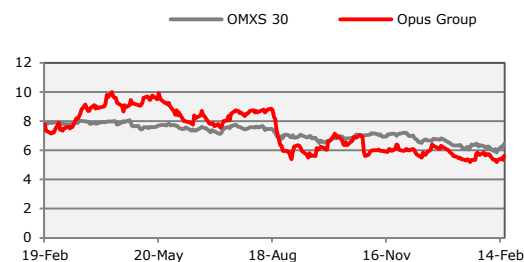


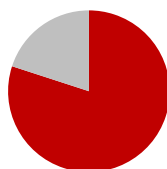
**Summary**
**Opus Group (OPUS.ST)**
**Air Pocket in Q4?**

- Q4 was disappointing in terms of earnings. Although EBITDA rose 18% to SEK 58m, we expected much more, around SEK 77m. The proposed dividend of SEK 0.10 per share is a small rise from last year's 0.09, and is something of a positive signal about the outlook.
- The management was not satisfied with the outcome, either, with a number of factors hampering earnings. These are described as temporary, but they still create uncertainty about the level of the company's underlying and sustained earnings.
- Q4 was probably just a dip in earnings, but still makes us a little more cautious, and we are trimming our forecasts. We have also adjusted some of our rating parameters, which overall slightly ups the WACC. Nonetheless, the stock still appears undervalued as our Base Case suggests a value around SEK 9-10.

List: Mid Cap  
 Market Cap: 1,444 MSEK  
 Industry: Industrial Goods & Services  
 CEO: Magnus Greko  
 Chairman: Göran Nordlund

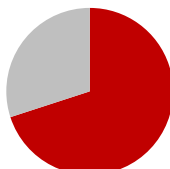

**Redeye Rating (0 – 10 points)**

Management



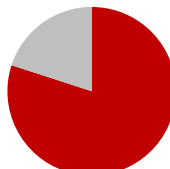
8.0 points

Ownership



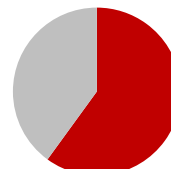
7.0 points

Profit outlook



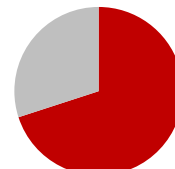
8.0 points

Profitability



6.0 points

Financial strength



7.0 points

**Key Financials**

	2014	2015	2016E	2017E	2018E	Share information	
Revenue, MSEK	1,467	1,652	1,703	1,821	1,918	Share price (SEK)	5.0
Growth	39%	13%	3%	7%	5%	Number of shares (m)	288.7
EBITDA	246	275	315	353	374	Market Cap (MSEK)	1,444
EBITDA margin	17%	17%	19%	19%	20%	Net debt (MSEK)	704
EBIT	149	109	136	170	192	Free float (%)	73%
EBIT margin	10%	7%	8%	9%	10%	Daily turnover ('000)	850
Pre-tax earnings	185	80	94	137	166	Analysts: Henrik Alveskog henrik.alveskog@redeye.se	
Net earnings	142	66	69	100	121		
Net margin	10%	4%	4%	5%	6%		
Dividend/Share	0.09	0.10	0.11	0.13	0.15		
EPS adj.	0.55	0.22	0.23	0.34	0.41		
P/E adj.	16.6	26.9	21.9	15.0	12.4		
EV/S	2.1	1.5	1.2	1.1	0.9		
EV/EBITDA	12.2	8.9	6.6	5.5	4.8		

**Important information:** All information regarding limitation of liability and potential conflicts of interest can be found at the end of the report.

## Redeye Rating: Background and definitions

The aim of a Redeye Rating is to help investors identify high-quality companies with attractive valuation.

### Company Qualities

The aim of Company Qualities is to provide a well-structured and clear profile of a company's qualities (or operating risk) – its chances of surviving and its potential for achieving long-term stable profit growth.

We categorize a company's qualities on a ten-point scale based on five valuation keys; 1 – Management, 2 – Ownership, 3 – Profit Outlook, 4 – Profitability and 5 – Financial Strength.

Each valuation key is assessed based a number of quantitative and qualitative key factors that are weighted differently according to how important they are deemed to be. Each key factor is allocated a number of points based on its rating. The assessment of each valuation key is based on the total number of points for these individual factors. The rating scale ranges from 0 to +10 points.

The overall rating for each valuation key is indicated by the size of the bar shown in the chart. The relative size of the bars therefore reflects the rating distribution between the different valuation keys.

### Management

Our Management rating represents an assessment of the ability of the board of directors and management to manage the company in the best interests of the shareholders. A good board and management can make a mediocre business concept profitable, while a poor board and management can even lead a strong company into crisis. The factors used to assess a company's management are: 1 – Execution, 2 – Capital allocation, 3 – Communication, 4 – Experience, 5 – Leadership and 6 – Integrity.

### Ownership

Our Ownership rating represents an assessment of the ownership exercised for longer-term value creation. Owner commitment and expertise are key to a company's stability and the board's ability to take action. Companies with a dispersed ownership structure without a clear controlling shareholder have historically performed worse than the market index over time. The factors used to assess Ownership are: 1 – Ownership structure, 2 – Owner commitment, 3 – Institutional ownership, 4 – Abuse of power, 5 – Reputation, and 6 – Financial sustainability.

### Profit Outlook

Our Profit Outlook rating represents an assessment of a company's potential to achieve long-term stable profit growth. Over the long-term, the share price roughly mirrors the company's earnings trend. A company that does not grow may be a good short-term investment, but is usually unwise in the long term. The factors used to assess Profit Outlook are: 1 – Business model, 2 – Sale potential, 3 – Market growth, 4 – Market position, and 5 – Competitiveness.

### Profitability

Our Profitability rating represents an assessment of how effective a company has historically utilised its capital to generate profit. Companies cannot survive if they are not profitable. The assessment of how profitable a company has been is based on a number of key ratios and criteria over a period of up to the past five years: 1 – Return on total assets (ROA), 2 – Return on equity (ROE), 3 – Net profit margin, 4 – Free cash flow, and 5 – Operating profit margin or EBIT.

### Financial Strength

Our Financial Strength rating represents an assessment of a company's ability to pay in the short and long term. The core of a company's financial strength is its balance sheet and cash flow. Even the greatest potential is of no benefit unless the balance sheet can cope with funding growth. The assessment of a company's financial strength is based on a number of key ratios and criteria: 1 – Times-interest-coverage ratio, 2 – Debt-to-equity ratio, 3 – Quick ratio, 4 – Current ratio, 5 – Sales turnover, 6 – Capital needs, 7 – Cyclicity, and 8 – Forthcoming binary events.

## Air pocket in Q4?

Q4 earnings were disappointing. Particularly given that the previous two reports (Q2-Q3) were so strong and showed a significant boost in margins. The management is not satisfied with the outcome, either, with a number of factors hampering the quarter. Some of these are surely temporary, while others are more enigmatic in this respect. See also pages 4-5. Purely operationally, and in the outlook described by the company, we see no change from previously. The international expansion in Pakistan and Chile is possibly slightly delayed, but nothing remarkable.

*Weaker earnings and much higher depreciation and amortisation than expected*

Actual vs. Forecast				
SEKm	Q4'14	Q4'15P	Actual	Diff
Sales	401	419	411	-2%
EBITDA	49	77	58	-24%
EBIT	18	39	11	-73%
PTP	41	31	-6	n.m.
Sales growth	29%	4%	2%	
EBITDA margin	12,2%	18,4%	14,2%	
EBIT margin	4,5%	9,3%	2,6%	

Source: Opus Group, Redeye Research

Both divisions showed weaker earnings than we anticipated. The Swedish business is relatively transparent and easily understandable, while Vehicle Inspection International has become complex and more difficult to predict.

Quarterly performance by segment								
SEKm	Q1'14	Q2'14	Q3'14	Q4'14	Q1'15	Q2'15	Q3'15	Q4'15
<b>Equipment</b>								
Net sales	36	34	27	39	37	37	-	-
EBITDA	1	2	2	3	2	1	-	-
EBITDA-margin	3.0%	6.8%	6.4%	6.9%	6.5%	1.5%	-	-
<b>Vehicle Inspection Sweden</b>								
Net sales	143	162	118	137	139	166	127	155
EBITDA *	19	34	15	19	13	37	14	16
EBITDA-margin *	12.9%	20.7%	12.4%	14.1%	9.5%	22.2%	11.1%	10.4%
<b>Vehicle Inspection International</b>								
Net sales	123	214	221	226	235	259	264	259
EBITDA *	27	54	48	39	42	64	67	50
EBITDA-margin *	21.6%	25.4%	21.7%	17.4%	17.9%	24.5%	25.5%	19.3%
Group elimination etc	-	-	-	-12	-5	-3	-9	-3
<b>Total sales</b>	<b>297</b>	<b>406</b>	<b>361</b>	<b>401</b>	<b>402</b>	<b>452</b>	<b>387</b>	<b>411</b>
<b>EBITDA *</b>	<b>45</b>	<b>89</b>	<b>63</b>	<b>59</b>	<b>56</b>	<b>97</b>	<b>81</b>	<b>61</b>
EBITDA-margin *	15.3%	21.9%	17.3%	14.7%	13.9%	21.5%	20.8%	14.9%
EBITDA	45	89	63	49	51	94	71	58
Depreciation & amortization	-13	-26	-27	-31	-39	-39	-39	-48
EBIT	32	63	35	18	11	55	32	11

\* Excluding acquisition and start up costs.

Source: Opus Group, Redeye Research

## Vehicle Inspection Sweden – high staff turnover

The division had slightly higher revenues, but lower earnings, than we anticipated. The growth comes from earlier price increases of around 10%, while the number of inspections is roughly unchanged on the year before. Costs have increased, however, with the opening of two new stations, but perhaps mainly due to higher staff turnover. The number of employees increased in Q4 to 592, compared to 559 at the end of Q3. This is a major change for this type of business, and comes because several employees have handed in their notice and there has been double staffing during the transition period. According to management, the Swedish Transport Agency's proposal to reduce the number of inspections has contributed to uncertainty among employees, which has triggered them to look to other industries. Hopefully this is a limited and transient issue. Training and certifying new inspection staff is relatively expensive. We do not have the impression that Opus is experiencing general dissatisfaction among its staff, rather the contrary.

*Relatively expensive to train and certify staff*

A variety of consultation responses have been submitted on the Swedish Transport Agency's proposal, which would involve extending inspection intervals on older vehicles from one year to two years. A large majority seem to object to the proposal, and it would surprise us if it goes through since it implies lower ambitions in terms of both the environment and safety. Opus expects the government to make a statement sometime during the summer.

*Statement from the government is expected during the summer*

## Price increase in February 2016

Inspection prices have been gradually upped over the past year, and Opus implemented an increase of approximately another 10% for cars in February. This will gradually filter through during the spring. The market share for Opus has been more or less unchanged this past year. Otherwise, the trend continues of the three smaller providers expanding at the expense of AB Svensk Bilprovning and Besikta. AB Svensk Bilprovning is now implementing a new IT system, and will likely lose some market share in 2016. Opus should be able to benefit from this, at least in the northern regions where these two players are more dominant.

Market shares							
Inspection companies	2014			2015			
	Jan	June	Oct	Jan	June	Oct	Dec
AB Svensk Bilprovning	34.7%	32.7%	33.6%	32.2%	32.1%	30.9%	30.5%
Opus Bilprovning	29.0%	29.3%	27.5%	26.8%	27.8%	27.4%	27.5%
Besikta Bilprovning	24.4%	23.6%	23.0%	22.5%	21.4%	20.8%	19.5%
Carspect (A-Katsastus)	7.5%	8.3%	8.4%	9.1%	9.2%	9.6%	10.7%
Clearcar	1.8%	2.8%	3.7%	4.2%	5.0%	5.7%	6.0%
DEKRA (inkl Applus)	2.3%	2.8%	3.5%	4.8%	4.0%	5.1%	5.1%
Others (5 comp)	0.3%	0.5%	0.4%	0.4%	0.5%	0.5%	0.7%
Total: (11 comp)	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Source: Transportstyrelsen

## Vehicle Inspection International - margin dip

Overall revenues were only slightly below our forecast, while earnings were significantly lower. The bulk of the business is very stable, albeit with some seasonal variation. After a couple of really strong quarters, with EBITDA margins of about 24%, we believed that Q4 would be similar. Unfortunately, we lack visibility into the precise influences. The report states that start-up costs for the second rental programme (BAR 97) in California have burdened earnings by SEK 3m. But management also cites a couple of other factors:

*Postponement of major deals*

**Drew Technologies** saw weak sales after a couple of major deals were postponed from Q4 into the new year. Since the company, at least in the past, has had margins slightly above 30%, this certainly means a noticeable drop in earnings. But hopefully we will see this clawed back in H1-16.

*Make or break in Pakistan*

**Starting up in Pakistan and Chile.** The work of ramping up the programmes in these two countries has probably intensified gradually in 2015. Unfortunately, we do not know how much this affected last year's earnings, but it must have involved a number of people, both locally and from the businesses in the US and Sweden. Pakistan and one of the concessions in Chile are starting up in Q1. Pakistan will be particularly interesting to follow, partly because of the political uncertainty associated with that country, but of course also because this may eventually become an important market for Opus. The two other regions in Chile are scheduled to start up in the second half of this year.

## Future business opportunities

Alongside the accelerating international expansion this year is also the new business in the US. Opus started up its additional **Remote Sensing business in Virginia** last autumn. A press release about this was dated December, so it probably had no major impact on the Q4 numbers. The company has previously stated that this will provide approximately USD 5m in increased revenue, and is expected to ramp up in 2016.

Opus has not yet been able to begin **registration renewal in New York**. Management explained that the authorities have delayed approval in order to pressure Opus to deliver other parts of the inspection programme. This may possibly also have contributed to higher costs for Opus in the autumn. They still seem optimistic about being able to begin offering registration renewal, which could give the entire New York business a boost, as all additional revenue ends up on the bottom line.

**The EaaS rental business** continues to grow in California, with the larger machines for BAR 97. Customers in other states will also be approached but, according to Opus, demand will not pick up until the regulatory framework is changed, which is expected to occur in Georgia.

## Forecasts & Valuation

*Forecasts cut after Q4 earnings dip*

The setback for earnings in the Q4 report may prove to be no more than temporary. But it makes us more uncertain, and we are therefore trimming our forecasts. This is not a major drama, and we still expect both divisions of Opus to demonstrate both growth and gradually improving margins in the coming years.

**Vehicle Inspection Sweden** will benefit from continued rising prices for inspection services. The entire industry will need additional price increases to achieve profitability. Then it remains to be seen whether there are any big regulatory changes and whether the market starts consolidating. Either way, Opus should have a favourable position.

As mentioned earlier, **Vehicle Inspection International** has several activities that will provide growth, and probably improved profitability, in 2016-17. What happens then, we can only speculate. Expansion for Opus will come primarily through the company winning new contracts for vehicle inspection. These negotiations, both in the US and internationally, have been very difficult to predict. But this is a growing market in which Opus has a clear ambition and proven ability to win, and conduct, major transactions.

The level of depreciation and amortisation rose significantly in Q4, and looks set to weigh even more heavily on reported results in the coming years than we previously anticipated. But this does not affect our valuation. We have also assumed a higher level of investment which, on the other hand, does burden cash flows for 2016-18E, and thus the valuation.

Redeye estimates						
SEKm	2013	2014	2015	2016E	2017E	2018E
<b>Equipment</b>	<b>Divested as of July 1, 2015</b>					
<b>Vehicle Inspection Sweden</b>						
Net sales	551	560	587	611	639	655
EBITDA	85	86	80	94	101	105
EBITDA-margin	15%	15%	14%	15%	16%	16%
<b>Vehicle Inspection International</b>						
Net sales	387	783	1017	1127	1223	1302
EBITDA	70	161	214	241	272	289
EBITDA-margin	18%	21%	21%	21%	22%	22%
<b>Group &amp; Eliminations</b>						
EBITDA	-17	-9	-23	-20	-20	-20
<b>Total sales</b>	<b>1054</b>	<b>1460</b>	<b>1644</b>	<b>1703</b>	<b>1821</b>	<b>1918</b>
<b>EBITDA</b>	<b>142</b>	<b>246</b>	<b>275</b>	<b>315</b>	<b>353</b>	<b>374</b>
EBITDA-margin	13%	17%	17%	19%	19%	19%
Depreciation & amortization	-30	-98	-166	-180	-183	-182
<b>EBIT</b>	<b>112</b>	<b>148</b>	<b>109</b>	<b>136</b>	<b>170</b>	<b>192</b>
EBIT-margin	11%	10%	7%	8%	9%	10%

Source: Opus Group, Redeye Research

## Valuation

*Fair value estimate:  
~SEK 9.50 per share*

Our cash flow model values the business at just over SEK 3.4bn. With a deduction for interest-bearing net debt of SEK 704m, this gives a fair market value of SEK 2.7bn, or **SEK 9.50 per share**. In our most recent research update, this value was just over SEK 12 per share.

*Higher WACC*

The difference is mainly explained by lower earnings forecasts, higher investment and a higher required rate of return in the valuation. Our required rate of return (WACC) has been raised from 9.0% to 10.0%. The WACC that we use is generated using our rating system, in which several of the parameters have now been adjusted. These are primarily related to transparency of reporting, predictability and revenue stability.

*Slightly lower assumption  
for sustained profitability*

We have lowered our assumption for the company's sustainable EBIT margin to 15% (previously 16%). This corresponds approximately to the level for 2018E, with a normalised level of depreciation and amortisation. Almost half of the depreciation and amortisation is related to intangible assets from acquisitions. In addition, EaaS equipment is depreciated over five years, while its economic life is probably at least twice that.

The table below shows various values for WACC and long-term profitability, in the form of the EBIT margin. The box indicates the valuation assumptions in our Base Case scenario. The currently depressed share-price levels seem to assume that Opus will not even be able to maintain double-digit margins in the long term.

DCF-value, SEK per share					
Sustainable EBIT-margin	11%	13%	15%	17%	19%
<b>WACC</b>					
9%	8.6	10.0	11.4	12.9	14.3
10%	7.1	8.3	<b>9.5</b>	10.7	11.9
11%	5.9	7.0	8.0	8.9	10.0

Source: Redeye Research

Assuming that the company delivers close to our forecasts, the stock is currently trading at multiples lower than we have seen for a long time. EV/EBITA is the most relevant key ratio since it takes into account both debt and the high amortisation of intangible assets.

Earnings multiples					
Share price: 5.0 SEK	2014	2015E	2016E	2017E	2018E
P/E	16.4	26.2	20.6	14.2	11.7
EV/EBIT	20.3	22.4	15.6	12.5	11.0
EV/EBITA	14.6	12.1	9.0	7.7	7.2
EV/EBITDA	12.2	8.9	6.7	6.0	5.7

Source: Redeye Research

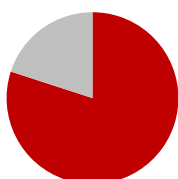
## Summary Redeye Rating

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The rating consists of five valuation keys, each constituting an overall assessment of several factors that are rated on a scale of 0 to 2 points. The maximum score for a valuation key is 10 points.

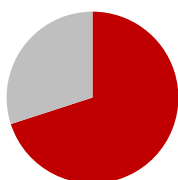
**Rating changes in the report:** Management, Ownership and Profitability have all been adjusted down by 0.5p. Profit outlook is down 1.5p while Financial strength is up by 1p.

Management 8.0p



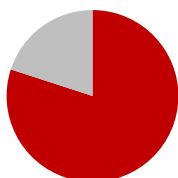
Management performance has been outstanding at growing the company in recent years. This has been accomplished both through winning new and profitable business and a few truly major acquisitions. Industry experience is considerable and the company culture seems strong.

Ownership 7.0p



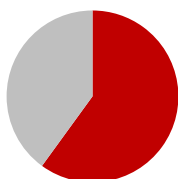
There is strong commitment among management and directors through their ownership of the company. The CEO and the chairman of the board both have substantial holdings, although no single shareholder controls more than 20% of the votes, which limits the rating for Ownership.

Profit outlook 8.0p



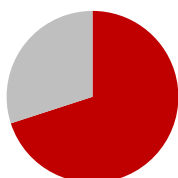
The profit outlook is extremely good and Opus almost takes the jackpot for all criteria. The company has obvious competitive advantages that are creating the conditions to continue growing while maintaining high profitability. Underlying market growth is limited in the Western world, but there is significant long-term potential in other parts of the world.

Profitability 6.0p



The business has demonstrated good profitability and stable positive cash flows for a long time. Reported profits and return figures have been modest, however, due to high amortisation of intangible assets from previous acquisitions. Profitability and key financial data are set to improve over the next year in pace with the company's planned expansion.

Financial strength 7.0p



Opus has stable earnings and a good credit rating, although net debt is relatively high after the last two major acquisitions. As the loans are paid off, the Financial Strength rating will improve as the interest coverage ratio rises and the debt/equity ratio falls. To hit the jackpot, however, would also require sales above SEK 10 billion, which still seems a long way off.



Income statement	2014	2015	2016E	2017E	2018E
Net sales	1,467	1,652	1,703	1,821	1,918
Total operating costs	-1,220	-1,377	-1,388	-1,468	-1,544
<b>EBITDA</b>	<b>246</b>	<b>275</b>	<b>315</b>	<b>353</b>	<b>374</b>

Depreciation	-58	-92	-100	-105	-103
Amortization	-40	-74	-80	-78	-79
Impairment charges	0	0	0	0	0
<b>EBIT</b>	<b>149</b>	<b>109</b>	<b>136</b>	<b>170</b>	<b>192</b>

Share in profits	0	0	0	0	0
Net financial items	37	-29	-42	-33	-26
Exchange rate dif.	0	0	0	0	0
<b>Pre-tax profit</b>	<b>185</b>	<b>80</b>	<b>94</b>	<b>137</b>	<b>166</b>

Tax	-43	-14	-25	-37	-45
<b>Net earnings</b>	<b>142</b>	<b>66</b>	<b>69</b>	<b>100</b>	<b>121</b>

Balance	2014	2015	2016E	2017E	2018E
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<b>Assets</b>					
<i>Current assets</i>					
Cash in banks	382	256	85	91	96
Receivables	100	132	136	146	153
Inventories	108	81	102	127	134
Other current assets	93	130	130	130	130
<b>Current assets</b>	<b>684</b>	<b>599</b>	<b>454</b>	<b>494</b>	<b>514</b>

<i>Fixed assets</i>					
Tangible assets	688	739	740	725	712
Associated comp.	0	0	0	0	0
Investments	8	14	14	14	14
Goodwill	624	800	800	800	800
Cap. exp. for dev.	254	400	340	282	223
O intangible rights	35	50	52	55	58
O non-current assets	0	0	0	0	0
<b>Total fixed assets</b>	<b>1,608</b>	<b>2,003</b>	<b>1,945</b>	<b>1,875</b>	<b>1,806</b>

Deferred tax assets	35	29	29	29	29
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<b>Total (assets)</b>	<b>2,327</b>	<b>2,631</b>	<b>2,428</b>	<b>2,399</b>	<b>2,349</b>
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<b>Liabilities</b>					
<i>Current liabilities</i>					
Short-term debt	193	264	196	163	124
Accounts payable	48	81	85	109	115
O current liabilities	326	350	350	350	350
<b>Current liabilities</b>	<b>567</b>	<b>695</b>	<b>632</b>	<b>622</b>	<b>590</b>

Long-term debt	871	696	517	428	328
O long-term liabilities	0	0	0	0	0
Convertibles	0	0	0	0	0
<b>Total Liabilities</b>	<b>1,438</b>	<b>1,391</b>	<b>1,148</b>	<b>1,050</b>	<b>917</b>

Deferred tax liab	159	200	200	200	200
Provisions	92	150	150	150	150

Shareholders' equity	639	890	930	999	1,083
Minority interest (BS)	0	0	0	0	0
<b>Minority &amp; equity</b>	<b>639</b>	<b>890</b>	<b>930</b>	<b>999</b>	<b>1,083</b>

<b>Total liab &amp; SE</b>	<b>2,327</b>	<b>2,631</b>	<b>2,428</b>	<b>2,399</b>	<b>2,349</b>
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Free cash flow	2014	2015	2016E	2017E	2018E
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Net sales	1,467	1,652	1,703	1,821	1,918
Total operating costs	-1,220	-1,377	-1,388	-1,468	-1,544
Depreciations total	-98	-166	-180	-183	-182
<b>EBIT</b>	<b>149</b>	<b>109</b>	<b>136</b>	<b>170</b>	<b>192</b>
Taxes on EBIT	-35	-19	-37	-46	-52
<b>NOPLAT</b>	<b>114</b>	<b>90</b>	<b>99</b>	<b>124</b>	<b>140</b>

Depreciation	98	166	180	183	182
<b>Gross cash flow</b>	<b>212</b>	<b>256</b>	<b>279</b>	<b>307</b>	<b>322</b>

Change in WC	-42	16	-21	-11	-9
Gross CAPEX	-697	-561	-122	-114	-113

<b>Free cash flow</b>	<b>-527</b>	<b>-290</b>	<b>136</b>	<b>183</b>	<b>200</b>
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Capital structure	2014	2015	2016E	2017E	2018E
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Equity ratio	27%	34%	38%	42%	46%
Debt/equity ratio	167%	108%	77%	59%	42%
Net debt	682	704	628	499	356
Capital employed	1,320	1,594	1,558	1,499	1,439
Capital turnover rate	0.6	0.6	0.7	0.8	0.8

Growth	2014	2015	2016E	2017E	2018E
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Sales growth	39%	13%	3%	7%	5%
EPS growth (adj)	129%	-59%	4%	45%	22%

DCF valuation		Cash flow, MSEK	
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WACC (%)	10.0 %	NPV FCF (2015-2017)	431
		NPV FCF (2018-2024)	1264
		NPV FCF (2025-)	1739
		Non-operating assets	256
		Interest-bearing debt	-960
		Fair value estimate MSEK	2730

Assumptions 2018-2023 (%)			
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Average sales growth	6.0 %	<b>Fair value e. per share, SEK</b>	<b>9.5</b>
EBIT margin	15.0 %	Share price, SEK	5.1

Profitability	2014	2015	2016E	2017E	2018E
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ROE	26%	9%	8%	10%	12%
ROCE	11%	6%	8%	11%	12%
ROIC	21%	7%	6%	8%	9%
EBITDA margin	17%	17%	19%	19%	20%
EBIT margin	10%	7%	8%	9%	10%
Net margin	10%	4%	4%	5%	6%

Data per share	2014	2015	2016E	2017E	2018E
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EPS	0.56	0.23	0.24	0.35	0.42
EPS adj	0.55	0.22	0.23	0.34	0.41
Dividend	0.09	0.10	0.11	0.13	0.15
Net debt	2.69	2.44	2.18	1.73	1.23
Total shares	253.16	288.67	288.67	288.67	288.67

Valuation	2014	2015	2016E	2017E	2018E
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EV	3,010.7	2,436.0	2,085.8	1,957.2	1,813.8
P/E	16.5	26.2	21.3	14.6	12.0
P/E diluted	16.6	26.9	21.9	15.0	12.4
P/Sales	1.6	1.0	0.9	0.8	0.8
EV/Sales	2.1	1.5	1.2	1.1	0.9
EV/EBITDA	12.2	8.9	6.6	5.5	4.8
EV/EBIT	20.3	22.4	15.4	11.5	9.4
P/BV	3.6	1.9	1.6	1.5	1.3

Share performance		Growth/year	13/15
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1 month	-6.5 %	Net sales	7.8 %
3 month	-16.5 %	Operating profit adj	-4.4 %
12 month	-35.3 %	EPS, just	-35.4 %
Since start of the year	-19.2 %	Equity	20.7 %

Shareholder structure %	Capital	Votes
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AB Kommandoran	14.5 %	14.5 %
Lothar Geilen	6.8 %	6.8 %
Andra AP-fonden	6.4 %	6.4 %
Schroders PLC	5.0 %	5.0 %
Henrik Wagner Jørgensen	3.6 %	3.6 %
Grandeur Peak fonder	2.5 %	2.5 %
BP2S PARIS/EFG Bank	1.8 %	1.8 %
Aberdeen Investment Funds	1.8 %	1.8 %
Per Hamburg	0.9 %	0.9 %

Share information	
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Reuters code	OPUS.ST
List	Mid Cap
Share price	5.1
Total shares, million	288.7
Market Cap, MSEK	1457.8

Management & board	
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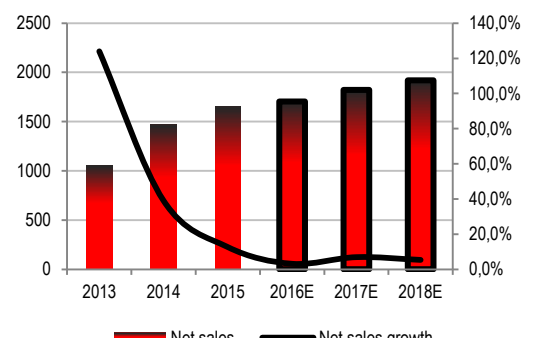
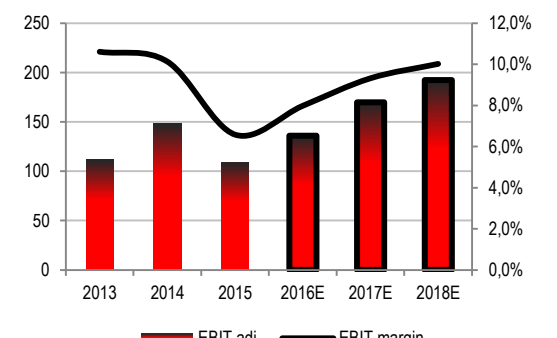
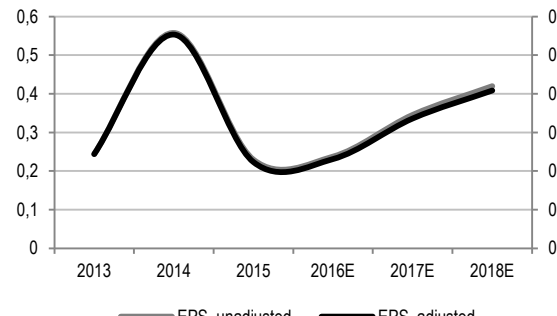
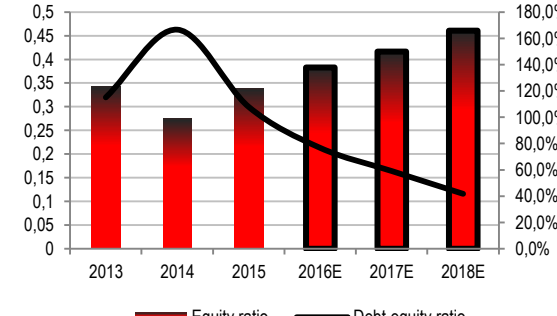
CEO	Magnus Greko
CFO	Annica Lindström
IR	Peter Stenström
Chairman	Göran Nordlund

Financial information	
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Q1 report	May 19, 2016
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Analysts	Redeye AB
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Henrik Alveskog	Mäster Samuelsgatan 42, 10tr
henrik.alveskog@redeye.se	111 57 Stockholm

Revenue & Growth (%)	EBIT (adjusted) & Margin (%)
 <p>Net sales (red bars) and Net sales growth (black line) from 2013 to 2018E. Net sales grow from ~1000 to ~1900. Growth starts at ~120% and drops to near 0% by 2016E.</p>	 <p>EBIT adj (red bars) and EBIT margin (black line) from 2013 to 2018E. EBIT adj grows from ~110 to ~190. EBIT margin starts at ~10.5%, dips to ~6.5% in 2015, and rises to ~10% by 2018E.</p>
Earnings per share	Equity & debt-equity ratio (%)
 <p>EPS, unadjusted (grey line) and EPS, adjusted (black line) from 2013 to 2018E. EPS, adjusted peaks at ~0.55 in 2014 and ends at ~0.4 in 2018E.</p>	 <p>Equity ratio (red bars) and Debt-equity ratio (black line) from 2013 to 2018E. Equity ratio grows from ~0.35 to ~0.45. Debt-equity ratio peaks at ~160% in 2014 and declines to ~40% by 2018E.</p>
Sales division	Geographical areas
Conflict of interests	Company description
<p><b>Henrik Alveskog owns shares in Opus : Yes</b></p> <p>Redeye performs/have performed services for the Company and receives/have received compensation from the Company in connection with this.</p>	<p>Opus är en serviceleverantör inom miljö- och säkerhetskontroll av fordon. Bolaget driver bilprovsningsprogram i Nordamerika och sedan 2012 i Sverige. De har även tillverkning av utrustning för bilprovsningsanläggningar och verkstäder.</p>

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**Redeye Rating (2016-02-22)**

Rating	Management	Ownership	Profit outlook	Profitability	Financial Strength
7,5p - 10,0p	35	41	17	7	18
3,5p - 7,0p	66	52	84	32	35
0,0p - 3,0p	6	14	6	68	54
Company N	107	107	107	107	107

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