

# UNITED BANKERS

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## INDERES CORPORATE CUSTOMER COMPANY REPORT



# The sales machine is still underperforming

UB's sales have picked up after a subdued start to the year, but the sales engine is still underpowered. A key challenge is the company's spearhead funds, whose sales are sluggish. In this report, we have examined the sales outlook of the company's spearhead products, and we believe that expanding the product offering would be more than warranted. Our estimates have remained unchanged, and we expect strong earnings growth from the company in the coming years. Relative to our estimates, the share is neutrally priced, and we still await a more robust recovery in new sales. We reiterate our EUR 18.0 target price and Reduce recommendation.

## Revenue has picked up, but spearhead products are underperforming

We believe UB's sales in the second half of the year have been moderate. Net inflows into traditional funds have turned to good growth after a weak start to the year, although the weight has been on low-margin interest rate products. We believe that asset management sales have continued the excellent development that began last year, and the company has also continued its successful recruitments in private banking. While the impact of asset management growth on fees is limited in the short term, it has significant strategic value, as it offers clear sales potential for the company's spearhead products in the future.

UB's key challenge is the modest sales of its alternative spearhead products (real estate, forest, and renewable energy). We believe that sales of these funds will remain sluggish for the second consecutive year, and due to their high fee structure, this will clearly erode the company's growth. Without the growth of spearhead products, the company's overall growth will inevitably remain modest, and the long-expected earnings improvement on the back of recurring fees will not fully materialize.

## Does the current product offering allow the sales machine to operate at full power?

A key question for UB is when the sales of its spearhead funds will really pick up. The selling power has clearly strengthened in recent years, and we believe the company's new sales potential has risen from the previous peak years. In this report, we have examined the new sales outlook for the spearhead funds for the coming years. Overall, we see a moderate risk that the company will not be able to fully leverage its sales engine with its current product offering in the coming years, as the market outlook in real estate, for example, is weak. Thus, we would find it more than warranted for the company to expand its range of spearhead products to more reliably leverage the full power of its sales engine. Interesting opportunities for expanding the product offering would, in our view, be a fund of funds in infra or PE.

## No estimate revisions, earnings to turn to growth next year

We predict UB's results will take off in 2026 and the earnings decline in 2025 will be offset by 2027. Earnings growth is, as usual, driven by the growth in Asset Management's AUM, particularly in spearhead funds and asset management. As a whole, we expect EBIT to grow by 14% per year in 2026-2028. Profitability based on recurring income will also begin to improve in the coming years as growth accelerates. The dividend will steadily grow in line with the company's dividend policy.

## The short-term valuation picture is neutral

UB's valuation level is neutral for 2025-2026, in both absolute and relative terms. In the long term, we believe the expected return on the stock is promising at current levels, but this requires the realization of our forecasted earnings growth. In the short term, there are few share price drivers as earnings decline and new sales are sluggish. In the short term, the expected return is limited to a dividend yield of over +6%, which does not sufficiently compensate for bearing the risks.

## Recommendation

**Reduce**

(was Reduce)

## Target price:

**EUR 18.00**

(was EUR 18.00)

## Share price:

EUR 18.50

## Business risk



## Valuation risk



	2024	2025e	2026e	2027e
Revenue	62.1	57.9	61.7	67.4
growth-%	19%	-7%	6%	9%
EBIT adj.	23.4	18.0	19.6	22.7
EBIT-% adj.	37.6 %	31.1 %	31.8 %	33.7 %
Net Income	18.0	13.8	14.7	17.6
EPS (adj.)	1.65	1.26	1.33	1.59
P/E (adj.)	10.8	14.7	13.9	11.7
P/B	3.2	3.2	3.1	3.0
Dividend yield-%	6.2 %	6.2 %	6.5 %	6.8 %
EV/EBIT (adj.)	7.8	10.3	9.4	7.9
EV/EBITDA	7.0	9.0	8.4	7.1
EV/S	2.9	3.2	3.0	2.7

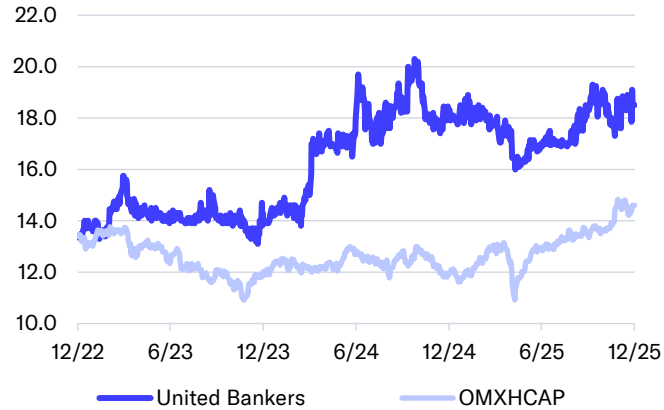
Source: Inderes

## Guidance

(Unchanged)

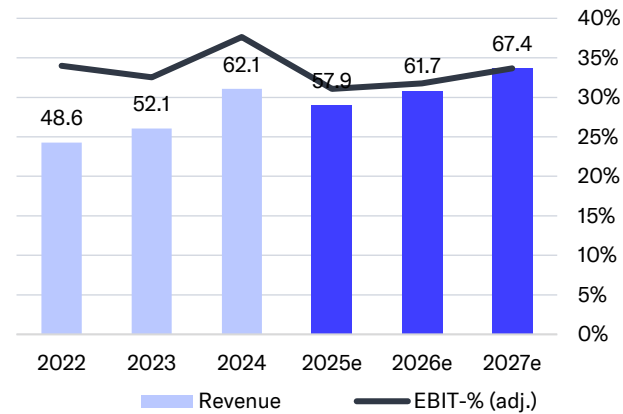
The company estimates its adjusted operating profit to be significantly below the level of 2024

## Share price



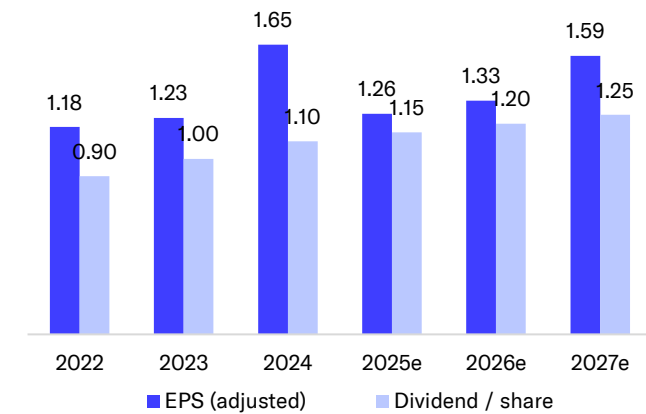
Source: Millistream Market Data AB

## Revenue and EBIT-% (adj.)



Source: Inderes

## EPS and dividend



Source: Inderes

## Value drivers

- New product launches
- Increase in the size of existing products
- Further improvement potential in cost efficiency
- M&A transactions and consolidation of the industry

## Risk factors

- Deterioration of the market situation
- The share of non-recurring revenue is still significant
- Profitability still relatively weak without performance fees

	2025e	2026e	2027e
<b>Share price</b>	18.5	18.5	18.5
<b>Number of shares, millions</b>	11.0	11.0	11.1
<b>Market cap</b>	203	204	205
<b>EV</b>	185	183	179
<b>P/E (adj.)</b>	14.7	13.9	11.7
<b>P/E</b>	14.7	13.9	11.7
<b>P/B</b>	3.2	3.1	3.0
<b>P/S</b>	3.5	3.3	3.0
<b>EV/Sales</b>	3.2	3.0	2.7
<b>EV/EBITDA</b>	9.0	8.4	7.1
<b>EV/EBIT (adj.)</b>	10.3	9.4	7.9
<b>Payout ratio (%)</b>	91.5 %	90.2 %	78.8 %
<b>Dividend yield-%</b>	6.2 %	6.5 %	6.8 %

Source: Inderes

# The outlook for spearhead funds in the coming years raises doubts

## Where will growth come from next year?

UB's 2024 and 2025 were at best moderate in terms of sales. The growth of management fees from funds has slowed down significantly, as the sale of the company's spearhead funds has become more difficult with the fading tailwind for alternative products.

The company's asset management sales have performed excellently over the past 18 months, and we believe the company's market position has strengthened significantly. Although the fee level for asset management is clearly lower than for the company's own fund products, it offers significant resale potential for the company's own products in the longer term.

The key question for UB at the moment is when its funds' recurring fees will start to grow clearly. We believe it is clear that UB needs significant support from its alternative funds for its management fees to grow properly. Asset

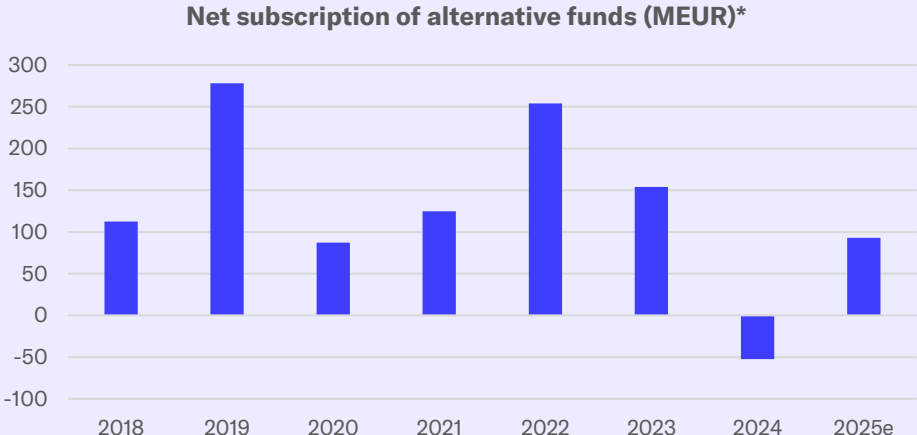
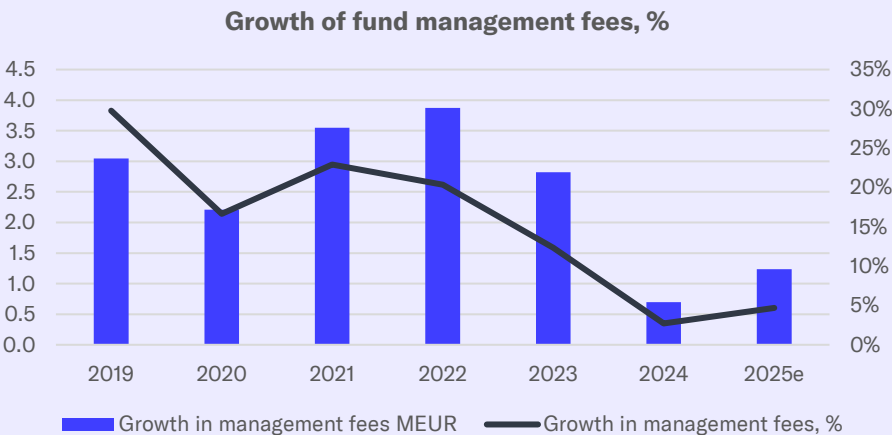
management alone and traditional funds are not enough for this due to their weaker margin structure. We have analyzed the spearhead products by product group to outline their potential.

**Forest funds** are UB's largest product group and UB currently has two products open in this category: UB Metsä and Nordic Forest Fund 4. In our opinion, the sales outlook for these funds remains good, and they are selling moderately even in the current situation, where the sale of alternative funds is difficult. For these products, we believe it is easy to assume sales will turn to clear growth over the next 12 months as the market situation improves.

In **open-end real estate funds** (Pohjoismaiset Liikekiinteistöt, Suomi Kiinteistöt), we believe the worst is over, and we expect net redemptions to decrease to near zero in the coming quarters. We believe open-end real estate funds have realistic prerequisites to start collecting net subscriptions from H2'26 onwards. We have

reservations about the recovery's momentum, and find it difficult to see open-end real estate funds as a significant growth driver even in the coming years, as the market situation remains challenging.

UB founded the **Forest Industry Green Growth (FIGG)** fund in 2022 and closed it permanently at the end of 2024 at 114 MEUR. Although the fund is of a respectable size for a first fund, it fell significantly short of the company's target of 300 MEUR. The company's goal is to make FIGG a so-called vintage fund, and the launch of the next one could be realistic in 2027. We feel the market situation for FIGG has clearly deteriorated in the short term, as the green premium has shrunk and ESG is not in demand. The situation could change by 2027, but at present, we believe there would be clear uncertainty associated with raising the next FIGG fund, and it is difficult to base the company's growth on this.



\*also includes NFF funds sold in 2020 and 2024. Inderes' estimates

# Expanding the product offering would be more than warranted

The market situation for **UB Uusiutuva Energia** is moderate in Europe, but it varies significantly by country. We believe that the fund is well-positioned to continue its positive sales, and in our opinion, the fund's size can grow significantly from its current level, and it has the potential to become a significant fund on UB's scale.

UB is currently raising capital for a **closed-end housing fund**, and fundraising should conclude at the end of Q1'26. While the time is excellent to make good investments for a residential investor, this has not been reflected in investor demand (applies to the entire sector). The fund's equity was less than 30 MEUR at the end of H1'25, and we believe it will remain relatively low due to the difficult market situation. Based on its name (UB Asuntorahasto I), the fund is intended to have subsequent vintages, but even for these, we find it difficult to foresee significant growth for a company of UB's size due to market challenges.

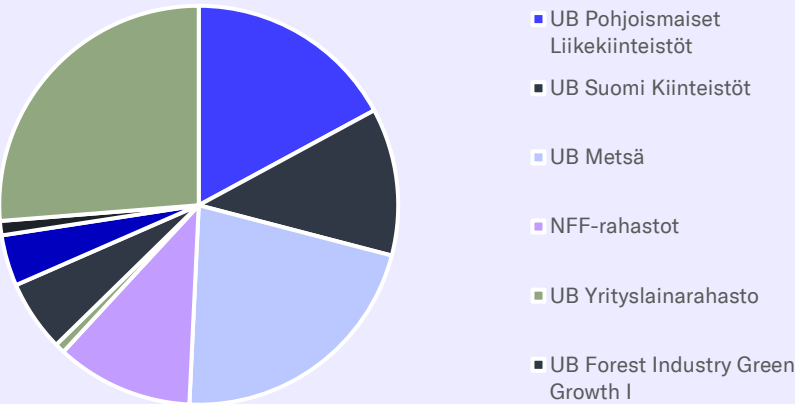
## Expanding the product offering would be warranted

Overall, we are not entirely convinced that UB's current spearhead product offering provides a sufficient growth base for the coming years for UB to get the full potential out of its sales engine. With the current product offering, we find there is a clear threat that new sales will remain well below the peaks of previous years, even though the company's sales engine and market position have strengthened significantly, and this should mean significantly more sales potential than in the previous cycle.

In our view, it would be warranted for UB to strengthen its fund offering in its spearhead funds. In practice, this would mean an entirely new asset class. Given UB's current situation, we would find a fund of funds logical, as it would be the quickest to ramp up. For example, unlisted infra would fit well into the company's offering and complement the company's real asset strategy. Private equity could also

be an interesting addition to the company's offering. For this to be possible, the company should find the right partner or its own team for the funds. From an investor's perspective, we find it desirable for UB to expand its alternative product offering during the next 12 months, thereby broadening its growth prospects.

2025 estimated distribution of fund management fees

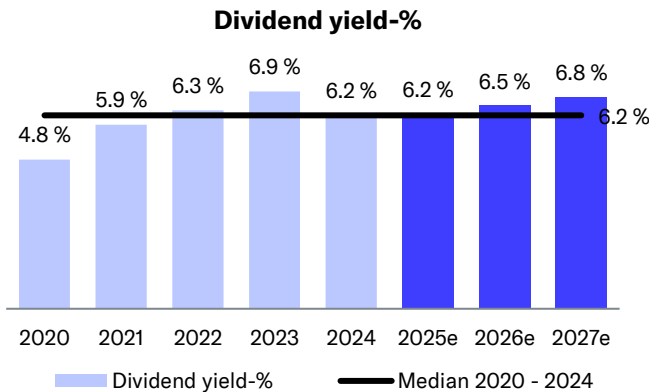
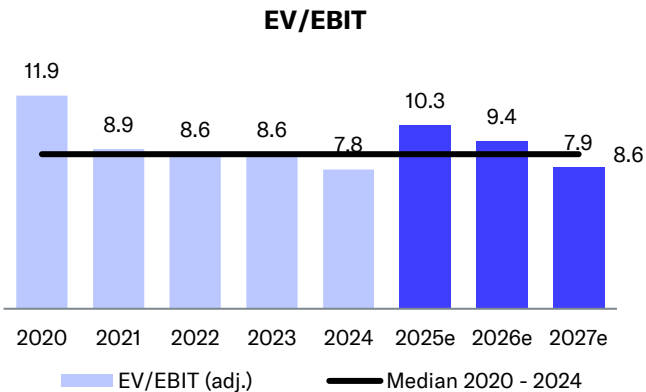
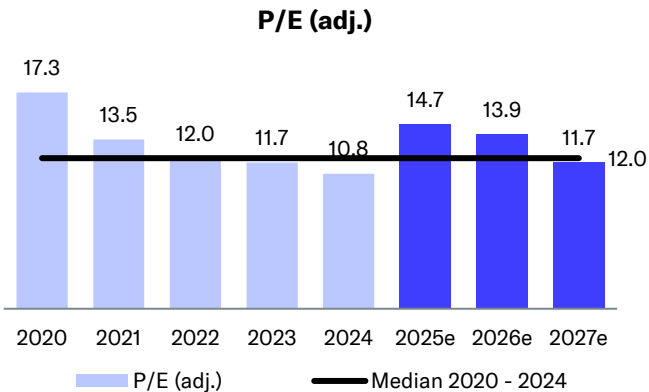


Sales outlook for funds	Short term	Long term
Real estate funds	1	3
Metsä	3	5
Uusiutuva Energia	2	4
FIGG	2	3
Scale 1-5 (1 very weak, 5 very strong)		
Inderes' estimate		

# Valuation table

	2020	2021	2022	2023	2024	2025e	2026e	2027e	2028e
Share price	10.7	13.6	14.2	14.4	17.8	18.5	18.5	18.5	18.5
Number of shares, millions	10.4	10.4	10.6	10.8	10.9	11.0	11.0	11.1	11.1
Market cap	112	141	151	155	195	203	204	205	206
EV	102	129	142	147	182	185	183	179	171
P/E (adj.)	17.3	13.5	12.0	11.7	10.8	14.7	13.9	11.7	9.8
P/E	17.9	13.7	12.0	11.7	10.8	14.7	13.9	11.7	9.8
P/B	2.9	3.2	3.2	3.0	3.2	3.2	3.1	3.0	2.7
P/S	3.3	3.2	3.1	3.0	3.1	3.5	3.3	3.0	2.8
EV/Sales	3.0	2.9	2.9	2.8	2.9	3.2	3.0	2.7	2.3
EV/EBITDA	10.2	8.1	7.7	7.6	7.0	9.0	8.4	7.1	5.8
EV/EBIT (adj.)	11.9	8.9	8.6	8.6	7.8	10.3	9.4	7.9	6.4
Payout ratio (%)	85.4 %	80.3 %	76.4 %	81.1 %	66.7 %	91.5 %	90.2 %	78.8 %	85.0 %
Dividend yield-%	4.8 %	5.9 %	6.3 %	6.9 %	6.2 %	6.2 %	6.5 %	6.8 %	8.7 %

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	2025e	2026e	2025e	2026e	2025e	2026e	2025e	2026e	2025e	2026e	2025e	2025e
Alexandria	103	99	9.1	7.4	7.4	6.4	1.9	1.8	13.1	10.5	8.3	9.2	3.1	
Aktia	813								9.5	9.8	7.5	8.5	1.1	
CapMan	327	343	11.8	9.1	11.6	8.9	5.5	4.9	17.4	12.2	8.1	8.7	1.7	
eQ	462	451	16.4	11.7	15.7	11.3	7.6	5.9	21.3	16.1	4.7	6.2	6.2	
Evli	595	592	11.8	11.0	11.0	10.3	5.0	4.8	17.7	15.5	5.4	5.8	3.8	
Taaleri	207	209	8.3	4.1	8.0	4.0	3.5	2.4	12.0	7.8	5.0	7.7	0.9	
Titanium	64	52	8.2	8.6	7.4	7.9	2.6	2.6	12.7	13.0	7.5	7.5	4.0	
Mandatum	3243	2826	14.9	17.4	14.9	17.4	17.3	17.5	20.9	22.2	15.5	11.0	3.0	
United Bankers (Inderes)	204	183	10.3	9.4	9.0	8.4	3.2	3.0	14.7	13.9	6.2	6.5	3.2	
Average			11.5	9.9	10.9	9.5	6.2	5.7	15.6	13.4	7.7	8.1	3.0	
Median			11.8	9.1	11.0	8.9	5.0	4.8	15.2	12.6	7.5	8.1	3.1	
Diff-% to median			-13%	3%	-18%	-5%	-35%	-38%	-3%	10%	-17%	-20%	5%	

Source: Refinitiv / Inderes

# Income statement

Income statement	2023	H1'24	H2'24	2024	H1'25	H2'25e	2025e	2026e	2027e	2028e
Revenue	52.1	33.0	29.1	62.1	29.1	28.9	57.9	61.7	67.4	74.5
EBITDA	19.2	14.7	11.4	26.1	10.0	10.5	20.5	21.8	25.1	29.6
Depreciation	-2.2	-1.2	-1.5	-2.7	-1.2	-1.3	-2.5	-2.2	-2.4	-2.6
EBIT (excl. NRI)	17.0	13.5	9.9	23.4	8.8	9.2	18.0	19.6	22.7	27.0
EBIT	17.0	13.5	9.9	23.4	8.8	9.2	18.0	19.6	22.7	27.0
Net financial items	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
PTP	17.0	13.5	9.9	23.4	8.8	9.2	18.0	19.6	22.7	27.0
Taxes	-3.1	-3.0	-2.0	-4.9	-1.8	-1.9	-3.8	-4.1	-4.3	-5.1
Minority interest	-0.5	-0.2	-0.2	-0.4	-0.3	-0.3	-0.6	-0.8	-0.8	-0.8
Net earnings	13.3	10.3	7.7	18.0	6.7	7.0	13.6	14.7	17.6	21.0
EPS (adj.)	1.23	0.94	0.70	1.64	0.61	0.63	1.24	1.33	1.59	1.89
EPS (rep.)	1.23	0.94	0.70	1.65	0.61	0.63	1.26	1.33	1.59	1.89

Key figures	2023	H1'24	H2'24	2024	H1'25	H2'25e	2025e	2026e	2027e	2028e
Revenue growth-%	7.4 %	33.5 %	6.2 %	19.2 %	-12.0 %	-0.8 %	-6.7 %	6.4 %	9.3 %	10.6 %
Adjusted EBIT growth-%	2.8 %	93.2 %	-1.1 %	37.8 %	-34.8 %	-6.8 %	-23.0 %	8.8 %	15.8 %	18.8 %
EBITDA-%	36.8 %	44.6 %	39.1 %	42.0 %	34.4 %	36.3 %	35.4 %	35.4 %	37.3 %	39.7 %
Adjusted EBIT-%	32.5 %	40.9 %	33.9 %	37.6 %	30.3 %	31.8 %	31.1 %	31.8 %	33.7 %	36.2 %
Net earnings-%	25.5 %	31.2 %	26.6 %	29.0 %	22.9 %	24.1 %	23.5 %	23.8 %	26.1 %	28.2 %

Source: Inderes

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

# Balance sheet

Assets	2023	2024	2025e	2026e	2027e
<b>Non-current assets</b>	<b>32.8</b>	<b>47.0</b>	<b>47.6</b>	<b>48.5</b>	<b>49.3</b>
Goodwill	15.6	15.6	15.6	15.6	15.6
Intangible assets	6.1	6.6	7.3	8.1	8.7
Tangible assets	2.9	2.1	1.9	2.0	2.2
Associated companies	0.0	0.0	0.0	0.0	0.0
Other investments	8.2	22.8	22.8	22.8	22.8
Other non-current assets	0.0	0.0	0.0	0.0	0.0
Deferred tax assets	0.0	0.0	0.0	0.0	0.0
<b>Current assets</b>	<b>43.3</b>	<b>41.5</b>	<b>42.1</b>	<b>44.8</b>	<b>50.2</b>
Inventories	0.0	0.0	0.0	0.0	0.0
Other current assets	32.7	26.3	21.3	21.3	21.3
Receivables	1.2	1.8	1.7	1.8	2.0
Cash and equivalents	9.4	13.3	19.0	21.6	26.8
<b>Balance sheet total</b>	<b>76.1</b>	<b>88.5</b>	<b>89.6</b>	<b>93.2</b>	<b>99.5</b>

Source: Inderes

Liabilities & equity	2023	2024	2025e	2026e	2027e
<b>Equity</b>	<b>51.6</b>	<b>61.4</b>	<b>63.7</b>	<b>66.5</b>	<b>71.7</b>
Share capital	5.5	5.5	5.5	5.5	5.5
Retained earnings	22.8	35.3	37.1	39.1	43.5
Hybrid bonds	0.0	0.0	0.0	0.0	0.0
Revaluation reserve	22.9	20.3	20.3	20.3	20.3
Other equity	0.0	0.0	0.0	0.0	0.0
Minorities	0.4	0.3	0.8	1.6	2.4
<b>Non-current liabilities</b>	<b>3.0</b>	<b>1.8</b>	<b>1.8</b>	<b>1.8</b>	<b>1.8</b>
Deferred tax liabilities	3.0	1.8	1.8	1.8	1.8
Provisions	0.0	0.0	0.0	0.0	0.0
Interest bearing debt	0.0	0.0	0.0	0.0	0.0
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
<b>Current liabilities</b>	<b>21.5</b>	<b>25.2</b>	<b>24.2</b>	<b>24.9</b>	<b>26.0</b>
Interest bearing debt	0.0	0.0	0.0	0.0	0.0
Payables	8.1	12.6	11.6	12.3	13.5
Other current liabilities	13.5	12.6	12.6	12.6	12.6
<b>Balance sheet total</b>	<b>76.1</b>	<b>88.4</b>	<b>89.6</b>	<b>93.2</b>	<b>99.5</b>

# DCF-calculation

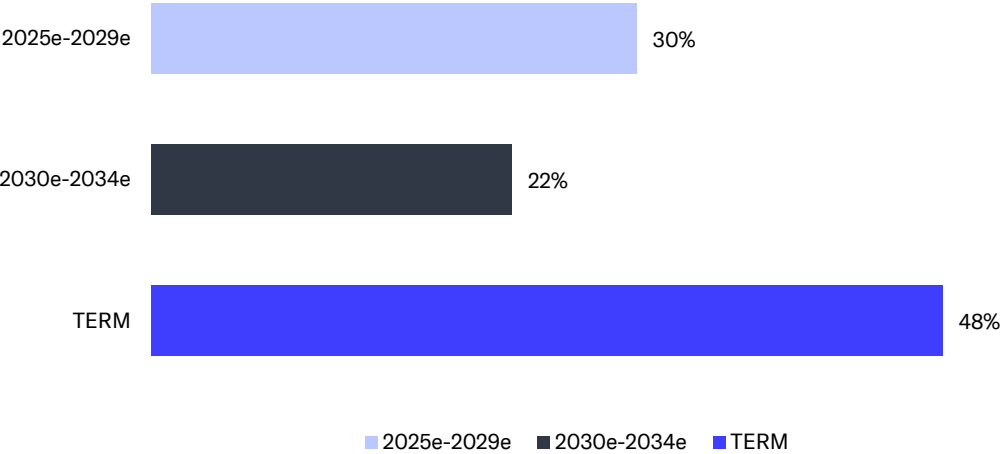
DCF model	2024	2025e	2026e	2027e	2028e	2029e	2030e	2031e	2032e	2033e	2034e	TERM
Revenue growth-%	19.2 %	-6.7 %	6.4 %	9.3 %	10.6 %	3.0 %	3.0 %	3.0 %	3.0 %	3.0 %	2.5 %	2.5 %
EBIT-%	37.6 %	31.1 %	31.8 %	33.7 %	36.2 %	34.0 %	33.0 %	32.0 %	30.0 %	29.0 %	29.0 %	29.0 %
<b>EBIT (operating profit)</b>	<b>23.4</b>	<b>18.0</b>	<b>19.6</b>	<b>22.7</b>	<b>27.0</b>	<b>26.1</b>	<b>26.1</b>	<b>26.1</b>	<b>25.2</b>	<b>25.1</b>	<b>25.7</b>	
+ Depreciation	2.7	2.5	2.2	2.4	2.6	2.8	3.0	3.1	3.2	3.3	3.4	
- Paid taxes	-6.2	-3.7	-4.1	-4.3	-5.1	-5.0	-5.0	-5.0	-4.8	-4.8	-4.9	
- Tax, financial expenses	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
+ 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	9.4	4.1	0.6	1.0	1.2	0.4	0.4	0.4	0.4	0.4	0.4	
<b>Operating cash flow</b>	<b>29.4</b>	<b>20.9</b>	<b>18.3</b>	<b>21.8</b>	<b>25.7</b>	<b>24.3</b>	<b>24.5</b>	<b>24.6</b>	<b>24.0</b>	<b>24.0</b>	<b>24.5</b>	
+ 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	-16.9	-3.1	-3.1	-3.3	-3.3	-3.5	-3.5	-3.6	-3.6	-3.7	-4.3	
<b>Free operating cash flow</b>	<b>12.4</b>	<b>17.8</b>	<b>15.2</b>	<b>18.5</b>	<b>22.4</b>	<b>20.8</b>	<b>21.0</b>	<b>21.0</b>	<b>20.4</b>	<b>20.3</b>	<b>20.2</b>	
+/- Other	0.0	-6.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
FCFF	12.4	11.8	15.2	18.5	22.4	20.8	21.0	21.0	20.4	20.3	20.2	276
<b>Discounted FCFF</b>		<b>11.7</b>	<b>13.7</b>	<b>15.2</b>	<b>16.7</b>	<b>14.1</b>	<b>12.9</b>	<b>11.8</b>	<b>10.4</b>	<b>9.4</b>	<b>8.5</b>	<b>116</b>
Sum of FCFF present value		241	229	215	200	183	169	156	144	134	125	116
<b>Enterprise value DCF</b>		<b>241</b>										
- Interest bearing debt		0.0										
+ Cash and cash equivalents		13.3										
-Minorities		-0.8										
-Dividend/capital return		-6.0										
<b>Equity value DCF</b>		<b>241</b>										
<b>Equity value DCF per share</b>		<b>22.0</b>										

## WACC

Tax-% (WACC)	20.0 %
Target debt ratio (D/(D+E))	0.0 %
Cost of debt	5.0 %
Equity Beta	1.20
Market risk premium	4.75%
Liquidity premium	1.80%
Risk free interest rate	2.5 %
<b>Cost of equity</b>	<b>10.0 %</b>
<b>Weighted average cost of capital (WACC)</b>	<b>10.0 %</b>

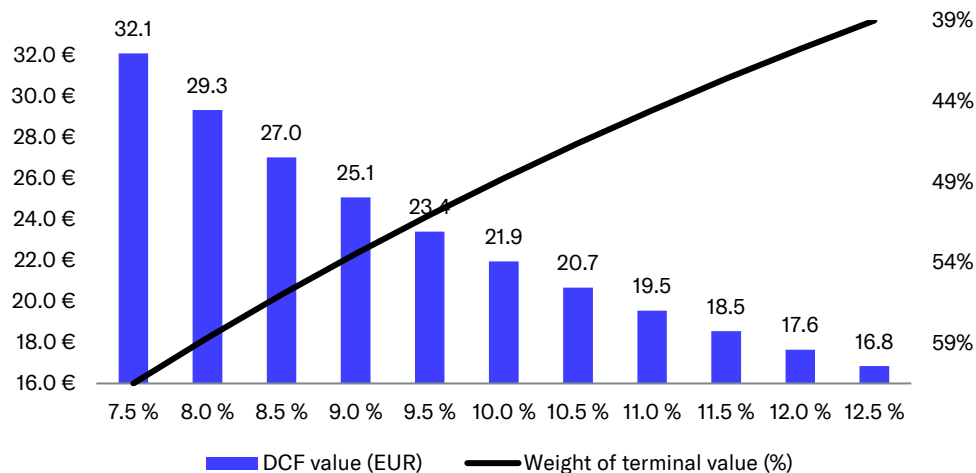
Source: Inderes

## Cash flow distribution

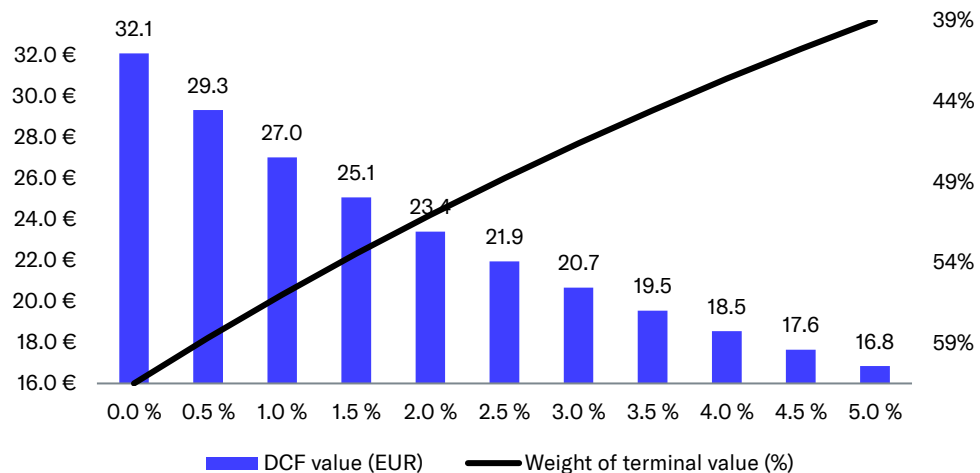


# DCF sensitivity calculations and key assumptions in graphs

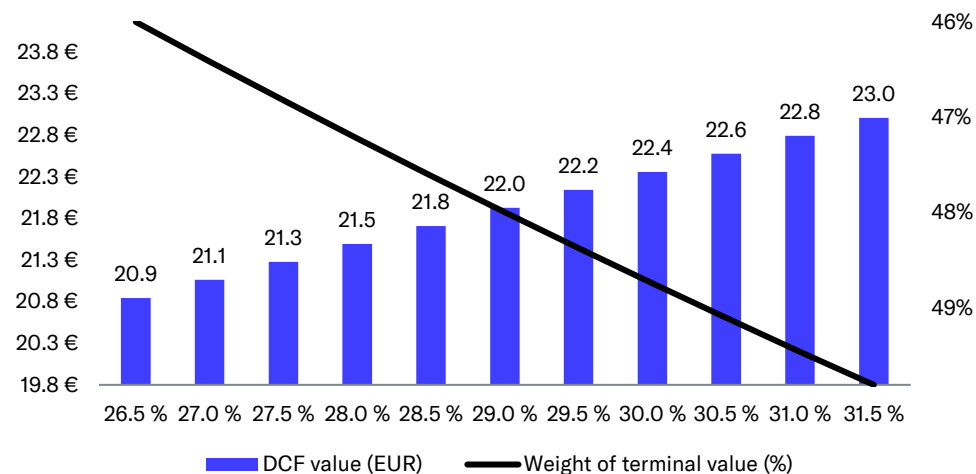
Sensitivity of DCF to changes in the WACC-%



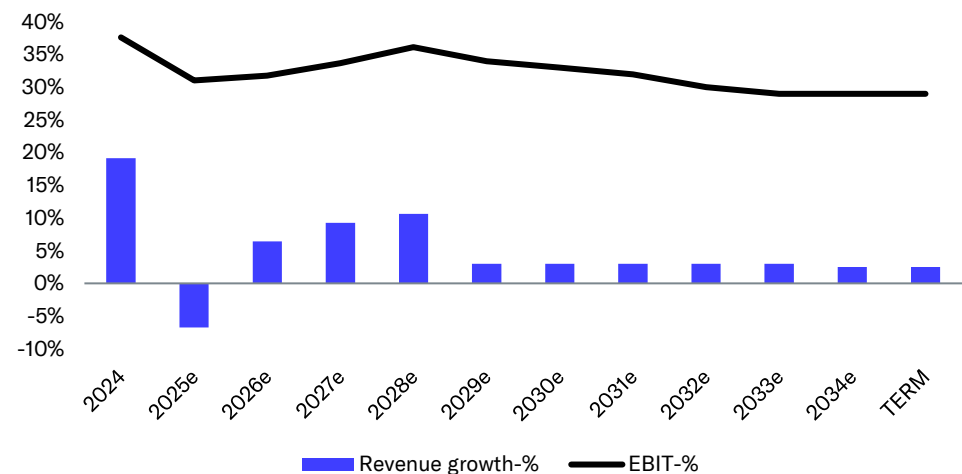
Sensitivity of DCF to changes in the risk-free rate



Sensitivity of DCF to changes in the terminal EBIT margin



Growth and profitability assumptions in the DCF calculation



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

# Summary

Income statement	2022	2023	2024	2025e	2026e	Per share data	2022	2023	2024	2025e	2026e
Revenue	48.6	52.1	62.1	57.9	61.7	EPS (reported)	1.18	1.23	1.65	1.26	1.33
EBITDA	18.4	19.2	26.1	20.5	21.8	EPS (adj.)	1.18	1.23	1.65	1.26	1.33
EBIT	16.5	17.0	23.4	18.0	19.6	OCF / share	0.74	1.22	2.69	1.90	1.66
PTP	16.5	17.0	23.4	18.0	19.6	FCF / share	0.53	0.94	1.14	1.07	1.38
Net Income	12.5	13.3	18.0	13.8	14.7	Book value / share	4.50	4.75	5.59	5.73	5.89
Extraordinary items	0.0	0.0	0.0	0.0	0.0	Dividend / share	0.90	1.00	1.10	1.15	1.20
Balance sheet	2022	2023	2024	2025e	2026e	Growth and profitability	2022	2023	2024	2025e	2026e
Balance sheet total	71.6	76.1	88.5	89.6	93.2	Revenue growth-%	11%	7%	19%	-7%	6%
Equity capital	48.1	51.6	61.4	63.7	66.5	EBITDA growth-%	16%	4%	36%	-21%	6%
Goodwill	15.6	15.6	15.6	15.6	15.6	EBIT (adj.) growth-%	14%	3%	38%	-23%	9%
Net debt	-9.5	-9.4	-13.3	-19.0	-21.6	EPS (adj.) growth-%	17%	4%	34%	-24%	6%
Cash flow	2022	2023	2024	2025e	2026e	EBITDA-%	37.9 %	36.8 %	42.0 %	35.4 %	35.4 %
EBITDA	18.4	19.2	26.1	20.5	21.8	EBIT (adj.)-%	34.0 %	32.5 %	37.6 %	31.1 %	31.8 %
Change in working capital	-8.1	-3.4	9.4	4.1	0.6	EBIT-%	34.0 %	32.5 %	37.6 %	31.1 %	31.8 %
Operating cash flow	7.8	13.2	29.4	20.9	18.3	ROE-%	27.5 %	26.9 %	32.1 %	22.3 %	23.0 %
CAPEX	-2.3	-3.0	-16.9	-3.1	-3.1	ROI-%	35.0 %	34.1 %	41.4 %	28.8 %	30.1 %
Free cash flow	5.6	10.2	12.4	11.8	15.2	Equity ratio	67.1 %	67.8 %	69.4 %	71.0 %	71.3 %
Valuation multiples	2022	2023	2024	2025e	2026e	Gearing	-19.8 %	-18.1 %	-21.6 %	-29.8 %	-32.4 %
EV/S	2.9	2.8	2.9	3.2	3.0						
EV/EBITDA	7.7	7.6	7.0	9.0	8.4						
EV/EBIT (adj.)	8.6	8.6	7.8	10.3	9.4						
P/E (adj.)	12.0	11.7	10.8	14.7	13.9						
P/B	3.2	3.0	3.2	3.2	3.1						
Dividend-%	6.3 %	6.9 %	6.2 %	6.2 %	6.5 %						

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. 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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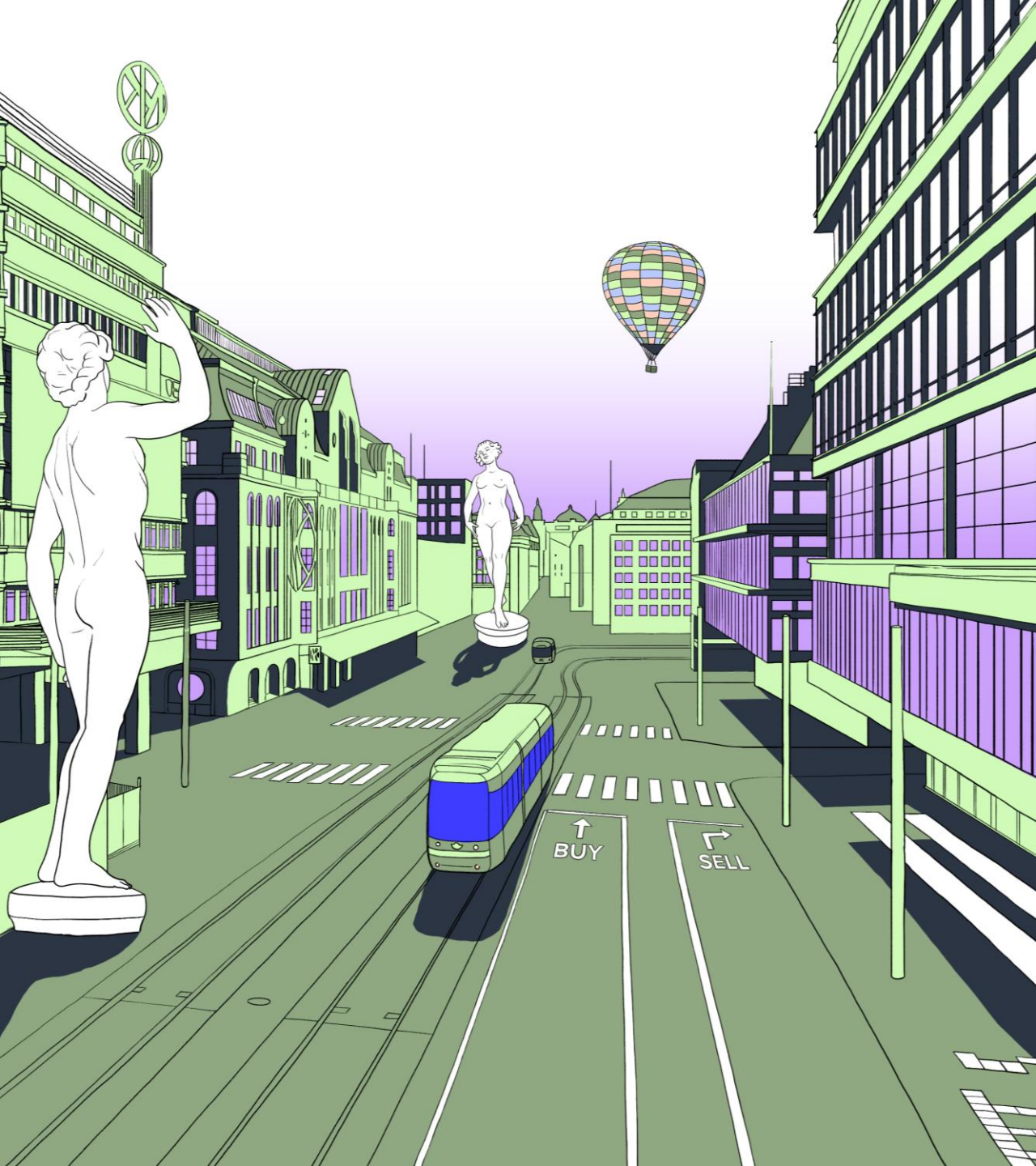
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## Recommendation history (>12 mo)

Date	Recommendation	Target	Share price
8/23/2019	Reduce	7.50 €	7.40 €
12/16/2019	Sell	8.20 €	9.35 €
12/20/2019	Sell	8.20 €	8.95 €
2/7/2020	Reduce	9.00 €	9.45 €
3/3/2020	Reduce	9.00 €	8.90 €
3/23/2020	Reduce	6.40 €	6.90 €
5/14/2020	Reduce	7.50 €	7.75 €
6/8/2020	Reduce	8.00 €	7.95 €
8/27/2020	Reduce	8.80 €	9.00 €
10/26/2020	Reduce	9.00 €	9.30 €
2/22/2021	Reduce	11.00 €	12.80 €
5/26/2021	Reduce	13.00 €	13.15 €
8/27/2021	Reduce	12.50 €	14.30 €
9/24/2021	Reduce	14.00 €	13.60 €
2/21/2022	Reduce	14.00 €	13.95 €
4/11/2022	Reduce	14.00 €	13.70 €
8/29/2022	Reduce	14.00 €	13.85 €
2/6/2023	Accumulate	16.00 €	14.30 €
2/20/2023	Accumulate	16.00 €	14.80 €
8/25/2023	Accumulate	16.00 €	14.80 €
2/19/2024	Accumulate	17.00 €	14.60 €
3/7/2024	Accumulate	19.00 €	17.00 €
6/26/2024	Reduce	19.00 €	18.55 €
8/26/2024	Reduce	19.00 €	19.35 €
2/14/2025	Reduce	18.00 €	17.90 €
5/19/2025	Reduce	17.00 €	17.15 €
8/22/2025	Reduce	18.00 €	17.50 €
12/2/2025	Reduce	18.00 €	18.50 €



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