

KALMAR

04/29/2025 23:30 EEST

This is a translated version of the "Kysyntä jatkui alkuvuodesta pirteänä" report, published on 04/29/2025



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COMPANY REPORT



Demand remained brisk at the start of the year

Kalmar's Q1 figures fell short of expectations, while order intake clearly exceeded expectations. According to the company, the market had shown signs of recovery earlier in the year, but with the recent increase in tensions, uncertainty is clearly growing. In connection with the report, the company made no changes to its guidance, which we believe indicates a relatively stable development. We only made slight adjustments to our estimates after the report and still consider the stock valuation to be moderate. Reflecting this, we reiterate our Accumulate recommendation and EUR 30 target price.

Q1 earnings below estimates, orders clearly above expectations

Kalmar's revenue decreased by 9% in Q1, and revenue fell short of both our and consensus expectations. Relative to our forecasts, the underperformance was due to the development of equipment revenue, reflecting the decline in the order book at the end of 2024 and the timing of deliveries. Kalmar's adjusted EBIT (48.0 MEUR) also fell short of expectations, in line with revenue development. In terms of services, however, the company reached record profitability in Q1 (adj. EBIT-% of services: 19.0%). The company recorded small non-recurring items in the reported result, while the cost burden of the lower lines was slightly smaller than we expected. However, when looking at the big picture, the reported EPS fell short of our forecast. Q1 orders showed positive momentum like in Q4'24, as Kalmar's Q1 order intake (480 MEUR, +20% y-o-y) clearly exceeded both our forecast and market estimates that expected 5-7% growth in orders. The increase in orders was driven by equipment orders (+31% y/y), while service orders were stable compared to the comparison period. According to the company, the positive development was quite broad-based across different product groups, and order growth was also double-digit in all market areas.

Only minor adjustments to forecasts

We found Kalmar's market comments for the beginning of the year positive, but the operating environment has naturally

become much more uncertain since then due to the direct and indirect effects of rising trade policy tensions. The company did not yet draw conclusions about the possible effects of the situation, but commented that it had not observed significant changes in the overall market. However, it said it had sensed a certain increase in regional (USA) caution. Overall, however, it reiterated its guidance and expects its comparable EBIT margin to be over 12%. In our view, the guidance indicates expectations of relatively stable development for 2025, to which the equipment order book also brings visibility, despite increased uncertainty. Overall, we only made minor revisions to our near-term assumptions. Reflecting the order intake, we slightly raised our revenue forecasts for the coming years, which also flowed down to the earnings lines. Overall, however, the forecast changes remained limited, and for the time being, we continue to monitor the development of trade policy and the demand situation before making any major revisions. We predict that the adjusted EBIT% for this year will be 12.5% (was 12.2%) and the margin development for the coming years is slightly upward (2026e-2027e adj. EBIT% 12.8-13.1%) supported by revenue growth.

Valuation is still attractive

Based on our updated estimates, Kalmar's adjusted EV/EBIT figures for 2025 and 2026 are around 8x and 7x, while the P/E ratios are around 11x and 10x. We find the multiples fairly moderate in absolute terms, also considering the company's return on capital (cf. previous 12 months ROCE %: ~18%). At the same time, we feel the multiples are limited in the short term by the lack of earnings growth we expect this and next year compared to 2024, and the elevated forecast risks due to trade policy tensions. Correspondingly, in the longer term, we feel the company has good prospects for earnings growth through expected market growth and Kalmar's efficiency programs, which is also indicated by our DCF model (EUR ~32/share) that is clearly above the current share price.

Recommendation

Accumulate

(was Accumulate)

Target price:

EUR 30.00

(was EUR 30.00)

Share price:

EUR 27.40

Business risk



Valuation risk



	2024	2025e	2026e	2027e
Revenue	1720	1697	1755	1888
growth-%	-16%	-1%	3%	8%
EBIT adj.	216.8	212.2	224.5	246.8
EBIT-% adj.	12.6 %	12.5 %	12.8 %	13.1 %
Net Income	127.9	154.6	167.3	186.8
EPS (adj.)	2.53	2.44	2.61	2.92
P/E (adj.)	12.6	11.2	10.5	9.4
P/B	3.2	2.4	2.1	1.9
Dividend yield-%	3.1 %	4.0 %	4.4 %	4.7 %
EV/EBIT (adj.)	9.8	8.3	7.5	6.4
EV/EBITDA	8.8	6.7	6.0	5.2
EV/S	1.2	1.0	1.0	0.8

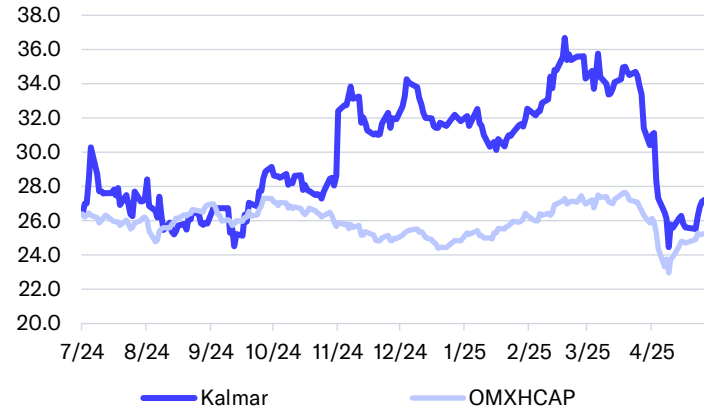
Source: Inderes

Guidance

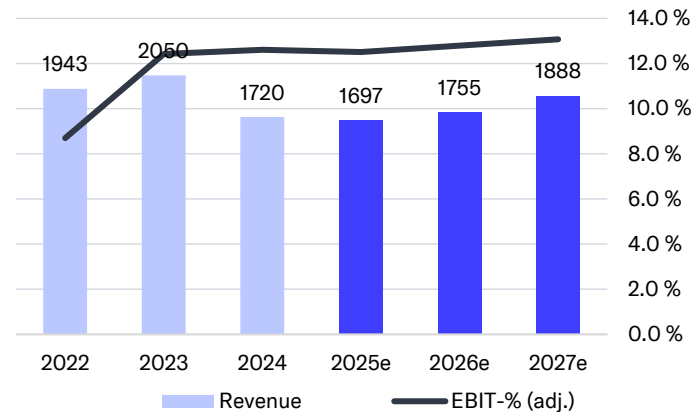
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Kalmar expects its comparable operating profit margin to be above 12 percent in 2025.

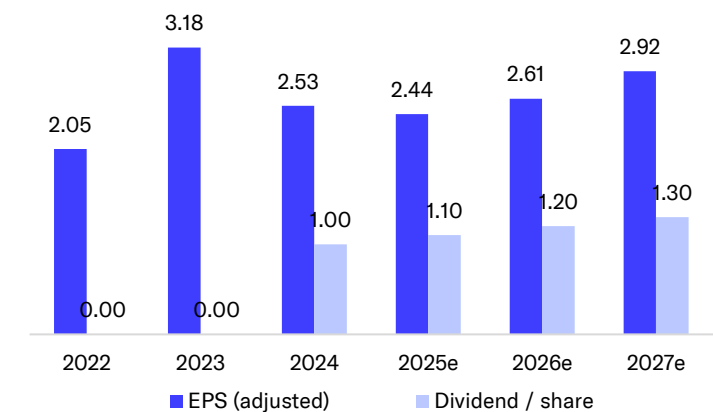
Share price



Revenue and EBIT-% (adj.)



EPS and dividend



Value drivers

- Accelerating container transport growth
- Progress in equipment electrification and automation of container handling
- Growth of service business through more efficient utilization of the installed equipment base and digitalization

Risk factors

- General cyclicalities of equipment demand
- Increasing geopolitical tensions
- Intensified price competition, particularly from Chinese players
- Electrification and automation will not progress at the expected pace

Valuation	2025e	2026e	2027e
Share price	27.4	27.4	27.4
Number of shares, millions	64.1	64.1	64.1
Market cap	1756	1756	1756
EV	1758	1677	1590
P/E (adj.)	11.2	10.5	9.4
P/E	11.4	10.5	9.4
P/B	2.4	2.1	1.9
P/S	1.0	1.0	0.9
EV/Sales	1.0	1.0	0.8
EV/EBITDA	6.7	6.0	5.2
EV/EBIT (adj.)	8.3	7.5	6.4
Payout ratio (%)	45.5 %	45.9 %	44.5 %
Dividend yield-%	4.0 %	4.4 %	4.7 %

Source: Inderes

Operative figures missed expectations, but orders clearly exceeded them

Revenue fell more than we expected

Kalmar's revenue decreased by 9% in Q1, and revenue fell short of both our and consensus expectations. Viewed by segment, the underperformance compared to our forecasts was driven by the development of equipment revenue (act. -17 % y/y vs. Inderes' estimate of -11% y/y), reflecting the decrease in the order book at the end of the year and the timing of deliveries. Correspondingly, service revenue grew by 7% from the comparison period, which was only a tad below our expectations. Services' share of revenue increased to 36% (Q1'24: 31%).

Similarly, when viewed regionally, revenue in the Americas continued to decline sharply (-26% y/y), mainly due to the prolonged softness of the demand situation in the market area. The decline was more moderate in Europe (-7%), while in AMEA, the company reported sprightly growth figures (+20%).

EBIT missed expectations in line with revenue

Kalmar's adjusted EBIT was 48.0 MEUR in Q1, which fell below our and consensus forecasts reflecting the revenue development. This corresponded to an adjusted EBIT margin of 12.0 %. The decline in the margin level was mainly explained by the lower margin level of equipment due to the decrease in revenue (equipment adj. EBIT-% 11.6% vs. Q1'24: 13.0%), while in services, the margin was at record levels (services adj. EBIT-% 19.0% vs. Q1'24: 16.7%).

For the quarter, Kalmar only recorded small one-off costs related to the restructuring costs of the market routes in Greater China. Correspondingly, the cost burden in the lower lines was slightly lower than our expectations on net. Following the overall development, the company's reported EPS, however, fell short of our estimate.

A positive tone in orders

Kalmar's Q1 order intake (480 MEUR, +20% y/y) clearly exceeded both our forecast (Inderes' estimate +7% y/y) and, especially, the consensus forecast (+5% y/y). The increase in orders was particularly strong in equipment (+31% y/y), while orders for services remained fairly stable (+2% y/y). According to the company, the positive development was quite broad-based across different product groups, and order growth was also double-digit in all market areas.

Very strong financial position

In Q1, Kalmar's cash flow from operating activities (incl. payments of lease liabilities) was 67 MEUR (Q1'24: 80 MEUR) and 56 MEUR of free cash flow was created (Q1'24: 71 MEUR). Mirroring this, the company had only 23 MEUR of interest-bearing net debt at the end of the quarter, and balance sheet ratios were at a very strong level (net gearing 4%; net debt/EBITDA 0.1x).

Estimates	Q1'24	Q1'25	Q1'25e	Q1'25e	Consensus	Difference (%)	2025e
MEUR / EUR	Comparison	Actualized	Inderes	Consensus	Low High	Act. vs. Inderes	Inderes
Revenue	439	398	418	421	410-448	-5%	1697
EBIT (adj.)	53.9	48.0	51.7	52.2	49.0-54.2	-7%	212
EBIT	45.8	45.7	51.7	50.3	46.0-54.2	-12%	210
PTP	47.7	43.4	48.9	48.4	42.3-53.0	-11%	200
EPS (reported)	0.52	0.53	0.59	0.57	0.49-0.63	-10%	2.41
Revenue growth-%	-9.5 %	-9.3 %	-4.8 %	-4.0 %	-6.6 %-2.0 %	-4.5 pp	-1.4 %
EBIT-% (adj.)	12.3 %	12.0 %	12.4 %	12.4 %	12.0 %-12.1 %	-0.3 pp	12.5 %

Source: Inderes & Vara Research
(22.4.2025, 8 estimates) (consensus)

Minor estimate changes

Growing uncertainties over market outlook

We found Kalmar's market comments for Q1 somewhat positive, but the operating environment has naturally become much more uncertain since then due to rising geo and trade policy tensions and risks related to the economic outlook. In this regard, for example, the IMF has recently lowered its world economic growth estimates, as has Drewry its container traffic estimates. Kalmar commented that uncertainty has increased regarding future development, but according to them, it is still too early to draw far-reaching conclusions about how the situation will affect its industry. In our interpretation, uncertainty has been growing, especially in the US market, where there were signs of recovery in the distribution customer segment at the beginning of the quarter. The company said it had reacted to import duties through price increases.

Based on the company's comments, there have been no indications of a significant standstill in the market, at least for now. Nor had it observed any material changes in the

activity of its connected equipment to date relative to its longer history. Nevertheless, uncertainty about market development is clearly elevated, and we feel the situation may be reflected at least in the postponement of investment decisions in the short term (e.g. 90-day tariff suspensions).

This year's guidance was repeated

In connection with the report, Kalmar reiterated its 2025 guidance and expects its comparable EBIT margin to be over 12%. Kalmar also repeated its previous message that the guidance indicates a floor level of development. In our view, the guidance indicates expectations of relatively stable development for 2025, to which the equipment order book also brings visibility, despite increased uncertainty.

In addition, the company said it has progressed in developing business execution (Driving Excellence program) and achieved approximately 9 MEUR in annual

gross efficiency improvements during Q1'25, mainly due to successful procurement measures. The company has previously announced that it aims for gross annual improvements of a total of 50 MEUR by the end of 2026.

Small positive revisions for coming years with the orders

Reflecting the report, the company's comments, and the uncertain economic picture, we only made minor revisions to our assumptions for the coming years. In line with the higher-than-expected orders, we raised our revenue estimates for the next few years slightly, which we had lowered in connection with the pre-comment, and this also flowed to the earnings lines (incl. slight margin increases). Overall, however, the estimate changes for the next few years remained limited, and for now, we continue to monitor the development of trade policy and the demand situation before making any major estimate revisions. We expect the adjusted EBIT margin for 2025 to be 12.5% (was 12.2%).

Estimate revisions	2025e	2025e	Change	2026e	2026e	Change	2027e	2027e	Change
MEUR / EUR	Old	New	%	Old	New	%	Old	New	%
Revenue	1669	1697	2%	1715	1755	2%	1867	1888	1%
EBITDA	259	264	2%	272	280	3%	301	305	2%
EBIT (excl. NRIs)	204	212	4%	217	224	4%	242	247	2%
EBIT	204	210	3%	217	224	4%	242	247	2%
PTP	193	200	3%	210	217	4%	237	243	2%
EPS (excl. NRIs)	2.32	2.44	5%	2.52	2.61	4%	2.85	2.92	2%
DPS	1.10	1.10	0%	1.20	1.20	0%	1.30	1.30	0%

Source: Inderes

Kalmar Oyj, Interim report January-March 2025



Valuation is still attractive

Valuation at a reasonable level

With our updated forecasts, the EV/EBIT ratios considering Kalmar's strong balance sheet in 2025 and 2026 are approximately 8x and 7x. The corresponding net profit-based P/E ratios are approximately 11x and 10x.

We find the multiples fairly moderate in absolute terms, also considering the company's return on capital (cf. previous 12 months ROCE-% 18.4%). At the same time, we feel the multiples are limited in the short term by the lack of earnings growth we expect this and next year compared to 2024, and the elevated forecast risks due to trade policy tensions. However, we have slightly lowered the required return we raised in connection with the previous update due to the strong Q1 order intake, which supports performance in the coming quarters. In addition, we find the EV-based valuation is limited by decisions relating to capital allocation. The company has commented that it does not target material inorganic growth within its current strategy, while its dividend policy is to distribute 30-50% of the annual result. We thus feel the company has the prerequisites to improve its capital efficiency even within the framework of its current strategy, e.g., through a slightly more generous profit distribution. At the same time, however, the strong balance sheet provides the company with a solid backbone for potentially more unstable demand prospects.

Overall, however, we see the company having good prerequisites for earnings growth in the longer term through market growth and the company's efficiency programs. However, regarding the achievement of the 2028 target level (adj. EBIT-% > 15%), we await further evidence (cf 2028e adjusted EBIT-%: 13.2%).

Relative valuation

Kalmar's earnings-based valuation trades at a clear discount in terms of EBIT compared to the broader peer group, which we believe is reasonably priced. Similarly, the net result-based valuation is relatively in line with the peer group's, especially when looking at next year. In relative terms, we see a slight upside in Kalmar's stock.

Expected total return for the coming years above the required return

Assuming that Kalmar's earnings develop as we expect, we believe that the company and its stock could justifiably trade at 10x-12x EV/EBIT (previously 11x-12x) and 12x-15x P/E (previously 13x-15x) with the earnings achieved at the end of 2027, provided that there are no material revisions in market pricing or interest rates. This would be equivalent to a value of EUR 38-46 per share. Converted to annual return, this would correspond to an average of around 17%, in addition to which we estimate the share offers an annual dividend yield of some 4-5%. Thus, the medium-term total expected return rises above the required return on equity of some 10% we apply. However, we note that the expected return is back-loaded and relies more heavily on EV-based valuation, which has its own additional challenges when forecasting over a longer period (i.e., capital structure).

DCF value slightly above the share price

Our view of the stock's upside is also supported by our longer-term DCF model, which indicates a value above the share price (EUR ~33.4). Thus, we see the overall valuation picture gradually recovering as market activity supports the positive view on the share.

Valuation	2025e	2026e	2027e
Share price	27.4	27.4	27.4
Number of shares, millions	64.1	64.1	64.1
Market cap	1756	1756	1756
EV	1758	1677	1590
P/E (adj.)	11.2	10.5	9.4
P/E	11.4	10.5	9.4
P/B	2.4	2.1	1.9
P/S	1.0	1.0	0.9
EV/Sales	1.0	1.0	0.8
EV/EBITDA	6.7	6.0	5.2
EV/EBIT (adj.)	8.3	7.5	6.4
Payout ratio (%)	45.5 %	45.9 %	44.5 %
Dividend yield-%	4.0 %	4.4 %	4.7 %

Source: Inderes

Valuation table

Valuation	2020	2021	2022	2023	2024	2025e	2026e	2027e	2028e
Share price	33.8	43.8	41.3	52.7	31.8	27.4	27.4	27.4	27.4
Number of shares, millions	64.5	64.5	64.5	64.7	64.1	64.1	64.1	64.1	64.1
Market cap	2181	2827	2664	3410	2038	1756	1756	1756	1756
EV		2737	2476	3292	2114	1758	1677	1590	1495
P/E (adj.)	36.8	68.9	20.1	16.6	12.6	11.2	10.5	9.4	8.6
P/E	neg.	10.8	28.8	17.6	15.9	11.4	10.5	9.4	8.6
P/B		3.6	3.1	4.2	3.2	2.4	2.1	1.9	1.7
P/S	1.4	1.9	1.4	1.7	1.2	1.0	1.0	0.9	0.9
EV/Sales		1.8	1.3	1.6	1.2	1.0	1.0	0.8	0.7
EV/EBITDA		19.0	14.5	11.1	8.8	6.7	6.0	5.2	4.6
EV/EBIT (adj.)		27.3	14.7	12.9	9.8	8.3	7.5	6.4	5.6
Payout ratio (%)	0.0 %	0.0 %	0.0 %	0.0 %	50.0 %	45.5 %	45.9 %	44.5 %	43.9 %
Dividend yield-%	0.0 %	0.0 %	0.0 %	0.0 %	3.1 %	4.0 %	4.4 %	4.7 %	5.1 %

Source: Inderes

Peer group valuation

Peer group valuation Company	Market cap MEUR	EV MEUR	EV/EBIT		EV/EBITDA		EV/S		P/E		Dividend yield-%		P/B
			2025e	2026e	2025e	2026e	2025e	2026e	2025e	2026e	2025e	2026e	2025e
Hiab	2534	2460	11.2	10.0	9.4	8.6	1.5	1.4	15.6	13.9	3.4	3.6	2.3
Konecranes	4595	4718	8.9	8.3	7.3	6.9	1.1	1.1	12.1	11.1	3.1	3.3	2.2
Metso	7736	8777	11.4	10.1	9.3	8.5	1.8	1.7	14.0	12.4	4.1	4.5	2.7
Hyster-Yale	602	922	11.1	8.7	6.6	5.7	0.3	0.3	23.2	11.5			1.3
Jungheinrich	3225	5547	12.4	11.5	6.0	5.7	1.0	1.0	10.7	9.7	2.6	2.8	1.2
Manitou BF	763	1146	7.8	6.8	5.1	4.6	0.4	0.4	7.4	6.2	5.2	5.9	0.7
Kion Group	4789	11646	17.8	12.5	6.9	5.8	1.1	1.0	12.8	9.0	1.4	3.1	0.8
Columbus McKinnon	378	768	8.6	8.3	5.8	4.3	0.9	0.8	6.1	5.6	1.9	1.9	0.5
ZPMC	2093	5269			15.2	12.9	1.1	0.9	32.2	26.2			1.4
Tadano Ltd	779	960			4.8	4.6	0.5	0.4	8.4	8.2	3.7	3.3	0.6
Kalmar (Inderes)	1756	1758	8.3	7.5	6.7	6.0	1.0	1.0	11.2	10.5	4.0	4.4	2.4
Average			11.1	9.5	7.6	6.8	1.0	0.9	14.2	11.4	3.2	3.5	1.4
Median			11.1	9.3	6.7	5.7	1.0	0.9	12.4	10.4	3.2	3.3	1.3
Diff-% to median			-26%	-20%	-1%	5%	1%	2%	-10%	1%	25%	34%	90%

Source: Refinitiv / Inderes

Income statement

Income statement	2023	Q1'24	Q2'24	Q3'24	Q4'24	2024	Q1'25	Q2'25e	Q3'25e	Q4'25e	2025e	2026e	2027e	2028e
Revenue	2050	439	417	425	440	1720	398	413	425	461	1697	1755	1888	2017
Equipment	1442	303	279	285	293	1160	252	270	283	311	1115	1143	1246	1345
Services	567	136	139	139	146	560	145	143	142	150	580	612	643	672
Other	41	0	-2	1	1	1	1	0	0	0	1	0	0	0
EBITDA	297	61.2	49.8	69.5	59.8	240	59.3	63.9	69.2	71.9	264	280	305	325
Depreciation	-57.1	-15.4	-14.0	-15.5	-20.9	-65.8	-13.6	-13.6	-13.6	-13.6	-54.4	-55.4	-58.5	-58.4
EBIT (excl. NRI)	255	53.9	52.4	57.4	53.1	217	48.0	50.3	55.6	58.3	212	224	247	266
EBIT	240	45.8	35.8	54.0	38.9	174	45.7	50.3	55.6	58.3	210	224	247	266
Equipment	202	39.3	36.4	38.9	24.8	139	28.2	33.4	38.2	40.4	140	147	164	179
Services	95.6	22.8	24.0	25.4	25.6	97.8	26.2	25.3	25.9	26.5	104	112	118	124
Other	-57.2	-16.3	-24.6	-10.3	-11.5	-62.7	-8.7	-8.5	-8.5	-8.5	-34.2	-35.0	-35.9	-36.8
Net financial items	1.3	1.9	3.9	-4.9	-2.9	-2.0	-2.3	-2.7	-2.6	-2.5	-10.1	-7.2	-4.2	-1.6
PTP	242	47.7	39.7	49.1	36.0	172	43.4	47.6	53.0	55.8	200	217	243	265
Taxes	-47.7	-14.3	-8.5	-12.8	-9.0	-44.6	-9.3	-10.9	-12.2	-12.8	-45.3	-50.0	-55.8	-60.9
Net earnings	194	33.4	31.2	36.3	27.0	128	34.1	36.6	40.8	43.0	155	167	187	204
EPS (adj.)	3.18	0.61	0.68	0.61	0.63	2.53	0.56	0.57	0.64	0.67	2.44	2.61	2.92	3.18
EPS (rep.)	3.00	0.52	0.49	0.57	0.42	2.00	0.53	0.57	0.64	0.67	2.41	2.61	2.92	3.18

Key figures	2023	Q1'24	Q2'24	Q3'24	Q4'24	2024	Q1'25	Q2'25e	Q3'25e	Q4'25e	2025e	2026e	2027e	2028e
Revenue growth-%	5.5 %	-9.5 %	-24.5 %	-15.6 %	-13.7 %	-16.1 %	-9.3 %	-0.9 %	0.0 %	4.8 %	-1.4 %	3.4 %	7.6 %	6.8 %
Adjusted EBIT growth-%	50.8 %	-4.3 %	-26.8 %	-13.8 %	-11.8 %	-14.9 %	-11.0 %	-4.0 %	-3.1 %	9.8 %	-2.1 %	5.8 %	10.0 %	7.9 %
EBITDA-%	14.5 %	13.9 %	12.0 %	16.4 %	13.6 %	14.0 %	14.9 %	15.5 %	16.3 %	15.6 %	15.6 %	15.9 %	16.2 %	16.1 %
Adjusted EBIT-%	12.4 %	12.3 %	12.6 %	13.5 %	12.1 %	12.6 %	12.0 %	12.2 %	13.1 %	12.7 %	12.5 %	12.8 %	13.1 %	13.2 %
Net earnings-%	9.5 %	7.6 %	7.5 %	8.5 %	6.1 %	7.4 %	8.6 %	8.9 %	9.6 %	9.3 %	9.1 %	9.5 %	9.9 %	10.1 %

Source: Inderes

Balance sheet

Assets	2023	2024	2025e	2026e	2027e
Non-current assets	646	642	650	660	668
Goodwill	260	262	262	262	262
Intangible assets	6.9	6.5	6.1	7.6	5.9
Tangible assets	273	265	273	282	292
Associated companies	48.8	53.1	53.1	53.1	53.1
Other investments	0.1	2.2	2.2	2.2	2.2
Other non-current assets	2.5	2.7	2.7	2.7	2.7
Deferred tax assets	54.4	50.4	50.4	50.4	50.4
Current assets	1190	1054	1050	1067	1147
Inventories	461	437	431	446	480
Other current assets	20.2	27.0	27.0	27.0	27.0
Receivables	336	325	320	331	357
Cash and equivalents	372	265	271	263	283
Balance sheet total	1846	1696	1699	1727	1815

Source: Inderes

Liabilities & equity	2023	2024	2025e	2026e	2027e
Equity	818	638	729	826	936
Share capital	0.0	20.0	20.0	20.0	20.0
Retained earnings	0.0	562	652	749	859
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	818	56.7	56.7	56.7	56.7
Minorities	0.0	0.0	0.0	0.0	0.0
Non-current liabilities	243	437	327	260	209
Deferred tax liabilities	9.9	4.7	4.7	4.7	4.7
Provisions	3.2	2.2	2.2	2.2	2.2
Interest bearing debt	114	316	206	139	88.0
Convertibles	0.0	0.0	0.0	0.0	0.0
Other long term liabilities	116	115	115	115	115
Current liabilities	785	621	644	641	670
Interest bearing debt	141	25.2	68.5	46.3	29.3
Payables	644	595	575	595	640
Other current liabilities	0.0	0.0	0.0	0.0	0.0
Balance sheet total	1846	1696	1699	1727	1815

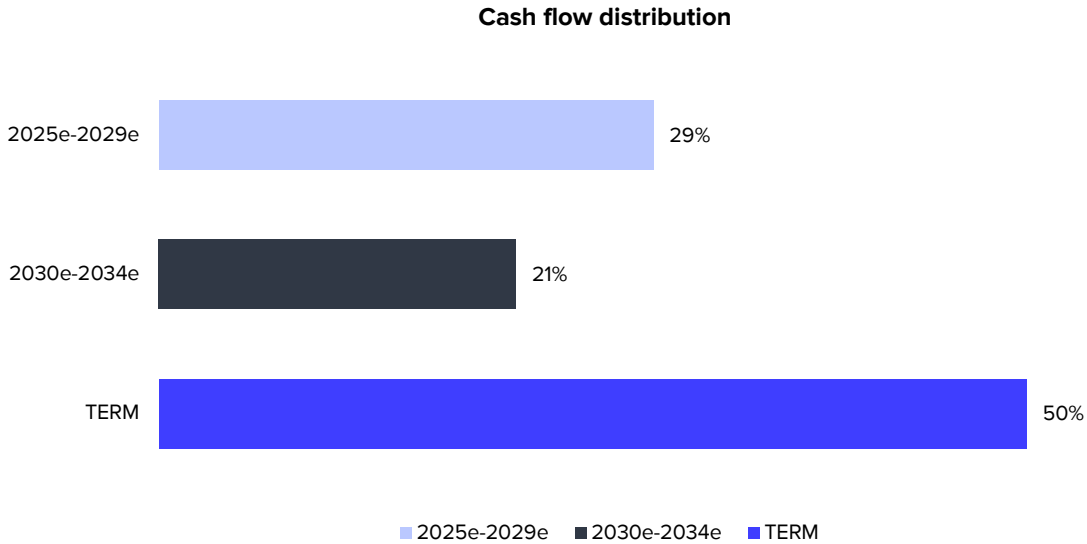
DCF-calculation

DCF model	2024	2025e	2026e	2027e	2028e	2029e	2030e	2031e	2032e	2033e	2034e	TERM
Revenue growth-%	-16.1 %	-1.4 %	3.4 %	7.6 %	6.8 %	6.0 %	5.5 %	5.0 %	4.5 %	3.5 %	2.5 %	2.5 %
EBIT-%	10.1 %	12.4 %	12.8 %	13.1 %	13.2 %	13.0 %	12.5 %	12.0 %	11.0 %	10.0 %	10.0 %	10.0 %
EBIT (operating profit)	174	210	224	247	266	278	282	284	272	256	262	
+ Depreciation	65.8	54.4	55.4	58.5	58.4	62.4	65.1	67.7	70.5	73.2	75.8	
- Paid taxes	-45.8	-45.3	-50.0	-55.8	-60.9	-64.2	-65.5	-66.1	-63.3	-59.5	-60.7	
- Tax, financial expenses	-2.0	-3.1	-3.1	-2.3	-1.6	-1.2	-1.0	-1.1	-1.1	-1.2	-1.4	
+ Tax, financial income	1.5	0.9	1.4	1.3	1.3	1.4	1.7	1.8	1.8	1.7	1.7	
- Change in working capital	-20.7	-9.4	-6.1	-13.9	-13.4	-12.6	-12.2	-11.7	-11.1	-9.0	-6.5	
Operating cash flow	173	207	222	235	250	264	270	275	269	261	271	
+ Change in other long-term liabilities	-2.4	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
- Gross CAPEX	-51.2	-62.0	-65.4	-66.9	-71.4	-75.1	-77.6	-81.1	-83.6	-86.0	-85.8	
Free operating cash flow	120	145	157	168	179	189	192	194	186	176	186	
+/- Other	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
FCFF	120	145	157	168	179	189	192	194	186	176	186	2743
Discounted FCFF		137	135	132	129	124	116	106	93.2	80.6	77.9	1152
Sum of FCFF present value		2282	2146	2011	1879	1750	1626	1510	1404	1311	1230	1152
Enterprise value DCF		2282										
- Interest bearing debt		-341										
+ Cash and cash equivalents		265										
-Minorities		0.0										
-Dividend/capital return		-64.0										
Equity value DCF		2142										
Equity value DCF per share		33.4										

WACC

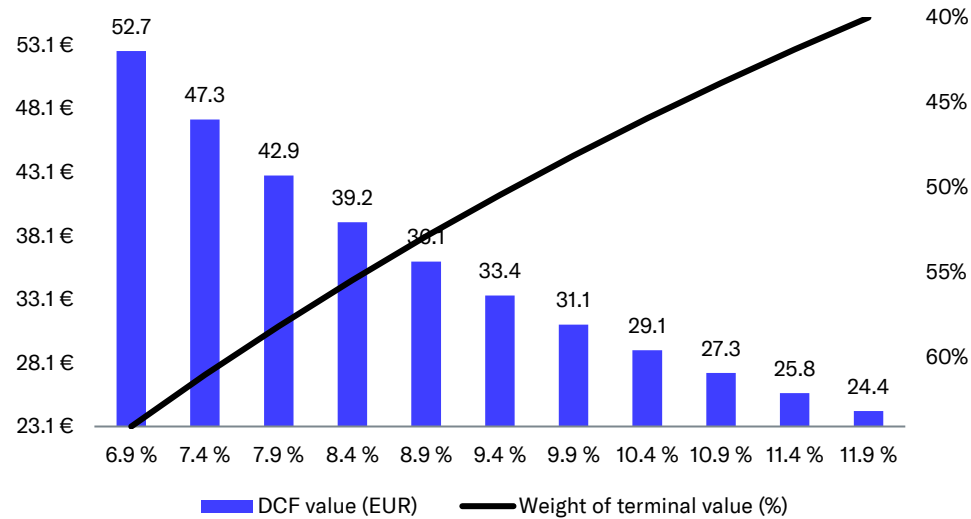
Tax-% (WACC)	23.0 %
Target debt ratio (D/(D+E))	10.0 %
Cost of debt	3.5 %
Equity Beta	1.50
Market risk premium	4.75%
Liquidity premium	0.50%
Risk free interest rate	2.5 %
Cost of equity	10.1 %
Weighted average cost of capital (WACC)	9.4 %

Source: Inderes

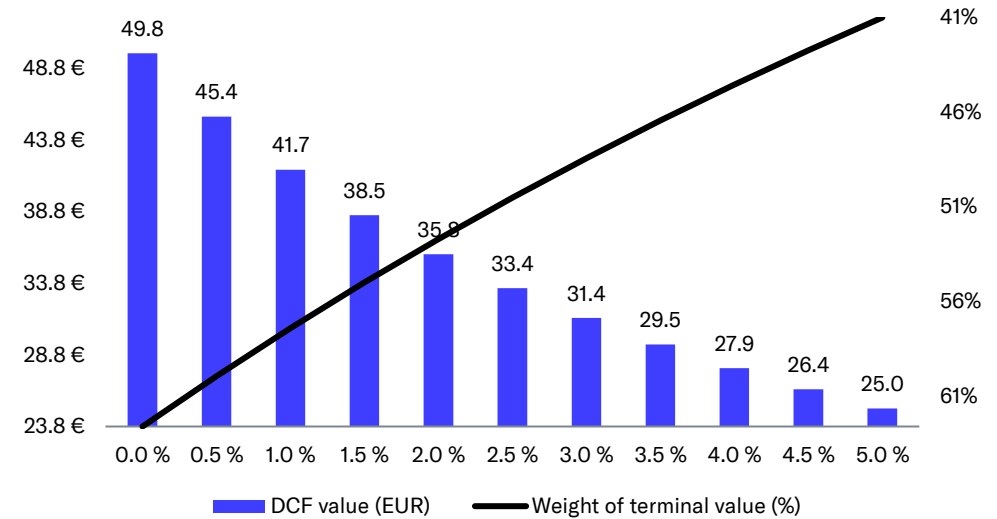


DCF sensitivity calculations and key assumptions in graphs

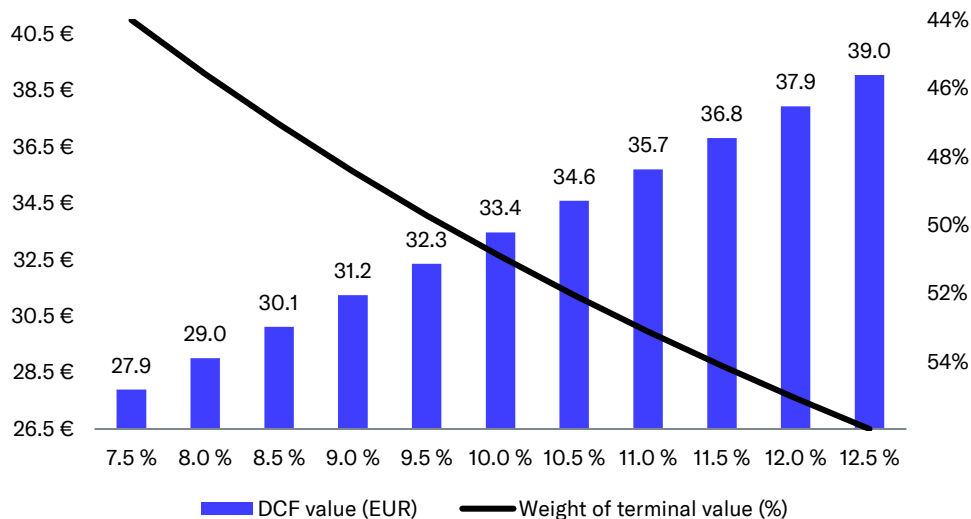
Sensitivity of DCF to changes in the WACC-%



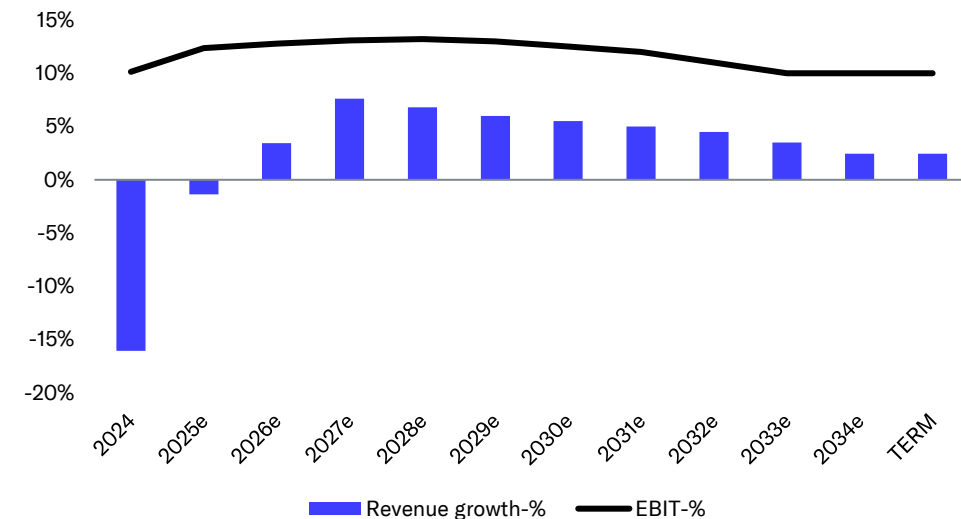
Sensitivity of DCF to changes in the risk-free rate



Sensitivity of DCF to changes in the terminal EBIT margin



Growth and profitability assumptions in the DCF calculation



Summary

Income statement	2022	2023	2024	2025e	2026e	Per share data	2022	2023	2024	2025e	2026e
Revenue	1942.8	2049.6	1720.3	1696.6	1755.0	EPS (reported)	1.44	3.00	2.00	2.41	2.61
EBITDA	170.6	297.3	240.3	264.4	279.8	EPS (adj.)	2.05	3.18	2.53	2.44	2.61
EBIT	118.3	240.2	174.5	210.0	224.5	OCF / share	2.64	3.39	2.70	3.24	3.47
PTP	117.5	241.5	172.5	199.9	217.2	FCF / share	1.85	2.57	1.87	2.27	2.45
Net Income	92.6	193.8	127.9	154.6	167.3	Book value / share	13.23	12.65	9.96	11.37	12.89
Extraordinary items	-50.6	-14.5	-42.4	-2.3	0.0	Dividend / share	0.00	0.00	1.00	1.10	1.20
Balance sheet	2022	2023	2024	2025e	2026e	Growth and profitability	2022	2023	2024	2025e	2026e
Balance sheet total	1904.5	1846.1	1695.9	1699.4	1727.1	Revenue growth-%	28%	5%	-16%	-1%	3%
Equity capital	853.0	818.2	638.2	728.8	825.7	EBITDA growth-%	-54%	74%	-19%	10%	6%
Goodwill	268.1	260.2	261.9	261.9	261.9	EBIT (adj.) growth-%	68%	51%	-15%	-2%	6%
Net debt	-188.8	-117.8	76.2	2.6	-78.1	EPS (adj.) growth-%	223%	55%	-20%	-4%	7%
Cash flow	2022	2023	2024	2025e	2026e	EBITDA-%	8.8 %	14.5 %	14.0 %	15.6 %	15.9 %
EBITDA	170.6	297.3	240.3	264.4	279.8	EBIT (adj.)-%	8.7 %	12.4 %	12.6 %	12.5 %	12.8 %
Change in working capital	22.3	-25.2	-20.7	-9.4	-6.1	EBIT-%	6.1 %	11.7 %	10.1 %	12.4 %	12.8 %
Operating cash flow	170.2	219.7	173.3	207.4	222.1	ROE-%	11.4 %	23.2 %	17.6 %	22.6 %	21.5 %
CAPEX	-48.9	-63.0	-51.2	-62.0	-65.4	ROI-%	12.3 %	23.2 %	17.6 %	21.6 %	22.9 %
Free cash flow	119.1	166.1	119.7	145.4	156.7	Equity ratio	44.8 %	44.3 %	40.0 %	45.5 %	50.8 %
						Gearing	-22.1 %	-14.4 %	11.9 %	0.4 %	-9.5 %
Valuation multiples	2022	2023	2024	2025e	2026e						
EV/S	1.3	1.6	1.2	1.0	1.0						
EV/EBITDA	14.5	11.1	8.8	6.7	6.0						
EV/EBIT (adj.)	14.7	12.9	9.8	8.3	7.5						
P/E (adj.)	20.1	16.6	12.6	11.2	10.5						
P/B	3.1	4.2	3.2	2.4	2.1						
Dividend-%	0.0 %	0.0 %	3.1 %	4.0 %	4.4 %						

Source: Inderes

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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
7/1/2024	Buy	36.00 €	26.40 €
8/8/2024	Buy	33.00 €	26.24 €
11/3/2024	Accumulate	35.00 €	32.42 €
Analyst changed			
2/14/2025	Accumulate	38.00 €	34.80 €
4/23/2025	Accumulate	30.00 €	26.30 €
4/30/2025	Accumulate	30.00 €	27.40 €



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