

Update: Report Q1 2026

2026-04-29

Advenica: Filling the pipeline

- Multi-year contracts of MSEK 300 announced in April
- Lower product sales in Q1
- We adjust our fair value to SEK 23 (18) per share

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Stock ticker: ADVE
Industry: Cybersecurity
Listed on: Nasdaq First North
Latest share price (SEK): 21,60
Market cap (MSEK): 950,1
Enterprise Value (MSEK): 869,1
Total number of shares (K): 43 986
- of which free float (K): 13 979

VHCF fair value per share
DCF model SEK 23

Advenica
Address: Roskildevägen 1
200 10 Malmö
Webpage: advenica.com
CEO: Marie Bengtsson

Main owners (Mar 31 2026)

Owner	Capital (%)
Linde Family	33,1
Fredrik Rapp	22,0
Ålandsbanken Abp	4,6
Avanza Pension	4,4
Fjärde AP-Fonden	3,6

Share price history (SEK)



Source: Västra Hamnen Corporate Finance

The Swedish cybersecurity company **Advenica** recently published its Q1 2026 report. Net revenue came in at MSEK 39, down from MSEK 58 a year ago and below our estimate of MSEK 53. Although service revenue was at a record level, the main difference was product sales. In this quarter, the company posted product sales of MSEK 4, compared to MSEK 26 a year ago. Because of lower profitability in the services segment, the company reported an operating loss of MSEK 2.3.

The Q1 outcome confirms that sales figures can vary significantly between quarters. Product deliveries are difficult to predict. When they occur, they contribute substantially to sales and profitability. We keep our positive long-term prospects, as Advenica has announced several significant contracts in recent months.

CEO **Marie Bengtsson** commented on the report in a [video interview](#) hosted by Västra Hamnen. Bengtsson also elaborated on the deal flow and recent product launches.

The largest deal amounts to MSEK 230 over four years and regards the development of an encryption product for a Swedish authority. Shortly after, the company presented two additional three-year contracts from other Swedish authorities of MSEK 44.5 and 27.

Following the recent contract announcement and product launches, we believe that sales growth and profitability will return. After adjustments, our model suggests a fair value of SEK 23 per share.

Table 1: Financial Overview

MSEK	2023	2024	2025	2026e	2027e
Total revenues	148,9	162,2	203,3	210,9	253,1
Grow th (%)	23,8%	9,8%	25,0%	3,0%	19,8%
EBITDA	8,2	20,3	32,9	15,7	19,0
EBITDA margin (%)	5,5%	12,5%	16,2%	7,4%	7,5%
EBT	-4,0	7,9	17,5	3,0	8,4
Cash holdings	81,7	118,9	96,5	97,1	105,7
Total assets	183,9	225,9	199,8	222,5	257,0
Total equity	93,7	101,6	114,4	111,1	118,0
Solidity (%)	51,0%	45,0%	57,3%	49,9%	45,9%
P/E	neg	118,0	57,3	339,3	138,3
ROE	na	7,9%	14,5%	2,5%	5,8%
EV/EBIT (x)	neg	138,3	46,4	305,5	119,9
EV/Sales (x)	5,8	5,3	4,2	4,1	3,4

Source: Västra Hamnen Corporate Finance

Table 2: Estimates vs actual, Q1 2026

kSEK	Q1 '25	Q1 '26e	Q1'26 act	Diff
Net Revenues	58 135	53 064	38 656	-14 408
Other Revenues	475	0	456	456
Total Revenues	58 610	53 064	39 112	-13 952
Cost of Goods Sold	-24 622	-23 390	-18 657	4 733
Gross Profit	33 988	29 674	20 455	-9 219
Sales and Marketing Expenses	-11 649	-17 010	-9 481	7 529
Administrative expenses	-2 673	-2 501	-2 320	181
R&D Expenses	-7 492	-9 793	-10 982	-1 189
Total OPEX	-21 814	-29 304	-22 783	6 521
EBIT	12 174	370	-2 328	-2 698
Added Amortisation and Depreciation	3 770	3 008	3 732	725
EBITDA	15 944	3 377	1 404	-1 973
Net Financial Items	-1 728	-175	63	238
EBT	10 446	195	-2 265	-2 460
Net Profit	9 304	195	-2 477	-2 672
Cash and Equivalents	103 696	101 024	81 036	-19 988
Total Equity	111 058	114 632	111 978	-2 654

Source: Västra Hamnen Corporate Finance

Financials in Q1

Sales and EBIT disappoint

In table 2, we compare our estimates for Q1 with Advenica's reported figures. Sales of MSEK 39 came in significantly lower than Q1 last year's MSEK 58. The revenue also fell short of our expected MSEK 53. The reason was the absence of significant product deliveries during the quarter. In Q1 2025, Advenica delivered products for MSEK 26.

Costs came in lower than our forecast as well, with operating expenses at MSEK 23 compared to our expected MSEK 29. With the lower sales figure, the costs of goods sold were about MSEK 5 lower than our estimate.

In all, the operating loss is not quite as high as one could have expected given how much sales deviated from our forecast. We projected a modest EBIT of KSEK 370; the reported figure came in at MSEK -2.3. Services have a lower profit margin than product sales, which, together with other costs, explains the negative EBIT.

Cash flow to normalise in Q2

Advenica reported a negative cash flow of MSEK 16, significantly deviating from our estimate. The reason for this is mainly unbilled revenue, which will be invoiced in April, according to the company.

Significant multi-year Design House orders

Following its Design House order in December of MSEK 58, Advenica has continued to win deals with Swedish authorities.

Orders total more than MSEK 300

In April, the company announced its largest deal to date, worth MSEK 230. The assignment includes developing an encryption product for a Swedish authority, and the project will be carried out over four years. Shortly after, the company announced two additional contracts of MSEK 44.5 and 27 from two other Swedish authorities. These assignments will be carried out over three years. The orders do not include sales of the finished product.

In January, Advenica was tasked to develop a secure file transfer solution for a Swedish authority. The project will be completed in Q3 2026 and is worth MSEK 10.

Product launches

The development in the Design House projects results in new products. This spring, Advenica announced two new products.

In March, Advenica's Data Diode DD1G achieved Common Criteria EAL4+ certification, opening doors to potential new customers, for example, the European Union and NATO. The company also launched a new version of its data diode specifically designed with the railway industry in mind. The new product is also applicable in other challenging industrial environments.

Product portfolio expands

Another new product was released in April, a malware scanner for USB drives, which makes sure that no threats enter protected networks. We view all additions and improvements to Advenica's product portfolio as important to the investment case. Off-the-shelf products are a good way for Advenica to scale its business and to capitalise on its development work. The high-margin products are directed to customers domestically and internationally, to authorities, and to the industry.

Keeping a positive outlook

We can only repeat the message from our last comment: We expect volatility in the company's performance and are not concerned about a negative bottom line for some quarters.

The recent deal flow confirms Advenica's position towards Swedish authorities as a reliable and vetted partner at the highest security level, able to deliver technologically advanced products. This combination should not be underestimated when sourcing products and services for the Defence, other government authorities, and critical infrastructure.

We adjust the fair value to SEK 23 per share

Despite the report coming in below our estimates, we make only a few changes to our projections for the rest of 2026. The new orders, however, prompt us to adjust our sales figures, primarily for the coming years. We model for increased revenue without inflating the margins excessively, as Design House orders have lower margins than product sales. We believe future product deliveries will eventually make up for the lost ground. Our model now suggests a fair value of SEK 23 per share.

Triggers

- Product sales announcements
- New Design House orders
- Cost development

Income Statement - Annual Data

kSEK	2022	2023	2024	2025	2026e	2027e	2028e	2029e
Net sales	118 407	148 862	162 167	203 291	210 854	253 062	306 093	378 013
Other revenues	1 136	622	2 037	1 923	456	0	0	0
Total revenue	120 764	149 484	164 204	205 214	211 310	253 062	306 093	378 013
Cost of goods sold	-19 413	-40 955	-71 768	-94 180	-94 560	-112 185	-136 936	-169 649
Sales and marketing expenses	-40 960	-48 731	-49 390	-51 516	-60 706	-74 998	-80 831	-88 655
Administrative expenses	-5 959	-6 695	-7 809	-10 473	-10 437	-11 929	-14 429	-17 819
R&D expenses	-56 067	-58 001	-28 955	-30 322	-42 761	-46 702	-56 489	-69 762
EBIT	-1 635	-4 898	6 282	18 723	2 845	7 248	17 409	32 129
Added Amortisation and depreciation	8 916	13 098	14 020	14 131	12 860	11 763	11 670	11 835
EBITDA	7 281	8 200	20 302	32 854	15 705	19 010	29 078	43 964
Net financial	75	884	1 664	-1 220	167	1 197	2 477	3 579
EBT	-1 560	-4 014	7 946	17 503	3 012	8 445	19 885	35 707
Tax	-428	-101	104	-932	-212	-1 574	-4 096	-7 356
Net income/loss	-1 988	-4 115	8 050	16 571	2 800	6 871	15 789	28 352
Earnings per share (SEK)	-0,05	-0,09	0,18	0,38	0,06	0,16	0,36	0,64
Growth (%)								
Net revenues	16,9%	25,7%	8,9%	25,4%	3,7%	20,0%	21,0%	23,5%
EBITDA	na	12,6%	147,6%	61,8%	-52,2%	21,0%	53,0%	51,2%
EBIT	na	na	na	198,0%	-84,8%	154,7%	140,2%	84,6%
Net profit	na	na	na	105,9%	-83,1%	145,3%	129,8%	79,6%
% of revenues (%)								
EBITDA margin	6,1%	5,5%	12,5%	16,2%	7,4%	7,5%	9,5%	11,6%
EBIT margin	na	na	3,9%	9,2%	1,3%	2,9%	5,7%	8,5%
EBT margin	na	na	4,9%	8,6%	1,4%	3,3%	6,5%	9,4%
Profit margin	na	na	5,0%	8,2%	1,3%	2,7%	5,2%	7,5%
Total OPEX	87,0%	76,2%	53,1%	45,4%	54,0%	52,8%	49,6%	46,6%
Profitability (%)								
ROE	na	na	7,9%	14,5%	2,5%	5,8%	11,8%	17,5%
ROIC	neg	neg	neg	49,7%	5,8%	19,8%	71,1%	74,3%

Source: Västra Hamnen Corporate Finance

Balance Sheet - Annual Data

kSEK	2022	2023	2024	2025	2026e	2027e	2028e	2029e
Inventories	9 999	8 203	22 331	15 895	22 010	23 417	29 932	35 575
Receivables	33 744	36 157	31 457	34 909	30 707	62 505	79 183	94 112
Other receivables	1 851	1 827	3 385	4 045	4 451	4 693	5 945	7 066
Prepaid costs & accrued income	5 983	7 810	8 835	9 518	16 283	17 168	21 750	25 850
Cash and cash equivalents	92 121	81 685	118 857	96 534	97 082	105 663	123 029	152 490
Total current assets	143 698	135 682	184 865	160 901	170 533	213 445	259 840	315 092
Tangible fixed assets	13 474	31 567	22 900	18 433	31 814	23 673	15 822	32 105
Intangible assets	19 713	15 457	17 919	20 291	20 053	19 719	19 652	19 744
Tax assets	2 075	1 230	175	155	145	145	145	145
Total fixed assets	35 262	48 254	40 994	38 879	52 012	43 537	35 619	51 994
Total assets	178 962	183 936	225 860	199 781	222 545	256 982	295 458	367 087
Accounts payable	7 327	12 714	23 304	6 937	11 571	23 560	30 115	35 793
Advance payments from customers	0	4 500	12 781	4 607	7 090	7 476	9 471	11 256
Accrued expenses and prepaid income	47 505	33 273	53 623	39 783	47 343	69 858	88 499	105 183
Other current liabilities	12 141	10 000	13 618	13 833	12 427	13 103	16 599	19 728
Short-term lease	2 952	6 289	7 846	7 342	7 245	7 245	7 245	7 245
Total current liabilities	69 925	66 776	111 172	73 334	86 723	122 289	152 976	180 253
Total non-current liabilities	11 246	23 429	13 081	12 011	24 725	16 725	8 725	24 725
Total equity	97 791	93 731	101 607	114 437	111 097	117 968	133 757	162 109
Total equity and liabilities	178 962	183 936	225 860	199 781	222 545	256 982	295 458	367 087

Source: Västra Hamnen Corporate Finance

Cash flow statement

kSEK	2022	2023	2024	2025	2026e	2027e	2028e	2029e
Operating activities	22 945	137	52 053	1 719	26 740	30 692	39 081	51 419
Changes in working capital	17 168	-8 914	30 545	-30 247	3 312	1 234	1 660	1 484
Investing activities	-209	-4 266	-8 857	-10 522	-10 706	-11 287	-11 752	-12 211
Financing activities	45 447	-6 289	-6 623	-12 275	-6 672	-8 000	-8 000	-8 000
Cash flow for the period	68 183	-10 418	36 573	-21 078	9 362	11 405	19 330	31 209
Beginning cash balance	22 135	92 121	81 685	118 857	96 534	97 082	105 663	123 029
Ending cash balance	92 121	81 685	118 857	96 534	97 082	105 663	123 029	152 490

Source: Västra Hamnen Corporate Finance

Income Statement - Quarterly Data

kSEK	Q1 2025	Q2 2025	Q3 2025	Q4 2025	Q1 2026	Q2 2026e	Q3 2026e	Q4 2026e
Net sales	58 135	60 310	34 144	50 702	38 656	56 363	52 189	63 646
Other revenues	475	472	434	542	456	0	0	0
Total revenue	58 610	60 782	34 578	51 244	39 112	56 363	52 189	63 646
Cost of goods sold	-24 622	-27 624	-18 490	-23 444	-18 657	-24 844	-23 004	-28 054
Sales and marketing expenses	-11 649	-11 441	-11 232	-17 194	-9 481	-16 845	-16 917	-17 463
Administrative expenses	-2 673	-2 515	-2 091	-3 194	-2 320	-2 657	-2 460	-3 000
R&D expenses	-7 492	-9 190	-5 477	-8 163	-10 982	-10 402	-9 631	-11 746
EBIT	12 174	10 012	-2 712	-751	-2 328	1 615	176	3 382
Added Amortisation and depreciation	3 770	3 753	3 751	2 857	3 732	3 093	3 038	2 997
EBITDA	15 944	13 765	1 039	2 106	1 404	4 709	3 214	6 379
Net financial	-1 728	861	-203	-150	63	-152	112	144
EBT	10 446	10 873	-2 915	-901	-2 265	1 463	288	3 526
Tax	-1 142	-125	-317	652	-212	0	0	0
Net income/loss	9 304	10 748	-3 232	-248	-2 477	1 463	288	3 526
Earnings per share (SEK)	0,21	0,24	-0,07	-0,01	-0,06	0,03	0,01	0,08
Y-o-Y Growth (%)								
Net revenues	17,0%	3,7%	-43,4%	48,5%	-23,8%	45,8%	-7,4%	22,0%
EBITDA	73,6%	-13,7%	-92,5%	102,7%	-33,3%	235,4%	-31,7%	98,5%
EBIT	88,8%	-17,8%	na	na	210,0%	-169,4%	na	na
Net profit	40,8%	15,5%	na	na	898,8%	-159,1%	na	na
% of revenues (%)								
EBITDA margin	20,9%	16,6%	neg	(1,5%)	(6,0%)	2,9%	neg	5,3%
EBIT margin	20,9%	16,6%	neg	(1,5%)	(6,0%)	2,9%	neg	5,3%
EBT margin	18,0%	18,0%	neg	(1,8%)	(5,9%)	2,6%	neg	5,5%
Profit margin	16,0%	17,8%	neg	(0,5%)	(6,4%)	2,6%	neg	5,5%
Total OPEX	37,5%	38,4%	55,1%	56,3%	58,9%	53,1%	55,6%	50,6%
Profitability (%)								
ROE	8,4%	9,1%	neg	neg	neg	1,4%	0,3%	3,2%
ROIC	51,1%	25,5%	neg	neg	neg	7,5%	1,2%	6,9%

Source: Västra Hamnen Corporate Finance

Balance Sheet - Quarterly Data

kSEK	Q1 2025	Q2 2025	Q3 2025	Q4 2025	Q1 2026	Q2 2026e	Q3 2026e	Q4 2026e
Inventories	17 580	14 694	20 257	15 895	19 840	19 491	18 048	22 010
Receivables	31 864	40 526	20 988	34 909	16 962	31 181	28 611	30 707
Other receivables	2 523	2 959	3 439	4 045	3 079	3 942	3 650	4 451
Prepaid costs & accrued income	16 186	15 910	22 731	9 518	21 932	14 420	13 352	16 283
Cash and cash equivalents	103 696	96 505	91 362	96 534	81 036	93 915	98 492	97 082
Total current assets	171 849	170 594	158 777	160 901	142 849	162 949	162 153	170 533
Tangible fixed assets	23 580	22 034	18 878	18 433	17 679	11 010	9 428	31 814
Intangible assets	18 192	18 468	18 943	20 291	20 394	20 210	20 111	20 053
Tax assets	174	170	166	155	145	145	145	145
Total fixed assets	41 946	40 672	37 987	38 879	38 218	31 365	29 684	52 012
Total assets	213 795	211 267	196 764	199 781	181 069	194 314	191 837	222 545
Accounts payable	12 293	16 409	15 710	6 937	9 360	13 314	12 463	11 571
Advance payments from customers	8 279	1 829	1 829	4 607	3 951	6 279	5 814	7 090
Accrued expenses and prepaid income	52 042	50 370	42 379	39 783	33 802	44 453	45 248	47 343
Other current liabilities	10 082	6 781	4 461	13 833	3 515	11 005	10 190	12 427
Short-term lease	8 500	8 174	7 502	7 342	7 245	7 245	7 245	7 245
Total current liabilities	91 196	83 563	73 344	73 334	58 920	83 344	82 007	86 723
Total non-current liabilities	11 541	9 806	8 777	12 011	10 171	3 687	2 258	24 725
Total equity	111 058	117 898	114 643	114 437	111 978	107 283	107 571	111 097
Total Equity and Liabilities	213 795	211 267	196 764	199 781	181 069	194 314	191 837	222 545

Source: Västra Hamnen Corporate Finance

Cash flow statement

kSEK	Q1 2025	Q2 2025	Q3 2025	Q4 2025	Q1 2026	Q2 2026e	Q3 2026e	Q4 2026e
Operating activities	-8 660	943	-1 774	11 210	-11 662	23 551	8 792	2 981
Changes in working capital	-22 376	-13 276	-2 664	8 069	-12 853	17 203	4 037	-5 075
Investing activities	-3 536	-2 477	-1 141	-3 368	-2 340	-2 723	-2 785	-2 859
Financing activities	-2 092	-6 020	-2 047	-2 116	-1 919	-7 949	-1 429	-1 533
Cash flow for the period	-14 288	-7 554	-4 962	5 726	-15 921	12 879	4 578	-1 411
Beginning cash balance	118 857	103 696	96 505	91 362	96 534	81 036	93 915	98 492
Ending cash balance	103 696	96 505	91 362	96 534	81 036	93 915	98 492	97 082

Source: Västra Hamnen Corporate Finance

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