

KALMAR

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COMPANY REPORT



Underlying tone still positive

We reiterate our Accumulate recommendation and EUR 39 target price for Kalmar. The company's Q3 result slightly exceeded our estimates, driven by a record-high margin, while orders fell short of expectations due to the more cyclical nature of the equipment business. In contrast, service development was stronger than we expected overall. The company's market commentary remained unchanged, and the demand situation has remained stable or good outside the Americas. Considering all this, the forecast changes were minor, and we find the share valuation attractive in light of the favorable long-term earnings growth outlook.

Results exceeded expectations, supported by record margins

The company's revenue grew slightly year-on-year, which was in line with our and consensus expectations. In Q3, Kalmar's adjusted EBIT amounted to 60 MEUR, exceeding estimates in contrast. The reason for the outperformance was the record-high margin level (adj. EBIT-% 13.8%). Compared to our estimates, development in Services was stronger across the board, while Equipment fell slightly short of our expectations. The earnings beat was also supported in part by lower group administration costs. Kalmar's order intake settled at 375 MEUR in Q3 (-10% y/y), missing both our (414 MEUR) and the consensus expectation (406 MEUR) by a large margin. This underperformance was due to a sharp decline in more cyclical equipment orders (-20% y/y) affected by market uncertainty resulting in delayed decision-making and timing of larger orders. Indeed, the company noted that there were fewer large orders than usual in Q3 but that underlying demand remained good, except in the Americas, where it remained subdued. In contrast, orders for Services grew by as much as 12%.

Estimates practically unchanged

The market comments were relatively predictable, and the company reported that the situation varies by market area. According to Kalmar, the market environment in Q3 had weakened slightly, especially in the Americas, in line with the company's expectations. Otherwise, the market situation remained stable, with

Europe's demand remaining strong and the AMEA region stable. This was also reflected in the activity of the equipment connected to the company's network, which was growing everywhere except in North America. In our view, the tone of the market commentary shifted from previous neutrality to slight positivity, as the external market indicators presented by the company had developed more steadily than before. The guidance for the current year remained unchanged, and the company expects its comparable EBIT margin to exceed 12%.

Based on the report, we only made minor revisions to our near-term estimates. In line with actual developments, we slightly raised our projections for Services, while making slight negative adjustments for Equipment. Along with these adjustments and the revisions we made to group expenses, our operational earnings forecasts for the coming years remained stable. We now expect the adjusted EBIT margin for 2025 to be 13.0% (was 12.9%). However, we expect earnings growth to be relatively good in the coming years (2026e-27e adj. EBIT growth: 5-9% y/y), supported by growth in global container traffic, the company's strong market position, and the Driving Excellence program.

We consider the valuation attractive

Based on our updated estimates, Kalmar's adjusted EV/EBIT figures for 2025 and 2026 are around 10x and 9x, while the P/E ratios are around 14x and 13x. We believe the multiples are quite reasonable, considering the company's good return on capital (cf. previous 12 months ROCE-%: ~21%), despite the prolonged uncertainty related to the market situation. In our view, the current valuation does not reflect significant expectations for earnings growth, despite the favorable long-term growth outlook for the industry, and we believe the share price already considers the possibility of a continued period of subdued demand in the short term. Reflecting this, we consider the risk-adjusted expected return on the share attractive. Our positive view is also supported by our DCF model, which is roughly in line with our target price (~EUR 39/share).

Recommendation

Accumulate

(was Accumulate)

Target price:

EUR 39.00

(was EUR 39.00)

Share price:

EUR 35.94

Business risk



Valuation risk



	2024	2025e	2026e	2027e
Revenue	1720	1741	1785	1917
growth-%	-16%	1%	2%	7%
EBIT adj.	216.8	226.8	239.1	261.3
EBIT-% adj.	12.6 %	13.0 %	13.4 %	13.6 %
Net Income	127.9	165.4	177.4	197.0
EPS (adj.)	2.53	2.61	2.77	3.08
P/E (adj.)	12.6	13.8	13.0	11.7
P/B	3.2	3.2	2.8	2.5
Dividend yield-%	3.1 %	3.1 %	3.3 %	3.6 %
EV/EBIT (adj.)	9.8	10.3	9.4	8.3
EV/EBITDA	8.8	8.4	7.6	6.7
EV/S	1.2	1.3	1.3	1.1

Source: Inderes

Guidance

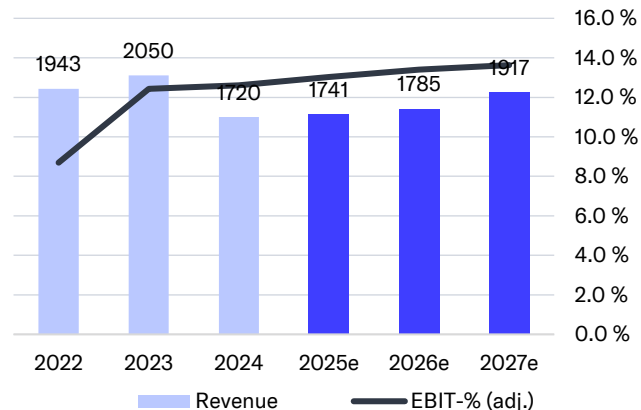
(Unchanged)

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

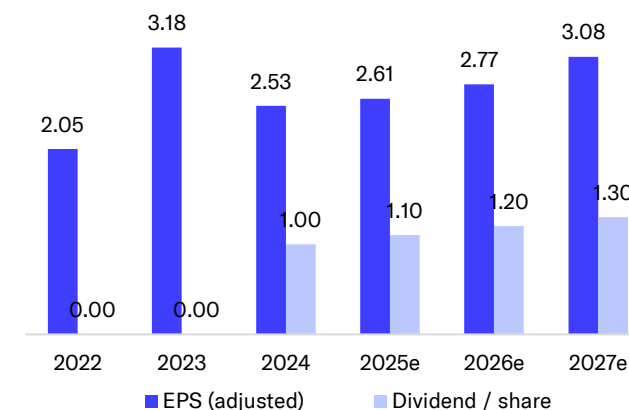
Share price



Revenue and EBIT-% (adj.)



EPS and dividend



Value drivers

- Accelerating container transport growth from H2'24 onwards
- 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	35.9	35.9	35.9
Number of shares, millions	64.1	64.1	64.1
Market cap	2303	2303	2303
EV	2341	2252	2158
P/E (adj.)	13.8	13.0	11.7
P/E	13.9	13.0	11.7
P/B	3.2	2.8	2.5
P/S	1.3	1.3	1.2
EV/Sales	1.3	1.3	1.1
EV/EBITDA	8.4	7.6	6.7
EV/EBIT (adj.)	10.3	9.4	8.3
Payout ratio (%)	42.5 %	43.3 %	42.2 %
Dividend yield-%	3.1 %	3.3 %	3.6 %

Source: Inderes

Margin at record high, equipment orders fell short of expectations

Revenue at the level of the comparison period

Kalmar's revenue grew by 3% in Q3, which was well in line with both our and consensus expectations. By segment, Equipment revenue remained stable, while Services grew by 8%. Compared to our expectations, Equipment revenue fell slightly short of our forecast, while Services exceeded our expectations slightly. The share of services in revenue was stable (34% vs. Q2'24: 33%). Regionally, revenue in Europe remained stable, while AMEA continued to grow strongly (+24% y/y). In the Americas, revenue continued to decline (-4% y/y), driven by a lower order book in the distribution customer segment due to prolonged soft demand.

Record margin pushed result above expectations

Kalmar's adjusted EBIT amounted to 60 MEUR, exceeding estimates. This corresponded to an adjusted EBIT margin of 13.8%, which was a record level. Within the segments, the Equipment margin was good but fell short of expectations (Q3'25: 12.7% vs. Inderes' estimate 13.5%). According to the

company, the margin was slightly lowered by the impact of tariffs, which it was unable to fully offset during the quarter. The margin for Services exceeded our estimate (18.5% vs. est. 17.7%), supported by higher revenue. Group-level profitability was supported by commercial performance and performance development measures (Driving Excellence program). Group expenses were also lower than in the comparison period and in previous quarters.

Orders fell short of expectations for equipment

Kalmar's order intake (375 MEUR, -10% y/y) in Q3 clearly fell short of both our (414 MEUR) and the consensus expectation (406 MEUR). This underperformance was due to a sharp decline in equipment orders (-20% y/y) affected by market uncertainty resulting in delayed decision-making and timing of larger orders. The company noted that there were fewer large orders than usual in Q3 but that underlying demand was still good, except in the Americas, where it remained subdued. Services orders, on the other hand, grew by as much as 12%, and according to the company, development

was strong across the entire portfolio. Geographically, orders grew in the Americas (+9% y/y), due to a weak comparison period. The development in Europe (-16% y/y) was affected by the timing of larger orders, and orders were also decreasing in AMEA (-18% y/y). The company's order book (961 MEUR, +6% y/y) was at a stable level compared to the end of 2024. As expected, currencies negatively impacted reported order intake and revenue figures (2-3% y/y).

Very strong financial position, as usual

The company's net cash flow from operating activities (incl. payments for lease liabilities) was 97 MEUR in January-September (Q3'24 YTD: 131 MEUR), weighed down by an increase in working capital in Q3. This was mainly due to increased inventories for tariff-related reasons (delivery shifts) and measures to improve the availability of spare parts. Therefore, we estimate that working capital will be released in Q4. The company's net debt at the end of Q3 was 84 MEUR, and the balance sheet was very strong (net gearing 13%; net debt/EBITDA 0.3x).

Estimates	Q3'24	Q3'25	Q3'25e	Q3'25e	Consensus	Difference (%)	2025e
MEUR / EUR	Comparison	Actualized	Inderes	Consensus	Low High	Act. vs. Inderes	Inderes
Revenue	425	436	438	432	421 446	0%	1741
EBIT (adj.)	57.5	60.0	58.2	56.6	53.6 61.1	3%	227
EBIT	53.9	60.7	58.2	56.3	53.6 61.1	4%	224
PTP	49.0	58.5	55.6	54.1	50.9 58.5	5%	215
EPS (reported)	0.57	0.70	0.67	0.64	0.61 0.70	5%	2.58
Revenue growth-%	-15.6 %	2.7 %	3.2 %	1.8 %	-0.9 % 5.0 %	-0.5 pp	1.2 %
EBIT-% (adj.)	13.5 %	13.8 %	13.3 %	13.1 %	12.7 % 13.7 %	0.5 pp	13.0 %

Source: Inderes & Vara
Research (10/22/2025,
8 estimates) (consensus)

Minor estimate changes

Market commentary shifted from neutral to mildly positive

The company's commentary about the past was fairly predictable, and the current situation varies by market area. According to Kalmar, the market environment was slightly weaker, especially in the Americas, in line with the company's expectations. In other areas, the market situation has remained stable, with demand remaining at a good level in Europe and stable in the AMEA region. However, the company states that market uncertainty continues due to trade tensions and tariffs, which lead to volatility in regional development. This was also evident in the activity of the equipment connected to the company's network, which was growing everywhere except in North America. Overall, we think the market comments shifted from previous neutrality to slight positivity, as external market indicators presented by the company had developed more steadily than previously estimated, which impacted Kalmar's demand environment as well. Furthermore, in our opinion, the company has been cautious in its statements throughout its

history on the stock market to date. On the other hand, caution is also justified by, among other things, the unpredictable tariff policy of thus far and heightened geopolitical tensions where possible changes are difficult to predict.

Guidance unchanged

Kalmar reiterated its 2025 guidance and expects its comparable EBIT margin to be over 12%. In addition, the company said it has progressed in developing business execution (Driving Excellence program) and achieved approximately 24 MEUR in annual gross efficiency improvements this year (cf. Q2'25: 16 MEUR), mainly due to successful procurement activities. The company has announced that it aims for gross annual improvements of a total of 50 MEUR by the end of 2026.

Minor estimate changes

Based on the report, we only made minor revisions to our near-term estimates. In light of actual developments,

however, we have slightly lowered our equipment order and revenue estimates, though we believe it is premature to draw overly broad conclusions from a single quarter's results, especially regarding the development of large orders. Nevertheless, we believe that increased uncertainty may continue to delay decisions on large orders. In contrast, we increased our corresponding estimates for Services. We also made similar adjustments to the margin forecasts for the segments. In line with actual developments, we also lowered our group expenditure forecasts slightly. Considering the overall situation, we slightly lowered our group-level revenue forecasts for the coming years, while our operational earnings estimates remained stable.

We now expect the adjusted EBIT margin for 2025 to be 13.0% (was 12.9%). However, we expect earnings growth to be relatively good in the coming years (2026e-27e adj. EBIT growth: 5-9% y/y), supported by growth in global container traffic, the company's strong market position, and the Driving Excellence program.

Estimate revisions	2025e	2025e	Change	2026e	2026e	Change	2027e	2027e	Change
MEUR / EUR	Old	New	%	Old	New	%	Old	New	%
Revenue	1740	1741	0%	1806	1785	-1%	1931	1917	-1%
EBITDA	277	279	1%	297	297	0%	321	322	0%
EBIT (exc. NRIs)	224	227	1%	239	239	0%	261	261	0%
EBIT	221	224	1%	239	239	0%	261	261	0%
PTP	211	215	2%	232	230	-1%	258	256	-1%
EPS (excl. NRIs)	2.58	2.61	1%	2.79	2.77	-1%	3.09	3.08	-1%
DPS	1.10	1.10	0%	1.20	1.20	0%	1.30	1.30	0%

Source: Inderes

Kalmar Oyj, Interim report January–September 2025



Valuation is attractive

Valuation is fairly reasonable

With our updated forecasts, the EV/EBIT ratios considering Kalmar's strong balance sheet in 2025 and 2026 are approximately 10x and 9x. The corresponding net profit-based P/E ratios are approximately 14x and 13x. We believe the multiples are quite reasonable, considering the company's good return on capital (cf. previous 12 months ROCE-%: 20.8%), despite the prolonged uncertainty related to the market situation. That said, we find that the acceptable 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. In our view, this is not fully optimal from a capital efficiency perspective, and in practice, the company's balance sheet remains even excessively strong. On the other hand, we feel the company has the prerequisites to improve its capital efficiency within the framework of its current strategy, e.g., through a slightly more generous profit distribution. However, a strong balance sheet provides the company with security for potential downturns.

Overall, however, we believe that Kalmar has good prospects for long-term earnings growth through favorable long-term market growth, the company's strong market position, and its efficiency programs. However, regarding the achievement of the 2028 target level (adj. EBIT-% > 15%), we await further evidence despite estimate increases (cf. 2028e adjusted EBIT-%: 13.9% vs. previous 13.7%).

Relative valuation

Kalmar's earnings-based valuation is at a clear discount on an EBIT basis relative to the broader peer group, which we believe is fairly neutrally priced for next year. Similarly, Kalmar's net earnings-based valuation is broadly in line with its peers'. Through a relative analysis, there could be a slight upside in the share, but we find it difficult to see particularly significant mispricing.

The expected total return exceeds the required return

Assuming Kalmar's earnings development progresses in line with our expectations, we believe the company and the stock could justifiably be priced at an 11x-12x EV/EBIT ratio and a 13x-15x P/E ratio with the realized earnings at the end of 2027 if no significant changes occur in market pricing or interest rates. This would be equivalent to a value of EUR 43.5-48.5 per share. Converted to annual return, this would correspond to an average of approximately 12%, in addition to which we believe the stock offers an annual dividend yield of some 3%. Thus, the medium-term total expected return rises above the required return on equity of just nearly 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 at around target price level

Our view of the stock's upside is also supported by our longer-term DCF model, which is roughly in line with our target price (EUR ~39). Therefore, we see the overall valuation as supporting a positive view of the share.

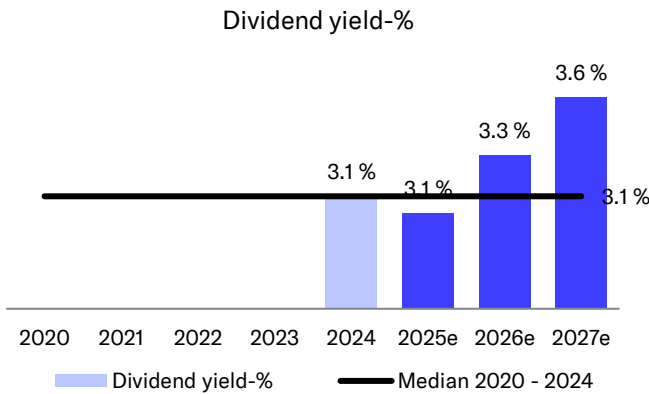
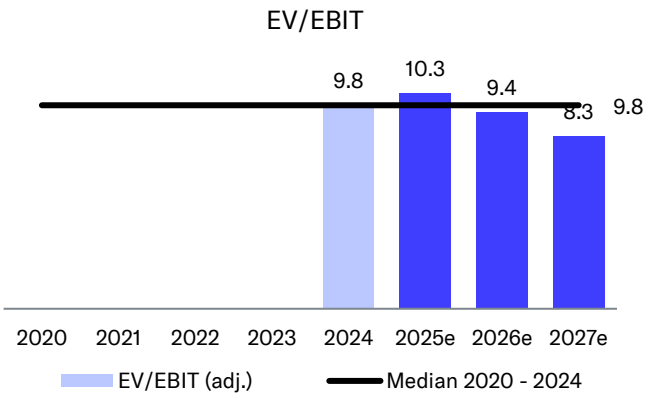
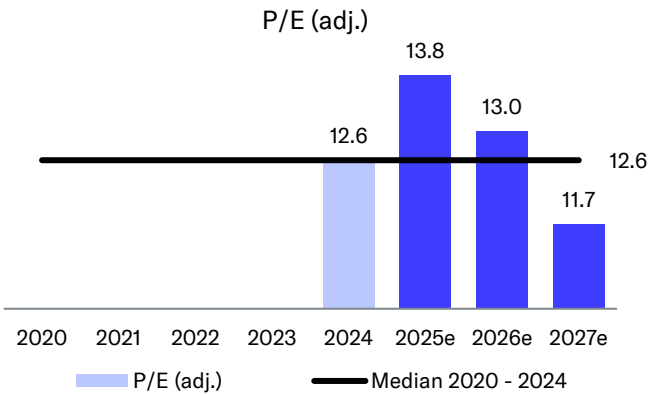
Valuation	2025e	2026e	2027e
Share price	35.9	35.9	35.9
Number of shares, millions	64.1	64.1	64.1
Market cap	2303	2303	2303
EV	2341	2252	2158
P/E (adj.)	13.8	13.0	11.7
P/E	13.9	13.0	11.7
P/B	3.2	2.8	2.5
P/S	1.3	1.3	1.2
EV/Sales	1.3	1.3	1.1
EV/EBITDA	8.4	7.6	6.7
EV/EBIT (adj.)	10.3	9.4	8.3
Payout ratio (%)	42.5 %	43.3 %	42.2 %
Dividend yield-%	3.1 %	3.3 %	3.6 %

Source: Inderes

Valuation table

Valuation	2020	2021	2022	2023	2024	2025e	2026e	2027e	2028e
Share price					31.8	35.9	35.9	35.9	35.9
Number of shares, millions					64.1	64.1	64.1	64.1	64.1
Market cap					2038	2303	2303	2303	2303
EV					2114	2341	2252	2158	2048
P/E (adj.)					12.6	13.8	13.0	11.7	10.7
P/E					15.9	13.9	13.0	11.7	10.7
P/B					3.2	3.2	2.8	2.5	2.2
P/S					1.2	1.3	1.3	1.2	1.1
EV/Sales					1.2	1.3	1.3	1.1	1.0
EV/EBITDA					8.8	8.4	7.6	6.7	5.9
EV/EBIT (adj.)					9.8	10.3	9.4	8.3	7.3
Payout ratio (%)					50.0 %	42.5 %	43.3 %	42.2 %	41.7 %
Dividend yield-%					3.1 %	3.1 %	3.3 %	3.6 %	3.9 %

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
Hiab	3107	2801	12.3	11.6	10.4	10.0	1.8	1.7	18.7	17.4	2.6	2.8	3.1
Konecranes	6781	6726	12.3	11.3	10.2	9.5	1.6	1.5	17.5	15.8	2.1	2.2	3.3
Metso	11780	12895	17.1	15.1	14.0	12.6	2.5	2.4	23.2	19.4	2.6	2.9	4.3
Hyster-Yale	552	922	21.2	10.4	9.1	6.4	0.3	0.3	30.7	10.4			1.1
Jungheinrich	3184	5638	22.6	12.8	6.7	5.8	1.0	1.0	21.0	10.7	1.4	2.6	1.3
Manitou BF	691	1019	7.7	6.7	4.8	4.3	0.4	0.4	7.9	6.5	5.0	5.5	0.7
Kion Group	8016	14280	20.7	14.5	8.2	6.9	1.3	1.2	18.4	14.0	1.0	2.0	1.3
Columbus McKinnon	404	789	9.0	9.2	6.1	6.2	0.9	0.9	6.6	6.5	1.7	1.7	0.5
ZPMC	2374	5670			15.0	12.8	1.0	1.0	36.4	29.6			1.5
Tadano Ltd	782	1047			5.8	5.6	0.5	0.5	9.4	9.1	3.4	3.8	0.7
Kalmar (Inderes)	2303	2341	10.3	9.4	8.4	7.6	1.3	1.3	13.8	13.0	3.1	3.3	3.2
Average			15.4	11.5	9.0	8.0	1.1	1.1	19.0	13.9	2.5	2.9	1.8
Median			14.7	11.5	8.6	6.6	1.0	1.0	18.5	12.4	2.3	2.7	1.3
Diff-% to median			-30%	-18%	-3%	14%	34%	28%	-26%	5%	31%	23%	153%

Source: Refinitiv / Inderes

Income statement

Income statement	2023	Q1'24	Q2'24	Q3'24	Q4'24	2024	Q1'25	Q2'25	Q3'25	Q4'25e	2025e	2026e	2027e	2028e
Revenue	2050	439	417	425	440	1720	398	420	436	487	1741	1785	1917	2017
Equipment	1442	303	279	285	293	1160	252	275	286	333	1145	1162	1261	1330
Services	567	136	139	139	146	560	145	144	150	155	594	623	656	687
Other	41	0	-2	1	1	1	1	1	0	0	2	0	0	0
EBITDA	297	61.2	49.8	69.5	59.8	240	59.3	68.1	74.2	77.4	279	297	322	345
Depreciation	-57.1	-15.4	-14.0	-15.5	-20.9	-65.8	-13.6	-14.2	-13.5	-13.5	-54.8	-57.8	-61.1	-63.7
EBIT (excl. NRI)	255	53.9	52.4	57.4	53.1	217	48.0	54.9	60.0	63.9	227	239	261	281
EBIT	240	45.8	35.8	54.0	38.9	174	45.7	53.9	60.7	63.9	224	239	261	281
Equipment	202	39.3	36.4	38.9	24.8	139	28.2	38.2	36.7	44.9	148	154	169	182
Services	95.6	22.8	24.0	25.4	25.6	97.8	26.2	24.2	28.6	26.7	106	115	123	131
Other	-57.2	-16.3	-24.6	-10.3	-11.5	-62.7	-8.7	-8.5	-4.6	-7.7	-29.4	-30.2	-31.0	-31.7
Net financial items	1.3	1.9	3.9	-4.9	-2.9	-2.0	-2.3	-2.2	-2.3	-2.3	-9.1	-8.8	-5.4	-2.1
PTP	242	47.7	39.7	49.1	36.0	172	43.4	51.7	58.5	61.6	215	230	256	279
Taxes	-47.7	-14.3	-8.5	-12.8	-9.0	-44.6	-9.3	-12.5	-13.8	-14.2	-49.8	-53.0	-58.9	-64.2
Net earnings	194	33.4	31.2	36.3	27.0	128	34.1	39.2	44.7	47.5	165	177	197	215
EPS (adj.)	3.18	0.61	0.68	0.61	0.63	2.53	0.56	0.62	0.69	0.74	2.61	2.77	3.08	3.35
EPS (rep.)	3.00	0.52	0.49	0.57	0.42	2.00	0.53	0.61	0.70	0.74	2.58	2.77	3.08	3.35

Key figures	2023	Q1'24	Q2'24	Q3'24	Q4'24	2024	Q1'25	Q2'25	Q3'25	Q4'25e	2025e	2026e	2027e	2028e
Revenue growth-%	5.5 %	-9.5 %	-24.5 %	-15.6 %	-13.7 %	-16.1 %	-9.3 %	0.9 %	2.6 %	10.8 %	1.2 %	2.5 %	7.4 %	5.3 %
Adjusted EBIT growth-%	50.8 %	-4.3 %	-26.8 %	-13.8 %	-11.8 %	-14.9 %	-11.0 %	4.8 %	4.6 %	20.4 %	4.6 %	5.4 %	9.3 %	7.6 %
EBITDA-%	14.5 %	13.9 %	12.0 %	16.4 %	13.6 %	14.0 %	14.9 %	16.2 %	17.0 %	15.9 %	16.0 %	16.6 %	16.8 %	17.1 %
Adjusted EBIT-%	12.4 %	12.3 %	12.6 %	13.5 %	12.1 %	12.6 %	12.0 %	13.1 %	13.8 %	13.1 %	13.0 %	13.4 %	13.6 %	13.9 %
Net earnings-%	9.5 %	7.6 %	7.5 %	8.5 %	6.1 %	7.4 %	8.6 %	9.3 %	10.3 %	9.7 %	9.5 %	9.9 %	10.3 %	10.6 %

Source: Inderes

Balance sheet

Assets	2023	2024	2025e	2026e	2027e
Non-current assets	646	642	654	668	680
Goodwill	260	262	262	262	262
Intangible assets	6.9	6.5	11.4	16.1	17.8
Tangible assets	273	265	273	281	291
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	1085	1094	1173
Inventories	461	437	451	462	496
Other current assets	20.2	27.0	27.0	27.0	27.0
Receivables	336	325	329	337	362
Cash and equivalents	372	265	279	268	287
Balance sheet total	1846	1696	1740	1762	1852

Source: Inderes

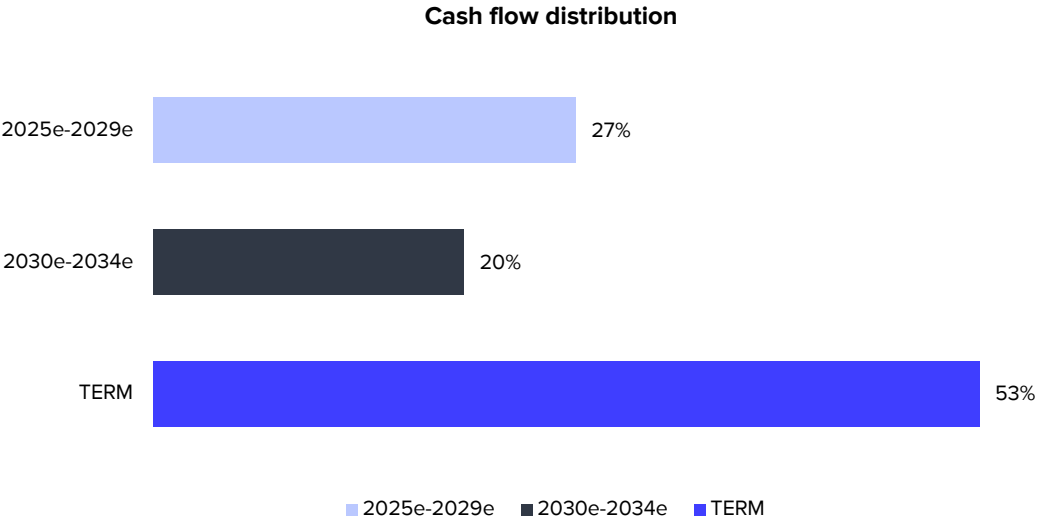
Liabilities & equity	2023	2024	2025e	2026e	2027e
Equity	818	638	712	819	939
Share capital	0.0	20.0	20.0	20.0	20.0
Retained earnings	0.0	562	663	770	890
Hybrid bonds	0.0	0.0	0.0	0.0	0.0
Revaluation reserve	0.0	0.0	0.0	0.0	0.0
Other equity	818	56.7	28.6	28.6	28.6
Minorities	0.0	0.0	0.0	0.0	0.0
Non-current liabilities	243	437	359	284	228
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	237	163	107
Convertibles	0.0	0.0	0.0	0.0	0.0
Other long term liabilities	116	115	115	115	115
Current liabilities	785	621	669	659	685
Interest bearing debt	141	25.2	79.1	54.2	35.6
Payables	644	595	590	605	650
Other current liabilities	0.0	0.0	0.0	0.0	0.0
Balance sheet total	1846	1696	1740	1762	1852

DCF-calculation

DCF model	2024	2025e	2026e	2027e	2028e	2029e	2030e	2031e	2032e	2033e	2034e	TERM
Revenue growth-%	-16.1 %	1.2 %	2.5 %	7.4 %	5.3 %	4.5 %	4.5 %	4.5 %	4.0 %	3.5 %	2.5 %	2.5 %
EBIT-%	10.1 %	12.9 %	13.4 %	13.6 %	13.9 %	13.5 %	13.0 %	12.5 %	11.5 %	10.5 %	10.5 %	10.5 %
EBIT (operating profit)	174	224	239	261	281	285	286	288	275	260	267	
+ Depreciation	65.8	54.8	57.8	61.1	63.7	65.9	68.3	70.6	72.8	74.9	77.0	
- Paid taxes	-45.8	-49.8	-53.0	-58.9	-64.2	-65.7	-66.5	-67.0	-64.1	-60.5	-61.9	
- Tax, financial expenses	-2.0	-1.1	-3.5	-2.6	-1.8	-1.2	-1.0	-1.1	-1.1	-1.1	-1.2	
+ Tax, financial income	1.5	-1.0	1.4	1.3	1.3	1.5	1.7	1.8	1.9	1.8	1.7	
- Change in working capital	-20.7	-22.8	-4.7	-14.3	-11.0	-9.9	-10.3	-10.8	-10.0	-9.1	-6.6	
Operating cash flow	173	204	237	248	269	275	278	281	275	266	276	
+ 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	-67.0	-71.4	-72.9	-74.5	-77.5	-79.5	-81.5	-83.5	-85.5	-80.1	
Free operating cash flow	120	137	166	175	195	198	199	200	191	181	196	
+/- 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	137	166	175	195	198	199	200	191	181	196	3080
Discounted FCFF		136	150	145	148	138	128	118	103	89.7	89.1	1404
Sum of FCFF present value		2649	2514	2364	2218	2070	1931	1804	1686	1582	1493	1404
Enterprise value DCF		2649										
- Interest bearing debt		-341										
+ Cash and cash equivalents		265										
-Minorities		0.0										
-Dividend/capital return		-64.0										
Equity value DCF		2509										
Equity value DCF per share		39.2										

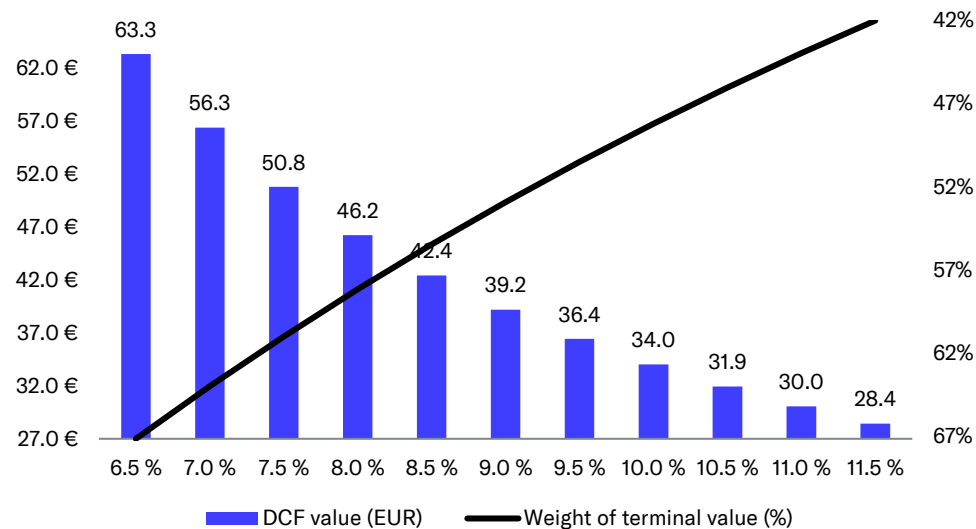
WACC	
Tax-% (WACC)	23.0 %
Target debt ratio (D/(D+E))	10.0 %
Cost of debt	3.5 %
Equity Beta	1.40
Market risk premium	4.75%
Liquidity premium	0.50%
Risk free interest rate	2.5 %
Cost of equity	9.7 %
Weighted average cost of capital (WACC)	9.0 %

Source: Inderes

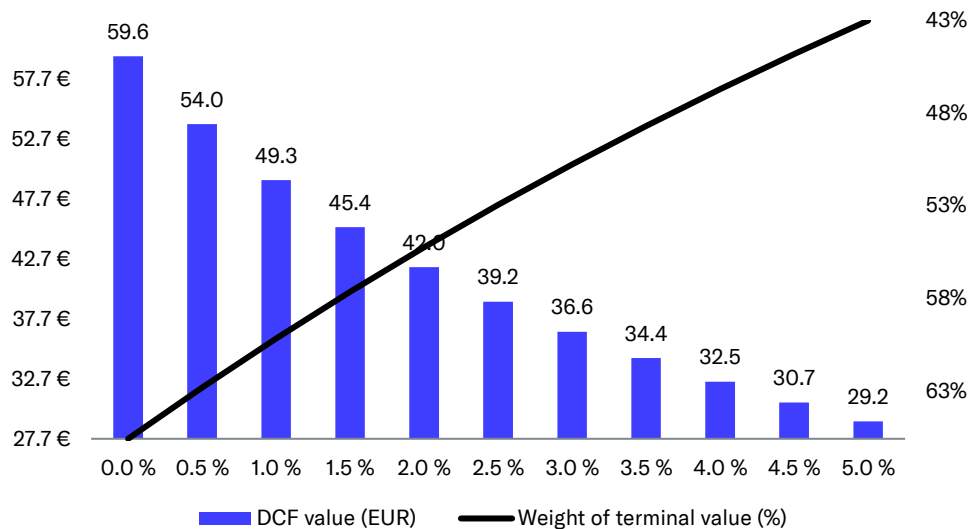


DCF sensitivity calculations and key assumptions in graphs

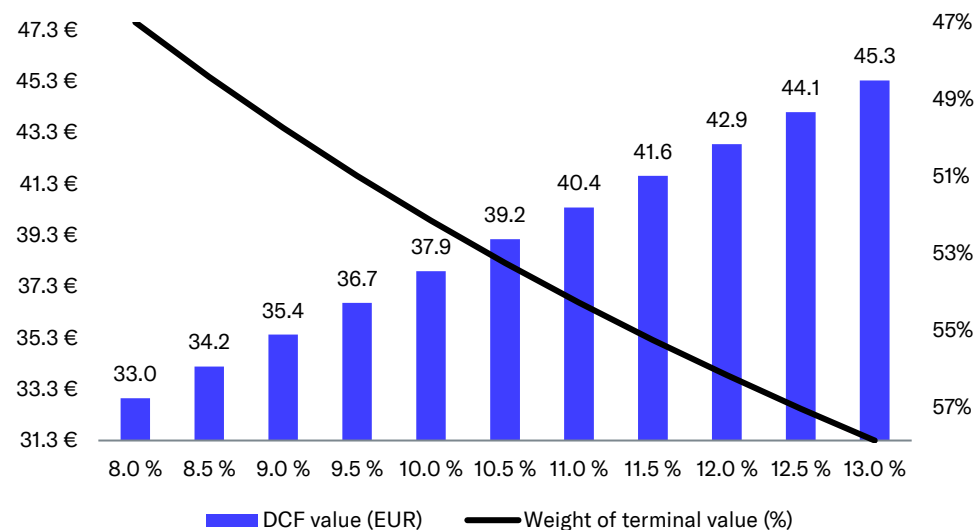
Sensitivity of DCF to changes in the WACC-%



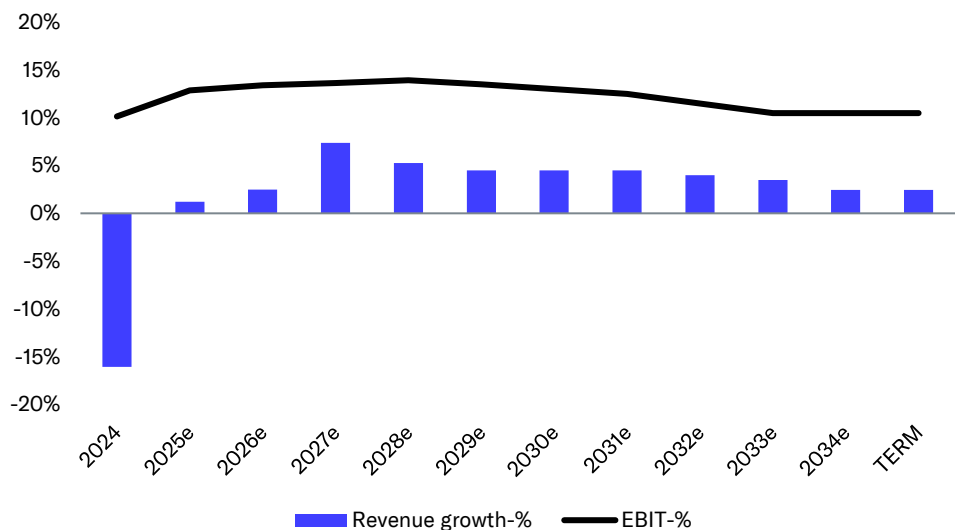
Sensitivity of DCF to changes in the risk-free rate



Sensitivity of DCF to changes in the terminal EBIT margin



Growth and profitability assumptions in the DCF calculation



Source: Inderes. Note that the weight of the terminal value (%) is shown on an inverse scale for clarity.

Summary

Income statement	2022	2023	2024	2025e	2026e	Per share data	2022	2023	2024	2025e	2026e
Revenue	1942.8	2049.6	1720.3	1741.3	1784.8	EPS (reported)	1.44	3.00	2.00	2.58	2.77
EBITDA	170.6	297.3	240.3	279.1	296.9	EPS (adj.)	2.05	3.18	2.53	2.61	2.77
EBIT	118.3	240.2	174.5	224.3	239.1	OCF / share	2.64	3.39	2.70	3.19	3.70
PTP	117.5	241.5	172.5	215.2	230.4	OFCF / share	1.85	2.57	1.87	2.15	2.59
Net Income	92.6	193.8	127.9	165.4	177.4	Book value / share	13.23	12.65	9.96	11.11	12.77
Extraordinary items	-50.6	-14.5	-42.4	-2.5	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	1739.7	1761.8	Revenue growth-%	28%	5%	-16%	1%	2%
Equity capital	853.0	818.2	638.2	711.6	818.5	EBITDA growth-%	-54%	74%	-19%	16%	6%
Goodwill	268.1	260.2	261.9	261.9	261.9	EBIT (adj.) growth-%	68%	51%	-15%	5%	5%
Net debt	-188.8	-117.8	76.2	37.8	-50.9	EPS (adj.) growth-%	223%	55%	-20%	3%	6%
Cash flow	2022	2023	2024	2025e	2026e	EBITDA-%	8.8 %	14.5 %	14.0 %	16.0 %	16.6 %
EBITDA	170.6	297.3	240.3	279.1	296.9	EBIT (adj.)-%	8.7 %	12.4 %	12.6 %	13.0 %	13.4 %
Change in working capital	22.3	-25.2	-20.7	-22.8	-4.7	EBIT-%	6.1 %	11.7 %	10.1 %	12.9 %	13.4 %
Operating cash flow	170.2	219.7	173.3	204.5	237.2	ROE-%	11.4 %	23.2 %	17.6 %	24.5 %	23.2 %
CAPEX	-48.9	-63.0	-51.2	-67.0	-71.4	ROI-%	12.3 %	23.2 %	17.6 %	21.9 %	23.8 %
Free cash flow	119.1	166.1	119.7	137.5	165.8	Equity ratio	44.8 %	44.3 %	40.0 %	43.4 %	49.4 %
Valuation multiples	2022	2023	2024	2025e	2026e	Gearing	-22.1 %	-14.4 %	11.9 %	5.3 %	-6.2 %
EV/S	1.3	1.6	1.2	1.3	1.3						
EV/EBITDA	14.5	11.1	8.8	8.4	7.6						
EV/EBIT (adj.)	14.7	12.9	9.8	10.3	9.4						
P/E (adj.)	20.1	16.6	12.6	13.8	13.0						
P/B	3.1	4.2	3.2	3.2	2.8						
Dividend-%	0.0 %	0.0 %	3.1 %	3.1 %	3.3 %						

Source: Inderes

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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 €
7/23/2025	Reduce	37.00 €	39.00 €
7/28/2025	Reduce	39.00 €	38.80 €
10/28/2025	Accumulate	39.00 €	35.20 €
11/3/2025	Accumulate	39.00 €	35.94 €



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