	18	23	Real option value for other Karelian Gold Line resources
Overhead	(10)	(10)	Discounted overhead costs
Net cash	(13)	(13)	Estimate for 12/23
Fair Value	55	77	
Long-term gold price (USD/oz)	1 900		Evli est.
Spot price (USD/oz)		2 0 2 0	
Shares outstanding (m)	9.8	9.8	
Fair value per share	5.6	7.9	

Source: Evli Research

Table 2: US assets valuation

	Value (EUR m)	Estimate basis
Purchase price	41	Total consideration of USD 44m during 2018-2022
EV/Resources (trading)	26	Peers in development and explorations stage
EV/Resources (transaction)	32	Transactions in Tier-1 jurisdictions 2022-2023 (development and exploration)
Balance sheet	33	USD 24m Idaho, USD 12m Montana
Average	33	

Source: Evli Research

Table 3: Estimate summary

Endomines (EURm)	H1/'22	H2/'22	2022	H1/'23	H2/'23E	2023E	2024E	2025E
Gold production (Oz)	3 478	5 123	8 601	6 753	6 037	12 790	17 613	20 524
Net sales	5.6	7.9	13.5	10.7	9.7	20.4	29.2	31.3
sales growth %	>100%	61%	>100%	<i>91%</i>	23%	51%	<i>43%</i>	7%
Pampalo EBITDA	0.2	0.4	0.6	2.4	2.5	4.9	8.9	9.3
Group EBITDA	-3.5	-3.0	-6.4	0.4	0.4	0.8	5.1	6.3
EBITDA margin	<-100%	<-100%	-47%	4%	4%	4%	18%	<i>20%</i>
EBIT	-10.1	-5.4	-15.5	-0.8	-0.8	-1.6	2.7	4.6
EBIT margin	<-100%	<-100%	-115%	-7%	-8%	-8%	<i>9%</i>	15%
Assumptions	H1/'22	H2/'22	2022	H1/'23	H2/'23E	2023E	2024E	2025E
Gold price USD/Oz	1874	1722	1798	1934	1952	1943	2048	1950
Gold price EUR/Oz	1712	1649	1681	1774	1799	1786	1841	1696
EUR/USD	1.10	1.05	1.07	1.09	1.08	1.09	1.11	1.15

Source: Endomines, Evli Research

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INTERIM FIGURES												
EVLI ESTIMATES, EURm	2022Q1	202202	2022Q3	2022Q4	2022	2023Q1E	2023Q2E	2023Q3E	2023Q4E	2023E	2024E	2025E
Net sales	0.0	5.6	-5.6	13.5	13.5	0.0	10.7	0.0	9.7	20.4	29.2	31.3
EBITDA	0.0	-3.6	3.6	-6.4	-6.4	0.0	0.4	0.0	0.4	0.8	5.1	6.3
EBITDA margin (%)	0.0	-64.4	-64.4	-47.4	-47.4	0.0	3.7	0.0	4.1	3.9	17.6	20.0
EBIT	0.0	-10.2	10.2	-15.5	-15.5	0.0	-0.8	0.0	-0.8	-1.6	2.7	4.6
EBIT margin (%)	0.0	-181.3	-181.3	-114.8	-114.8	0.0	-7.5	0.0	-8.2	-7.8	9.4	14.6
Net financial items	0.0	5.1	-5.1	-2.4	-2.4	0.0	-1.1	0.0	-1.1	-2.2	-2.0	-2.0
Pre-tax profit	0.0	-5.1	5.1	-17.9	-17.9	0.0	-1.9	0.0	-1.9	-3.8	0.7	2.6
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	0.3	0.4	-0.1	-0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net profit	0.0	-5.1	5.1	-17.9	-17.9	0.0	-1.9	0.0	-1.9	-3.8	0.7	2.6
EPS	0.00	-0.54	0.54	-1.91	-1.92	0.00	-0.19	0.00	-0.19	-0.39	0.08	0.26
EPS adjusted (diluted no. of shares)	0.00	-0.54	0.54	-1.91	-1.92	0.00	-0.19	0.00	-0.19	-0.39	0.08	0.26
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	5.6	-5.6	13.5	13.5	0.0	10.7	0.0	9.7	20.4	29.2	31.3
Total	0.0	5.6	-5.6	13.5	13.5	0.0	10.7	0.0	9.7	20.4	29.2	31.3
SALES GROWTH, Y/Y %												
Endomines	0.0	57,045.8	57,043.8	2,643.3	2,643.4	0.0	89.7	-100.0	-27.8	51.5	42.7	7.3
Total	0.0	57,036.7	57,016.5	2,642.8	2,643.4	0.0	89.7	-100.0	-27.8	51.5	42.7	7.3
EBIT, EURm											·	
Endomines	0.0	-10.2	10.2	-15.5	-15.5	0.0	-0.8	0.0	-0.8	-1.6	2.7	4.6
Total	0.0	-10.2	10.2	-15.5	-15.5	0.0	-0.8	0.0	-0.8	-1.6	2.7	4.6
EBIT margin, %												
Endomines	0.0	-181.2	-181.2	-114.8	-114.8	0.0	-7.5	0.0	-8.2	-7.8	9.4	14.6
Total	0.0	-181.3	-181.3	-114.8	-114.8	0.0	-7.5	0.0	-8.2	-7.8	9.4	14.6

ENDOMINES

INCOME STATEMENT, EURm	2018	2019	2020	2021	2022	2023E	2024E	2025E
Sales	10.1	0.5	1.3	0.5	13.5	20.4	29.2	31.3
Sales growth (%)	-20.5	-94.6	134.3	-61.4	2,643.4	51.5	42.7	7.3
EBITDA	-0.5	-4.6	-10.5	-11.6	-6.4	0.8	5.1	6.3
EBITDA margin (%)	-5.3	-841.1	-824.5	-2,362.0	-47.4	3.9	17.6	20.0
Depreciation	-4.2	-0.3	-7.5	-13.5	-9.1	-2.4	-2.4	-3.1
EBITA	-4.7	-4.9	-18.0	-25.1	-15.5	-1.6	2.7	4.6
Goodwill amortization / writedown	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
EBIT	-4.7	-4.9	-18.0	-25.1	-15.5	-1.6	2.7	4.6
EBIT margin (%)	-46.6	-903.4	-1,410.0	-5,102.0	-114.8	-7.8	9.4	14.6
Reported EBIT	-4.7	-4.9	-18.0	-25.1	-15.5	-1.6	2.7	4.6
EBIT margin (reported) (%)	-46.6	-903.4	-1,410.0	-5,102.0	-114.8	-7.8	9.4	14.6
Net financials	1.1	-0.7	-1.2	-1.6	-2.4	-2.2	-2.0	-2.0
Pre-tax profit	-3.6	-5.6	-19.2	-26.7	-17.9	-3.8	0.7	2.6
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	-3.6	-5.6	-19.2	-26.7	-17.9	-3.8	0.7	2.6
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	47	55	57	51	49	51	51	51
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	1	0	1	1	1
Receivables	0	0	0	2	2	3	4	5
Liquid funds	2	2	1	1	4	2	3	3
Total assets	49	56	58	55	55	57	59	60
Liabilities								
Shareholder's equity	25	32	33	30	36	32	33	35
Minority interest	0	0	0	0	0	0	0	0
Convertibles	17	17	0	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	4	4	15	16	11	15	15	13
Non-interest bearing current liabilities	0	0	0	0	0	0	0	0
Other interest-free debt	4	3	10	9	9	10	11	11
Total liabilities	49	56	58	55	55	57	59	60
CASH FLOW, EURm								
+ EBITDA	-1	-5	-11	-12	-6	1	5	8
- Net financial items	1	-1	-1	-2	-2	-2	-2	-2
- Taxes	0	0	0	0	0	0	0	0
- Increase in Net Working Capital	1	-1	0	0	3	0	0	0
+/- Other	-2	-2	4	1	1	0	0	0
= Cash flow from operations	-1	-7	-7	-12	-4	-1	3	5
- Capex	-10	-8	-3	-5	-4	-5	-3	-3
- Acquisitions	-6	0	0	0	0	0	0	0
+ Divestments	0	0	0	0	0	0	0	0
= Free cash flow	-16	-15	-10	-17	-8	-6	0	2
+/- New issues/buybacks	24	13	20	24	24	0	0	0
- Paid dividend	0	0	0	0	0	0	0	0
+/- Other	-7	2	-11	-7	-13	4	0	-2

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KEY FIGURES	2019	2020	2021	2022	2023E	2024E	2025E
M-cap	42	35	57	47	66	66	66
Net debt (excl. convertibles)	3	14	14	7	13	12	10
Enterprise value	62	49	71	54	79	78	76
Sales	1	1	0	14	20	29	31
EBITDA	-5	-11	-12	-6	1	5	6
EBIT	-5	-18	-25	-15	-2	3	5
Pre-tax	-6	-19	-27	-18	-4	1	3
Earnings	-6	-19	-27	-18	-4	1	3
Equity book value (excl. minorities)	32	33	30	36	32	33	35
Valuation multiples							
EV/sales	113.7	38.5	144.2	4.0	3.9	2.7	2.4
EV/EBITDA	-13.5	-4.7	-6.1	-8.4	98.0	15.2	9.9
EV/EBITA	-12.6	-2.7	-2.8	-3.5	-49.4	28.5	16.8
EV/EBIT	-12.6	-2.7	-2.8	-3.5	-49.4	28.5	16.8
EV/OCF	-8.3	-6.7	-6.1	-13.1	-59.2	26.1	14.4
EV/FCFF	-4.3	-5.7	-4.7	-9.6	-21.4	32.0	19.7
P/FCFE	-0.1	-0.1	-0.1	-5.9	-11.3	146.5	35.2
P/E	-7.5	-1.8	-2.1	-2.6	-17.4	88.3	25.8
P/B	1.3	1.1	1.9	1.3	2.1	2.0	1.9
Target EV/EBITDA	0.0	0.0	0.0	0.0	84.0	13.0	8.5
Target EV/EBIT	0.0	0.0	0.0	0.0	-42.3	24.4	14.3
Target EV/FCF	0.0	0.0	0.0	0.0	-11.5	148.6	34.7
Target P/B	0.0	0.0	0.0	0.0	1.7	1.7	1.5
Target P/E	0.0	0.0	0.0	0.0	-14.5	73.3	21.4
Per share measures					-		
Number of shares	1,999	3,283	5,645	9,370	9,795	9,795	9,795
Number of shares (diluted)	1,999	3,283	5,645	9,370	9,795	9,795	9,795
EPS	-2.82	-5.84	-4.73	-1.92	-0.39	0.08	0.26
Operating cash flow per share	-3.73	-2.23	-2.07	-0.44	-0.14	0.31	0.54
Free cash flow per share	-7.53	-3.01	-2.95	-0.85	-0.60	0.05	0.19
Book value per share	16.03	10.03	5.34	3.83	3.28	3.35	3.62
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, %	-35.6	-28.2	-29.4	-17.1	-8.9	0.7	2.8
Efficiency measures			-			-	-
ROE	-19.9	-59.0	-84.6	-54.3	-11.2	2.3	7.5
ROCE	-10.0	-35.5	-53.4	-33.6	-3.4	5.8	9.4
Financial ratios							
Inventories as % of sales	0.6	19.2	162.0	3.0	3.0	3.0	3.0
Receivables as % of sales	23.2	25.9	360.9	14.8	14.8	14.8	14.8
Non-interest bearing liabilities as % of sales	0.0	0.0	0.0	0.0	0.0	0.0	0.0
NWC/sales, %	-315.3	-466.5	-1,062.8	-30.4	-20.4	-13.7	-11.6
Operative CAPEX/sales, %	1,422.9	-400.5	1,002.8	28.9	-20.4	-13.7 8.7	-11.0
CAPEX/sales (incl. acquisitions), %	1,422.9	198.5	1,001.1	28.9	22.2	8.7	11.0
FCFF/EBITDA	3.1	0.8	1,001.1	0.9	-4.6	0.5	0.5
Net debt/EBITDA, book-weighted	-0.6	-1.3	-1.2	-1.1	-4.6 15.8	2.4	1.3
Debt/equity, market-weighted	-0.6	-1.3 0.4	-1.2	-1.1	0.2	0.2	0.2
	86.7	0.4 56.5	0.3 54.8	0.2 65.4	0.2 56.7	55.5	0.2 58.9
Equity ratio, book-weighted	86.7 6.0	56.5 43.1	54.8 47.9	65.4 18.9	56.7 39.5	55.5 37.2	58.9 29.2
Gearing, %	6.U	43.1	47.9	18.9	39.5	31.Z	29.2

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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 and Montana, USA. The company was founded in 2005 and is headquartered in Espoo, Finland. 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 12 790 ounces of gold during 2023. The company's focus in the near term is on Pampalo underground, East open pit and Hosko production and on gold exploration activities in Karelian gold line.

OWNERSHIP STRUCTURE	SHARES	EURm	%
Joensuun Kauppa ja Kone Oy	1,863,675	12.580	19.0%
Mariatorp OY	776,875	5.244	7.9%
Wipunen varainhallinta Oy	776,875	5.244	7.9%
K22 Finance Oy	378,687	2.556	3.9%
Taloustieto Incrementum Oy	318,063	2.147	3.2%
Kakkonen Kari Heikki Ilmari	254,808	1.720	2.6%
Vakuutusosakeyhtiö Henki-Fennia	209,782	1.416	2.1%
Eyemaker's Finland Oy	180,552	1.219	1.8%
Hietamoor Oy	172,110	1.162	1.8%
Transatlantic Mining Corp	139,104	0.939	1.4%
Ten largest	5,070,531	34.226	52%
Residual	4,724,808	31.892	48%
Total	9,795,339	66.119	100%

EARNINGS CALENDAR		
February 15, 2024	FY 2023 Results	
August 15, 2024	H1 report	
OTHER EVENTS		
COMPANY MISCELLANEOUS		
CEO: Kari Vyhtinen	Ahventie 4 A, FI-02170 Espoo	
CFO: Minni Lempinen	Tel:	
IR: Riikka Niemi		

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DEFINITIONS

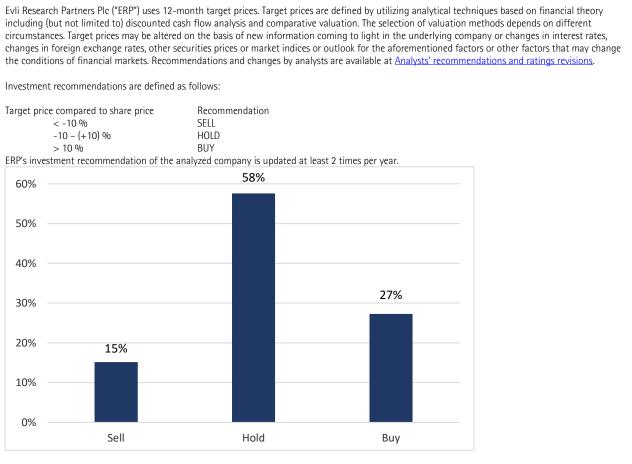
P/E	EPS
Price per share	Profit before extraord. items and taxes- income taxes + minority interest
Earnings per share	Number of shares
P/BV	DPS
Price per share	
Shareholders' equity + taxed provisions per share	Dividend for the financial period per share
Market cap	OCE (Oncreting each flow)
Market cap	OCF (Operating cash flow)
Price per share * Number of shares	EBITDA – Net financial items – Taxes – Increase in working
The perside Humber of shares	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, %
EV/Sales	rCr yielu, %
Enterprise value	Free cash flow
Enterprise value Sales	Market cap
EV/EBITDA	Operative CAPEX/sales
Enterprise value Earnings before interest, tax, depreciation and amortization	Capital expenditure – divestments – acquisitions
Lannings before interest, tax, depreciation and anortization	Sales
EV/EBIT	Net working capital
Enterprise value	Current assets – current liabilities
Operating profit	
Net debt	Capital employed/Share
Interest bearing debt – financial assets	Total assets – non-interest bearing debt
interest bearing debt – infancial assets	Number of shares
Total assets	Gearing
Balance sheet total	Net debt
	<u>Net debt</u> Equity
Div yield, %	Debt/Equity, %
Dividend per share	Interest bearing debt
Price per share	Shareholders' equity + minority interest + taxed provisions
Payout ratio, %	Equity ratio, %
ו מיטער זענוט, יש	בקטוני ומנוס, יוס
Total dividends	_Shareholders' equity + minority interest + taxed provisions
Earnings before extraordinary items and taxes - income taxes + minority interest	Total assets – interest-free loans
ROCE, %	CAGR, %
Drafit hafara autoardinan itama u interest european ather firmeri hur	
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
buance sheet total from interest ocaring deot (average)	
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ROE, %		
	Profit before extraordinary items and taxes – income taxes Shareholder's equity + minority interest + taxed provisions (average)	

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Important Disclosures



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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