BJÖRN BORG

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INDERES CORPORATE CUSTOMER

COMPANY REPORT



Risk/reward looks attractive despite uncertainties

We have lowered our estimates in response to expectations of slower economic growth and weaker consumer confidence. Despite these downward revisions the current valuation offers an attractive risk/reward profile, as the share price has fallen by around -17% and the expected return exceeds our required return. Consequently, we raise our recommendation to Accumulate (prev. Reduce) but lower our target price to SEK 55 per share (prev. SEK 62), mainly due to lower estimates.

Rising trade tensions expected to negatively impact demand

The escalating trade war, driven by the US administration, has heightened uncertainty and clearly poses a negative risk to the global economic outlook. While Björn Borg's main production markets are in Asia and, to some extent, Europe, the company's revenue is primarily generated from European countries such as Sweden, Finland, Germany, and the Netherlands. Björn Borg does have some exposure to the US through Amazon.com; however, we believe that the revenue contribution is currently modest, although the company has not disclosed specific figures. Therefore, we do not expect the direct impact of tariffs to be significant for Björn Borg. That said, we have previously identified the US as an attractive market for geographical expansion. However, the current climate of uncertainty will likely delay such efforts, although it is difficult to predict which tariffs will ultimately be implemented and how long they will remain in effect.

What we believe, however, will have a greater impact on Björn Borg are the potential indirect effects of the tariffs, such as weaker economic growth and consumer confidence. While it is difficult to estimate what the impact will be on GDP growth and consumer sentiment, consumer confidence in the EU resumed its downward trend in March, continuing the decline observed since late 2024. We expect that ongoing trade tensions will further increase uncertainty and put additional pressure on consumer confidence. Although policy changes can happen

quickly, we believe restoring confidence will be a slower process.

Adjusted forecasts due to a weaker economic outlook

In light of the anticipated slowdown in economic growth and the prevailing uncertainty, we have revised our revenue estimates for 2025 and 2026 downward by approximately 3%. Consequently, our EBIT estimates have been reduced by 3-5%. We now estimate Björn Borg's growth at around 5-7% in the coming years (previously 7-8%), slightly exceeding overall market growth but falling short of its long-term financial target of at least 10% annual sales growth. We anticipate that sales growth will primarily stem from the expansion of sports apparel and footwear, however, achieving the revenue growth target will be challenging. While the company has proven its ability to successfully expand its sports apparel category, more concrete evidence of volume growth in footwear is necessary. The 2024 footwear sales increase was largely attributable to the takeover of distribution outside the Nordics, but overall volumes seem to be decreasing. In our view, significant growth will require time, as Björn Borg needs to enhance quality, design, and distribution, similar to its earlier apparel transformation.

We find Björn Borg interesting on current valuation levels

Since our latest update (Feb 24, 2025), the share price is down about -17%. Although Björn Borg is impacted by the broader market environment, we believe the magnitude of the decline is not fully justified by the underlying fundamentals. Although we expect some downward pressure on LTM earnings multiples, we believe that the medium-term earnings growth of some good 8-9% coupled with a dividend yield of some 7%, offers a total expected return above our required return. Additionally, the DCF value is also sufficiently higher than the current share price. As a result, we raise our recommendation to Accumulate (prev. Reduce) but with a lower target price of SEK 55 per share (prev. SEK 62), mainly due to lower estimates.

Recommendation

Accumulate

(prev. Reduce)

Target price:

55.0 SEK (prev. 62 SEK)

Share price:

48.2

Business risk







Valuation risk







8.4

1.1

8.0

1.0



| | 2024 | 2025e | 2026e | 2027e |
|------------------|--------|--------|--------|--------|
| Revenue | 990.0 | 1038.2 | 1112.7 | 1190.2 |
| growth-% | 13% | 5% | 7% | 7% |
| EBIT adj. | 101.8 | 108.2 | 118.5 | 126.6 |
| EBIT-% adj. | 10.3 % | 10.4 % | 10.7 % | 10.6 % |
| Net Income | 72.7 | 80.3 | 88.1 | 94.1 |
| EPS (adj.) | 2.89 | 3.19 | 3.50 | 3.74 |
| | | | | |
| P/E (adj.) | 17.9 | 15.1 | 13.8 | 12.9 |
| P/B | 3.6 | 3.3 | 3.3 | 3.2 |
| Dividend yield-% | 5.8 % | 6.6 % | 7.3 % | 7.8 % |
| EV/EBIT (adj.) | 13.2 | 11.6 | 10.6 | 9.9 |
| | | | | |

10.1

1.4

9.0

1.2

Source: Inderes

EV/EBITDA

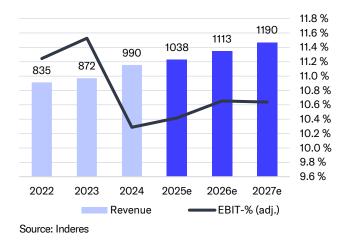
EV/S

Guidance

(Björn Borg does not provide guidance)

Share price 70.0 60.0 50.0 40.0 30.0 20.0 10.0 4/22 10/22 4/23 10/23 4/24 10/24 4/25 Björn Borg OMXSCAP

Revenue and EBIT-%



EPS and dividend / share



Source: Inderes

Value drivers

Source: Millistream Market Data AB

- Opportunities for geographical expansion in currently smaller markets, especially Germany
- Good growth prospects across all product categories, with sports apparel being the main driver
- Improving margin levels driven by increasing online sales through the company's ecommerce platform and e-tailers
- Integrating footwear business can boost future growth by enhancing quality control, fostering innovation and design

Risk factors

- Strong brand dependence carries risks like trend sensitivity, where the brand may fall out of fashion
- The fashion industry is fiercely competed, and some collections might not appeal to customers
- Risks generated by integrating the footwear category or expansion investments
- Consumers' low purchasing power is a risk to short-term results

| Valuation | 2025 e | 2026 e | 2027 e |
|----------------------------|---------------|---------------|---------------|
| Share price | 48.2 | 48.2 | 48.2 |
| Number of shares, millions | 25.1 | 25.1 | 25.1 |
| Market cap | 1212 | 1212 | 1212 |
| EV | 1259 | 1252 | 1247 |
| P/E (adj.) | 15.1 | 13.8 | 12.9 |
| P/E | 15.1 | 13.8 | 12.9 |
| P/B | 3.3 | 3.3 | 3.2 |
| P/S | 1.2 | 1.1 | 1.0 |
| EV/Sales | 1.2 | 1.1 | 1.0 |
| EV/EBITDA | 9.0 | 8.4 | 8.0 |
| EV/EBIT (adj.) | 11.6 | 10.6 | 9.9 |
| Payout ratio (%) | 100.2 % | 99.9 % | 100.2 % |
| Dividend yield-% | 6.6 % | 7.3 % | 7.8 % |

Estimate revisions for 2025-2027

| Estimate revisions MSEK / SEK | 2024 Inderes | 2025e Actualized | Change % | 2026e Old | 2026e New | Change % | 2027e Old | 2027e New | Change % |
|-------------------------------|-----------------|---------------------|-------------|--------------|--------------|-------------|--------------|--------------|-------------|
| Revenue | 1068 | 1038 | -3% | 1153 | 1113 | -3% | 1239 | 1190 | -4% |
| EBITDA | 144 | 141 | -2% | 155 | 149 | -4% | 162 | 156 | -4% |
| EBIT (exc. NRIs) | 111 | 108 | -3% | 124 | 119 | -5% | 132 | 127 | -4% |
| EBIT | 111 | 108 | -3% | 124 | 119 | -5% | 132 | 127 | -4% |
| PTP | 106 | 103 | -3% | 119 | 113 | -5% | 126 | 121 | -4% |
| EPS (excl. NRIs) | 3.29 | 3.19 | -3% | 3.68 | 3.50 | -5% | 3.91 | 3.74 | -4% |
| DPS | 3.30 | 3.20 | -3% | 3.70 | 3.50 | -5% | 3.90 | 3.75 | -4% |

Current valuation invites to a good risk/reward

Valuation summary – Accumulate

We forecast strong earnings growth of around 8-9% in the coming years driven by good revenue growth. We expect Björn Borg to distribute most of its earnings and free cash flow as dividends, resulting in a dividend yield of some 7%. Although we expect some downward pressure on LTM earnings multiples, we believe the expected return is higher than the required return. As a result, we raise our recommendation to Accumulate (prev. Reduce) but with a lower target price of SEK 55 per share (prev. SEK 62), mainly due to lower estimates.

Acceptable absolute multiples in 2025-26

With our updated estimates, Björn Borg's P/E and EV/EBIT for 2025 are 15x and 12x, respectively. These multiples are in the lower range of our accepted valuation multiples, and we view them as relatively modest. If the company successfully expands its footwear and sports apparel category, and the projected earnings growth materializes, the multiples for 2026 are P/E 14x and EV/EBIT 11x. Given the company's continued growth potential and high returns on capital, the 2026 earnings multiples appear even more attractive to us.

Looking at 2027 and onwards, when we expect more stable growth and profitability, we believe Björn Borg's acceptable P/E ratio will be 14-18x and EV/EBIT will be 12-14x based on reported figures.

Valuation compared to peers

Most retail chains have significant lease liabilities, which muddle the EV-based valuation. Thus, we look mainly at the P/E ratios of the peer group. When comparing Björn Borg to several listed sports apparel and retail companies, the

company's P/E multiples for 2025 and 2026 are, on average, 3% higher than those of its peers. However, when excluding the retail peers, Björn Borg trades at a discount of around 14%. Given that Björn Borg's sports apparel peers are larger, more globally established brands with historically higher growth, we believe it is reasonable to price Björn Borg below its sports apparel peers. However, we expect higher growth for Björn Borg in the coming years, along with improved profitability and returns on capital, suggesting that the current discount may be somewhat exaggerated. It is important to note that the peer group's valuation multiples vary widely, from single digits to over 20x, making the peer group somewhat dependent on the specific companies included. Consequently, while peer valuation indicates some upside potential for Björn Borg, we do not place too much emphasis on it.

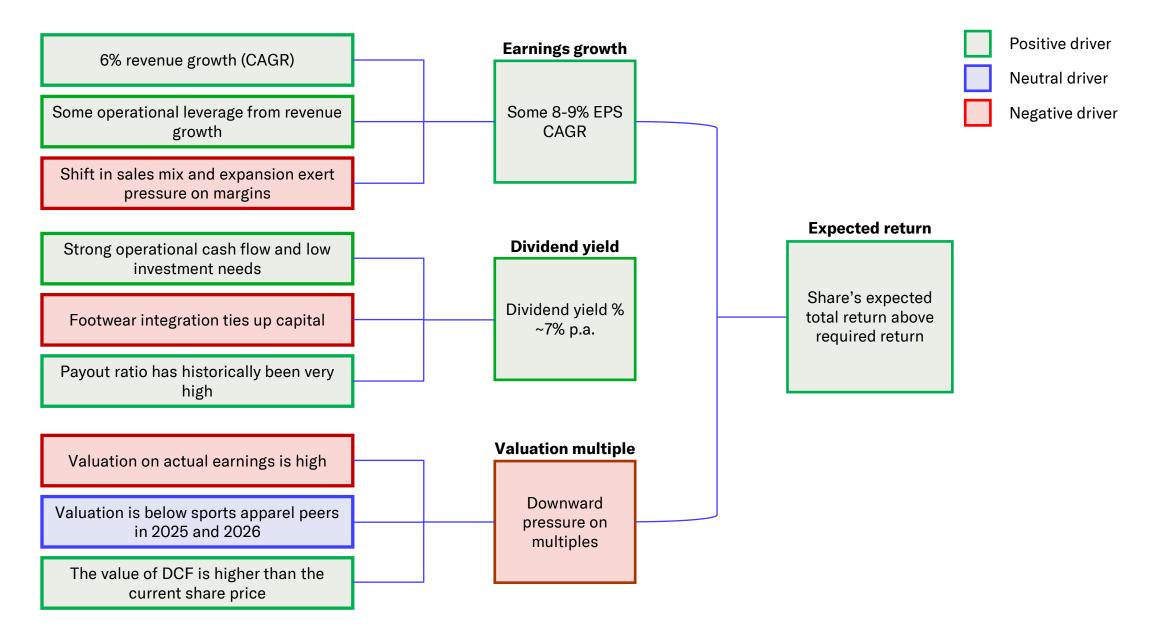
DCF model is also in the green

We also believe the DCF model is a relevant valuation method for Björn Borg, given the sufficient historical financial information, steady growth and relatively predictable business. We expect relatively stable growth and margins from 2027 to 2032. In the terminal period, we expect the EBIT margin to stabilize at around 10%, while our terminal growth rate assumption is 2.5%. We have modestly increased our cost of equity and WACC to 10.0% and 9.5%, respectively (prev. 9.6% and 9.2%), to reflect higher risk premiums.

Based on our updated estimates, we arrive at a value per share of SEK 55 (prev. SEK 62 per share). Therefore, also in the context of DCF, the current valuation generates sufficient expected return.

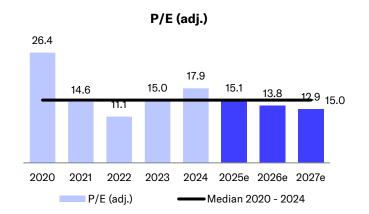
| Valuation | 2025 e | 2026 e | 2027e |
|----------------------------|---------------|---------------|---------|
| Share price | 48.2 | 48.2 | 48.2 |
| Number of shares, millions | 25.1 | 25.1 | 25.1 |
| Market cap | 1212 | 1212 | 1212 |
| EV | 1259 | 1252 | 1247 |
| P/E (adj.) | 15.1 | 13.8 | 12.9 |
| P/E | 15.1 | 13.8 | 12.9 |
| P/B | 3.3 | 3.3 | 3.2 |
| P/S | 1.2 | 1.1 | 1.0 |
| EV/Sales | 1.2 | 1.1 | 1.0 |
| EV/EBITDA | 9.0 | 8.4 | 8.0 |
| EV/EBIT (adj.) | 11.6 | 10.6 | 9.9 |
| Payout ratio (%) | 100.2 % | 99.9 % | 100.2 % |
| Dividend yield-% | 6.6 % | 7.3 % | 7.8 % |
| | | | |

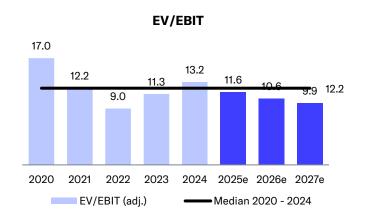
TSR drivers 2024-2027e

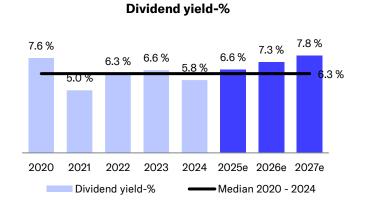


Valuation table

| Valuation | 2020 | 2021 | 2022 | 2023 | 2024 | 2025 e | 2026 e | 2027 e | 2028 e |
|----------------------------|---------|--------|--------|--------|---------|---------------|---------------|---------------|---------------|
| Share price | 19.8 | 50.0 | 31.6 | 45.4 | 51.6 | 48.2 | 48.2 | 48.2 | 48.2 |
| Number of shares, millions | 25.1 | 25.1 | 25.1 | 25.1 | 25.1 | 25.1 | 25.1 | 25.1 | 25.1 |
| Market cap | 497 | 1257 | 795 | 1142 | 1298 | 1212 | 1212 | 1212 | 1212 |
| EV | 574 | 1275 | 844 | 1138 | 1349 | 1259 | 1252 | 1247 | 1251 |
| P/E (adj.) | 26.4 | 14.6 | 11.1 | 15.0 | 17.9 | 15.1 | 13.8 | 12.9 | 11.7 |
| P/E | 26.4 | 14.6 | 15.6 | 15.0 | 17.9 | 15.1 | 13.8 | 12.9 | 11.7 |
| P/B | 1.7 | 3.7 | 2.4 | 3.2 | 3.6 | 3.3 | 3.3 | 3.2 | 3.1 |
| P/S | 0.7 | 1.6 | 1.0 | 1.3 | 1.3 | 1.2 | 1.1 | 1.0 | 1.0 |
| EV/Sales | 0.8 | 1.7 | 1.0 | 1.3 | 1.4 | 1.2 | 1.1 | 1.0 | 1.0 |
| EV/EBITDA | 7.7 | 9.1 | 7.8 | 8.5 | 10.1 | 9.0 | 8.4 | 8.0 | 7.6 |
| EV/EBIT (adj.) | 17.0 | 12.2 | 9.0 | 11.3 | 13.2 | 11.6 | 10.6 | 9.9 | 9.2 |
| Payout ratio (%) | 200.3 % | 73.1 % | 98.9 % | 99.3 % | 103.8 % | 100.2 % | 99.9 % | 100.2 % | 99.2 % |
| Dividend yield-% | 7.6 % | 5.0 % | 6.3 % | 6.6 % | 5.8 % | 6.6 % | 7.3 % | 7.8 % | 8.5 % |







Peer group valuation

| Peer group valuation | Market cap | EV | EV/ | EBIT | EV/E | BITDA | EV | //S | P | /E | Dividend | d yield-% | P/B |
|----------------------|------------|--------|-------|-------|-------|-------|-------|-------|-------|-------|----------|-----------|-------|
| Company | MEUR | MEUR | 2025e | 2026e | 2025e | 2026e | 2025e | 2026e | 2025e | 2026e | 2025e | 2026e | 2025e |
| Sports apparel | | | | | | | | | | | | | |
| Adidas | 33,219 | 36,093 | 17.7 | 12.8 | 11.07 | 8.71 | 1.38 | 1.26 | 25.04 | 16.77 | 1.6 | 2.4 | 5.3 |
| Nike | 72,065 | 70,752 | 21.7 | 22.9 | 17.86 | 18.86 | 1.68 | 1.70 | 25.03 | 26.46 | 2.8 | 2.9 | 6.1 |
| Lululemon | 27,376 | 25,463 | 11.3 | 11.0 | 9.58 | 9.15 | 2.63 | 2.48 | 17.28 | 16.57 | | | 6.2 |
| Puma | 2,766 | 3,802 | 7.4 | 5.9 | 4.41 | 3.80 | 0.42 | 0.40 | 12.98 | 9.16 | 3.1 | 4.1 | 1.0 |
| Under Armour | 1,917 | 1,797 | 10.0 | 8.2 | 5.92 | 5.35 | 0.38 | 0.38 | 15.61 | 12.51 | | | 1.1 |
| Columbia Sportswear | 3,092 | 2,345 | 9.8 | 9.5 | 6.34 | 5.95 | 0.75 | 0.72 | 16.71 | 16.14 | 2.0 | 2.1 | 1.8 |
| Retail | | | | | | | | | | | | | |
| PVH | 2,919 | 4,155 | 5.3 | 5.3 | 3.95 | 4.00 | 0.53 | 0.52 | 5.17 | 4.97 | 0.3 | 0.3 | 0.7 |
| GAP | 6,061 | 5,024 | 5.3 | 4.7 | 3.53 | 3.28 | 0.37 | 0.36 | 8.69 | 7.70 | 3.4 | 3.6 | 2.1 |
| H&M | 18,432 | 24,018 | 14.4 | 13.3 | 6.54 | 6.14 | 1.11 | 1.08 | 16.40 | 14.75 | 5.7 | 6.1 | 4.2 |
| Fenix Outdoor | 1,864 | 1,922 | 23.7 | 22.9 | 13.77 | 13.44 | 2.41 | 2.30 | 11.92 | 11.44 | 3.0 | 3.2 | 1.5 |
| JD Sports Fashion | 3,827 | 7,141 | 6.0 | 5.7 | 3.45 | 3.21 | 0.54 | 0.49 | 5.18 | 5.18 | 1.5 | 1.6 | 1.3 |
| Björn Borg (Inderes) | 110 | 115 | 11.6 | 10.6 | 9.0 | 8.4 | 1.2 | 1.1 | 15.1 | 13.8 | 6.6 | 7.3 | 3.3 |
| Average | | | 12.0 | 11.1 | 7.9 | 7.4 | 1.1 | 1.1 | 14.5 | 12.9 | 2.6 | 2.9 | 2.8 |
| Median | | | 10.0 | 9.5 | 6.3 | 6.0 | 0.8 | 0.7 | 15.6 | 12.5 | 2.8 | 2.9 | 1.8 |
| Diff-% to median | | | 17% | 11% | 41% | 41% | 62% | 56% | -3% | 10% | 139% | 154% | 82% |

Income statement

| Income statement | 2022 | 2023 | 2024 | Q1'25e | Q2'25e | Q3'25e | Q4'25e | 2025 e | 2026 e | 2027e | 2028 e |
|------------------------|--------|--------|--------|--------|--------|--------|--------|---------------|---------------|---------------|---------------|
| Revenue | 835 | 872 | 990 | 279 | 220 | 300 | 240 | 1038 | 1113 | 1190 | 1270 |
| Wholesale | 540 | 577 | 672 | 208 | 130 | 209 | 146 | 694 | 732 | 769 | 807 |
| Direct-to-consumer | 220 | 259 | 288 | 66 | 78 | 82 | 84 | 311 | 344 | 382 | 428 |
| Distributors | 92 | 47 | 51 | 9 | 16 | 13 | 15 | 53 | 56 | 59 | 55 |
| Licensing | 9 | 9 | 2 | 0 | 0 | 0 | 0 | 1 | 1 | 1 | 1 |
| EBITDA | 108 | 134 | 134 | 43 | 22 | 49 | 27 | 141 | 149 | 156 | 165 |
| Depreciation | -35 | -33 | -32 | -8 | -8 | -8 | -8 | -32 | -31 | -30 | -29 |
| EBIT (excl. NRI) | 94 | 101 | 102 | 34 | 13 | 41 | 19 | 108 | 119 | 127 | 135 |
| EBIT | 73 | 101 | 102 | 34 | 13 | 41 | 19 | 108 | 119 | 127 | 135 |
| Wholesale | 53 | 61 | 54 | 27 | 3 | 27 | 4 | 61 | 66 | 67 | 70 |
| Direct-to-consumer | -7 | 22 | 36 | 5 | 7 | 11 | 12 | 36 | 39 | 46 | 52 |
| Distributors | 20 | 10 | 10 | 2 | 3 | 3 | 3 | 11 | 13 | 14 | 13 |
| Licensing | 7 | 8 | 2 | 0 | 0 | 0 | 0 | 1 | 1 | 1 | 1 |
| Net financial items | -2 | -3 | -11 | -1 | -1 | -1 | -1 | -5 | -6 | -6 | -2 |
| PTP | 70 | 98 | 90 | 33 | 12 | 40 | 18 | 103 | 113 | 121 | 133 |
| Taxes | -20 | -22 | -18 | -7 | -3 | -9 | -4 | -23 | -25 | -27 | -29 |
| Minority interest | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Net earnings | 51 | 76 | 73 | 26 | 10 | 31 | 14 | 80 | 88 | 94 | 104 |
| EPS (adj.) | 2.86 | 3.02 | 2.89 | 1.03 | 0.38 | 1.23 | 0.56 | 3.19 | 3.50 | 3.74 | 4.13 |
| EPS (rep.) | 2.02 | 3.02 | 2.89 | 1.03 | 0.38 | 1.23 | 0.56 | 3.19 | 3.50 | 3.74 | 4.13 |
| | | | | | | | | | | | |
| Key figures | 2022 | 2023 | 2024 | Q1'25e | Q2'25e | Q3'25e | Q4'25e | 2025 e | 2026 e | 2027 e | 2028 e |
| Revenue growth-% | 8.7 % | 4.4 % | 13.5 % | 8.5 % | 3.0 % | 5.0 % | 2.4 % | 4.9 % | 7.2 % | 7.0 % | 6.7 % |
| Adjusted EBIT growth-% | | 7.1 % | 1.3 % | 2.9 % | 41.1 % | -2.3 % | 14.4 % | 6.2 % | 9.6 % | 6.8 % | 6.9 % |
| EBITDA-% | 12.9 % | 15.3 % | 13.5 % | 15.3 % | 9.8 % | 16.4 % | 11.4 % | 13.5 % | 13.4 % | 13.1 % | 13.0 % |
| Adjusted EBIT-% | 11.2 % | 11.5 % | 10.3 % | 12.4 % | 6.1 % | 13.7 % | 8.0 % | 10.4 % | 10.7 % | 10.6 % | 10.7 % |
| Net earnings-% | 6.1 % | 8.7 % | 7.3 % | 9.3 % | 4.4 % | 10.3 % | 5.9 % | 7.7 % | 7.9 % | 7.9 % | 8.2 % |

Balance sheet

| Assets | 2023 | 2024 | 2025e | 2026 e | 2027e |
|--------------------------|------|------|-------|---------------|-------|
| Non-current assets | 304 | 307 | 302 | 299 | 297 |
| Goodwill | 36.4 | 36.4 | 36.4 | 36.4 | 36.4 |
| Intangible assets | 194 | 195 | 194 | 193 | 192 |
| Tangible assets | 61.6 | 63.0 | 59.6 | 57.8 | 56.8 |
| 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 | 12.3 | 12.3 | 12.3 | 12.3 | 12.3 |
| Current assets | 327 | 357 | 391 | 406 | 422 |
| Inventories | 184 | 194 | 197 | 200 | 202 |
| Other current assets | 16.9 | 16.9 | 16.9 | 16.9 | 16.9 |
| Receivables | 99.4 | 136 | 145 | 156 | 167 |
| Cash and equivalents | 26.6 | 9.7 | 31.1 | 33.4 | 35.7 |
| Balance sheet total | 632 | 663 | 693 | 705 | 719 |

| Liabilities & equity | 2023 | 2024 | 2025 e | 2026 e | 2027 e |
|-----------------------------|------|------|---------------|---------------|---------------|
| Equity | 351 | 352 | 357 | 364 | 371 |
| Share capital | 7.9 | 7.9 | 7.9 | 7.9 | 7.9 |
| Retained earnings | 175 | 177 | 181 | 189 | 195 |
| Hybrid bonds | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Revaluation reserve | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Other equity | 174 | 174 | 174 | 174 | 174 |
| Minorities | -6.3 | -6.3 | -6.3 | -6.3 | -6.3 |
| Non-current liabilities | 65.2 | 56.3 | 99.1 | 96.3 | 94.5 |
| Deferred tax liabilities | 39.7 | 39.7 | 39.7 | 39.7 | 39.7 |
| Provisions | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Interest bearing debt | 25.5 | 16.6 | 59.4 | 56.6 | 54.8 |
| 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 | 216 | 255 | 237 | 245 | 254 |
| Interest bearing debt | 17.4 | 66.6 | 39.6 | 37.7 | 36.5 |
| Payables | 136 | 126 | 135 | 145 | 155 |
| Other current liabilities | 62.4 | 62.4 | 62.4 | 62.4 | 62.4 |
| Balance sheet total | 632 | 663 | 693 | 705 | 719 |

DCF-calculation

| DCF model | 2024 | 2025 e | 2026e | 2027 e | 2028 e | 2029 e | 2030 e | 2031e | 2032 e | 2033 e | 2034e | TERM |
|---|--------|---------------|--------------|---------------|---------------|---------------|---------------|--------|---------------|---------------|--------|--------|
| Revenue growth-% | 13.5 % | 4.9 % | 7.2 % | 7.0 % | 6.7 % | 6.5 % | 6.5 % | 6.5 % | 6.0 % | 5.5 % | 2.5 % | 2.5 % |
| EBIT-% | 10.3 % | 10.4 % | 10.7 % | 10.6 % | 10.7 % | 10.5 % | 10.5 % | 10.5 % | 10.5 % | 10.5 % | 10.0 % | 10.0 % |
| EBIT (operating profit) | 102 | 108 | 119 | 127 | 135 | 142 | 151 | 161 | 171 | 180 | 177 | |
| + Depreciation | 32.1 | 32.4 | 30.7 | 29.9 | 29.4 | 29.1 | 29.0 | 28.9 | 28.8 | 28.8 | 28.8 | |
| - Paid taxes | -17.7 | -22.7 | -24.9 | -26.5 | -29.3 | -30.8 | -32.8 | -35.0 | -37.1 | -39.2 | -38.4 | |
| - Tax, financial expenses | -2.2 | -1.1 | -1.2 | -1.3 | -0.4 | -0.4 | -0.4 | -0.4 | -0.4 | -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 | -56.0 | -3.7 | -3.8 | -2.8 | -14.4 | -14.9 | -15.8 | -16.9 | -16.6 | -16.1 | -7.8 | |
| Operating cash flow | 58.0 | 113 | 119 | 126 | 121 | 125 | 131 | 138 | 145 | 153 | 159 | |
| + Change in other long-term liabilities | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | |
| - Gross CAPEX | -34.5 | -28.0 | -27.6 | -27.8 | -27.9 | -28.1 | -28.2 | -28.3 | -28.4 | -28.4 | -28.4 | |
| Free operating cash flow | 23.4 | 85.1 | 91.8 | 98.0 | 92.6 | 97.0 | 103 | 109 | 117 | 125 | 130 | |
| +/- Other | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | |
| FCFF | 23.4 | 85.1 | 91.8 | 98.0 | 92.6 | 97.0 | 103 | 109 | 117 | 125 | 130 | 1908 |
| Discounted FCFF | | 79.6 | 78.4 | 76.4 | 65.9 | 63.0 | 61.1 | 59.2 | 57.9 | 56.3 | 53.7 | 786 |
| Sum of FCFF present value | | 1438 | 1358 | 1280 | 1203 | 1138 | 1075 | 1013 | 954 | 896 | 840 | 786 |
| Enterprise value DCF | | 1438 | | | | | | | | | | |
| - Interest bearing debt | | -83.2 | | | | | | | | | | |

9.7

21.0

0.0

1385

55

| ۱A | ıΛ | 0 | 0 |
|----|----|---|---|
| V۷ | М | C | b |
| | | | |

-Minorities

+ Cash and cash equivalents

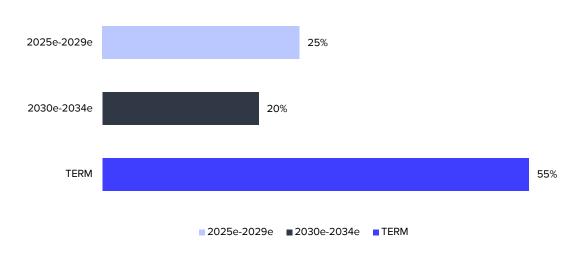
Equity value DCF per share

-Dividend/capital return

Equity value DCF

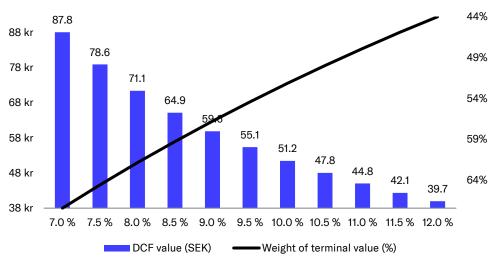
| Weighted average cost of capital (WACC) | 9.5 % |
|---|--------|
| Cost of equity | 10.0 % |
| Risk free interest rate | 2.5 % |
| Liquidity premium | 2.00% |
| Market risk premium | 4.75% |
| Equity Beta | 1.15 |
| Cost of debt | 5.0 % |
| Target debt ratio (D/(D+E) | 7.0 % |
| Tax-% (WACC) | 20.6 % |
| ITACC | |

Cash flow distribution

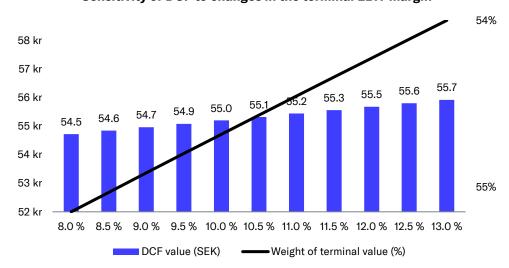


DCF sensitivity calculations and key assumptions in graphs

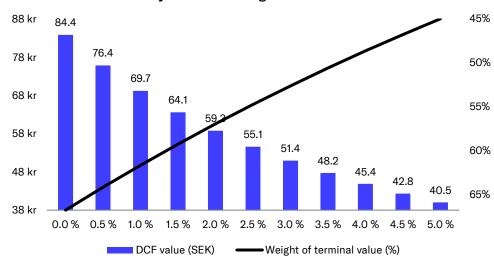




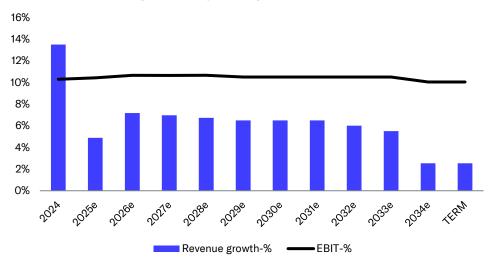
Sensitivity of DCF to changes in the terminal EBIT margin



Sensitivity of DCF to changes in the risk-free rate



Growth and profitability assumptions in the DCF calculation



Summary

| Income statement | 2022 | 2023 | 2024 | 2025 e | 2026 e | Pers |
|---------------------------|-------|-------|-------|---------------|---------------|-------------|
| Revenue | 835.2 | 872.3 | 990.0 | 1038.2 | 1112.7 | EPS |
| EBITDA | 107.7 | 133.6 | 134.0 | 140.6 | 149.2 | EPS |
| EBIT | 72.9 | 100.6 | 101.8 | 108.2 | 118.5 | OCF |
| PTP | 70.4 | 97.7 | 90.4 | 103.0 | 113.0 | FCF |
| Net Income | 50.9 | 76.0 | 72.7 | 80.3 | 88.1 | Book |
| Extraordinary items | -21.0 | 0.0 | 0.0 | 0.0 | 0.0 | Divid |
| Balance sheet | 2022 | 2023 | 2024 | 2025e | 2026e | Grov |
| Balance sheet total | 653.4 | 631.5 | 663.5 | 692.9 | 705.5 | Reve |
| Equity capital | 324.8 | 350.8 | 351.9 | 356.8 | 364.5 | EBIT |
| Goodwill | 36.5 | 36.4 | 36.4 | 36.4 | 36.4 | EBIT |
| Net debt | 65.6 | 16.2 | 73.5 | 67.9 | 60.9 | EPS EBIT |
| Cash flow | 2022 | 2023 | 2024 | 2025e | 2026e | EBIT |
| EBITDA | 107.7 | 133.6 | 134.0 | 140.6 | 149.2 | EBIT |
| Change in working capital | -21.8 | 14.9 | -56.0 | -3.7 | -3.8 | ROE |
| Operating cash flow | 67.2 | 126.2 | 58.0 | 113.1 | 119.4 | ROI- |
| CAPEX | -31.6 | -24.6 | -34.5 | -28.0 | -27.6 | Equi |
| Free cash flow | 35.6 | 101.6 | 23.4 | 85.1 | 91.8 | Gear |
| Valuation multiples | 2022 | 2023 | 2024 | 2025e | 2026e | |
| EV/S | 1.0 | 1.3 | 1.4 | 1.2 | 1.1 | |
| EV/EBITDA | 7.8 | 8.5 | 10.1 | 9.0 | 8.4 | |
| EV/EBIT (adj.) | 9.0 | 11.3 | 13.2 | 11.6 | 10.6 | |
| P/E (adj.) | 11.1 | 15.0 | 17.9 | 15.1 | 13.8 | |
| P/B | 2.4 | 3.2 | 3.6 | 3.3 | 3.3 | |
| Dividend-% | 6.3 % | 6.6 % | 5.8 % | 6.6 % | 7.3 % | |
| | | | | | | |

| Per share data | 2022 | 2023 | 2024 | 2025e | 2026e |
|--------------------------|--------|--------|--------|---------------|---------------|
| EPS (reported) | 2.02 | 3.02 | 2.89 | 3.19 | 3.50 |
| EPS (adj.) | 2.86 | 3.02 | 2.89 | 3.19 | 3.50 |
| OCF / share | 2.67 | 5.02 | 2.31 | 4.50 | 4.75 |
| FCF / share | 1.42 | 4.04 | 0.93 | 3.38 | 3.65 |
| Book value / share | 13.18 | 14.20 | 14.25 | 14.44 | 14.74 |
| Dividend / share | 2.00 | 3.00 | 3.00 | 3.20 | 3.50 |
| Growth and profitability | 2022 | 2023 | 2024 | 2025 e | 2026 e |
| Revenue growth-% | 9% | 4% | 13% | 5% | 7% |
| EBITDA growth-% | -23% | 24% | 0% | 5% | 6% |
| EBIT (adj.) growth-% | -10% | 7% | 1% | 6% | 10% |
| EPS (adj.) growth-% | -16% | 6% | -4% | 11% | 10% |
| EBITDA-% | 12.9 % | 15.3 % | 13.5 % | 13.5 % | 13.4 % |
| EBIT (adj.)-% | 11.2 % | 11.5 % | 10.3 % | 10.4 % | 10.7 % |
| EBIT-% | 8.7 % | 11.5 % | 10.3 % | 10.4 % | 10.7 % |
| ROE-% | 15.2 % | 22.1 % | 20.3 % | 22.3 % | 24.0 % |
| ROI-% | 16.6 % | 25.1 % | 24.6 % | 24.3 % | 25.9 % |
| Equity ratio | 49.7 % | 55.6 % | 53.0 % | 51.5 % | 51.7 % |
| Gearing | 20.2 % | 4.6 % | 20.9 % | 19.0 % | 16.7 % |

Dividend-%Source: Inderes

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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

The assessment of the 12-month risk-adjusted expected total shareholder return based on the above-mentioned definitions is company-specific and subjective. Consequently, similar 12-month expected total shareholder returns between different shares may result in different recommendations, and the recommendations and 12-month expected total shareholder returns between different shares should not be compared with each other. The counterpart of the expected total shareholder return is Inderes' view of the risk taken by the investor, which varies considerably between companies and scenarios. Thus, a high expected total shareholder return does not necessarily lead to positive performance when the risks are exceptionally high and, correspondingly, a low expected total shareholder return does not necessarily lead to a negative recommendation if Inderes considers the risks to be moderate.

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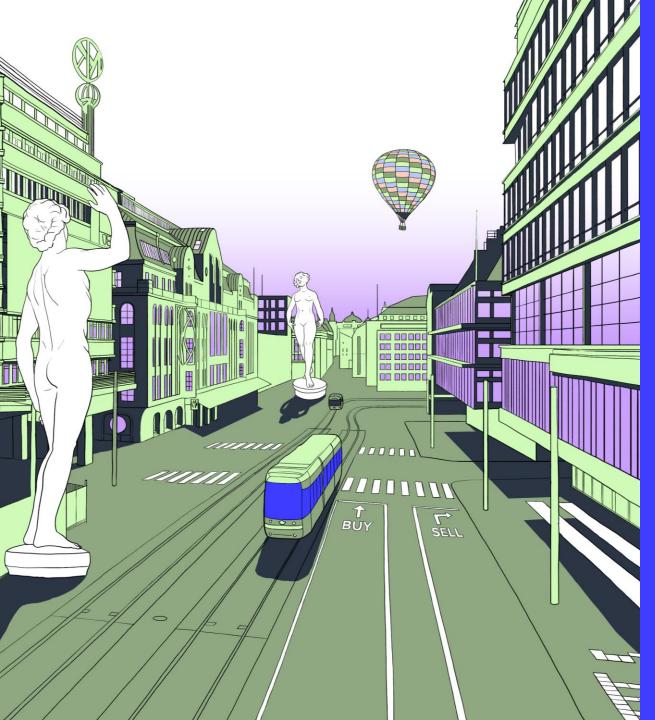
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Recommendation history (>12 mo)

| Date | Recommendation | Target | Share price |
|------------|----------------|---------|-------------|
| 2024-08-07 | Accumulate | 63.0 kr | 57.3 kr |
| 2024-08-19 | Accumulate | 68.0 kr | 61.2 kr |
| 2024-11-18 | Accumulate | 67.0 kr | 61.0 kr |
| 2025-02-24 | Reduce | 62.0 kr | 58.3 kr |
| 2025-04-10 | Accumulate | 55.0 kr | 48.2 kr |



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