# FRAMERY OYJ

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This is a translated version of the ”Pehmeää kasvua, kovaa tuloskuntoa” report, published on 07/28/2026

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INDERES CORPORATE CUSTOMER

# COMPANY REPORT

# Soft growth, strong earnings performance

*Framery's Q2 report delivered softer-than-expected revenue, but supported by price increases, earnings exceeded our estimates. We have slightly lowered our estimates for the coming years, as a result of which we are revising our target price to EUR 8.0 (was EUR 8.5). Despite the estimates change, the share's valuation still appears moderate given the high quality of the business, and we therefore reiterate our Accumulate recommendation.*

### Profitability was strong despite sluggish revenue development

Framery's Q2 revenue decreased by 4% to 51 MEUR, which was below our 55 MEUR estimate. Revenue, adjusted for a customer who placed exceptionally large orders, which better indicates normalized demand, grew by 7%, but this was below our 13% estimate and Q1's 15%. The quarter was noisier than usual from a demand perspective, as the European macroeconomy and the regional conflict in the Middle East weighed on the company's sales, but successful price increases protected margins as the product sales mix softened. The comparable EBIT of 12 MEUR exceeded our 11.1 MEUR estimate. Reported EBIT was 14.6 MEUR, supported by a one-off refund of tariff costs from the previous year. Framery's strong cash flow significantly improved its balance sheet during the first half of the year, which is now in excellent condition and provides management with flexibility for larger capital allocation decisions.

### The commissioning of the new assembly plant is progressing as planned

During the review period, Framery launched the new Gradus product line aimed at the North American market. Based on management's comments, the new product line has been positively received, although a greater revenue impact is not expected until the first half of next year. The product is assembled at the company's new Michigan assembly plant, which, according to the company, is ramping up as planned, with the first deliveries expected during Q3. Considering the investment in the US assembly plant, it is positive that demand in the Americas remained strong in Q2 (revenue adjusted for the large customer +34%).

### We cut our earnings estimates for the coming years slightly

According to Framery, the company's demand environment recovered quickly from the initial shock caused by the war in Iran. However, in our view, the risk of office projects being postponed has increased with the prolonged conflict. Due to this and weaker-than-expected Q2 underlying demand, we have lowered our EBIT estimates for the coming years by 4–9%.

### The valuation level appears moderate, but the decelerated growth trend weighs on the risk/reward ratio

Framery's investment profile offers a rare combination of strong growth and generous profit-sharing on Nasdaq Helsinki. We find the stock's earnings-based valuation (2026e: P/E 16x, EV/EBIT 13x) to be moderate considering the company's profitable growth profile. Our main concern regarding the share's valuation is tied to the gradually decelerating underlying revenue development (2025: +20%, Q1'26: +15%, Q2'26: +7%), which is likely to weigh on the share's valuation until the market is convinced of its stabilization or recovery. However, this concern is balanced by the generous profit distribution enabled by the capital-light business model, and based on our forecasts for the coming years, Framery's dividend yield will be at 5-6%, which we consider an attractive level for a growth company. Our DCF model, which indicates a per-share value of EUR 8.4, also supports the view that the stock has upside and justifies looking beyond the stock's temporary period of weaker earnings growth.

**Recommendation**
**Accumulate**
(was Accumulate)

**Target price:**
**EUR 8.00**
(was EUR 8.50)

**Share price:**
EUR 6.99

**Business risk**
●●●○○

**Valuation risk**
●●○○○

| | 2025 | 2026e | 2027e | 2028e |
|---|---|---|---|---|
| **Revenue** | 222.1 | 219.7 | 238.0 | 262.2 |
| **growth-%** | 37% | -1% | 8% | 10% |
| **EBIT adj.** | 50.5 | 48.1 | 50.7 | 59.6 |
| **EBIT-% adj.** | 22.7 % | 21.9 % | 21.3 % | 22.7 % |
| **Net Income** | 20.4 | 37.6 | 37.1 | 44.3 |
| **EPS (adj.)** | 0.38 | 0.44 | 0.47 | 0.56 |

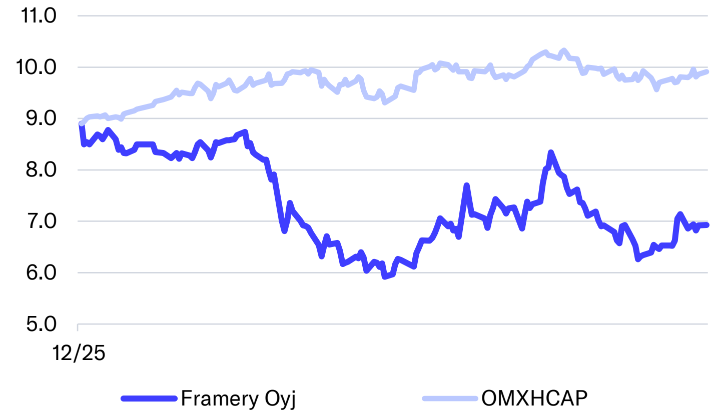
| | | | | |
|---|---|---|---|---|
| **P/E (adj.)** | 22.1 | 15.8 | 14.9 | 12.5 |
| **P/B** | 14.5 | 8.5 | 7.7 | 6.4 |
| **Dividend yield-%** | 2.8 % | 5.4 % | 5.4 % | 6.4 % |
| **EV/EBIT (adj.)** | 14.4 | 12.5 | 11.9 | 9.9 |
| **EV/EBITDA** | 15.5 | 10.6 | 10.3 | 8.8 |
| **EV/S** | 3.3 | 2.7 | 2.5 | 2.3 |

Source: Inderes

**Guidance** (Unchanged)

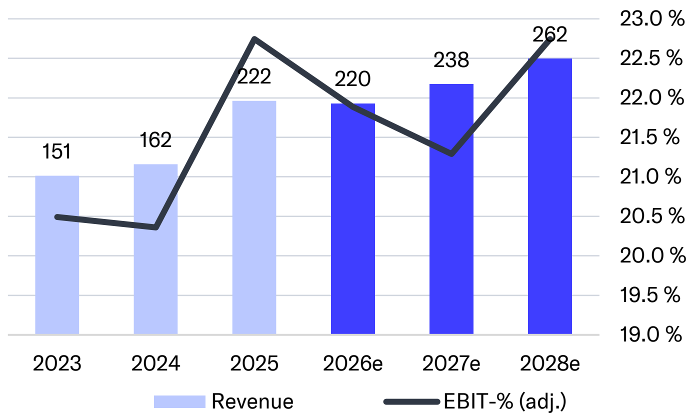
Framery does not provide any guidance.

## Share price



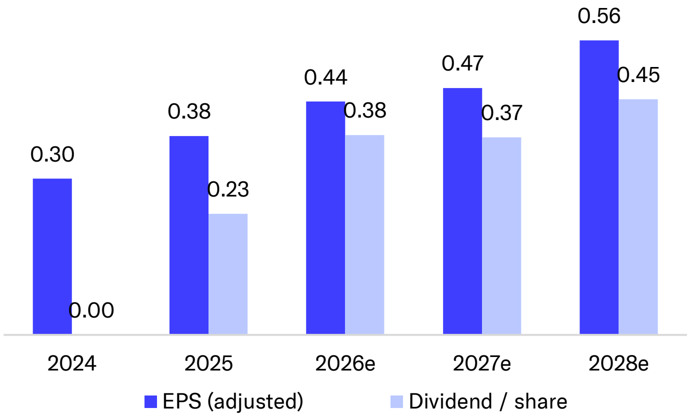

Source: Millistream Market Data AB

## Revenue and EBIT % (adj.)




Source: Inderes

## EPS and dividend




Source: Inderes

## Value drivers

- Leading market position in a growing target market
- High profitability despite strong growth
- Asset-light business model limits investment needs and creates preconditions for generous profit distribution
- Opportunity to expand the target market and strengthen customer retention with services

## Risk factors

- Major office furniture manufacturers' investments in the sector
- Service business is still modest despite growth investments
- Business model is dependent on the Tampere assembly plant

| Valuation | 2026e | 2027e | 2028e |
|---|---|---|---|
| **Share price** | 6.99 | 6.99 | 6.99 |
| **Number of shares, millions** | 79.1 | 79.1 | 79.1 |
| **Market cap** | 553 | 553 | 553 |
| **EV** | 603 | 602 | 592 |
| **P/E (adj.)** | 15.8 | 14.9 | 12.5 |
| **P/E** | 14.7 | 14.9 | 12.5 |
| **P/B** | 8.5 | 7.7 | 6.4 |
| **P/S** | 2.5 | 2.3 | 2.1 |
| **EV/Sales** | 2.7 | 2.5 | 2.3 |
| **EV/EBITDA** | 10.6 | 10.3 | 8.8 |
| **EV/EBIT (adj.)** | 12.5 | 11.9 | 9.9 |
| **Payout ratio (%)** | 80.0 % | 80.0 % | 80.0 % |
| **Dividend yield-%** | 5.4 % | 5.4 % | 6.4 % |

Source: Inderes

# Revenue fell short of expectations, but profitability was a positive surprise

### US growth was not enough to offset softness in Europe and Asia

Framery's revenue decreased by 4% year-on-year to 51 MEUR, falling short of our 55 MEUR estimate. Revenue from the key customer's deliveries decreased as expected from the comparison period, when the customer in question placed an exceptionally large order. The 7% growth in underlying demand, adjusted for this, still fell short of our expectation of around 13%. Adjusted for the large customer, underlying demand grew by 34% in North America in Q2 but contracted by 3% in EMEA and 4% in APAC. Regarding the subdued performance in Europe, the company highlighted the weak demand driven by the macroeconomic situation, especially in the Nordics and German-speaking Europe, while revenue in the APAC region was depressed by the impact of the Middle East conflict, in addition to the high order volumes in the comparison period. According to the company's assessment, the weak performance in the EMEA and APAC regions was due to market contraction and was not affected by changes in competitive dynamics. According to the company, the effects of the war in Iran were temporarily reflected in delayed orders in the second quarter, but customer behavior quickly normalized during the quarter.

### Price increases pushed profitability above our expectations

Despite revenue pressure, Framery's adjusted EBIT improved to 12.0 MEUR, exceeding our 11.1 MEUR estimate. The adjusted EBIT margin rose to a strong level of over 23%, while our expectation was about 20%. The company reported that price increases implemented in the early part of the year were fully reflected in average prices, which successfully compensated for a softer product sales mix. In addition, non-recurring tariff refunds raised the company's reported EBIT to 14.6 MEUR. Due to these returns, the company's material margin was at an unsustainably high level during the review period. Profitability development was highlighted by the one-off cost effects of share-based incentive schemes and foreign exchange losses, which weighed on the comparison period's profitability. On the lower lines, the result was supported by significantly reduced financial expenses, which led to an EPS of EUR 0.14, clearly exceeding our expectation of EUR 0.10.

### Balance sheet position is strong

Framery's cash flow from operating activities in H1 was at a strong level of 19.3 MEUR (H1'25: 13.5 MEUR) despite a slight increase in working capital. Despite the dividend distributed in May, the company's balance sheet remained strong at the end of the review period. Net debt of 69.4 MEUR is about 1.2 times LTM EBITDA, which creates financial flexibility for the company even for larger capital allocation decisions.

| Estimates<br>MEUR / EUR | Q2'25<br>Comparison | Q2'26<br>Actualized | Q2'26e<br>Inderes | Q2'26e<br>Consensus | Consensus<br>Low High | Difference (%)<br>Act. vs. inderes | 2026e<br>Inderes |
|---|---|---|---|---|---|---|---|
| **Revenue** | 53.3 | 51.4 | 54.7 | 53.8 | 51.9 - 55.6 | -6% | 220 |
| **EBITDA** | 6.8 | 16.1 | 12.6 | 12.7 | 11.0 - 14.2 | 28% | 56.8 |
| **EBIT (adj.)** | 10.0 | 12.0 | 11.1 | - | - - - | 8% | 48.1 |
| **EBIT** | 5.3 | 14.6 | 11.1 | 11.3 | 9.4 - 12.8 | 32% | 50.6 |
| **EPS (reported)** | 0.02 | 0.14 | 0.10 | 0.10 | 0.09 - 0.12 | 38% | 0.47 |
| | | | | | | | |
| **Revenue growth-%** | 0.0 % | -3.6 % | 2.5 % | 0.8 % | -2.7 % - 4.2 % | -6.2 pp | -1.1 % |
| **EBIT-% (adj.)** | 18.8 % | 23.3 % | 20.2 % | | - | 3.1 pp | 21.9 % |

Source: Inderes & Bloomberg, 4 analysts (consensus)

# Estimates are slightly more cautious

## The Q2 revenue miss led to a more cautious stance on growth estimates

Underlying revenue growth (adjusted for Framery's large customer) slowed to 7% in Q2 from 15% in Q1 and 20% in 2025 In our assessment, the impact of the war in Iran in Q2 largely corresponded to the company's estimate of a direct revenue impact of around 1 MEUR, as presented in its Q1 earnings release. The prolonged conflict, coupled with weaker-than-expected Q2 underlying revenue development, led us to lower our revenue estimates for the coming years by approximately 3%. Due to Framery's high margin and low capital requirement, the company's growth is highly value-creating and thus plays a key role in value creation. According to the company, the trend of work communities returning to offices has stabilized globally, although the return is still stronger in North America than elsewhere in the world, which may partly explain the strong performance of that market. According to management, the company has not observed any signs of weakened demand as a result of the implemented price increases, and competitors have generally implemented similar increases. The decrease in growth estimates partly explains the decrease in our earnings estimates, but we have also slightly lowered our near-term margin estimates, as the material margin, adjusted for tariff refunds, was slightly below our estimates.

## North America and service revenue are in the spotlight in the coming years

During the review period, Framery launched the Gradus product line, developed for the North American market. The key difference between the product line and Framery's global models relates to product design, which particularly considers the preferences of local interior designers and customers. Based on management's comments, the new product line has been well received, although it is expected to have a significant impact on revenue no earlier than the first half of next year. Also in the US, the ramp-up of the new assembly plant is progressing as planned, and the first customer deliveries are scheduled to start in Q3. We consider the localization of manufacturing operations justified, as it reduces dependence on international logistics flows and protects against potential trade policy uncertainties. In addition, it reduces exchange rate risk, as sourcing will be more weighted towards dollars in the future. For Framery's longer-term growth, we have emphasized the importance of the service business (pod rental and smart office SaaS), as it expands the company's target market and helps differentiate it from competitors. In Q2, the services business grew by 12% to 1 MEUR, albeit from a modest base. This revenue stream still plays a minor role in the story, but generally, its accelerating growth is a small positive signal in our view.

| Estimate revisions | 2026e | 2026e | Change | 2027e | 2027e | Change | 2028e | 2028e | Change |
|---|---|---|---|---|---|---|---|---|---|
| MEUR / EUR | Old | New | % | Old | New | % | Old | New | % |
| Revenue | 227 | 220 | -3% | 247 | 238 | -3% | 271 | 262 | -3% |
| EBITDA | 56.3 | 56.8 | 1% | 62.6 | 58.2 | -7% | 70.6 | 67.6 | -4% |
| EBIT (exc. NRIs) | 50.2 | 48.1 | -4% | 55.3 | 50.7 | -8% | 62.8 | 59.6 | -5% |
| EBIT | 50.1 | 50.6 | 1% | 55.3 | 50.7 | -8% | 62.8 | 59.6 | -5% |
| PTP | 46.6 | 47.3 | 2% | 52.1 | 47.5 | -9% | 59.9 | 56.8 | -5% |
| EPS (excl. NRIs) | 0.47 | 0.44 | -5% | 0.51 | 0.47 | -9% | 0.59 | 0.56 | -5% |

Source: Inderes

**Framery, Q2'26**

# Valuation supports accumulating the share

### Higher multiples than the Nasdaq Helsinki median are justified once growth recovers

Based on our 2026-2027 forecasts, Framery's P/E multiples are 16-15x, while the corresponding EV/EBIT multiples are 13-12x. In our view, the levels are moderate for a high-profitability growth company, but they clearly incorporate expectations of future growth. Framery's profitability is already at a very high level, which emphasizes revenue growth as a driver of earnings growth. In the longer term, we see upside in Framery's valuation multiples from current levels if the company can convince the market of its long-term growth outlook, for example, by successfully expanding its target market with service business. At its current level, however, Framery's valuation multiples exceed Nasdaq Helsinki's median forward-looking P/E multiple, which is around 13x.

With Framery's generous profit distribution, the dividend yield of 5-6% forms a key part of the stock's expected return for the next few years. Due to low investment needs, the share's cash flow yield largely corresponds to the dividend yield in our forecasts. From a capital allocation perspective, we find generous profit distribution particularly attractive if the company utilizes it for share buybacks while the share price is under pressure due to temporary challenges in the business environment.

Our forecasts are slightly more cautious than the company's financial targets. If the company achieves 10% annual revenue growth in line with its financial targets and an adjusted EBIT margin of 25% in 2026–2030, the EV/EBIT multiple based on our 2030 forecasts would be 7x. With our current dividend estimates and an accepted EV/EBIT multiple of 11-14x, this would lead to an attractive annual return of around 12-19% until the end of 2030.

### Our DCF model identifies upside

Our DCF model indicates a per-share value of EUR 8.4 for Framery. We have applied a cost of equity of 8.9% and a weighted average cost of capital (WACC) of 8.2% for Framery. In our long-term forecasts, we expect Framery's comparable EBIT margin to normalize to 20% due to intensifying competition. At this level, however, the business remains highly profitable and value-creating due to its light capital requirements. In our forecasts, Framery's revenue growth gradually slows down from 7% in 2030 towards our 2% terminal growth forecast. The weight of the terminal period is at a neutral 58% in our forecasting.

In our assessment, the key variable for the value implied by the DCF model is the revenue level. If the global market for soundproofed office pods follows the penetration rate development of the Finnish market, the company will have more room for growth in the 2030s than we have forecast. Another interesting factor is, of course, the development of the service business as well as potential organic and inorganic expansions into new product categories, which our forecasts do not currently account for. The company's extensive global distribution network creates the conditions for the rapid scaling of new products, which in the longer term could be key to maintaining growth potential. Framery still has limited evidence of this potential, but demonstrating it would further extend the high-growth phase.

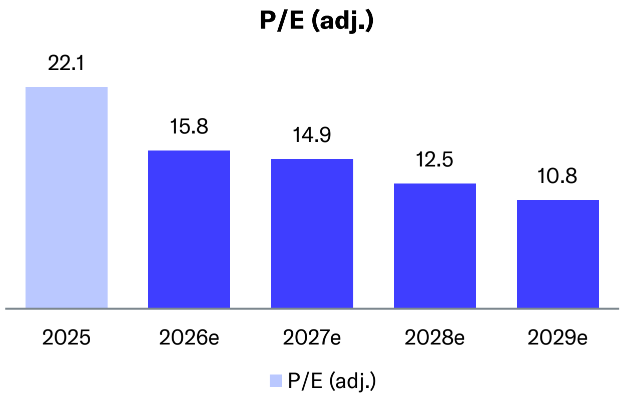
| Valuation | 2026e | 2027e | 2028e |
|---|---|---|---|
| **Share price** | 6.99 | 6.99 | 6.99 |
| **Number of shares, millions** | 79.1 | 79.1 | 79.1 |
| **Market cap** | 553 | 553 | 553 |
| **EV** | 603 | 602 | 592 |
| **P/E (adj.)** | 15.8 | 14.9 | 12.5 |
| **P/E** | 14.7 | 14.9 | 12.5 |
| **P/B** | 8.5 | 7.7 | 6.4 |
| **P/S** | 2.5 | 2.3 | 2.1 |
| **EV/Sales** | 2.7 | 2.5 | 2.3 |
| **EV/EBITDA** | 10.6 | 10.3 | 8.8 |
| **EV/EBIT (adj.)** | 12.5 | 11.9 | 9.9 |
| **Payout ratio (%)** | 80.0 % | 80.0 % | 80.0 % |
| **Dividend yield-%** | 5.4 % | 5.4 % | 6.4 % |

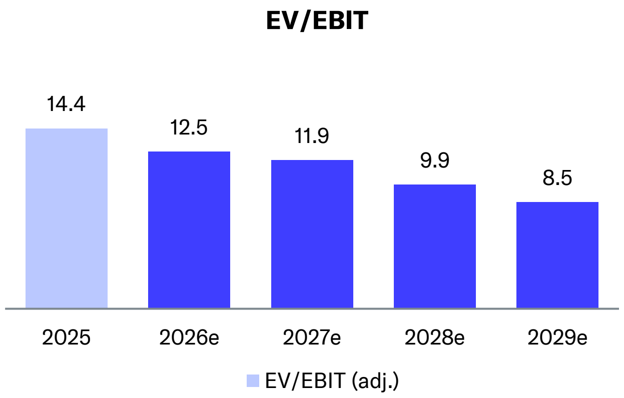
Source: Inderes

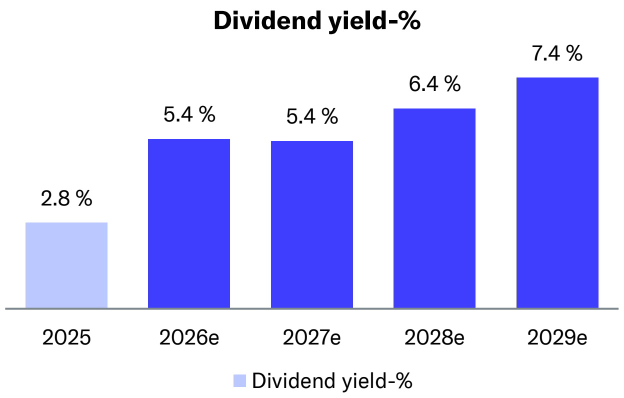
# Valuation table

| Valuation | 2021 | 2022 | 2023 | 2024 | 2025 | 2026e | 2027e | 2028e | 2029e |
|---|---|---|---|---|---|---|---|---|---|
| Share price | | | | | 8.35 | 6.99 | 6.99 | 6.99 | 6.99 |
| Number of shares, millions | | | | | 79.1 | 79.1 | 79.1 | 79.1 | 79.1 |
| Market cap | | | | | 661 | 553 | 553 | 553 | 553 |
| EV | | | | | 728 | 603 | 602 | 592 | 581 |
| P/E (adj.) | | | | | 22.1 | 15.8 | 14.9 | 12.5 | 10.8 |
| P/E | | | | | 32.4 | 14.7 | 14.9 | 12.5 | 10.8 |
| P/B | | | | | 14.5 | 8.5 | 7.7 | 6.4 | 5.4 |
| P/S | | | | | 3.0 | 2.5 | 2.3 | 2.1 | 1.9 |
| EV/Sales | | | | | 3.3 | 2.7 | 2.5 | 2.3 | 2.0 |
| EV/EBITDA | | | | | 15.5 | 10.6 | 10.3 | 8.8 | 7.6 |
| EV/EBIT (adj.) | | | | | 14.4 | 12.5 | 11.9 | 9.9 | 8.5 |
| Payout ratio (%) | | | | | 89.4 % | 80.0 % | 80.0 % | 80.0 % | 80.0 % |
| Dividend yield-% | | | | | 2.8 % | 5.4 % | 5.4 % | 6.4 % | 7.4 % |

Source: Inderes




The market cap and enterprise value in the table consider the expected change in the number of shares and net debt for the forecast years.

# Peer group valuation

| Peer group valuation | Market cap | EV | EV/EBIT | | EV/EBITDA | | EV/S | | P/E | | Dividend yield-% | | P/B |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **Company** | **MEUR** | **MEUR** | **2026e** | **2027e** | **2026e** | **2027e** | **2026e** | **2027e** | **2026e** | **2027e** | **2026e** | **2027e** | **2026e** |
| Harvia Oyj | 785 | 835 | 18.1 | 15.9 | 15.4 | 13.7 | 3.7 | 3.4 | 23.4 | 20.2 | 2.0 | 2.3 | 5.3 |
| Engcon AB | 710 | 725 | 21.1 | 15.5 | 18.1 | 13.5 | 3.7 | 3.1 | 34.3 | 25.1 | 1.8 | 2.3 | 12.8 |
| MIPS AB | 935 | 948 | 32.9 | 22.1 | 30.3 | 20.9 | 12.5 | 9.8 | 42.6 | 28.3 | 1.6 | 2.4 | 14.3 |
| NIBE AB | 6785 | 8350 | 19.0 | 16.7 | 12.9 | 11.6 | 2.2 | 2.0 | 23.1 | 19.9 | 1.3 | 1.5 | 2.3 |
| Rational AG | 7425 | 6890 | 19.9 | 18.4 | 17.9 | 16.6 | 5.1 | 4.7 | 27.4 | 25.4 | 2.7 | 2.8 | 7.5 |
| **Framery Oyj (Inderes)** | **553** | **603** | **12.5** | **11.9** | **10.6** | **10.3** | **2.7** | **2.5** | **15.8** | **14.9** | **5.4** | **5.4** | **8.5** |
| **Average** | | | **22.2** | **17.7** | **18.9** | **15.3** | **5.4** | **4.6** | **30.2** | **23.8** | **1.9** | **2.3** | **8.4** |
| **Median** | | | **19.9** | **16.7** | **17.9** | **13.7** | **3.7** | **3.4** | **27.4** | **25.1** | **1.8** | **2.3** | **7.5** |
| ***Diff-% to median*** | | | ***-37%*** | ***-29%*** | ***-41%*** | ***-24%*** | ***-26%*** | ***-25%*** | ***-42%*** | ***-41%*** | ***207%*** | ***129%*** | ***14%*** |

Source: Refinitiv / Inderes

# Income statement

| Income statement | 2023 | 2024 | Q1'25 | Q2'25 | Q3'25 | Q4'25 | 2025 | Q1'26 | Q2'26 | Q3'26e | Q4'26e | 2026e | 2027e | 2028e | 2029e |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **Revenue** | **151** | **162** | **58.4** | **53.3** | **52.2** | **58.2** | **222** | **58.4** | **51.4** | **50.4** | **59.6** | **220** | **238** | **262** | **285** |
| Europe, Middle East and Africa | 91.6 | 99.0 | 30.5 | 28.6 | 27.6 | 31.7 | 118 | 30.7 | 27.6 | 26.5 | 33.0 | 118 | 127 | 139 | 150 |
| North, Central and South America | 39.4 | 43.4 | 13.4 | 17.4 | 16.6 | 18.5 | 65.9 | 20.5 | 18.1 | 17.4 | 19.6 | 75.6 | 82.4 | 92.3 | 102 |
| Asia-Pacific | 20.0 | 19.8 | 14.6 | 7.3 | 8.0 | 8.0 | 37.9 | 7.1 | 5.7 | 6.5 | 7.0 | 26.4 | 28.5 | 31.3 | 33.8 |
| **EBITDA** | **35.5** | **35.2** | **16.8** | **6.8** | **11.8** | **11.5** | **46.9** | **15.3** | **16.1** | **10.8** | **14.5** | **56.8** | **58.2** | **67.6** | **76.6** |
| Depreciation | -4.0 | -5.6 | -1.5 | -1.5 | -1.5 | -1.5 | -5.8 | -1.4 | -1.5 | -1.6 | -1.7 | -6.2 | -7.5 | -8.0 | -8.5 |
| **EBIT (excl. NRI)** | **31.0** | **33.0** | **16.7** | **10.0** | **11.9** | **11.9** | **50.5** | **14.0** | **12.0** | **9.3** | **12.8** | **48.1** | **50.7** | **59.6** | **68.1** |
| **EBIT** | **31.5** | **29.6** | **15.4** | **5.3** | **10.3** | **10.0** | **41.0** | **13.9** | **14.6** | **9.3** | **12.8** | **50.6** | **50.7** | **59.6** | **68.1** |
| Share of profits in assoc. compan. | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Net financial items | -7.4 | -5.7 | -2.6 | -2.8 | -2.2 | -5.8 | -13.4 | -0.9 | -0.6 | -0.9 | -0.8 | -3.2 | -3.1 | -2.9 | -2.6 |
| **PTP** | **24.0** | **23.9** | **12.7** | **2.5** | **8.1** | **4.3** | **27.7** | **13.0** | **14.0** | **8.4** | **12.0** | **47.3** | **47.5** | **56.8** | **65.5** |
| Taxes | -4.7 | -4.3 | -3.2 | -1.3 | -1.7 | -1.1 | -7.3 | -2.8 | -2.7 | -1.8 | -2.5 | -9.8 | -10.5 | -12.5 | -14.4 |
| Minority interest | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| **Net earnings** | **19.3** | **19.6** | **9.5** | **1.2** | **6.4** | **3.2** | **20.4** | **10.2** | **11.2** | **6.6** | **9.5** | **37.6** | **37.1** | **44.3** | **51.1** |
| **EPS (adj.)** | | **0.30** | **0.14** | **0.08** | **0.10** | **0.06** | **0.38** | **0.13** | **0.11** | **0.08** | **0.12** | **0.44** | **0.47** | **0.56** | **0.65** |
| **EPS (rep.)** | | **0.25** | **0.12** | **0.02** | **0.08** | **0.04** | **0.26** | **0.13** | **0.14** | **0.08** | **0.12** | **0.47** | **0.47** | **0.56** | **0.65** |

| Key figures | 2023 | 2024 | Q1'25 | Q2'25 | Q3'25 | Q4'25 | 2025 | Q1'26 | Q2'26 | Q3'26e | Q4'26e | 2026e | 2027e | 2028e | 2029e |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **Revenue growth-%** | -0.9 % | 7.3 % | | | | 17.2 % | 37.0 % | -0.1 % | -3.7 % | -3.4 % | 2.4 % | -1.1 % | 8.3 % | 10.2 % | 8.7 % |
| **Adjusted EBIT growth-%** | | 6.6 % | | | | -18.4 % | 53.1 % | -16.0 % | 19.7 % | -22.2 % | 7.4 % | -4.8 % | 5.4 % | 17.7 % | 14.2 % |
| **EBITDA-%** | 23.5 % | 21.7 % | 28.8 % | 12.7 % | 22.5 % | 19.8 % | 21.1 % | 26.3 % | 31.4 % | 21.5 % | 24.3 % | 25.9 % | 24.4 % | 25.8 % | 26.9 % |
| **Adjusted EBIT-%** | 20.5 % | 20.4 % | 28.5 % | 18.8 % | 22.8 % | 20.5 % | 22.7 % | 24.0 % | 23.4 % | 18.4 % | 21.5 % | 21.9 % | 21.3 % | 22.7 % | 23.9 % |
| **Net earnings-%** | 12.8 % | 12.1 % | 16.2 % | 2.3 % | 12.4 % | 5.5 % | 9.2 % | 17.5 % | 21.9 % | 13.2 % | 15.9 % | 17.1 % | 15.6 % | 16.9 % | 17.9 % |

Source: Inderes

Full-year earnings per share are calculated using the number of shares at year-end.

# Balance sheet

| Assets | 2024 | 2025 | 2026e | 2027e | 2028e |
|---|---|---|---|---|---|
| **Non-current assets** | **87.4** | **88.2** | **88.1** | **89.2** | **90.5** |
| Goodwill | 68.7 | 68.7 | 68.7 | 68.7 | 68.7 |
| Intangible assets | 3.5 | 2.9 | 4.0 | 4.3 | 4.7 |
| Tangible assets | 10.5 | 12.5 | 15.4 | 16.2 | 17.0 |
| Associated companies | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Other investments | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Other non-current assets | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Deferred tax assets | 4.7 | 4.1 | 0.0 | 0.0 | 0.0 |
| **Current assets** | **74.5** | **81.3** | **88.5** | **92.1** | **104** |
| Inventories | 22.0 | 29.2 | 28.6 | 30.9 | 34.1 |
| Other current assets | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Receivables | 32.1 | 32.3 | 35.1 | 40.5 | 44.6 |
| Cash and equivalents | 20.5 | 19.8 | 24.8 | 20.7 | 25.3 |
| **Balance sheet total** | **162** | **170** | **177** | **181** | **194** |

Source: Inderes

| Liabilities & equity | 2024 | 2025 | 2026e | 2027e | 2028e |
|---|---|---|---|---|---|
| **Equity** | **56.6** | **45.5** | **64.9** | **71.9** | **86.5** |
| Share capital | 0.0 | 0.1 | 0.1 | 0.1 | 0.1 |
| Retained earnings | 28.9 | 26.4 | 45.7 | 52.8 | 67.4 |
| Hybrid bonds | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Revaluation reserve | -0.2 | 0.3 | 0.3 | 0.3 | 0.3 |
| Other equity | 12.2 | 18.8 | 18.8 | 18.8 | 18.8 |
| Minorities | 15.8 | 0.0 | 0.0 | 0.0 | 0.0 |
| **Non-current liabilities** | **71.1** | **80.2** | **75.0** | **69.6** | **64.2** |
| Deferred tax liabilities | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Provisions | 0.0 | 0.4 | 0.4 | 0.4 | 0.4 |
| Interest bearing debt | 71.1 | 79.8 | 74.6 | 69.2 | 63.8 |
| Convertibles | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Other long term liabilities | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| **Current liabilities** | **34.2** | **43.9** | **36.7** | **39.7** | **43.8** |
| Interest bearing debt | 1.5 | 6.9 | 0.0 | 0.0 | 0.0 |
| Payables | 32.7 | 36.9 | 36.7 | 39.7 | 43.8 |
| Other current liabilities | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| **Balance sheet total** | **162** | **170** | **177** | **181** | **194** |

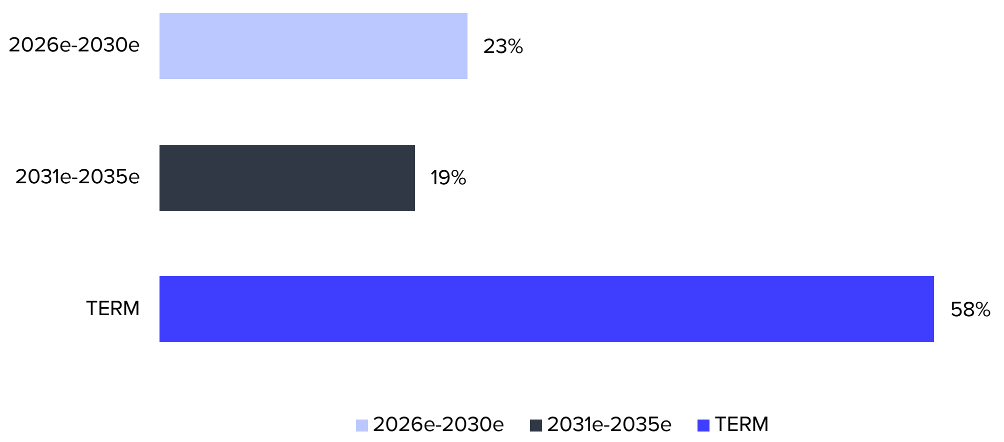
# DCF-calculation

| DCF model | 2025 | 2026e | 2027e | 2028e | 2029e | 2030e | 2031e | 2032e | 2033e | 2034e | 2035e | TERM |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Revenue growth-% | 37.0 % | -1.1 % | 8.3 % | 10.2 % | 8.7 % | 7.0 % | 6.0 % | 5.0 % | 3.0 % | 2.0 % | 2.0 % | 2.0 % |
| EBIT-% | 18.5 % | 23.0 % | 21.3 % | 22.7 % | 23.9 % | 22.0 % | 20.0 % | 20.0 % | 20.0 % | 20.0 % | 20.0 % | 20.0 % |
| **EBIT (operating profit)** | **41.0** | **50.6** | **50.7** | **59.6** | **68.1** | **67.1** | **64.6** | **67.9** | **69.9** | **71.3** | **72.7** | |
| + Depreciation | 5.8 | 6.2 | 7.5 | 8.0 | 8.5 | 9.2 | 9.3 | 9.9 | 10.4 | 10.7 | 10.9 | |
| - Paid taxes | -6.7 | -5.7 | -10.5 | -12.5 | -14.4 | -14.3 | -13.9 | -14.7 | -15.2 | -15.3 | -15.6 | |
| - Tax, financial expenses | -3.5 | -0.7 | -0.7 | -0.7 | -0.6 | -0.5 | -0.3 | -0.3 | -0.2 | -0.4 | -0.4 | |
| + Tax, financial income | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | |
| - Change in working capital | -3.2 | -2.4 | -4.6 | -3.2 | -3.0 | -2.7 | -2.4 | -2.1 | -1.4 | -0.9 | -0.9 | |
| **Operating cash flow** | **33.4** | **48.0** | **42.4** | **51.3** | **58.6** | **58.9** | **57.3** | **60.7** | **63.6** | **65.4** | **66.7** | |
| + Change in other long-term liabilities | 0.4 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | |
| - Gross CAPEX | -7.3 | -10.1 | -8.6 | -9.3 | -10.4 | -9.4 | -10.8 | -11.2 | -11.2 | -11.2 | -11.5 | |
| **Free operating cash flow** | **26.5** | **37.9** | **33.8** | **42.0** | **48.2** | **49.5** | **46.6** | **49.5** | **52.4** | **54.2** | **55.2** | |
| +/- Other | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | |
| FCFF | 26.5 | 37.9 | 33.8 | 42.0 | 48.2 | 49.5 | 46.6 | 49.5 | 52.4 | 54.2 | 55.2 | 915 |
| **Discounted FCFF** | | **36.6** | **30.2** | **34.7** | **36.8** | **35.0** | **30.4** | **29.9** | **29.2** | **28.0** | **26.4** | **436** |
| Sum of FCFF present value | | 754 | 717 | 687 | 652 | 615 | 580 | 550 | 520 | 491 | 463 | 436 |
| **Enterprise value DCF** | | **754** | | | | | | | | | | |
| - Interest bearing debt | | -86.7 | | | | | | | | | | |
| + Cash and cash equivalents | | 19.8 | | | | | | | | | | |
| + Associated companies | | 0.0 | | | | | | | | | | |
| -Minorities | | 0.0 | | | | | | | | | | |
| -Dividend/capital return | | -18.2 | | | | | | | | | | |
| **Equity value DCF** | | **669** | | | | | | | | | | |
| **Equity value DCF per share** | | **8.4** | | | | | | | | | | |

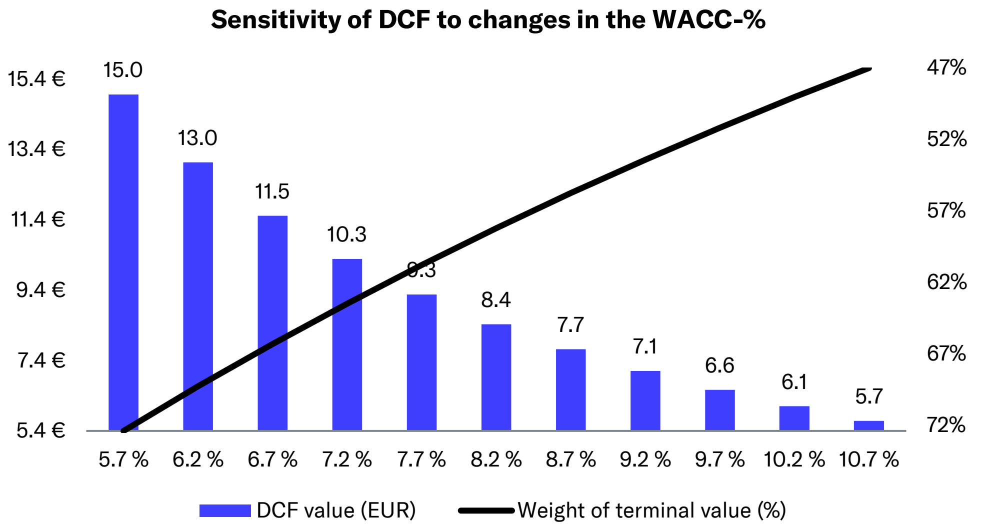
| WACC | |
|---|---|
| Tax-% (WACC) | 22.0 % |
| Target debt ratio (D/(D+E) | 15.0 % |
| Cost of debt | 5.0 % |
| Equity Beta | 1.35 |
| Market risk premium | 4.75% |
| Liquidity premium | 0.00% |
| Risk free interest rate | 2.5 % |
| **Cost of equity** | **8.9 %** |
| **Weighted average cost of capital (WACC)** | **8.2 %** |

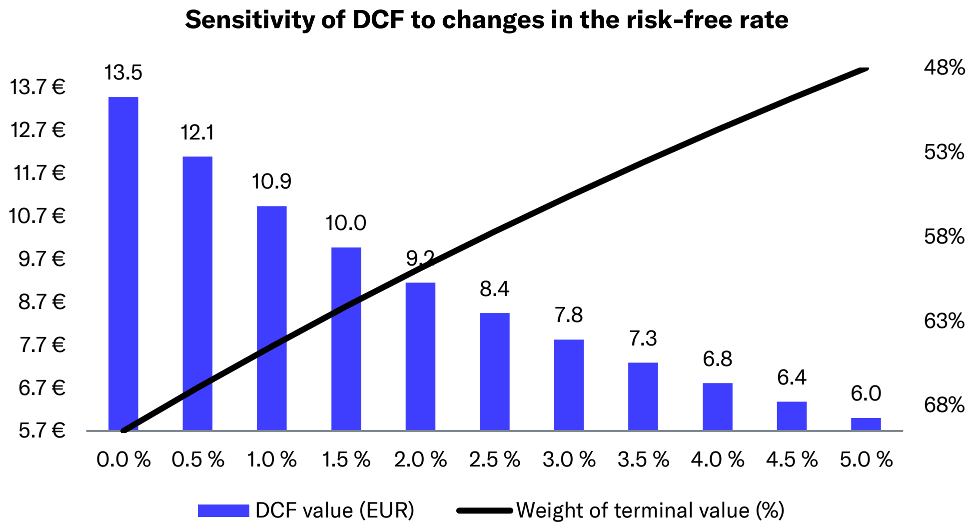
Source: Inderes

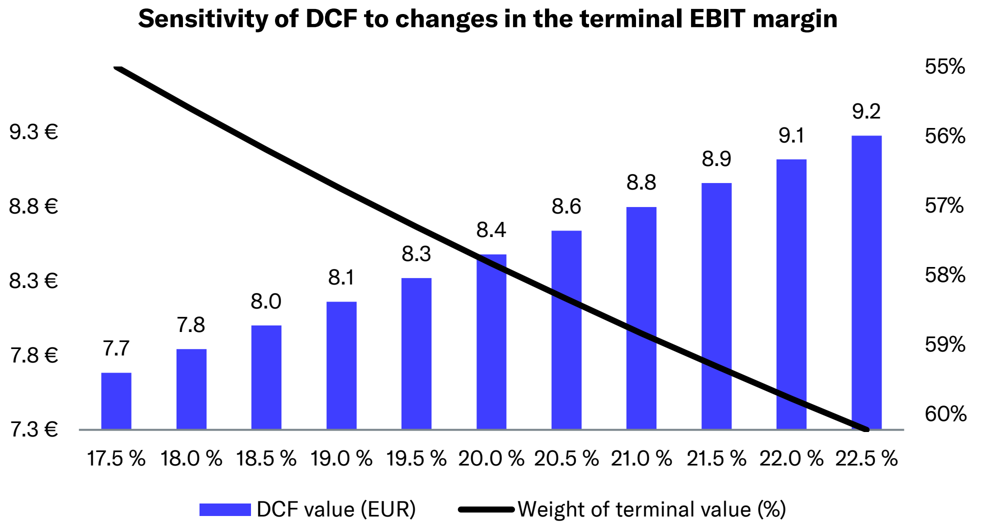
**Cash flow distribution**

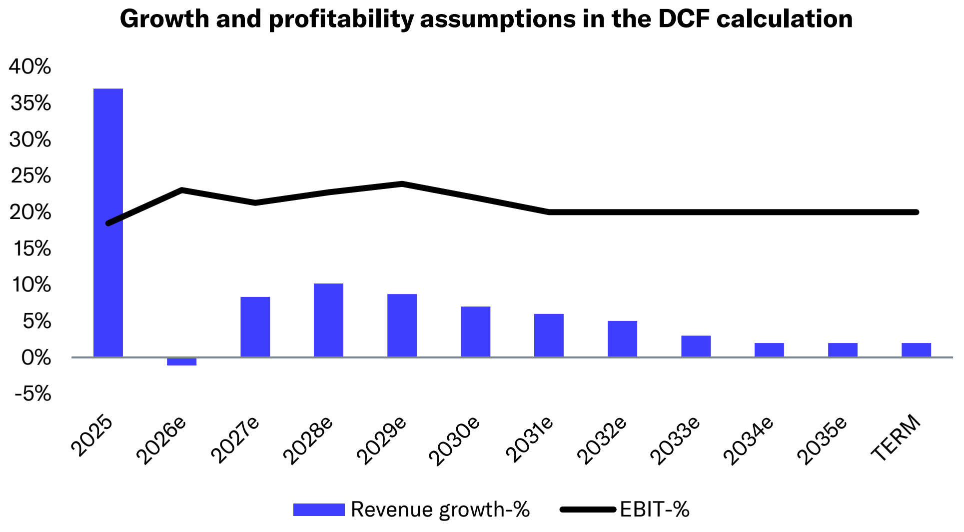


# DCF sensitivity calculations and key assumptions in graphs




Source: Inderes. NB! The terminal value weight (%) is presented on a reverse scale for clarity.

# Summary

| Income statement | 2023 | 2024 | 2025 | 2026e | 2027e | 2028e |
|---|---|---|---|---|---|---|
| Revenue | 151.1 | 162.1 | 222.1 | **219.7** | **238.0** | **262.2** |
| EBITDA | 35.5 | 35.2 | 46.9 | **56.8** | **58.2** | **67.6** |
| EBIT | 31.5 | 29.6 | 41.0 | **50.6** | **50.7** | **59.6** |
| PTP | 24.0 | 23.9 | 27.7 | **47.3** | **47.5** | **56.8** |
| Net Income | 19.3 | 19.6 | 20.4 | **37.6** | **37.1** | **44.3** |
| Extraordinary items | 0.5 | -3.4 | -9.5 | **2.5** | **0.0** | **0.0** |

| Balance sheet | 2023 | 2024 | 2025 | 2026e | 2027e | 2028e |
|---|---|---|---|---|---|---|
| Balance sheet total | 142.8 | 161.9 | 169.5 | **176.6** | **181.3** | **194.5** |
| Equity capital | 36.9 | 56.6 | 45.5 | **64.9** | **71.9** | **86.5** |
| Goodwill | 68.7 | 68.7 | 68.7 | **68.7** | **68.7** | **68.7** |
| Net debt | 63.4 | 52.1 | 66.9 | **49.8** | **48.5** | **38.5** |

| Cash flow | 2023 | 2024 | 2025 | 2026e | 2027e | 2028e |
|---|---|---|---|---|---|---|
| EBITDA | 35.5 | 35.2 | 46.9 | **56.8** | **58.2** | **67.6** |
| Change in working capital | 4.4 | -4.4 | -3.2 | **-2.4** | **-4.6** | **-3.2** |
| Operating cash flow | 33.8 | 24.0 | 33.4 | **48.0** | **42.4** | **51.3** |
| CAPEX | -8.7 | -3.9 | -7.3 | **-10.1** | **-8.6** | **-9.3** |
| Free cash flow | 23.9 | 15.8 | 26.5 | **37.9** | **33.8** | **42.0** |

| Valuation multiples | 2023 | 2024 | 2025 | 2026e | 2027e | 2028e |
|---|---|---|---|---|---|---|
| EV/S | 0.4 | 0.3 | 3.3 | **2.7** | **2.5** | **2.3** |
| EV/EBITDA | 1.8 | 1.5 | 15.5 | **10.6** | **10.3** | **8.8** |
| EV/EBIT (adj.) | 2.0 | 1.6 | 14.4 | **12.5** | **11.9** | **9.9** |
| P/E (adj.) | | 0.0 | 22.1 | **15.8** | **14.9** | **12.5** |
| P/B | 0.0 | 0.0 | 14.5 | **8.5** | **7.7** | **6.4** |
| Dividend-% | | | 2.8 % | **5.4 %** | **5.4 %** | **6.4 %** |

Source: Inderes

| Per share data | 2023 | 2024 | 2025 | 2026e |
|---|---|---|---|---|
| EPS (reported) | | 0.25 | 0.26 | **0.47** |
| EPS (adj.) | | 0.30 | 0.38 | **0.44** |
| OCF / share | | 0.31 | 0.42 | **0.61** |
| OFCF / share | | 0.20 | 0.33 | **0.48** |
| Book value / share | | 0.53 | 0.58 | **0.82** |
| Dividend / share | 0.00 | 0.00 | 0.23 | **0.00** |

| Growth and profitability | 2023 | 2024 | 2025 | 2026e |
|---|---|---|---|---|
| Revenue growth-% | -1% | 7% | 37% | **-1%** |
| EBITDA growth-% | 24% | -1% | 33% | **21%** |
| EBIT (adj.) growth-% | 6% | 7% | 53% | **-5%** |
| EPS (adj.) growth-% | | | 27% | **17%** |
| EBITDA-% | 23.5 % | 21.7 % | 21.1 % | **25.9 %** |
| EBIT (adj.)-% | 20.5 % | 20.4 % | 22.7 % | **21.9 %** |
| EBIT-% | 20.8 % | 18.3 % | 18.5 % | **23.0 %** |
| ROE-% | 146.1 % | 62.0 % | 47.2 % | **68.0 %** |
| ROI-% | 28.0 % | 24.3 % | 31.4 % | **37.3 %** |
| Equity ratio | 25.8 % | 35.0 % | 26.9 % | **36.7 %** |
| Gearing | 172.0 % | 91.9 % | 147.0 % | **76.8 %** |
| Net debt/EBITDA | 1.8 | 1.5 | 1.4 | **0.9** |
| EBITDA/net financials | 4.8 | 6.1 | 3.5 | **17.6** |

The market cap and enterprise value in the table consider the expected change in the number of shares and net debt for the forecast years. Per-share figures are calculated using the number of shares at year-end.

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| | |
|---|---|
| Buy | The 12-month risk-adjusted expected shareholder return of the share is very attractive |
| Accumulate | The 12-month risk-adjusted expected shareholder return of the share is attractive |
| Reduce | The 12-month risk-adjusted expected shareholder return of the share is weak |
| Sell | The 12-month risk-adjusted expected shareholder return of the share is very weak |

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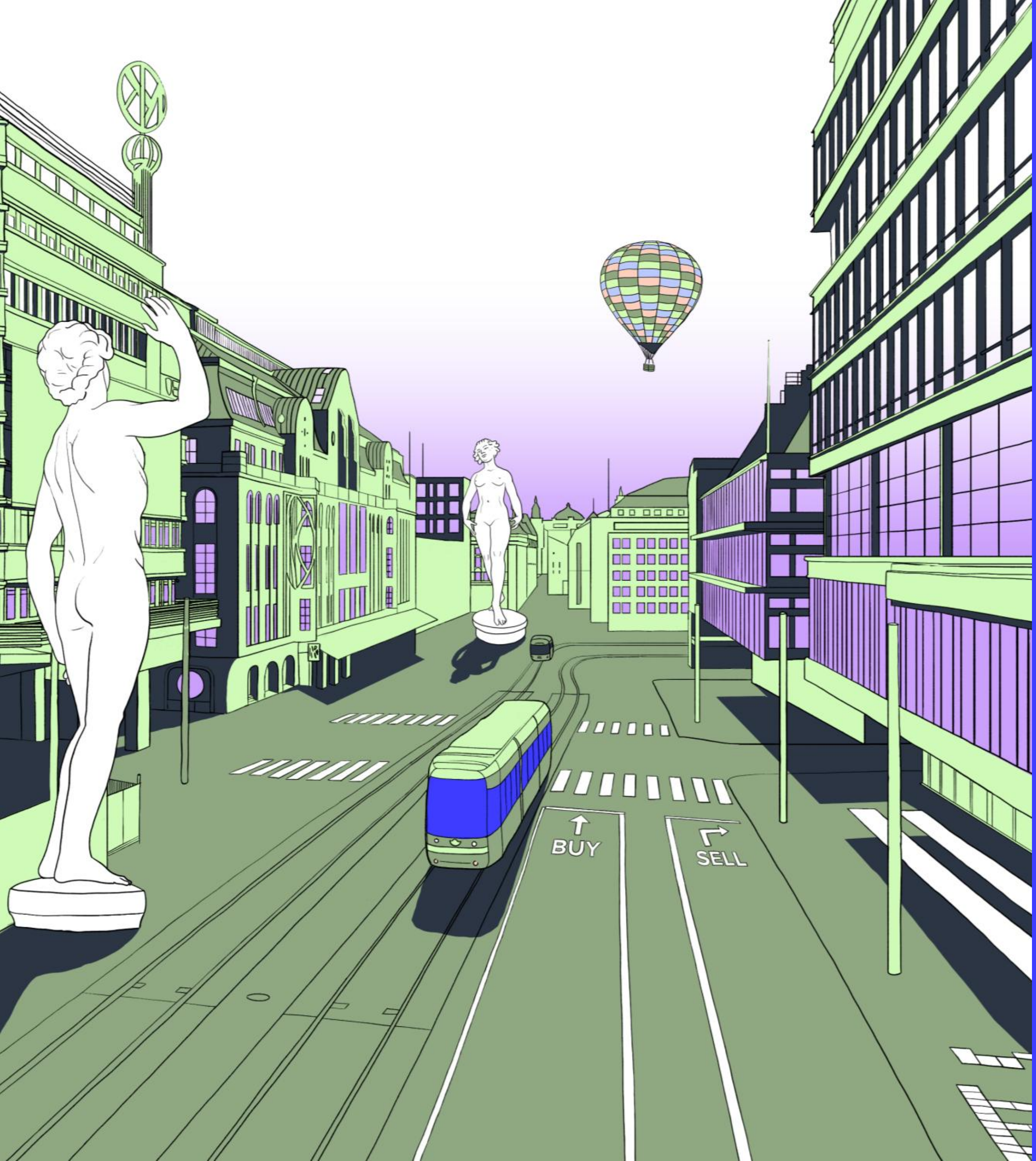
## Recommendation history (>12 mo)

| Date | Recommendation | Target | Share price |
|---|---|---|---|
| 5/28/2026 | Accumulate | 8.50 € | 8.02 € |
| 7/28/2026 | Accumulate | 8.00 € | 6.99 € |

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