

REVENIO GROUP

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INDERES CORPORATE CUSTOMER
COMPANY REPORT



Exemplary performance

We reiterate our Accumulate recommendation and EUR 30.0 target price for Revenio. The Q1 result operationally exceeded our expectations, both in terms of revenue growth and EBIT. The outlook remains unchanged and the trade war does not seem to cause the company greater problems, at least in the light of current information. We feel the report dispersed many concerns, which was also reflected in the share price yesterday. We consider the valuation very reasonable considering the company's attractive long-term outlook.

Profitable growth on a broad front

In Q1, Revenio' revenue grew by 10.5% to 26.1 MEUR, exceeding our 25.4 MEUR estimate. Growth was supported by a few larger one-off orders during the quarter, but similar orders are received from time to time. However, the positive development was broad-based, with growth in all markets, both in imaging and tonometry products Among market areas, China and India stood out positively, and they could become good long-term growth markets for the company. Earnings also exceeded our forecast, with Q1 EBIT reaching 6.6 MEUR, while our estimate was one million lower. The cost structure continued to rise clearly, but with the stronger increase in the topline, costs scaled quite well. Changes in exchange rates were reflected in financial expenses due to the company's new reporting method, and as these increased, EPS was ultimately in line with our forecasts. Cash flow was scarcer compared to the earning level, wich was explained by incentives paid early in the year. As a whole, we feel the Q1 result proved that profitable growth can be achieved even in this environment.

Growth drivers are developing and the trade war is not yet a concern

Revenio reiterated its guidance expecting 6-15% comparable growth and good profitability (excluding non-recurring costs). The outlook was generally good on several fronts, and the trade war

does not yet seem to be a major concern for the company. The company expects the impact of the current level of tariffs to be around 0.8-1.4 MEUR this year, but the company intends to pass them on to its prices in the US and thereby eliminate the majority of the impact. Given the company's good pricing power, we do not expect price increases to be a real challenge, especially as competitors' products are also subject to tariffs (no significant production in the US).

Deliveries of the new MAIA version have started and will clearly support the company's growth outlook toward the end of the year. The company seemed satisfied with the product's sales pipeline and longer-term outlook. The company's screening solutions are also expanding at a good rate into new markets and the number of iCare ILLUME-based screening sites is growing at a good pace (almost 50% by the end of 2024). These will enable the company to continue to grow its highly scalable software and AI-based revenue streams in the longer term. Overall, we feel the report showed that the company's long-term growth outlook is progressing on schedule.

No material changes to the valuation

The attractiveness of Revenio's valuation is strongly linked to the growth rate of its revenue and consequently its profit. Based on the Q1 report, we believe that the company has the potential to grow at a double-digit rate in the next few years, when profitability also has good preconditions to scale up. Considering this, Revenio's valuation (2025 adj. EV/EBIT 22x) is very reasonable, even though the company still requires patience. We believe the relative valuation is reasonable and the cash flow model supports our view. We consider the risk/reward ratio attractive. In the short term, the trade war will keep risks elevated, but we believe the company will survive the turbulence in one piece. If this happens, we consider it possible that the valuation premium will rise further.

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	104	115	133	153
growth-%	7%	11%	16%	15%
EBIT adj.	26.9	32.4	39.4	46.7
EBIT-% adj.	25.9 %	28.3 %	29.6 %	30.5 %
Net Income	18.5	23.1	30.1	36.3
EPS (adj.)	0.76	0.90	1.17	1.39
P/E (adj.)	34.8	30.4	23.5	19.7
P/B	6.6	6.1	5.3	4.6
Dividend yield-%	1.5 %	1.6 %	2.1 %	2.7 %
EV/EBIT (adj.)	26.2	21.8	17.3	14.1
EV/EBITDA	23.2	19.8	15.5	12.9
EV/S	6.8	6.2	5.1	4.3

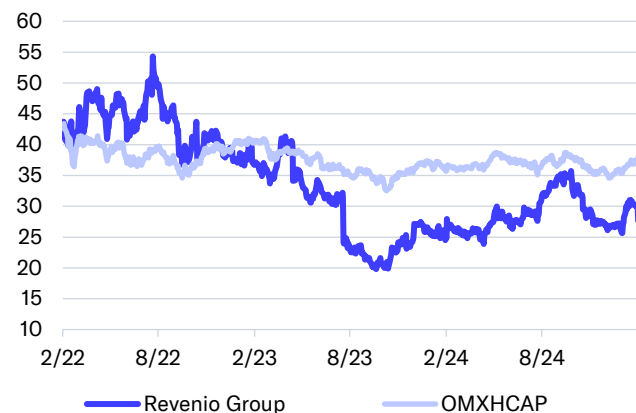
Source: Inderes

Guidance

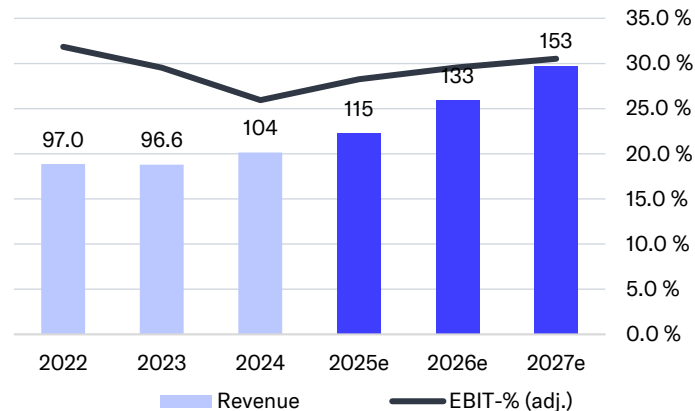
(New guidance)

Revenio Group's exchange rate-adjusted net sales are estimated to grow 5-10% from the previous year and profitability, excluding non-recurring items, is estimated to remain at a good level.

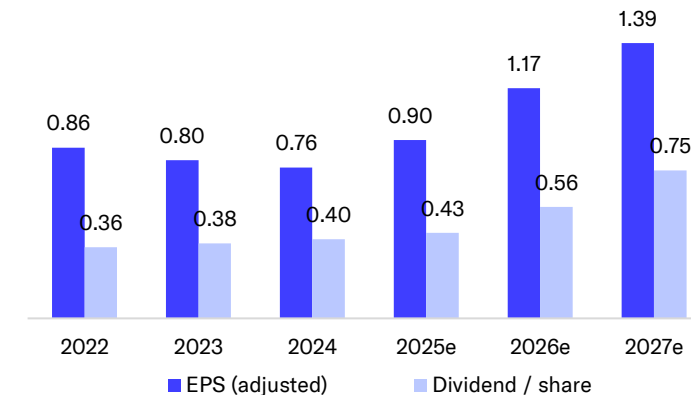
Share price



Revenue and EBIT-% (adj.)



EPS and dividend



Value drivers

- Earnings growth in the short and long term
- More than 30% of revenue is recurring and this share is growing
- Strong competitive protection and market growth drivers offering support
- New products, software and AI have significant long-term potential
- Excellent track record of value creation
- Potential acquisitions (especially OCT)

Risk factors

- The patent protection of the iCare tonometer has been reduced and competition has emerged in RBT technology, which is a long-term threat
- Success in sometimes unpredictable FDA approval processes (especially ILLUME incl. Thirona)
- Medium-term commercial breakthrough success of growth products (ILLUME, HOME family and Thirona cluster)
- Success in the rapid growth of imaging devices
- Increasing competition and the AI transition

Valuation	2025e	2026e	2027e
Share price	27.4	27.4	27.4
Number of shares, millions	26.7	26.7	26.7
Market cap	731	731	731
EV	707	683	658
P/E (adj.)	30.4	23.5	19.7
P/E	31.7	24.3	20.1
P/B	6.1	5.3	4.6
P/S	6.4	5.5	4.8
EV/Sales	6.2	5.1	4.3
EV/EBITDA	19.8	15.5	12.9
EV/EBIT (adj.)	21.8	17.3	14.1
Payout ratio (%)	50.0 %	50.0 %	55.0 %
Dividend yield-%	1.6 %	2.1 %	2.7 %

Source: Inderes

Profitable growth on a broad front

Growth reached a double-digit level

In Q1, Revenio's revenue increased by 10.5% to 26.1 MEUR, slightly exceeding our estimate of 25.4 MEUR. Adjusted for exchange rates, the company grew by as much as 12%, which we consider a strong performance in a still relatively weak market. According to the company, sales were boosted by a few larger one-time orders both in Europe and in the APAC region. Geographically, growth was uniformly good in all of the company's markets, but China and India stood out positively in terms of growth.

By product area, the company grew strongly in tonometers, where sales were boosted especially by sensors, iCare IC200 (Quick Measure), iCare HOME2, and iCare TONOVET pro. Sales of fundus imaging devices also developed well, especially supported by the iCare DRSplus camera and iCare EIDON product family. The company's AI-based screening solutions are developing well. For example, iCare RETCAD produced over 30% more patient reports in Q1 than one year earlier, and the number of iCare

ILLUME-based screening sites increased by nearly 50% compared to the end of 2024. This growth is particularly important and valuable for the company's long-term outlook.

Earnings clearly beat forecasts

Revenio's Q1 EBIT rose to 6.6 MEUR (Q1'24: 5.1 MEUR), well above our estimate of 5.6 MEUR. The stronger-than-expected earnings were partly explained by higher revenue generation, which is reflected through high gross margins in earnings lines. The gross margin (72.6%) also improved clearly from the comparison period (Q1'24: 70.3%), due to a change in accounting, where certain sales commissions will be recorded in other operating expenses instead of the materials and services line. Personnel costs continued to reflect cost inflation as the company continued to increase its personnel. In Q1, there were no significant costs related to, e.g., FDA processes. EPS improved to EUR 0.16, which was ultimately in line with our forecasts due to higher financing costs than expected.

Following the company's reporting change, exchange rate movements are now reflected in financial expenses, whereas previously they were also reflected more strongly in revenue and EBIT.

Very strong balance sheet

In Q1, Revenio's cash flow from operating activities was 4.7 MEUR (Q1'24 4.6 MEUR), which was not particularly strong considering the earnings level. This is explained by the incentives paid by the company at the beginning of the year, which increased clearly last year after a weak 2023. Revenio's balance sheet continues to strengthen, with an equity ratio of as much as 80% after Q1. Net gearing was -10% after Q1, but this does not yet show the dividend payment scheduled for Q2. In any case, the balance sheet is very strong and will allow the company, e.g., to make moves on the acquisition front if the right target is found at the right price.

Estimates	Q1'24	Q1'25	Q1'25e	Q1'25e	Consensus	Difference (%)	2025e
MEUR / EUR	Comparison	Actualized	Inderes	Consensus	Low	High	Inderes
Revenue	23.6	26.1	25.4	25.6		3%	115
EBIT	5.1	6.6	5.6	6.2		18%	31.4
EPS (reported)	0.14	0.16	0.16	0.17		-2%	0.86
Revenue growth-%	1.8 %	10.5 %	7.3 %	8.4 %		3.1 pp	10.6 %
Liikevoitto-%	21.8 %	25.4 %	22.2 %	24.2 %		3.2 pp	27.4 %

Source: Inderes & Modular
Finance 4/17/2025
(consensus)

The trade war did not seem to worry – at least not yet

Guidance reiterated

As expected, Revenio reiterated its guidance expecting 2025 comparable revenue to grow by 6-15% from the previous year and profitability to be at a good level excluding non-recurring items. The company's goal this year is clearly double-digit growth, which we believe it has the potential to achieve without a material deterioration in the market situation, e.g., due to the trade war.

For the FDA-approved and CE-marked microperimeter MAIA, the company commented that the sales outlook is strong and deliveries started in Q2. This clearly supports the growth outlook in the coming quarters, as we estimate that there may have been a small stagnation in demand for the product. The company also said it was satisfied with the product and was optimistic about its future prospects. The company commented that it would be disappointed if product sales were to remain at the level of the old MAIA version (in our opinion, a few million euros per year). This

strengthened our previous view of MAIA's sales potential.

The trade war is not a major concern, at least not yet

A major topic of interest in the report was comments on the impact of the trade war on the company, with the US being an important operating area for Revenio (about half of revenue). The company had prepared for a trade war and increased its inventories in the US since last year.

According to Revenio, at the current tariff level of 10%, the negative impact on the company's results would be around 0.8-1.4 MEUR in Q2'25-Q4'25 without price increases. However, the company plans to include tariffs in its prices in the US, where it sees no problem, as competitors' production is also largely outside the US. Revenio's products are competitively priced, which makes the situation easier. The company also stressed that it is one of the most profitable companies in the industry, which gives it strong resilience. The main impact of the trade war is expected to come through volatile exchange rates, and the

strengthening of the euro at the end of the period is likely to put pressure on euro-denominated growth in the remainder of the year. In any case, the company has not yet identified any negative impact on demand in the US, which was at least our main concern before the report. The company's delivery times are very short, so a larger stop in demand would have been detected quickly. The risks remain, of course.

No substantial estimate revisions

We only made small estimate changes after the Q1 report. In our view, the main risks are related to exchange rates, where sharp changes could weigh on euro-denominated growth figures. More importantly, double-digit growth should continue in comparable currencies. This explains more about the company's actual operational development.

Estimate revisions	2025e	2025e	Change	2026e	2026e	Change	2027e	2027e	Change
MEUR / EUR	Old	New	%	Old	New	%	Old	New	%
Revenue	115	115	0%	134	133	0%	154	153	0%
EBITDA	34.6	35.6	3%	43.9	44.0	0%	50.8	50.9	0%
EBIT (excl. NRIs)	31.4	32.4	3%	39.3	39.4	0%	46.6	46.7	0%
EBIT	30.4	31.4	3%	38.3	38.4	0%	45.7	45.8	0%
PTP	30.2	30.1	0%	39.0	39.1	0%	47.1	47.2	0%
EPS (excl. NRIs)	0.91	0.90	-1%	1.16	1.17	0%	1.39	1.39	0%
DPS	0.44	0.43	-1%	0.56	0.56	0%	0.75	0.75	0%

Source: Inderes

Revenio Interim report 1-3/2025



No material changes to the valuation

Quality company with good long-term growth prospects

It has been easy to paint Revenio's high-quality earnings growth story well into the future, as the core business has maintained a strong growth trajectory while the company's profitability has scaled upwards. The Q1 report was encouraging as the company returned to the double-digit growth path and earnings increased clearly. Long-term growth drivers are also progressing well, and the trade war does not seem to pose major challenges to the company. In the short term, the risks remain elevated, but we are very confident that the company will come out of this period among the winners in the sector. Thanks to its strong profitability, Revenio is in a strong position compared to its competitors to withstand the turbulence of the operating environment.

Looking further, Revenio is well-positioned in an industry with strong structural long-term growth drivers and deep moats (patents, brand, slow-moving industry and high barrier of entry). In the coming years, we believe the earnings growth prospects are good as new products slowly start to drive growth. A new potential driver is the Thirona AI and geographically, e.g., the Indian and Chinese markets. In addition, Revenio will continue to expand its product portfolio through both internal product development and acquisitions, for which we believe the prerequisites for creating shareholder value are good.

The rate of earnings growth also affects the acceptable valuation

Revenio's 2025e adjusted EV/EBIT is around 22x, which we believe is reasonable for the company. If the earnings growth we expect materializes, we expect the stock to be

at a higher level a year from now. However, this relies on double-digit growth and, as the guidance shows, there are many different scenarios at the moment. However, we personally believe that a positive scenario is most likely due to a number of positive drivers within the company itself.

The visibility for next year is weak for now, but for the next 12 months, the valuation is based on forecasts for 2026. Then the adj. EV/EBIT is 17x, which indicates a clear upside. First, the company must demonstrate that it can continue on the earnings growth path we expect.

Relative valuation is quite neutral

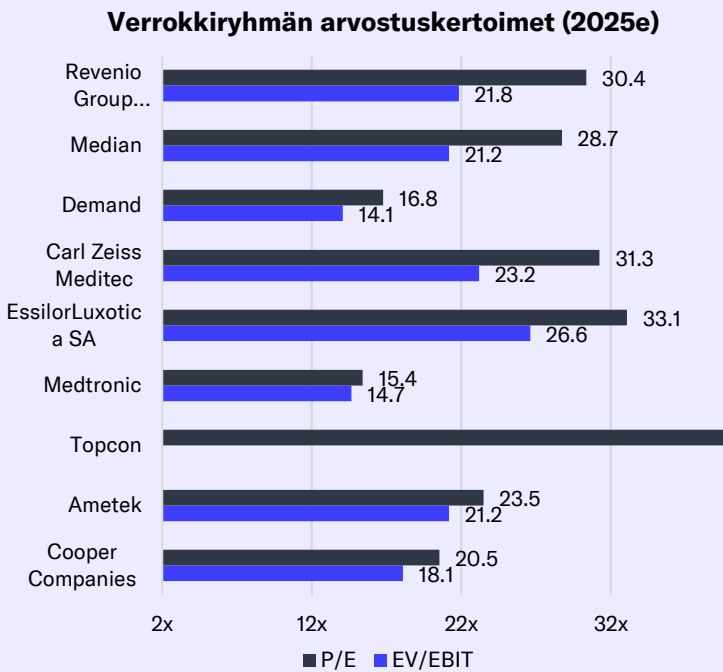
Revenio has historically traded at a premium to the peer group we use, which we believe is justified as long as the size of the premium remains reasonable. The company is growing faster than the industry and its long-term prospects are strong, while many of its future earnings drivers are still maturing. The median 2025e EV/EBIT for the peer group is now around 21x, practically in line with Revenio. We think Revenio is one of the best companies in the group along with Zeiss, whose 2025e EV/EBIT is currently 23x. We consider Revenio's relative valuation to be fairly neutral, but changes in peer valuations do not drive our view on the stock.

DCF calculation

We made no significant changes to our DCF analysis, which remains at an indicative value of EUR 32 at the current required return of 8.4% (unleveraged). The terminal value portion of the calculation is 64%, which is high but we think is reasonable given the company's profile.

Valuation	2025e	2026e	2027e
Share price	27.4	27.4	27.4
Number of shares, millions	26.7	26.7	26.7
Market cap	731	731	731
EV	707	683	658
P/E (adj.)	30.4	23.5	19.7
P/E	31.7	24.3	20.1
P/B	6.1	5.3	4.6
P/S	6.4	5.5	4.8
EV/Sales	6.2	5.1	4.3
EV/EBITDA	19.8	15.5	12.9
EV/EBIT (adj.)	21.8	17.3	14.1
Payout ratio (%)	50.0 %	50.0 %	55.0 %
Dividend yield-%	1.6 %	2.1 %	2.7 %

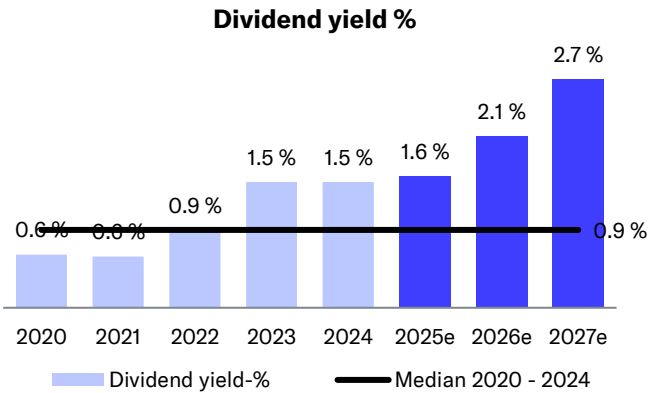
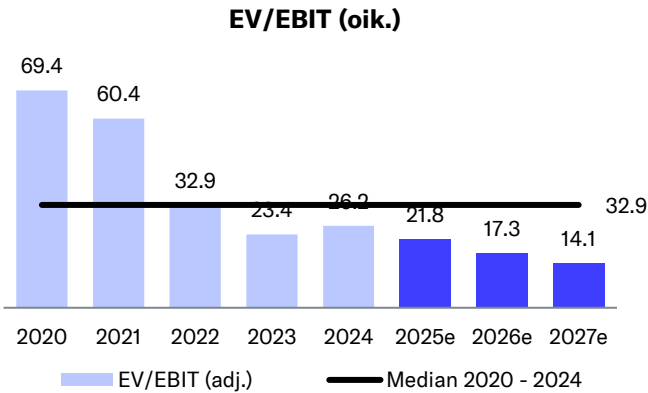
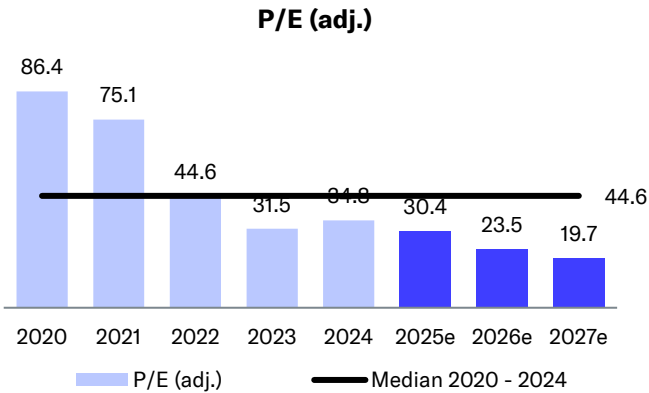
Source: Inderes



Valuation table

Valuation	2020	2021	2022	2023	2024	2025e	2026e	2027e	2028e
Share price	50.3	55.6	38.6	25.2	26.6	27.4	27.4	27.4	27.4
Number of shares, millions	26.6	26.7	26.6	26.6	26.7	26.7	26.7	26.7	26.7
Market cap	1337	1482	1026	670	709	731	731	731	731
EV	1335	1482	1015	667	702	707	683	658	633
P/E (adj.)	86.4	75.1	44.6	31.5	34.8	30.4	23.5	19.7	16.7
P/E	>100	85.7	47.1	35.1	38.2	31.7	24.3	20.1	16.7
P/B	19.2	18.9	11.3	6.7	6.6	6.1	5.3	4.6	4.0
P/S	21.9	18.8	10.6	6.9	6.9	6.4	5.5	4.8	4.2
EV/Sales	21.9	18.8	10.5	6.9	6.8	6.2	5.1	4.3	3.6
EV/EBITDA	61.5	57.6	30.6	22.0	23.2	19.8	15.5	12.9	10.6
EV/EBIT (adj.)	69.4	60.4	32.9	23.4	26.2	21.8	17.3	14.1	11.5
Payout ratio (%)	63.6 %	52.4 %	43.9 %	52.9 %	57.5 %	50.0 %	50.0 %	55.0 %	60.0 %
Dividend yield-%	0.6 %	0.6 %	0.9 %	1.5 %	1.5 %	1.6 %	2.1 %	2.7 %	3.6 %

Source: Inderes



Peer group valuation

Peer group valuation Company	Market cap MEUR	EV MEUR	EV/EBIT		EV/EBITDA		EV/S		P/E		Dividend yield-%	
			2025e	2026e	2025e	2026e	2025e	2026e	2025e	2026e	2025e	2026e
Revenio Group	644	636	20.8	17.2	18.1	15.1	5.6	5.0	27.9	23.1	1.8	2.1
Cooper Companies	14384	16528	18.1	16.6	15.2	13.9	4.6	4.3	20.5	18.5		
Ametek	33720	35218	21.2	19.6	17.7	16.4	5.6	5.3	23.5	21.7	0.7	0.8
Topcon	2150	2574			20.1	14.9	2.0	1.9	163.8	47.0	1.2	1.2
Medtronic	94719	111332	14.7	13.8	13.1	12.3	3.8	3.6	15.4	14.4	3.3	3.5
EssilorLuxotica SA	114423	125978	26.6	23.8	17.5	15.8	4.5	4.2	33.1	29.3	1.7	1.9
Carl Zeiss Meditec	5317	5847	23.2	18.9	14.9	13.1	2.7	2.5	31.3	24.6	1.1	1.4
Demand	6730	8689	14.1	12.8	10.7	9.8	2.7	2.5	16.8	14.5		
Optomed (Inderes)	73	72				36.1	4.2	3.5				
Revenio Group (Inderes)	731	707	21.8	17.3	19.8	15.5	6.2	5.1	30.4	23.5	1.6	2.1
Average			21.8	19.2	17.3	17.1	4.1	3.8	40.6	25.6	1.4	1.5
Median			21.2	18.9	17.6	15.1	4.5	4.2	28.7	23.9	1.2	1.3
Diff-% to median			3%	-8%	13%	3%	38%	22%	6%	-1%	37%	61%

Source: Refinitiv / Inderes

Income statement

Income statement	2022	2023	Q1'24	Q2'24	Q3'24	Q4'24	2024	Q1'25	Q2'25e	Q3'25e	Q4'25e	2025e	2026e	2027e	2028e
Revenue	97.0	96.6	23.6	25.4	23.9	30.5	104	26.1	28.8	27.6	32.1	115	133	153	174
Tonometers (estimate)	58.5	57.4	14.9	16.0	13.2	17.1	61.3	16.5	17.0	14.9	18.6	67.0	75.8	84.9	96.7
Imaging devices (estimate)	36.2	36.6	8.0	8.7	9.9	12.6	39.2	8.6	10.9	11.6	12.5	43.6	51.0	59.2	67.4
Software (estimate)	2.2	2.6	0.7	0.7	0.8	0.8	3.0	0.9	0.9	1.0	1.0	3.9	6.5	9.0	10.3
Other products (estimate)	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
EBITDA	33.1	30.3	6.2	7.1	6.7	10.3	30.2	7.7	8.4	9.0	10.4	35.6	44.0	50.9	59.7
Depreciation	-3.4	-3.9	-1.1	-1.8	-1.2	-1.1	-5.2	-1.1	-1.1	-1.1	-1.1	-4.3	-5.5	-5.0	-4.7
EBIT (excl. NRI)	30.9	28.5	5.4	6.2	5.8	9.4	26.9	6.9	7.6	8.2	9.6	32.4	39.4	46.7	55.0
EBIT	29.7	26.3	5.1	5.3	5.5	9.1	25.0	6.6	7.4	8.0	9.4	31.4	38.4	45.8	55.0
Net financial items	-0.6	-1.0	-0.3	0.2	-0.4	0.1	-0.4	-1.1	-0.1	-0.1	-0.1	-1.3	0.7	1.4	2.0
PTP	29.1	25.4	4.8	5.5	5.1	9.2	24.6	5.6	7.3	7.9	9.3	30.1	39.1	47.2	56.9
Taxes	-7.3	-6.3	-1.2	-1.3	-0.9	-2.7	-6.1	-1.4	-1.7	-1.8	-2.1	-7.0	-9.0	-10.9	-13.1
Minority interest	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net earnings	21.8	19.1	3.6	4.1	4.3	6.5	18.5	4.2	5.6	6.1	7.2	23.1	30.1	36.3	43.8
EPS (adj.)	0.86	0.80	0.14	0.19	0.17	0.25	0.76	0.17	0.22	0.24	0.28	0.90	1.17	1.39	1.64
EPS (rep.)	0.82	0.72	0.14	0.16	0.16	0.25	0.70	0.16	0.21	0.23	0.27	0.86	1.13	1.36	1.64

Key figures	2022	2023	Q1'24	Q2'24	Q3'24	Q4'24	2024	Q1'25	Q2'25e	Q3'25e	Q4'25e	2025e	2026e	2027e	2028e
Revenue growth-%	23.1 %	-0.4 %	1.8 %	14.2 %	8.9 %	4.8 %	7.2 %	10.5 %	13.1 %	15.3 %	5.1 %	10.6 %	16.4 %	14.8 %	14.0 %
Adjusted EBIT growth-%		-7.6 %	-16.6 %	7.6 %	-9.9 %	-4.1 %	-5.9 %	27.3 %	22.5 %	41.2 %	2.6 %	20.6 %	21.7 %	18.5 %	17.7 %
EBITDA-%	34.1 %	31.4 %	26.3 %	27.8 %	27.9 %	33.6 %	29.2 %	29.6 %	29.3 %	32.8 %	32.5 %	31.1 %	33.0 %	33.2 %	34.2 %
Adjusted EBIT-%	31.8 %	29.5 %	22.9 %	24.5 %	24.4 %	30.7 %	25.9 %	26.3 %	26.5 %	29.9 %	30.0 %	28.3 %	29.6 %	30.5 %	31.5 %
Net earnings-%	22.5 %	19.8 %	15.3 %	16.3 %	17.8 %	21.4 %	17.9 %	16.0 %	19.5 %	22.2 %	22.4 %	20.1 %	22.6 %	23.7 %	25.1 %

Source: Inderes

Balance sheet

Assets	2023	2024	2025e	2026e	2027e
Non-current assets	77.5	83.7	84.1	82.7	81.9
Goodwill	59.4	63.3	63.3	63.3	63.3
Intangible assets	7.1	11.4	11.4	9.5	8.1
Tangible assets	2.3	2.4	2.8	3.3	3.8
Associated companies	0.0	0.0	0.0	0.0	0.0
Other investments	2.3	0.6	0.6	0.6	0.6
Other non-current assets	3.6	2.6	2.6	2.6	2.6
Deferred tax assets	2.8	3.4	3.4	3.4	3.4
Current assets	48.3	47.0	60.0	85.5	115
Inventories	10.5	10.1	10.3	10.7	12.2
Other current assets	0.0	0.0	0.0	0.0	0.0
Receivables	16.3	16.2	16.0	17.3	19.9
Cash and equivalents	21.5	20.7	33.7	57.5	83.0
Balance sheet total	137	141	154	177	205

Source: Inderes

Liabilities & equity	2023	2024	2025e	2026e	2027e
Equity	99.9	108	120	139	160
Share capital	5.3	5.3	5.3	5.3	5.3
Retained earnings	43.5	52.2	64.6	83.2	104
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	51.1	50.2	50.2	50.2	50.2
Minorities	0.0	0.0	0.0	0.0	0.0
Non-current liabilities	16.9	12.6	11.2	11.2	11.2
Deferred tax liabilities	3.3	3.6	3.6	3.6	3.6
Provisions	0.6	0.6	0.6	0.6	0.6
Interest bearing debt	13.0	8.4	7.0	7.0	7.0
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
Current liabilities	20.6	21.0	22.5	27.0	33.6
Interest bearing debt	5.6	5.5	3.0	3.0	3.0
Payables	15.0	15.5	19.5	24.0	30.6
Other current liabilities	0.0	0.0	0.0	0.0	0.0
Balance sheet total	137	141	154	177	205

DCF-calculation

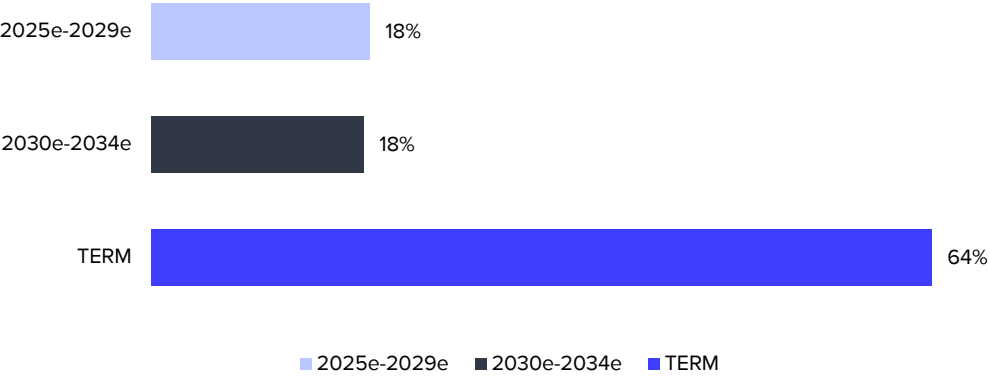
DCF model	2024	2025e	2026e	2027e	2028e	2029e	2030e	2031e	2032e	2033e	2034e	TERM
Revenue growth-%	7.2 %	10.6 %	16.4 %	14.8 %	14.0 %	12.0 %	10.0 %	8.0 %	5.0 %	5.0 %	3.2 %	3.2 %
EBIT-%	24.2 %	27.4 %	28.8 %	29.9 %	31.5 %	31.0 %	30.0 %	30.0 %	30.0 %	30.0 %	30.0 %	30.0 %
EBIT (operating profit)	25.0	31.4	38.4	45.8	55.0	60.6	64.5	69.6	73.1	76.8	79.2	
+ Depreciation	5.2	4.3	5.5	5.0	4.7	4.5	4.7	5.0	5.3	5.3	5.5	
- Paid taxes	-6.4	-7.0	-9.0	-10.9	-13.1	-14.5	-15.5	-16.8	-17.6	-18.5	-19.1	
- Tax, financial expenses	-0.2	-0.5	-0.1	-0.1	-0.1	-0.1	-0.1	-0.1	-0.1	-0.1	-0.1	
+ Tax, financial income	0.1	0.2	0.3	0.4	0.5	0.7	0.8	0.8	0.9	0.9	1.0	
- Change in working capital	1.0	3.9	2.9	2.5	-0.2	-0.2	-0.2	-0.2	-0.1	-0.1	-0.1	
Operating cash flow	24.7	32.2	38.0	42.8	46.8	51.0	54.1	58.5	61.5	64.3	66.4	
+ 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	-9.8	-3.7	-3.1	-3.3	-3.3	-4.4	-5.3	-5.3	-5.0	-5.6	-5.6	
Free operating cash flow	14.9	28.5	34.9	39.5	43.5	46.6	48.9	53.2	56.5	58.7	60.9	
+/- Other	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
FCFF	14.9	28.5	34.9	39.5	43.5	46.6	48.9	53.2	56.5	58.7	60.9	1199
Discounted FCFF		27.0	30.4	31.8	32.3	31.9	30.9	31.0	30.3	29.1	27.8	548
Sum of FCFF present value		850	823	793	761	729	697	666	635	605	576	548
Enterprise value DCF		850										
- Interest bearing debt		-13.9										
+ Cash and cash equivalents		20.7										
-Minorities		0.0										
-Dividend/capital return		-10.7										
Equity value DCF		847										
Equity value DCF per share		31.7										

WACC

Tax-% (WACC)	20.0 %
Target debt ratio (D/(D+E))	0.0 %
Cost of debt	4.0 %
Equity Beta	1.25
Market risk premium	4.75%
Liquidity premium	0.00%
Risk free interest rate	2.5 %
Cost of equity	8.4 %
Weighted average cost of capital (WACC)	8.4 %

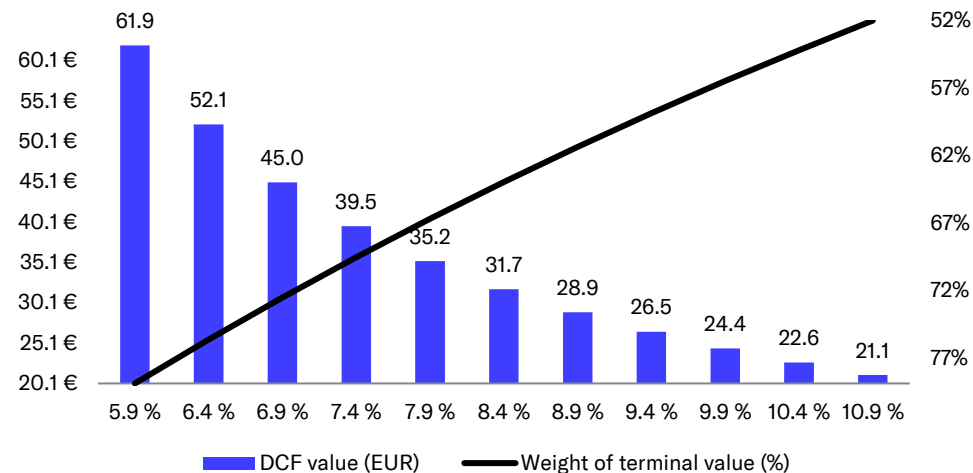
Source: Inderes

Cash flow distribution

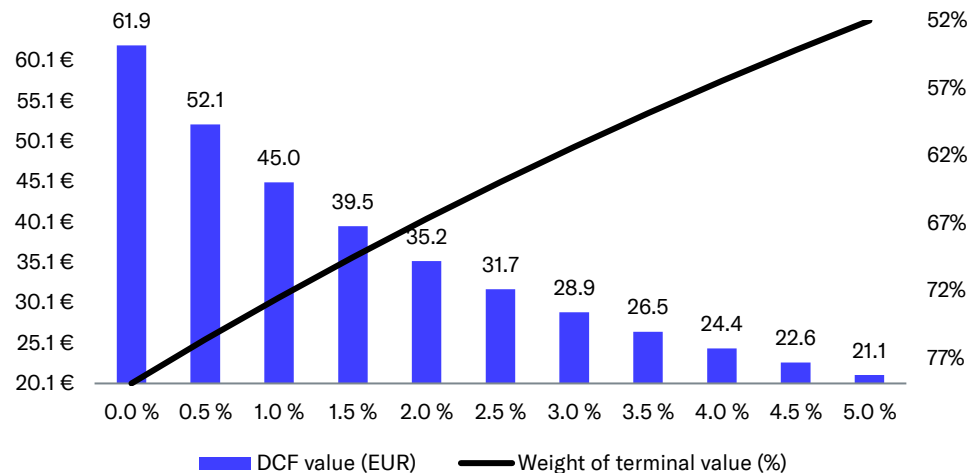


DCF sensitivity calculations and key assumptions in graphs

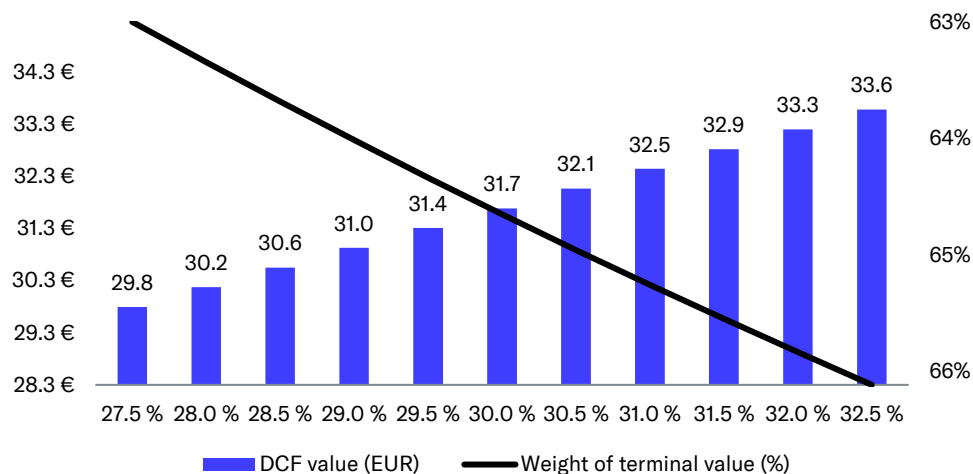
Sensitivity of DCF to changes in the WACC-%



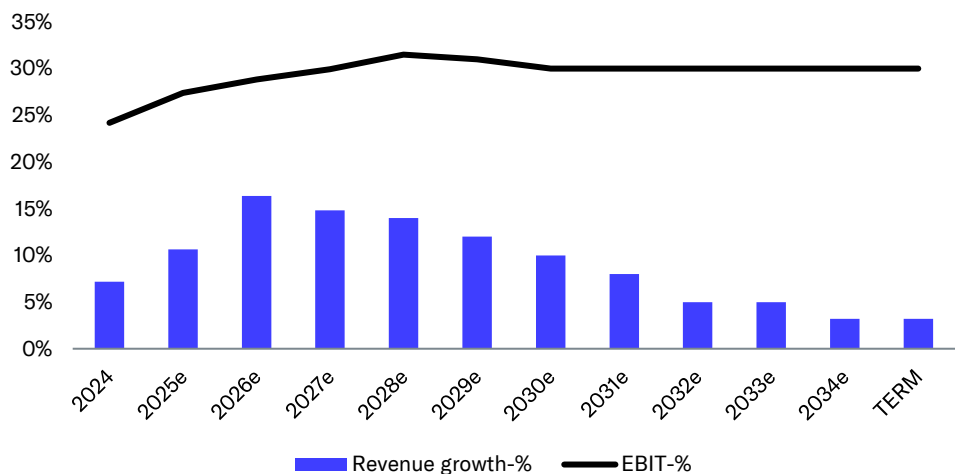
Sensitivity of DCF to changes in the risk-free rate



Sensitivity of DCF to changes in the terminal EBIT margin



Growth and profitability assumptions in the DCF calculation



Lähde: Inderes. Huomaa, että terminaaliarvon paino (%) on esitetty käänteisellä asteikolla selkeyden vuoksi.

Summary

Income statement	2022	2023	2024	2025e	2026e	Per share data	2022	2023	2024	2025e	2026e
Revenue	97.0	96.6	103.5	114.5	133.3	EPS (reported)	0.82	0.72	0.70	0.86	1.13
EBITDA	33.1	30.3	30.2	35.6	44.0	EPS (adj.)	0.86	0.80	0.76	0.90	1.17
EBIT	29.7	26.3	25.0	31.4	38.4	OCF / share	0.90	0.40	0.93	1.21	1.42
PTP	29.1	25.4	24.6	30.1	39.1	FCF / share	0.79	0.09	0.56	1.07	1.31
Net Income	21.8	19.1	18.5	23.1	30.1	Book value / share	3.42	3.76	4.04	4.50	5.20
Extraordinary items	-1.2	-2.2	-1.8	-1.0	-1.0	Dividend / share	0.36	0.38	0.40	0.43	0.56
Balance sheet	2022	2023	2024	2025e	2026e	Growth and profitability	2022	2023	2024	2025e	2026e
Balance sheet total	136.1	137.4	141.3	153.8	176.9	Revenue growth-%	23%	0%	7%	11%	16%
Equity capital	90.9	99.9	107.7	120.1	138.7	EBITDA growth-%	29%	-9%	0%	18%	23%
Goodwill	59.8	59.4	63.3	63.3	63.3	EBIT (adj.) growth-%	26%	-8%	-6%	21%	22%
Net debt	-11.3	-2.9	-6.8	-23.7	-47.5	EPS (adj.) growth-%	17%	-7%	-5%	18%	29%
Cash flow	2022	2023	2024	2025e	2026e	EBITDA-%	34.1 %	31.4 %	29.2 %	31.1 %	33.0 %
EBITDA	33.1	30.3	30.2	35.6	44.0	EBIT (adj.)-%	31.8 %	29.5 %	25.9 %	28.3 %	29.6 %
Change in working capital	-1.5	-11.6	1.0	3.9	2.9	EBIT-%	30.6 %	27.3 %	24.2 %	27.4 %	28.8 %
Operating cash flow	24.0	10.5	24.7	32.2	38.0	ROE-%	25.7 %	20.0 %	17.9 %	20.3 %	23.3 %
CAPEX	-2.9	-8.2	-9.8	-3.7	-3.1	ROI-%	27.6 %	23.3 %	21.3 %	25.5 %	28.4 %
Free cash flow	21.1	2.4	14.9	28.5	34.9	Equity ratio	66.8 %	72.7 %	76.2 %	78.1 %	78.4 %
Valuation multiples	2022	2023	2024	2025e	2026e	Gearing	-12.5 %	-2.9 %	-6.3 %	-19.7 %	-34.3 %
EV/S	10.5	6.9	6.8	6.2	5.1						
EV/EBITDA	30.6	22.0	23.2	19.8	15.5						
EV/EBIT (adj.)	32.9	23.4	26.2	21.8	17.3						
P/E (adj.)	44.6	31.5	34.8	30.4	23.5						
P/B	11.3	6.7	6.6	6.1	5.3						
Dividend-%	0.9 %	1.5 %	1.5 %	1.6 %	2.1 %						

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
2/21/2020	Accumulate	31.00 €	28.85 €
3/19/2020	Buy	24.00 €	18.48 €
4/23/2020	Accumulate	25.00 €	22.75 €
8/7/2020	Reduce	34.00 €	33.50 €
10/23/2020	Reduce	36.00 €	38.05 €
12/21/2020	Reduce	44.00 €	48.65 €
2/12/2021	Accumulate	60.00 €	53.00 €
4/26/2021	Accumulate	65.00 €	59.20 €
Analyst changed			
6/9/2021	Accumulate	65.00 €	59.50 €
8/6/2021	Reduce	65.00 €	64.80 €
10/22/2021	Accumulate	58.00 €	55.40 €
2/11/2022	Accumulate	48.00 €	44.30 €
4/7/2022	Reduce	48.00 €	47.96 €
4/29/2022	Reduce	48.00 €	47.58 €
8/5/2022	Reduce	52.00 €	54.30 €
10/28/2022	Reduce	40.00 €	39.48 €
1/27/2023	Reduce	40.00 €	37.62 €
2/10/2023	Reduce	38.00 €	37.26 €
1/27/2023	Reduce	40.00 €	37.62 €
2/10/2023	Reduce	38.00 €	37.26 €
3/20/2023	Accumulate	38.00 €	34.66 €
4/28/2023	Reduce	38.00 €	39.24 €
8/3/2023	Accumulate	26.00 €	24.08 €
8/11/2023	Accumulate	26.00 €	23.20 €
10/4/2023	Buy	26.00 €	19.81 €
10/27/2023	Buy	24.50 €	19.90 €
12/7/2023	Accumulate	25.50 €	23.66 €
2/16/2024	Reduce	28.00 €	27.94 €
4/4/2024	Accumulate	28.00 €	25.86 €
4/26/2024	Accumulate	28.00 €	23.86 €
8/9/2024	Accumulate	32.00 €	28.82 €
11/1/2024	Accumulate	32.00 €	29.50 €
1/20/2025	Accumulate	32.00 €	28.18 €
2/14/2025	Accumulate	30.00 €	27.60 €
4/30/2025	Accumulate	30.00 €	27.40 €



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