

KEMPOWER

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INDERES CORPORATE CUSTOMER

COMPANY REPORT



Growth outlook largely unchanged

Kempower's Q1 report fell short of our expectations, as the gross margin, a key metric for long-term profitability development, remained weak due to factors such as the geographical distribution of sales and persistent tight pricing. However, the delivery time for new orders decreased, which is why we slightly revised our growth assumption upwards. However, due to lower margin forecasts, changes in earnings estimates turned negative, especially for 2026. Broadly, we still see competitiveness as strong, with the company gaining market share in Europe and North America. We reiterate our EUR 15 target price but lower our recommendation to Reduce (was Accumulate) as the share price increase has significantly raised the bar for earnings growth.

Order growth was acceptable, but the margin level was disappointing

Kempower's Q4 revenue grew significantly stronger than we expected, which we interpreted as being due to accelerated delivery times. Although new orders were below our expectations, they were at a fairly decent level in the seasonally slower Q1. The gross margin, on the other hand, remained at the previous quarter's subdued level, which, together with increased operating expenses, pushed actualized earnings below our forecast. Adjusted EBIT was -3.7 MEUR, while our forecast was -1.8 MEUR.

Growth guidance is moderate compared to order development

The company guides for 10–30% revenue growth and a significant improvement in adjusted EBIT for 2026. Although the order book did not grow from the turn of the year, this was explained by the faster delivery schedule. Approximately 75% of the order book, or ~100 MEUR, is expected to be delivered during 2026 (Q4'25 ~66%), which should support revenue development.

We now forecast 26% revenue growth for 2026, but a lower earnings level than before due to reduced margin forecasts. Our medium-term (2028) EBIT estimate, on the other hand, decreased

significantly more moderately, as our assessment of the company's potential remains largely unchanged.

Gaining market share has been reflected in the margin level

We estimate that the weakening gross margin reflects Kempower's more aggressive growth strategy, through which it aims to increase market share in Europe outside the Nordics and challenge Alpitronic, which has achieved an estimated three times larger market share in Europe compared to Kempower. Kempower has clearly gained market share over the past year, while demand in the Nordic countries has slowed as the passenger car charging network approaches maturity. We believe it is possible that pricing can be improved in the future as new customers become established clients of the company. The company also launched a production cost efficiency program last year aimed at lowering unit costs and thus improving the sales margin. The effects of the program are expected to be visible during 2026.

Valuation has turned neutral

Kempower operates in a rapidly growing market, and we believe the company's competitiveness is strong, even though market share growth has necessitated compromises in margins. Therefore, we believe the company's valuation should be assessed based on earnings forecasts that consider its longer-term potential. The utilization rates of the company's factories are still relatively low in 2025-2026, but in 2027-2028, earnings-based valuation multiples (EV/EBIT) are already falling to neutral levels (25x and 14x) compared to our estimated fair value range of 15-20x. In light of this, we believe the expected return remains insufficient, as the share price is already pricing in the company's journey to become one of the industry's major global players too prematurely. We expect the Capital Markets Day in Q2 to provide more visibility into the company's medium-term earnings growth prospects.

Recommendation

Reduce

(was Accumulate)

Target price:

EUR 15.00

(was EUR 15.00)

Share price:

EUR 15.06

Business risk



Valuation risk



	2025	2026e	2027e	2028e
Revenue	251.3	316.6	395.8	486.8
growth-%	12%	26%	25%	23%
EBIT adj.	-12.4	8.0	32.1	53.6
EBIT-% adj.	-4.9 %	2.5 %	8.1 %	11.0 %
Net income	-12.4	4.2	25.0	42.5
EPS (adj.)	-0.19	0.11	0.45	0.77
P/E (adj.)	neg.	>100	33.3	19.7
P/B	8.3	7.9	6.4	4.8
Dividend yield-%	0.0 %	0.0 %	0.0 %	1.8 %
EV/EBIT (adj.)	neg.	>100	24.6	14.1
EV/EBITDA	neg.	39.2	16.9	10.8
EV/S	3.3	2.6	2.0	1.6

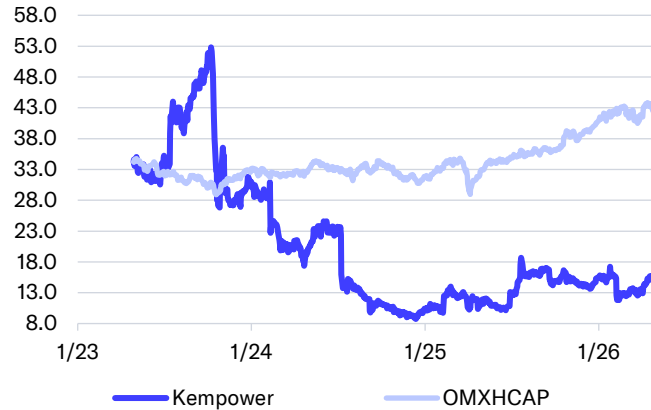
Source: Inderes

Guidance

(Unchanged)

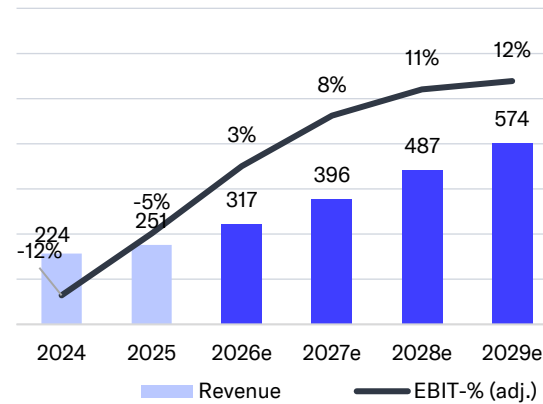
2026 revenue is expected to grow 10-30% (revenue 2024: 223.7 MEUR). Operating EBIT is expected to improve significantly from 2025 (-12.4 MEUR).

Share price



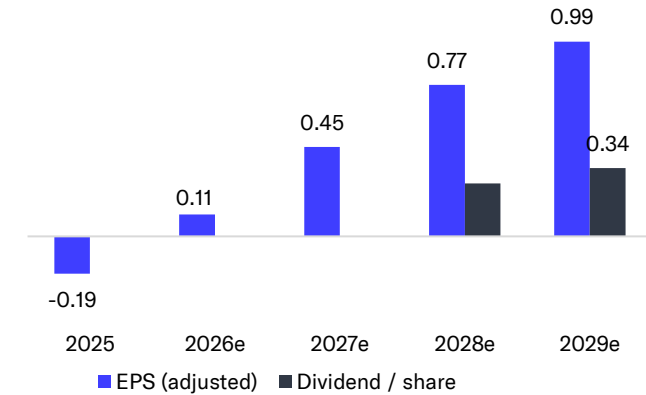
Source: Millstream Market Data AB

Revenue and EBIT % (adj.)



Source: Inderes

EPS and dividend



Source: Inderes

Value drivers

- The electrification of transport creates a significant need for efficient charging capacity
- Competitive products provide strong margins and support market position
- Growing the customer base and expanding into new markets
- Strength in heavy-duty charging solutions
- Scalable cost structure

Risk factors

- Restoring profitability requires significant growth
- Uncertainty about long-term profitability levels in the industry
- Changes in technological competitiveness could threaten growth and pricing
- A high valuation based on long-term earnings growth carries significant risk

Valuation	2026e	2027e	2028e
Share price	15.1	15.1	15.1
Number of shares, millions	55.4	55.4	55.4
Market cap	834	834	834
EV	810	790	756
P/E (adj.)	>100	33.3	19.7
P/E	>100	33.3	19.7
P/B	7.9	6.4	4.8
P/S	2.6	2.1	1.7
EV/Sales	2.6	2.0	1.6
EV/EBITDA	39.2	16.9	10.8
EV/EBIT (adj.)	>100	24.6	14.1
Payout ratio (%)	0.0 %	0.0 %	35.0 %
Dividend yield-%	0.0 %	0.0 %	1.8 %

Source: Inderes

Order growth was moderate, margin level disappointing

Orders grew as expected from the comparison period

New orders in Q1 were 69 MEUR, representing approximately 16% growth from the comparison period. It should be noted that Q1 is typically the seasonally quietest quarter. New orders were roughly in line with consensus but slightly below our forecast of 74 MEUR. As expected, development was sluggish in the Nordics, where new orders decreased compared to the comparison period due to reduced investment activity from existing customers. In other markets, however, order intake increased. Thus, the regional development was in line with the company's market comments provided in connection with its Q4 results.

A larger-than-expected portion of the order book was recognized as revenue in Q1

Q1 revenue was 67 MEUR, thus clearly exceeding estimates. Of the revenue, 27% came from the Nordic countries (Q1'25: 43%), and the share of the rest of Europe

rose to 51% (Q1'25: 42%). North America's share of revenue also increased. The revenue beat is explained by faster-than-estimated delivery of the order book, as a larger portion of the order book than we anticipated was delivered in the early part of the year. The order book remained at the previous quarter's level of 141 MEUR. Approximately 75% of the order book, or ~100 MEUR, will be delivered during 2026 (Q4'25 ~66%), meaning the average delivery time for orders has decreased since the end of 2025. This should support revenue development.

The margin level remained subdued

The gross margin, which is essential for long-term profitability, surprisingly remained at the subdued Q4 level, while both our and consensus estimates anticipated a clear improvement in the margin. The company attributed the weakness in the early part of the year to the geographical distribution of revenue, persistently tight pricing, and temporarily higher unit costs related to product improvements. We estimate that the company's efforts to

increase market share in Europe outside the Nordics have had the strongest impact on the decline in margin levels.

Cash flow improved, supported by net working capital

Q4 adjusted EBIT was -3.5 MEUR, thus below our -1.8 MEUR estimate. Although the euro-denominated gross margin exceeded our expectations due to higher revenue, this was overshadowed by increases in both personnel and other expenses. However, some of the increase in expenses was more non-recurring (provision for credit losses and increase in bonus provisions), so adjusted for these, the profitability level was closer to our estimate.

Cash flow from operating activities in Q1 was -1.1 MEUR, an improvement from the comparison period (Q1'25: -7.5 MEUR). Cash flow was supported by a decrease in working capital, being clearly higher than operating profit and EBITDA. Net cash (excluding lease liabilities) was 37 MEUR at the end of the quarter.

Estimates MEUR / EUR	Q1'25 Comparison	Q1'26 Actualized	Q1'26e Inderes	Q1'26e Consensus	Difference (%) Act. vs. inderes	2026e Inderes
Revenue	43.5	66.8	56.6	56.9	18%	317
Tilaukertymä	59.4	69.0	74.3	71.5	-7%	349
Bruttokate-%	49.4 %	45.3 %	47.6 %	46.8 %	-2.3 pp	46.6 %
EBIT (adj.)	-7.3	-3.5	-1.8	-3.1	-95%	8.0
EPS (reported)	-0.11	-0.07	-0.03	-0.05	-156%	0.08
Revenue growth-%	2.1 %	53.6 %	30.0 %	30.8 %	23.6 pp	26.0 %
EBIT-% (adj.)	-16.9 %	-5.2 %	-3.2 %	-5.4 %	-2.1 pp	2.5 %

Source: Inderes & Modular Finance
(consensus: 7 forecasts)

Kempower Q1'26: Surprising growth



We forecast strong growth for the current year

The guidance does not appear demanding

Kempower reiterated its guidance in its Q1 report, expecting 10–30% revenue growth and a significant improvement in adjusted EBIT for 2026. The company has justified its guidance with three factors:

- 1) Market growth prospects are strong in Continental Europe, but the outlook for the Nordics and the US involves uncertainty. Heavy-duty transport continues to grow, and this segment is becoming the most significant growth driver in the relatively mature Nordic region. In Continental Europe, on the other hand, installations in the charging equipment market continued to grow clearly in early 2024.
- 2) Kempower continues to gain market share, especially in North America, which is a relatively new market for the company.
- 3) Profitability scales with revenue growth.

We do not consider the guidance demanding at this point

in the year, although much depends on the development in the second half of the year.

The decline in gross margin led to estimate cuts

We now forecast 26% revenue growth in 2026, so we have slightly raised our growth estimates. However, our gross margin estimates decreased, which led to a significant reduction in our earnings forecast for the current year. However, we expect adjusted EBIT to strengthen significantly to approximately 8 MEUR in 2026. Our medium-term (2028) EBIT forecasts decreased significantly more moderately, and we estimate the company's potential to be largely unchanged.

Not yet possible to draw far-reaching conclusions from short-term fluctuations in margin levels

We now assume the gross margin in 2026 will be lower than the previous year and will decline by 0.5 percentage points per year from 2027–2030. However, we expect margin levels to improve towards the end of 2026 as the company's production efficiency program positively

impacts development. However, improving the margin to the 2025 level would require a clearer leap in production efficiency, as pricing seems to have remained tight. We estimate that the price level decrease particularly affects customers acquired in recent years, rather than the company's longer-term customers. It is also possible—though by no means certain—that pricing can be raised in the future as new customers take a liking to Kempower's products.

If the gross margin were to continue its sharp decline in the coming years, the company's profitability and value creation outlook could significantly weaken. On the other hand, we also consider the aggressive pursuit of growth and market share important from the perspective of long-term competitiveness and market position. However, the company's cost structure has proven its scalability, as gross profit grew faster than costs in the first half of the year, despite margin pressure.

Estimate revisions	2026e	2026e	Change	2027e	2027e	Change	2028e	2028e	Change
MEUR / EUR	Old	New	%	Old	New	%	Old	New	%
Revenue	312	317	2%	393	396	1%	483	487	1%
EBITDA	23.5	20.7	-12%	49.2	46.7	-5%	71.1	69.7	-2%
EBIT (excl. NRIs)	11.0	8.0	-28%	34.6	32.1	-7%	55.2	53.6	-3%
EBIT	9.1	6.1	-33%	34.6	32.1	-7%	55.2	53.6	-3%
PTP	8.4	5.4	-36%	34.2	31.7	-7%	55.3	53.7	-3%
EPS (excl. NRIs)	0.15	0.11	-28%	0.49	0.45	-7%	0.79	0.77	-3%
DPS	0.00	0.00		0.00	0.00		0.00	0.00	

Source: Inderes

Kempower, Webcast, Q1'26



Valuation has turned neutral

The company has strong value creation potential

Kempower has a strong growth and value creation investment profile, where the key factors are 1) strong market growth, 2) good market competitiveness, and 3) a capital-light business model. Recent share price volatility has been driven particularly by market changes, such as the industry inventory cycle in 2023-2024 and shifts in expectations regarding the electrification of transport. Although expectations for the pace of transport electrification have suffered somewhat due to erratic political decision-making, among other factors, the share of fully electric vehicles in the car fleet is constantly growing, and the long-term growth outlook for the target market is assured.

Forecasting the development of Kempower's competitiveness is more challenging because the industry is still relatively young, and changes in the technological environment or geopolitics, for example, could destabilize existing competitive landscapes. However, it currently appears that Kempower has established itself among the globally leading DC charger manufacturers. Profitability is still low in the current development phase, as the company has invested heavily in production facilities and personnel. However, the current cost structure should enable strong revenue growth in the coming years, which would lead to rapid scalability of profitability.

The valuation is based on earnings-based multiples and DCF

In our valuation of Kempower, we emphasize earnings-based valuation multiples (EV/EBIT) applied to medium-term forecasts (2028), as well as a DCF calculation, which

demonstrates the strong value creation enabled by the asset-light business model.

As earnings scale, multiples decrease rapidly

Kempower's valuation cannot yet be justified by the 2025-2026 earnings outlook, as the company's cost structure is geared towards strong global revenue growth. We estimate that in the medium term (2028), at a sustainable profitability level, the company could be valued at a fair EV/EBIT multiple of 15–20x. Valued at an EV/EBIT multiple of 17x with 2028 estimates, the discounted fair value of the stock would be slightly under EUR 15, and the expected annual return for the next three years would be 7%. There could also be upside in the multiples from the fair range mentioned if the company and market developments evolve in a more profitable and stable direction, making earnings development more predictable. At the same time, it is clear that a significant portion of the projected earnings turnaround is already priced into the stock, so even the current valuation requires a rapid continuation of order growth in the coming years. We believe this warrants caution after the share price has risen by about 20% since our previous update.

The DCF also indicates a neutral valuation level

Our DCF model indicates a fair value of EUR 15.1 per share, which is slightly below the current share price. The DCF model assumptions include a high average revenue growth of 16.5% in 2026-2033, an EBIT margin of 12% in 2029-2033, and an EBIT margin of 11% in the terminal period (2034-). The WACC assumption in the calculation is 9.3%, which reflects a higher risk level for a company in a strong growth phase compared to an average listed company.

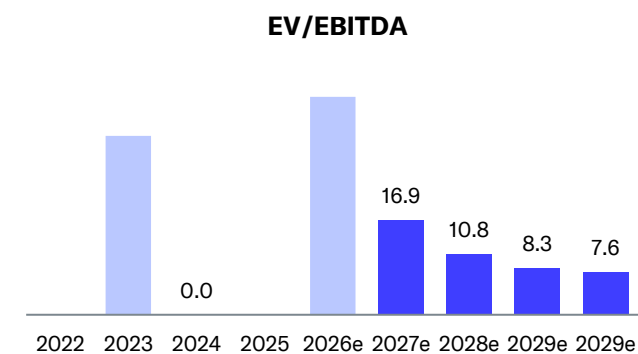
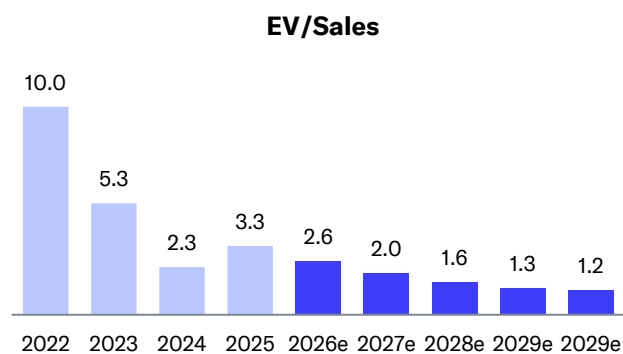
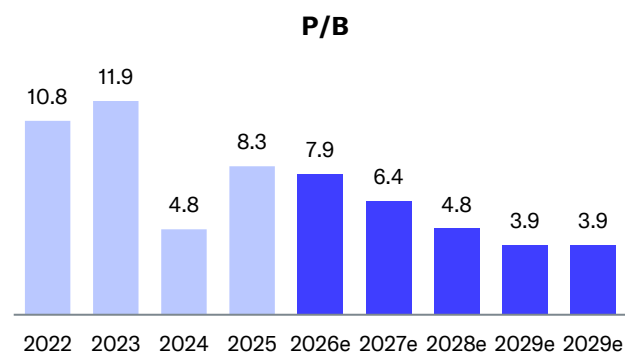
Valuation	2026e	2027e	2028e
Share price	15.1	15.1	15.1
Number of shares, millions	55.4	55.4	55.4
Market cap	834	834	834
EV	810	790	756
P/E (adj.)	>100	33.3	19.7
P/E	>100	33.3	19.7
P/B	7.9	6.4	4.8
P/S	2.6	2.1	1.7
EV/Sales	2.6	2.0	1.6
EV/EBITDA	39.2	16.9	10.8
EV/EBIT (adj.)	>100	24.6	14.1
Payout ratio (%)	0.0 %	0.0 %	35.0 %
Dividend yield-%	0.0 %	0.0 %	1.8 %

Source: Inderes

Valuation table

Valuation	2022	2023	2024	2025	2026e	2027e	2028e	2029e	2029e
Share price	19.6	28.7	9.68	15.3	15.1	15.1	15.1	15.1	15.1
Number of shares, millions	55.5	55.3	55.3	55.4	55.4	55.4	55.4	55.4	55.4
Market cap	1091	1588	535	846	834	834	834	834	834
EV	1033	1513	511	827	810	790	756	723	664
P/E (adj.)	>100	46.9	neg.	neg.	>100	33.3	19.7	15.3	15.3
P/E	>100	47.0	neg.	neg.	>100	33.3	19.7	15.3	15.3
P/B	10.8	11.9	4.8	8.3	7.9	6.4	4.8	3.9	3.9
P/S	10.5	5.6	2.4	3.4	2.6	2.1	1.7	1.5	1.5
EV/Sales	10.0	5.3	2.3	3.3	2.6	2.0	1.6	1.3	1.2
EV/EBITDA	>100	32.1	neg.	neg.	39.2	16.9	10.8	8.3	7.6
EV/EBIT (adj.)	>100	37.2	neg.	neg.	>100	24.6	14.1	10.5	9.7
Payout ratio (%)	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	35.0 %	35.0 %	35.0 %
Dividend yield-%	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	1.8 %	2.3 %	2.3 %

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 2026e
			2026e	2027e	2026e	2027e	2026e	2027e	2026e	2027e	2026e	2027e	
Tesla	1206811	1176803	296.2	249.9	104.5	88.6	14.5	13.5	232.1	188.2			15.7
Zaptec	297	261	36.5	17.1	25.0	13.5	1.9	1.6	71.2	24.4	0.2	1.4	4.4
Alfen	244	265	46.8	54.8	10.4	10.5	0.6	0.6	63.3	70.5			1.6
ABB	150698	152935	29.2	24.2	25.8	21.8	5.2	4.8	38.4	27.8	1.1	1.2	11.0
Sinexcel Electric	1807	1794	28.8	21.9	25.3	20.3	4.1	3.3	30.8	24.0	1.2	1.5	6.6
ChargePoint	139	241					0.7	0.7					1.0
EVGo	571	1004				158.8	3.2	2.7					
Fastned	560	848			67.1	33.8	6.2	4.4					6.3
Kempower (Inderes)	834	810	101.3	24.6	39.2	16.9	2.6	2.0	136.6	33.3	0.0	0.0	7.9
Average			87.5	73.6	43.0	50.2	4.0	3.4	87.2	67.0	0.8	1.3	6.6
Median			36.5	24.2	25.6	27.8	2.6	2.1	63.3	27.8	1.1	1.4	6.3
Diff-% to median			178%	2%	53%	-39%	0%	-6%	116%	20%	-100%	-100%	26%

Source: Refinitiv / Inderes

Income statement

Income statement	2023	2024	Q1'25	Q2'25	Q3'25	Q4'25	2025	Q1'26	Q2'26e	Q3'26e	Q4'26e	2026e	2027e	2028e	2029e
Revenue	284	224	43.5	62.2	73.7	71.9	251	66.8	77.1	85.5	87.2	317	396	487	574
EBITDA	47.1	-18.1	-4.0	0.6	3.5	-0.6	-0.5	-0.2	4.1	10.2	6.6	20.7	46.7	69.7	87.0
Depreciation	-6.5	-10.8	-3.4	-3.4	-3.4	-3.5	-13.8	-3.5	-3.5	-3.6	-4.0	-14.6	-14.6	-16.1	-18.4
EBIT (excl. NRI)	40.7	-26.4	-7.3	-1.7	0.2	-3.6	-12.4	-3.7	1.8	6.7	3.2	8.0	32.1	53.6	68.6
EBIT	40.6	-28.9	-7.3	-2.9	0.1	-4.2	-14.3	-3.7	0.6	6.6	2.6	6.1	32.1	53.6	68.6
Net financial items	2.5	0.6	-0.2	-0.2	0.0	-0.3	-0.7	-0.8	-0.2	-0.2	0.4	-0.7	-0.4	0.1	0.5
PTP	43.1	-28.3	-7.5	-3.1	0.1	-4.5	-15.0	-4.5	0.5	6.4	3.0	5.4	31.7	53.7	69.1
Taxes	-9.3	5.0	1.4	0.5	-0.4	1.2	2.6	0.8	-0.1	-1.4	-0.5	-1.2	-6.7	-11.3	-14.5
Net earnings	33.8	-23.3	-6.2	-2.7	-0.3	-3.3	-12.4	-3.7	0.4	5.0	2.5	4.2	25.0	42.5	54.6
EPS (adj.)	0.61	-0.38	-0.11	-0.03	0.00	-0.05	-0.19	-0.07	0.03	0.09	0.06	0.11	0.45	0.77	0.99
EPS (rep.)	0.61	-0.42	-0.11	-0.05	-0.01	-0.06	-0.22	-0.07	0.01	0.09	0.05	0.08	0.45	0.77	0.99

Key figures	2023	2024	Q1'25	Q2'25	Q3'25	Q4'25	2025	Q1'26	Q2'26e	Q3'26e	Q4'26e	2026e	2027e	2028e	2029e
Revenue growth-%	173.7 %	-21.1 %	2.1 %	8.9 %	40.9 %	0.3 %	12.3 %	53.6 %	24.0 %	16.0 %	21.3 %	26.0 %	25.0 %	23.0 %	18.0 %
Adjusted EBIT growth-%														67.1 %	27.9 %
EBITDA-%			-9.1 %	0.9 %	4.8 %	-0.9 %	-0.2 %	-0.3 %	5.4 %	11.9 %	7.5 %	6.5 %	11.8 %	14.3 %	15.1 %
Adjusted EBIT-%			-16.9 %	-2.7 %	0.2 %	-4.9 %	-4.9 %	-5.5 %	2.4 %	7.8 %	3.7 %	2.5 %	8.1 %	11.0 %	11.9 %
Net earnings-%			-14.2 %	-4.3 %	-0.4 %	-4.6 %	-4.9 %	-5.5 %	0.5 %	5.8 %	2.9 %	1.3 %	6.3 %	8.7 %	9.5 %

Source: Inderes

Balance sheet

Assets	2024	2025	2026e	2027e	2028e
Non-current assets	67.4	67.3	64.3	67.9	72.7
Goodwill	0.0	0.0	0.0	0.0	0.0
Intangible assets	4.2	7.7	11.2	14.7	18.2
Tangible assets	54.0	45.9	46.1	48.2	49.5
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	0.1	0.0	0.0	0.0	0.0
Deferred tax assets	9.1	13.7	7.0	5.0	5.0
Current assets	163	180	205	247	294
Inventories	57.5	58.5	66.5	79.2	92.5
Other current assets	0.0	0.0	0.0	0.0	0.0
Receivables	40.5	66.1	69.7	81.1	94.9
Cash and equivalents	65.4	54.9	69.2	86.5	106
Balance sheet total	231	247	270	315	367

Source: Inderes

Liabilities & equity	2024	2025	2026e	2027e	2028e
Equity	112	102	106	131	174
Share capital	0.1	0.1	0.1	0.1	0.1
Retained earnings	21.5	9.7	13.9	39.0	81.4
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	90.3	92.1	92.1	92.1	92.1
Minorities	0.0	0.0	0.0	0.0	0.0
Non-current liabilities	31.2	31.6	35.8	34.8	27.7
Deferred tax liabilities	0.0	0.0	0.0	0.0	0.0
Provisions	6.0	14.4	14.4	14.4	14.4
Interest bearing debt	25.1	17.2	21.4	20.4	13.3
Convertibles	0.0	0.0	0.0	0.0	0.0
Other long term liabilities	0.1	0.0	0.0	0.0	0.0
Current liabilities	87.7	113	128	149	165
Interest bearing debt	16.5	18.6	23.2	22.1	14.3
Payables	71.2	94.7	104	127	151
Other current liabilities	0.0	0.0	0.0	0.0	0.0
Balance sheet total	231	247	270	315	367

DCF calculation

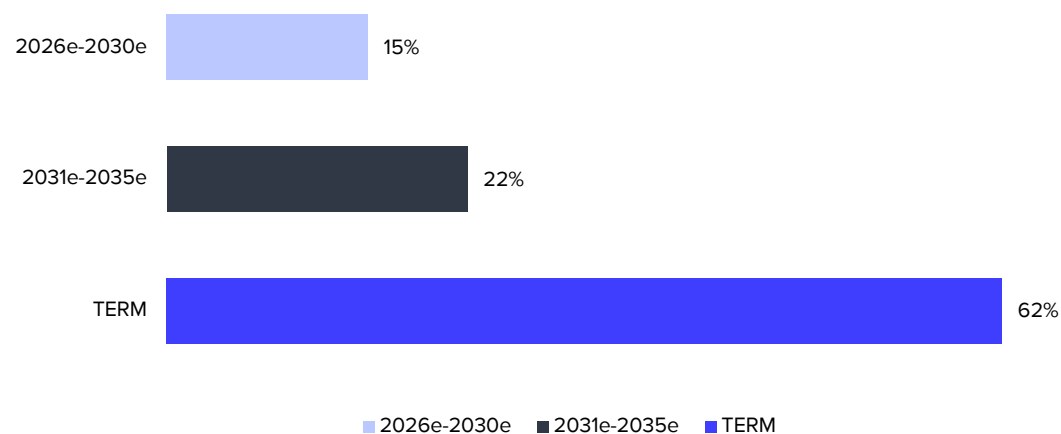
DCF model	2025	2026e	2027e	2028e	2029e	2030e	2031e	2032e	2033e	2034e	2035e	TERM
Revenue growth-%	12.3 %	26.0 %	25.0 %	23.0 %	18.0 %	15.0 %	11.0 %	9.0 %	6.0 %	5.0 %	3.0 %	3.0 %
EBIT-%	-5.7 %	1.9 %	8.1 %	11.0 %	11.9 %	12.0 %	12.0 %	12.0 %	12.0 %	11.0 %	11.0 %	11.0 %
EBIT (operating profit)	-14.3	6.1	32.1	53.6	68.6	79.2	87.9	95.8	102	97.9	101	
+ Depreciation	13.8	14.6	14.6	16.1	18.4	20.5	20.7	19.7	19.2	18.8	18.7	
- Paid taxes	-2.0	5.5	-4.7	-11.3	-14.5	-16.8	-18.9	-20.5	-21.7	-21.0	-21.6	
- Tax, financial expenses	-0.1	-0.2	-0.1	0.0	0.1	0.2	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	-3.1	-1.8	-2.0	-2.9	-3.7	-2.7	-2.5	-1.7	-0.3	0.3	-1.4	
Operating cash flow	-5.8	24.3	40.0	55.6	68.9	80.3	87.6	93.7	99.1	96.4	96.9	
+ 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	
- Gross CAPEX		-18.2	-20.3	-20.9	-21.3	-21.7	-22.0	-22.0	-22.0	-22.0	-22.6	
Free operating cash flow		6.0	19.7	34.7	47.6	58.6	65.7	71.7	77.1	74.5	74.2	
+/- Other		0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
FCFF		6.0	19.7	34.7	47.6	58.6	65.7	71.7	77.1	74.5	74.2	1209
Discounted FCFF		5.7	17.0	27.4	34.3	38.6	39.6	39.6	38.9	34.4	31.3	510
Sum of FCFF present value		817	812	795	767	733	694	655	615	576	542	510
Enterprise value DCF		817										
- Interest bearing debt		-35.8										
+ Cash and cash equivalents		54.9										
+ Associated companies		0.0										
-Minorities		0.0										
-Dividend/capital return		0.0										
Equity value DCF		836										
Equity value DCF per share		15.1										

WACC

Tax-% (WACC)	22.0 %
Target debt ratio (D/(D+E))	10.0 %
Cost of debt	3.0 %
Equity Beta	1.60
Market risk premium	4.75%
Liquidity premium	0.00%
Risk free interest rate	2.5 %
Cost of equity	10.1 %
Weighted average cost of capital (WACC)	9.3 %

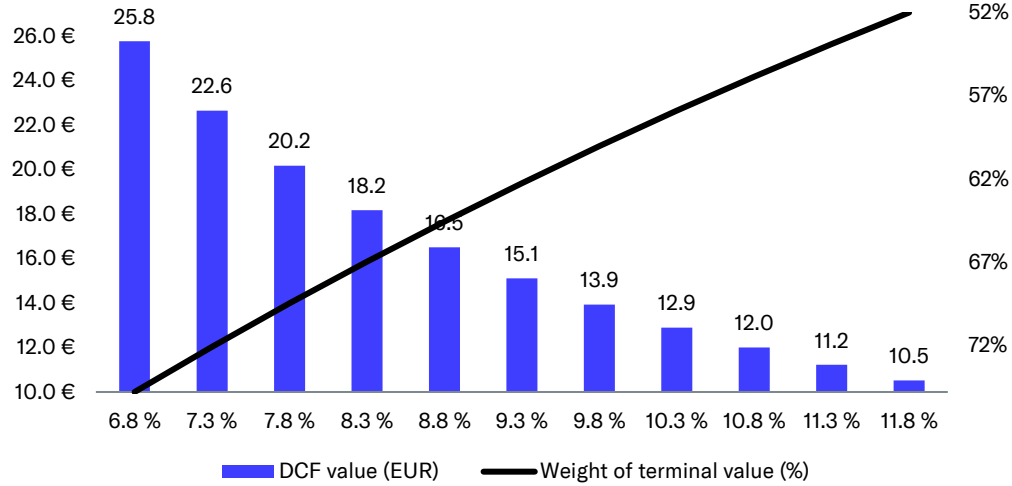
Source: Inderes

Cash flow distribution

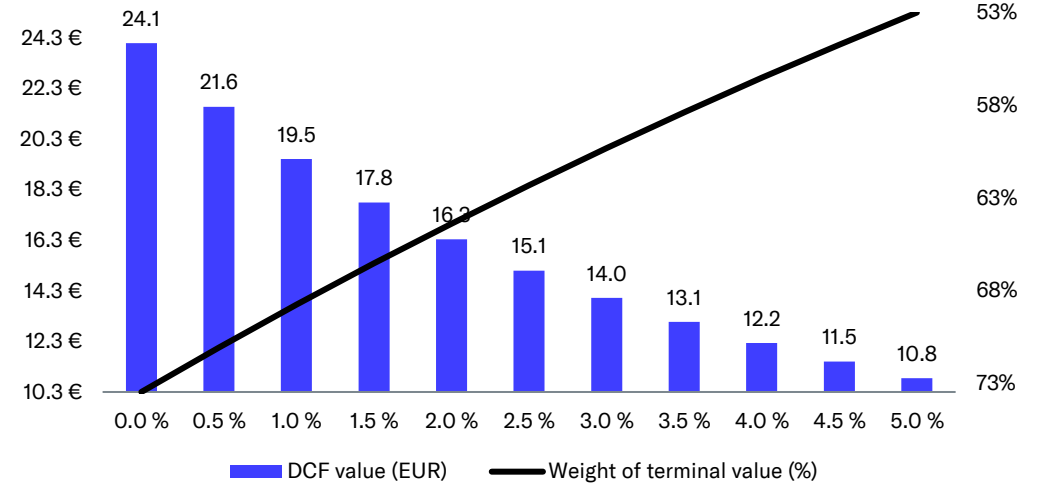


DCF sensitivity calculations and key assumptions in graphs

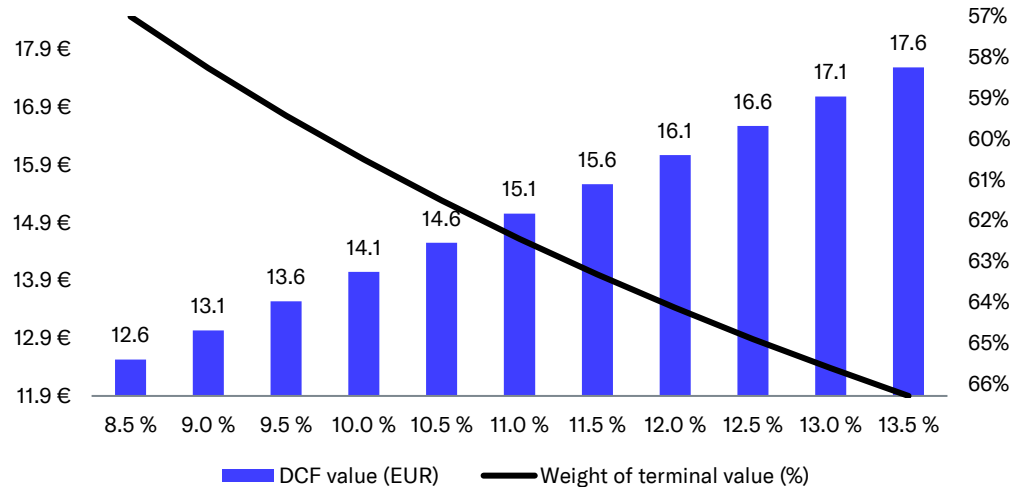
Sensitivity of DCF to changes in the WACC-%



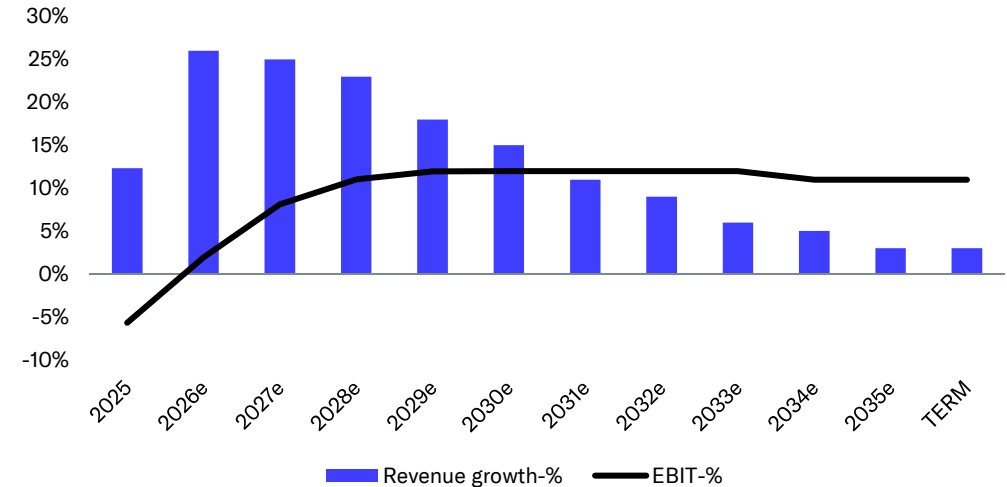
Sensitivity of DCF to changes in the risk-free rate



Sensitivity of DCF to changes in the terminal EBIT margin



Growth and profitability assumptions in the DCF calculation



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

Summary

Income statement	2023	2024	2025	2026e	2027e	Per share data	2023	2024	2025	2026e	2027e
Revenue	283.6	223.7	251.3	316.6	395.8	EPS (reported)	0.61	-0.42	-0.22	0.08	0.45
EBITDA	47.1	-18.1	-0.5	20.7	46.7	EPS (adj.)	0.61	-0.38	-0.19	0.11	0.45
EBIT	40.6	-28.9	-14.3	6.1	32.1	OCF / share	0.70	-0.51	-0.10	0.44	0.72
PTP	43.1	-28.3	-15.0	5.4	31.7	OFCF / share	0.29	-0.97	-0.11	0.11	0.36
Net Income	33.8	-23.3	-12.2	4.2	25.0	Book value / share	2.40	2.02	1.84	1.92	2.37
Extraordinary items	-0.1	-2.5	-1.9	-1.9	0.0	Dividend / share	0.00	0.00	0.00	0.00	0.00
Balance sheet	2023	2024	2025	2026e	2027e	Growth and profitability	2023	2024	2025	2026e	2027e
Balance sheet total	237.7	230.8	246.8	269.6	314.7	Revenue growth-%	174%	-21%	12%	26%	25%
Equity capital	132.9	111.9	101.9	106.1	131.2	EBITDA growth-%	396%	-138%	97%	3971%	126%
Goodwill	0.0	0.0	0.0	0.0	0.0	EBIT (adj.) growth-%	507%	-165%	53%	165%	301%
Net debt	-74.6	-23.8	-19.1	-24.6	-44.0	EPS (adj.) growth-%	718%	-161%	50%	158%	310%
Cash flow	2023	2024	2025	2026e	2027e	EBITDA-%	16.6 %	-8.1 %	-0.2 %	6.5 %	11.8 %
EBITDA	47.1	-18.1	-0.5	20.7	46.7	EBIT (adj.)-%	14.4 %	-11.8 %	-4.9 %	2.5 %	8.1 %
Change in working capital	2.8	-8.8	-3.1	-1.8	-2.0	EBIT-%	14.3 %	-12.9 %	-5.7 %	1.9 %	8.1 %
Operating cash flow	38.5	-28.1	-5.8	24.3	40.0	ROE-%	28.9 %	-19.0 %	-11.6 %	4.0 %	21.1 %
CAPEX	-24.2	-27.7	-9.1	-18.2	-20.3	ROI-%	29.6 %	-18.5 %	-9.8 %	4.2 %	19.8 %
Free cash flow	15.8	-53.6	-6.3	6.0	19.7	Equity ratio	55.9 %	48.5 %	41.3 %	39.4 %	41.7 %
Valuation multiples	2023	2024	2025	2026e	2027e	Gearing	-56.1 %	-21.3 %	-18.7 %	-23.2 %	-33.5 %
EV/S	5.3	2.3	3.3	2.6	2.0	Net debt/EBITDA	-1.6	1.3	35.8	-1.2	-0.9
EV/EBITDA	32.1	neg.	neg.	39.2	16.9	EBITDA/net financials	-19.2	30.1	-0.8	29.5	116.9
EV/EBIT (adj.)	37.2	neg.	neg.	>100	24.6						
P/E (adj.)	46.9	neg.	neg.	>100	33.3						
P/B	11.9	4.8	8.3	7.9	6.4						
Dividend-%	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %						

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
8/15/2022	Accumulate	20.00 €	18.35 €
10/30/2022	Accumulate	22.00 €	19.64 €
2/15/2023	Reduce	27.00 €	27.56 €
4/14/2023	Accumulate	30.00 €	27.30 €
4/20/2023	Accumulate	32.00 €	28.80 €
7/19/2023	Accumulate	43.00 €	41.68 €
7/25/2023	Reduce	43.00 €	42.84 €
9/18/2023	Accumulate	52.00 €	46.10 €
10/19/2023	Accumulate	44.00 €	37.88 €
10/31/2023	Buy	44.00 €	29.59 €
2/9/2024	Buy	41.00 €	28.72 €
2/15/2024	Buy	32.00 €	22.72 €
3/25/2024	Buy	32.00 €	19.55 €
4/25/2024	Buy	28.00 €	17.37 €
7/12/2024	Reduce	19.00 €	22.40 €
7/24/2024	Accumulate	16.00 €	13.17 €
9/2/2024	Reduce	10.00 €	12.00 €
10/3/2024	Reduce	10.00 €	11.60 €
10/31/2024	Reduce	10.00 €	9.86 €
2/12/2025	Accumulate	13.00 €	11.48 €
4/28/2025	Accumulate	12.50 €	10.36 €
7/25/2025	Reduce	15.00 €	17.59 €
10/30/2025	Accumulate	17.00 €	14.73 €
1/27/2026	Accumulate	17.50 €	15.88 €
2/12/2026	Accumulate	15.00 €	12.58 €
4/30/2026	Reduce	15.00 €	15.06 €



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