

RELAIS GROUP

10/29/2026 10:25 am EET

This is a translated version of "Toimet tehokkuuden parantamiseksi jatkuvat" report, published on 10/29/2026



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INDERES CORPORATE CUSTOMER
COMPANY REPORT



Efficiency tune-up continues

Relais’ Q3 performance was operationally better than we expected, with profitability slightly above our forecasts in all segments. We make hardly any changes to our earnings estimates, but as the impact of the acquisitions became clearer, balance sheet leverage turned out to be higher than we had anticipated. In our view, the current debt level raises the share’s risk profile. Reflecting a higher required return, particularly in the short term, we therefore lower our target price to EUR 14.5 (from EUR 15.5) and reiterate our Accumulate recommendation. An interview with Relais’ CEO on Q3 (in English) can be viewed via this [link](#).

Moving in the right direction across all segments

Relais’ Q3 revenue grew by 10% year-on-year to 112 MEUR, driven in particular by acquisitions. Adjusted EBITA was 11.5 MEUR in Q3, clearly above our 10.2 MEUR estimate. This corresponds to a margin of 10.3%, better than we forecast and a reasonably good level. By segment, Commercial Vehicle Services’ profitability recovered to a good level following the temporary headwinds of Q2, while Products and Solutions maintained its excellent profitability. Technical Wholesale’s profitability also improved from the subdued Q2 level but continues to be weighed down by weak returns on recent organic investments. The company has responded to these unsatisfactory returns, however, and the related measures weighed on reported earnings through substantial non-recurring items. Reflecting these items and a non-recurring tax item, reported EPS was clearly below our estimate.

Higher fuel prices reflected in customer behavior

In line with its guidance policy, Relais does not provide short-term guidance. Overall, the market outlook appears broadly stable as usual, although elevated fuel prices are weighing on customer demand to some extent in Commercial Vehicle

Services. This was already visible in Norway in Q2, and similar effects are expected in Sweden for the rest of the year. Based on its comments, management remains focused on broad-based efficiency improvements across the businesses, as the measures taken in Q3 show.

No material changes to our earnings estimates

We make only marginal adjustments to our earnings forecasts following the Q3 report. Our current-year adjusted EBITA forecast rises by 3% to just under 45 MEUR, almost entirely due to the Q3 result, while our earnings forecasts for the coming years are largely unchanged. In the short term, Relais’ revenue will continue to grow strongly through acquisitions, which, together with efficiency measures, will sustain rapid earnings growth. Next year, we expect growth (+4%) to be primarily organic, but efficiency measures should keep earnings growing slightly faster than revenue. We explained our estimates in more detail in our recent [extensive report](#).

Debt level limits valuation upside

On our estimates, Relais’ adjusted P/E is 10x for both 2026 and 2027, with EV/EBITA of 11x and 9x respectively. In our view, next year’s multiples, which fully capture the completed acquisitions, are moderate, but high leverage raises the required return, especially in the short term, and limits the share’s upside. We have therefore slightly raised our required return, and our updated DCF value stands at EUR 15.3. The valuation is moderate, but high leverage, combined with rising interest rates and the resulting higher required return, weighs on investor appetite.

Recommendation

Accumulate

(was Accumulate)

Target price:

EUR 14.50

(was EUR 15.50)

Share price:

EUR 12.05

Business risk



Valuation risk



	2025	2026e	2027e	2028e
Revenue	383.4	466.0	486.0	496.4
growth-%	19%	22%	4%	2%
EBIT adj.	38.4	44.7	47.2	50.7
EBIT-% adj.	10.0 %	9.6 %	9.7 %	10.2 %
Net Income	15.5	14.9	19.7	23.1
EPS (adj.)	1.48	1.22	1.25	1.42
P/E (adj.)	11.3	9.8	9.6	8.5
P/B	2.5	1.7	1.6	1.5
Dividend yield-%	1.8 %	2.5 %	2.7 %	3.1 %
EV/EBIT (adj.)	15.1	11.7	10.7	9.7
EV/EBITDA	10.5	7.8	6.9	6.5
EV/S	1.5	1.1	1.0	1.0

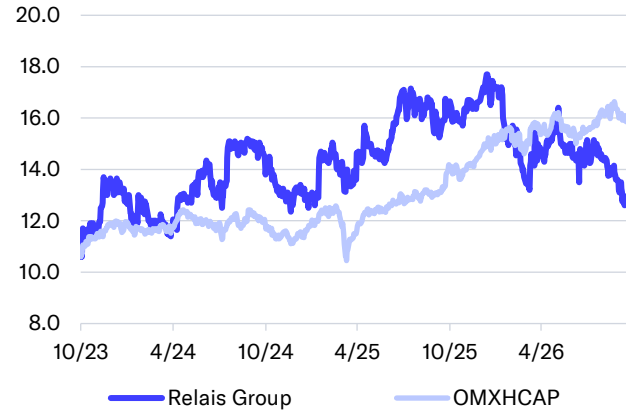
Source: Inderes

Guidance

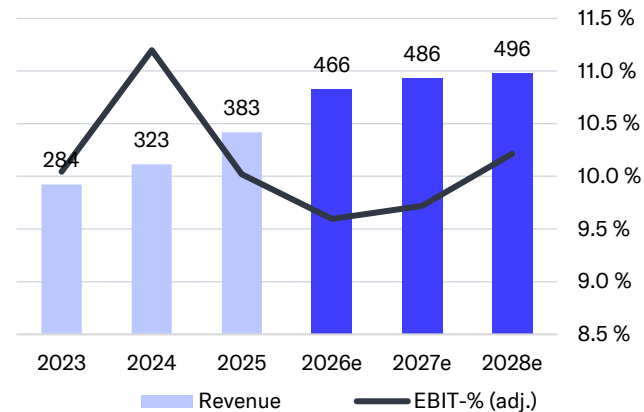
(Unchanged)

Relais Group does not provide a numeric guidance for the financial year 2026.

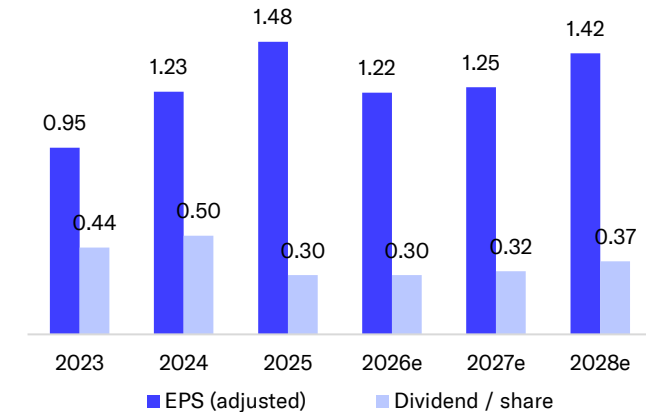
Share price



Revenue and EBIT-% (adj.)



EPS and DPS



Value drivers

- The stable and defensive market over time is huge relative to Relais' size class
- Plenty of room for consolidation on the fragmented vehicle aftermarket
- Serial consolidator business model's value creation potential and growth strategy is quite good
- Mutual sales synergies of the owned businesses support growth preconditions

Risk factors

- Working capital commitment in the wholesale business slows down cash flow
- Typical risks associated with acquisitions
- Long-term risks associated with limited pricing power and competitive situation
- Sensitivity of repair and maintenance profitability to demand fluctuations

Valuation	2026e	2027e	2028e
Share price	12.05	12.05	12.05
Number of shares, millions	18.7	18.8	18.8
Market cap	225	226	227
EV	522	508	491
P/E (adj.)	9.8	9.6	8.5
P/E	19.1	13.7	11.5
P/B	1.7	1.6	1.5
P/S	0.5	0.5	0.5
EV/Sales	1.1	1.0	1.0
EV/EBITDA	7.8	6.9	6.5
EV/EBIT (adj.)	11.7	10.7	9.7
Payout ratio (%)	37.6 %	30.5 %	30.2 %
Dividend yield-%	2.5 %	2.7 %	3.1 %

Source: Inderes

Moving in the right direction across all segments

Positive top-line momentum continued

Relais' Q3 revenue growth picked up to 10%, slightly exceeding our 8% estimate. The beat was driven by slightly stronger-than-expected growth in the product businesses. Commercial Vehicle Services grew by 10% in Q3, which in our view came entirely from acquisitions. We estimate that the segment's organic growth was flat overall, as we believe changes in Norway's fuel subsidies weighed on revenue in that market. Against this backdrop, we believe Group-level organic growth (+2%) came from the product businesses. Technical Wholesale delivered good growth of 5%, with only a very small contribution from the S-E acquisition. The segment's main growth driver, however, was its organic growth investments. The smallest segment, Products and Solutions, was supported by the Qpax and Tershine acquisitions, but we estimate that it also benefited from some organic growth.

Profitability better than expected

Relais' adjusted EBITA margin was a fairly good 10.3% in Q3. By segment, Commercial Vehicle Services achieved a solid low double-digit adjusted EBITA margin (10.9%) in the seasonally strongest quarter. Products and Solutions also maintained exceptionally strong profitability (adj. EBITA margin 21.8%). Profitability in the largest segment, Technical Wholesale, was by contrast a rather sluggish 8.7%. We estimate this primarily reflects weak returns on recent organic investments, which have not delivered the expected revenue growth. The company responded by closing one location, and overall we see it as taking an active approach to improving operational efficiency. Headcount reductions in Commercial Vehicle Services also point in this direction.

Free cash flow remains subdued

In January–September, Relais generated cash flow from

operating activities of 22 MEUR, against organic investments of 5.5 MEUR and lease liability payments of ~15.4 MEUR. The company has therefore generated only slightly over 1 MEUR in free cash flow, which turns negative after hybrid loan interest (4 MEUR). The seasonal release of working capital will support cash flow toward the end of the year, but efficiency measures remain critical to keeping free cash flow moving in the right direction, as interest payments now consume a large share of it. At the end of the period, Relais' net debt (excluding IFRS 16) was 191 MEUR, equivalent to 5x LTM EBITDA adjusted for IFRS 16. Balance sheet leverage is thus quite high, and given the current interest rate environment, reducing it is, in our view, one of the key priorities.

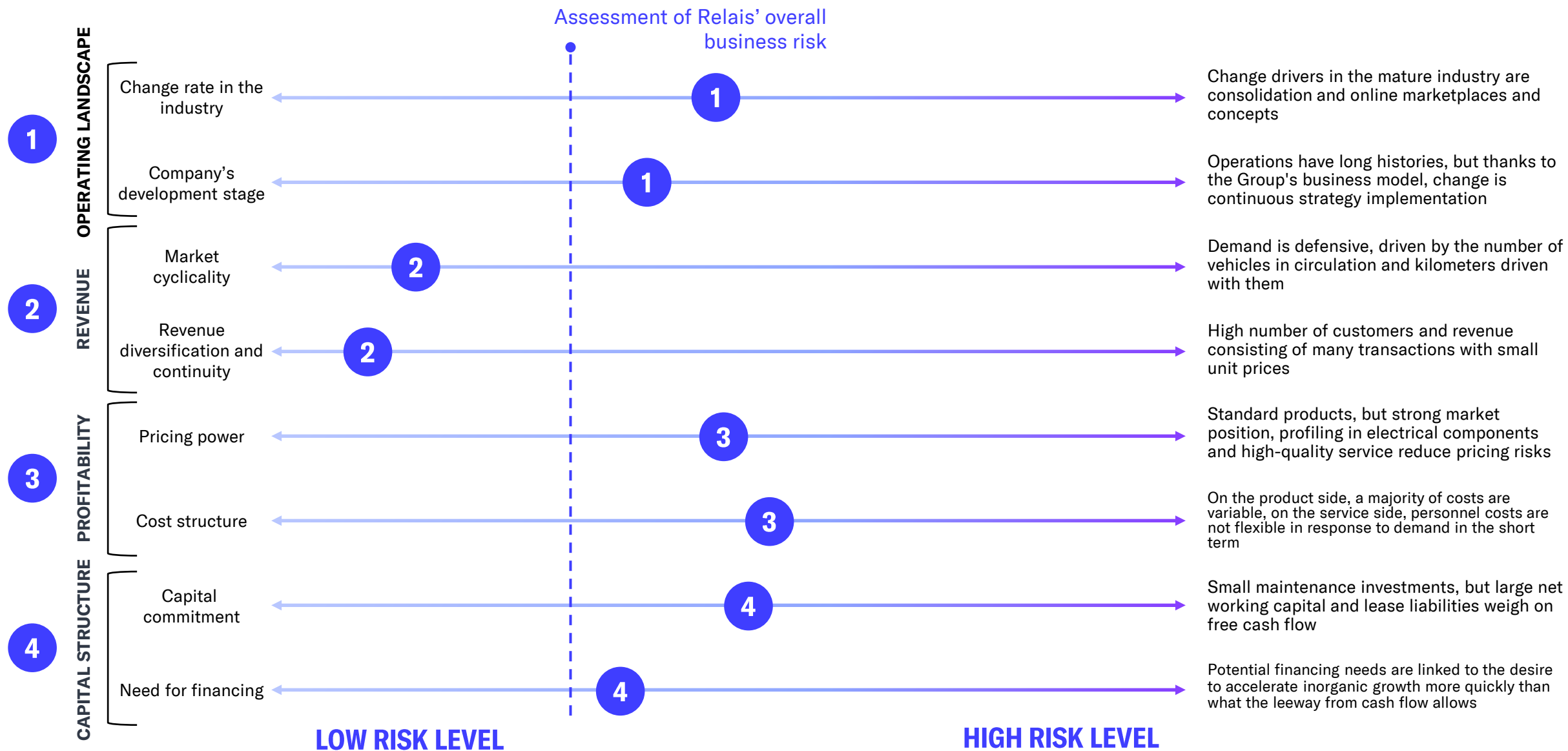
Estimates	Q3'25	Q3'26	Q3'26e	Q3'26e	Consensus	Difference (%)	2026e
MEUR / EUR	Comparison	Actualized	Inderes	Consensus	Low High	Act. vs. inderes	Inderes
Revenue	101	112	109	113	100 110	2%	466
EBITDA	14.4	16.3	16.6	17.4	14.0 16.0	-2%	66.6
Adjusted EBITA	10.9	11.5	10.2	11.0	9.0 11.0	13%	44.7
PTP	4.4	5.5	5.6	6.1	4.0 6.0	-2%	21.2
EPS (reported)	0.18	0.11	0.17	0.19	0.00 0.30	-35%	0.63
Revenue growth-%	34.9 %	10.3 %	8.2 %	11.7 %	10.0 % 14.0 %	2.1 pp	21.5 %
EBITA-%	10.8 %	10.3 %	9.3 %	9.7 %	9.0 % 10.0 %	1 pp	9.6 %

Source: Inderes & Modular Finance (consensus, 4 forecasts)

Relais Group: Q3'26: Strong EBITA growth in two business areas



Risk profile of the business model



No material changes to our earnings estimates

Estimate revisions

- Following the Q3 report, we keep our earnings estimates for the current year and the coming years largely unchanged.
- We make minor adjustments to the income statement and review our depreciation forecasts following the acquisitions.
- On the balance sheet, we update our forecasts to reflect the recent acquisition, whose price was significantly higher than we expected.
- With the acquisition's impacts now clearer, our forecast for the company's debt level rises significantly, as do our estimates for financing costs in the coming years.

Operational earnings drivers

- We forecast Relais' 2026 revenue to grow by 22% to 466 MEUR, largely driven by acquisitions.
- We expect the adjusted EBITA margin to fall to 9.6% in 2026 (2025: 10%), however, reflecting in particular the decline in Technical Wholesale's profitability.
- In 2027, revenue growth (+4%) will still get slight support from acquisitions, while the ~2% growth in 2028 reflects projected market growth.
- We forecast relatively stable profitability in 2027, as the ongoing efficiency measures will take time to take effect.
- In the longer term, however, we believe the measures will show up on the bottom line, and we expect a return to a double-digit margin in 2028 (2028e adjusted EBITA margin: 10.2%).

Estimate revisions	2026e	2026	Change	2027e	2027e	Change	2028e	2028e	Change
MEUR / EUR	Old	New	%	Old	New	%	Old	New	%
Revenue	465	466	0%	485	486	0%	495	496	0%
EBITDA	66.9	66.6	0%	72.0	74.0	3%	75.0	75.5	1%
EBIT (exc. NRIs)	43.4	44.7	3%	47.4	47.2	0%	50.4	50.7	1%
EBIT	32.3	31.7	-2%	38.8	38.6	0%	41.8	42.1	1%
PTP	21.3	21.2	0%	27.4	26.6	-3%	31.5	30.9	-2%
EPS (excl. NRIs)	1.13	1.22	8%	1.28	1.25	-2%	1.45	1.42	-2%
DPS	0.32	0.30	-6%	0.35	0.32	-9%	0.38	0.37	-3%

Source: Inderes

Relais Interim Report January–September 2026



Investment profile

- 1 Good historical track record in allocating capital to growth
- 2 Significant growth potential in the target market and accumulated experience in M&A
- 3 Flexible cost structure and mainly stable performance history
- 4 Business model consumes funds through working capital and lease obligations, limiting the amount of capital that can be reallocated
- 5 In the long run, the expected return is determined by the success of the capital reallocation

Potential

- Demand drivers are not susceptible to cyclical fluctuations, so demand is defensive
- If Relais is a successful serial consolidator it has good preconditions to generate ROI that exceeds the cost of equity
- In a large and fragmented market, the number of potential acquisition targets is huge
- Relatively flexible cost structure

Risks

- The business requires significant inventories that tie up working capital and depress cash flow
- Usual risks associated with the implementation of an inorganic growth strategy
- No identifiable sources of strong and sustainable competitive advantages in the business
- Low liquidity of the share

Debt level limits valuation upside

Moderate valuation multiples for the next few years

On our estimates, Relais' P/E for 2026–2027 is just under 10x, with adjusted (IFRS 16) EV/EBITA of 11x and 9x, respectively. Following the acquisitions, next year's multiples are the most relevant, as they fully capture inorganic growth. The 2027 multiples sit at the lower end of the acceptable ranges outlined in our recent extensive report (P/E 10–13x, EV/EBITA 9–12x). We therefore view the valuation as moderate, but high financial leverage raises the required return, reflecting a higher risk level. In our view, this limits valuation upside, although we still see some upside on a 12-month horizon.

In line with its business model, we see Relais' value creation opportunities as having two components: the existing businesses and the value creation potential of the acquisition strategy. With the current leverage constraining the latter, however, we believe value is currently driven by the existing operations.

Relative valuation supports upside

We apply two peer groups to Relais, one of which consists of companies operating with a similar business model and the other of so-called serial consolidators. The business models of the latter peer group rely especially on value creation through active capital reallocation, which is especially based on successful acquisitions. In our view, it is relevant to compare Relais's valuation to both of these peer groups in the long run, as a valuation based solely on operational business does not give credit to capital allocation capabilities.

Using earnings multiples, Relais is valued at a discount of

18% relative to the median of a peer group consisting of international companies operating in the automotive aftermarket. Compared to a peer group of serial consolidators, the share is valued at a discount of around 50% using valuation multiples for the coming years.

In the longer term, we believe Relais should be valued in between these peer groups, but still at a clear discount to the peer group of serial consolidators due to their clearly higher average return on capital. Reflecting this overall picture, we believe that the peer valuation indicates a moderate valuation, but we do not believe that the relative valuation drives Relais' share at the current level of indebtedness.

DCF value above the share price, but debt raises the risk profile

We have slightly raised our required return to reflect the debt level, and our updated DCF value is EUR 15.3. This is significantly above the current share price and supports our view that the share is undervalued.

Across several valuation methods, the share's pricing looks favorable. In our view, however, the high debt level raises the risk level at a time when interest rates have continued to rise. These factors support applying a slightly higher required return than usual, which in our view tempers an otherwise attractive risk/reward despite the low valuation.

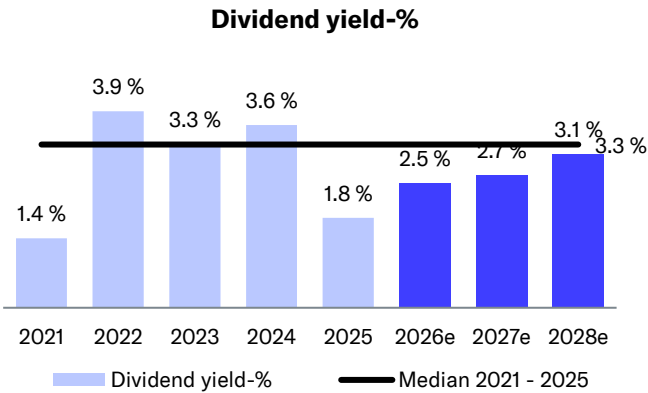
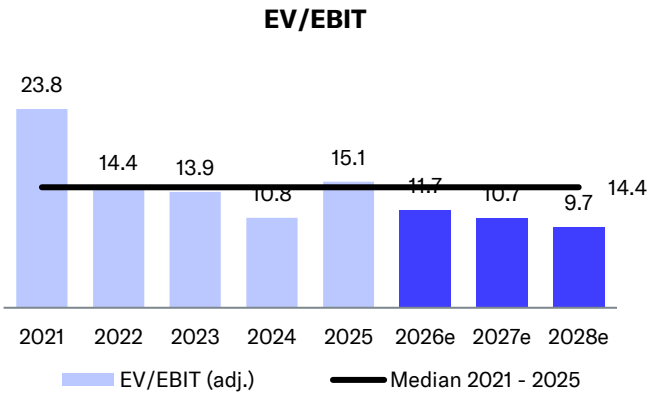
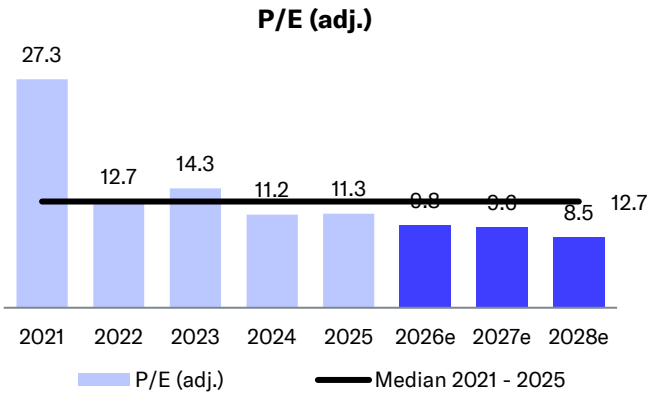
Valuation	2026e	2027e	2028e
Share price	12.05	12.05	12.05
Number of shares, millions	18.7	18.8	18.8
Market cap	225	226	227
EV	522	508	491
P/E (adj.)	9.8	9.6	8.5
P/E	19.1	13.7	11.5
P/B	1.7	1.6	1.5
P/S	0.5	0.5	0.5
EV/Sales	1.1	1.0	1.0
EV/EBITDA	7.8	6.9	6.5
EV/EBIT (adj.)	11.7	10.7	9.7
Payout ratio (%)	37.6 %	30.5 %	30.2 %
Dividend yield-%	2.5 %	2.7 %	3.1 %

Source: Inderes

Valuation table

Valuation	2021	2022	2023	2024	2025	2026e	2027e	2028e	2029e
Share price	26.0	10.2	13.5	13.7	16.7	12.05	12.05	12.05	12.05
Number of shares, millions	17.9	18.1	18.1	18.1	18.2	18.7	18.8	18.8	18.9
Market cap	466	185	245	248	304	225	226	227	228
EV	613	332	396	390	580	522	508	491	473
P/E (adj.)	27.3	12.7	14.3	11.2	11.3	9.8	9.6	8.5	7.7
P/E	32.5	18.4	17.8	13.4	20.7	19.1	13.7	11.5	9.8
P/B	4.5	1.8	2.2	2.1	2.5	1.7	1.6	1.5	1.3
P/S	2.0	0.7	0.9	0.8	0.8	0.5	0.5	0.5	0.4
EV/Sales	2.6	1.3	1.4	1.2	1.5	1.1	1.0	1.0	0.9
EV/EBITDA	17.0	9.1	9.1	7.5	10.5	7.8	6.9	6.5	6.2
EV/EBIT (adj.)	23.8	14.4	13.9	10.8	15.1	11.7	10.7	9.7	9.0
Payout ratio (%)	44.9 %	72.3 %	58.1 %	48.9 %	35.3 %	37.6 %	30.5 %	30.2 %	28.6 %
Dividend yield-%	1.4 %	3.9 %	3.3 %	3.6 %	1.8 %	2.5 %	2.7 %	3.1 %	3.3 %

Source: Inderes



Peer group valuation 1/2

Peer group valuation Company	Market cap MEUR	EV MEUR	EV/EBIT		EV/EBITDA		EV/S		P/E		Dividend yield-%		P/B
			2026e	2027e	2026e	2027e	2026e	2027e	2026e	2027e	2026e	2027e	2026e
Inter Cars SA	3371	4147	12.2	10.7	10.2	9.1	0.8	0.7	23.2	20.0	0.1	0.3	2.2
Advance Auto Parts Inc	2484	2723	8.6	7.1	5.1	4.5	0.4	0.4	15.4	12.0	2.2	2.2	1.2
Duell	12	27		27.1	10.8	5.4	0.2	0.2				0.2	0.3
Auto Partner SA	845	936	10.1	8.9	8.9	7.8	0.8	0.7	12.1	10.5	0.7	0.7	2.2
Genuine Parts Co	15067	18982	12.4	12.1	10.1	9.5	0.8	0.8	16.1	15.0	3.5	3.6	3.5
LKQ Corp	3882	7161	8.6	7.7	6.0	5.5	0.6	0.6	7.2	6.6	7.0	7.0	0.7
O'Reilly Automotive Inc	65196	71255	21.2	19.8	18.4	17.1	4.2	3.9	27.3	24.6			
Autozone Inc	45390	53243	15.9	14.9	13.4	12.4	2.9	2.7	20.8	18.5			
Bapcor Ltd	369	607	20.1	17.0	6.5	6.1	0.5	0.5	43.5	30.0			0.6
Mekonomen AB	355	898	10.7	9.1	5.4	5.0	0.5	0.5	9.1	7.0	1.4	4.0	0.6
Relais Group (Inderes)	225	522	11.7	10.7	7.8	6.9	1.1	1.0	9.8	9.6	2.5	2.7	1.7
Average			13.3	13.4	9.5	8.2	1.2	1.1	19.4	16.0	2.5	2.6	1.4
Median			12.2	11.4	9.5	6.9	0.7	0.6	16.1	15.0	1.8	2.2	0.9
Diff-% to median			-4%	-6%	-18%	-1%	66%	64%	-39%	-36%	38%	22%	86%

Source: Refinitiv / Inderes. The market value used by Inderes does not take into consideration treasury shares.

Peer group valuation 2/2

Peer group valuation Company	Market cap MEUR	EV MEUR	EV/EBIT		EV/EBITDA		EV/Sales		P/E		Dividend yield-%		P/B
			2026e	2027e	2026e	2027e	2026e	2027e	2026e	2027e	2026e	2027e	2026e
Relais Group OYJ	227	497	15.4	11.9	7.3	6.5	1.1	1.0	12.7	10.2	2.6	3.0	1.6
Indutrade AB	8517	9382	23.6	20.6	16.7	15.0	2.9	2.7	30.0	25.6	1.3	1.5	4.9
Bergman & Beving AB	642	829	21.3	19.8	11.9	11.3	1.8	1.8	28.8	24.2	1.7	1.7	3.7
Momentum Group AB	572	646	22.1	19.5	14.3	12.8	2.2	2.0	28.7	27.0	1.2	1.3	6.6
Bufab AB	2317	2628	23.7	20.9	18.6	16.7	3.3	3.0	31.0	26.1	1.1	1.3	5.6
Addtech AB	7619	8232	28.3	24.8	21.9	19.5	3.9	3.6	37.1	33.3	1.1	1.3	10.0
Beijer Ref AB	7174	8240	22.0	19.2	17.4	15.3	2.3	2.0	28.8	24.5	1.1	1.2	3.3
Beijer Alma AB	1674	1924	16.8	15.4	12.7	11.6	2.6	2.4	22.2	19.4	1.5	1.6	3.7
Lifco AB (publ)	10850	11730	22.4	20.0	16.7	15.4	4.2	3.9	30.0	26.9	1.0	1.2	5.8
Lagercrantz Group AB	4335	4804	31.3	26.0	23.6	20.0	5.0	4.3	41.2	32.5	1.1	1.3	10.5
Volati AB	267	401	22.6	13.9	9.9	7.7	0.9	0.9	20.0	11.6	2.3	2.7	3.4
Boreo	81	144	20.6	16.0	11.1	9.9	0.8	0.8	57.8	24.5		0.4	3.0
AddLife AB	2005	2427	28.3	24.4	15.0	13.8	2.4	2.3	41.1	31.7	0.9	1.1	3.7
Addnode Group AB (publ)	797	1035	18.2	15.4	10.5	9.6	1.9	1.8	25.3	19.8	1.9	2.1	2.9
Instalco AB	1021	1495	17.8	13.8	11.0	9.2	1.1	1.0	18.0	13.3	1.6	2.1	3.0
Seafire AB (publ)	47	63	12.5	8.8	6.5	5.4	0.7	0.6	14.8	10.2			0.6
Sdiptech AB (publ)	647	647	8.4	6.9	5.9	5.2	1.4	1.3	19.1	14.8			2.2
Fasadgruppen Group AB (publ)	108	255	7.4	5.8	5.4	4.5	0.5	0.5	6.4	4.2			0.4
Berner Industrier	117	132	13.4	12.6	9.8	9.3	1.3	1.3	16.9	16.0	1.8	1.8	3.9
Relais Group (Inderes)	225	522	11.7	10.7	7.8	6.9	1.1	1.0	9.8	9.6	2.5	2.7	1.3
Average			20.2	17.0	13.3	11.8	2.2	2.0	25.6	21.0	1.3	1.5	4.3
Median			22.1	18.5	12.3	11.5	2.0	1.9	27.0	22.0	1.2	1.3	3.7
Diff-% to median			-47%	-42%	-36%	-40%	-45%	-45%	-64%	-56%	113%	103%	-66%

Source: Refinitiv / Inderes. The market value used by Inderes does not take into consideration treasury shares.

Income statement

Income statement	2024	Q1'25	Q2'25	Q3'25	Q4'25	2025	Q1'26	Q2'26	Q3'26	Q4'26e	2026e	2027e	2028e	2029e
Revenue	323	82.8	82.9	101	117	383	119	110.5	111	125	466	486	496	507
Commercial Vehicle Services	323	29.1	31.7	41.3	46.7	149	50.7	46.2	45.6	47.6	190	194	198	202
Technical Wholesale	0.0	47.3	46.1	50.9	60.4	205	58.6	54.5	54.3	63.4	231	236	241	246
Products and Services	0.0	7.5	5.7	11.4	12.3	36.8	12.7	12.2	14.2	16.6	55.6	66.2	68.1	70.2
Centralized functions and other	0.0	0.5	0.7	1.0	1.2	3.4	1.3	1.0	0.8	1.0	4.1	4.1	4.4	4.5
Eliminations	0.0	-1.6	-1.2	-3.5	-3.9	-10.1	-4.2	-3.4	-3.4	-3.5	-14.5	-14.5	-15.0	-15.5
EBITDA	51.9	13.0	11.8	14.4	16.0	55.1	18.0	13.6	16.3	18.7	66.6	74.0	75.5	76.8
Depreciation	-18.9	-4.9	-5.5	-7.3	-7.9	-25.6	-8.2	-9.4	-8.7	-8.6	-34.9	-35.3	-33.4	-32.2
EBIT (excl. NRI)	36.1	9.2	7.6	10.9	10.8	38.4	12.8	8.0	11.5	12.3	44.7	47.2	50.7	52.6
EBIT	33.0	8.1	6.3	7.1	8.0	29.5	9.8	4.2	7.6	10.1	31.7	38.6	42.1	44.6
Commercial Vehicle Services	33.0	2.4	2.6	4.0	2.5	11.5	4.6	2.9	5.0	3.7	16.2	16.4	16.6	17.2
Technical Wholesale	0.0	5.3	4.6	5.3	6.9	22.2	6.3	3.8	4.7	6.3	21.2	21.4	24.1	25.0
Products and Services	0.0	2.2	1.3	2.4	2.7	8.5	3.1	2.6	3.1	3.5	12.2	14.2	15.0	15.6
Centralized functions and other	0.0	-0.7	-0.9	-0.8	-1.4	-3.8	-1.2	-1.2	-1.2	-1.2	-4.8	-4.8	-5.0	-5.2
Eliminations	0.0	0.0	0.0	0.0	0.0	0.0	0.1	-0.1	0.0	0.0	0.0	0.0	0.0	0.0
NRIs	0.0	-0.2	-0.4	-2.1	-0.8	-3.5	-1.1	-1.9	-1.7	0.0	-4.6	0.0	0.0	0.0
PPA deprecation	0.0	-0.8	-0.9	-1.7	-1.9	-5.4	-2.0	-2.0	-2.2	-2.2	-8.4	-8.6	-8.6	-8.0
Net financial items	-9.2	-0.6	-4.4	-2.7	-2.2	-9.9	-1.1	-4.6	-2.2	-2.6	-10.5	-12.0	-11.2	-9.3
PTP	23.8	7.5	1.9	4.4	5.8	19.6	8.7	-0.5	5.5	7.5	21.2	26.6	30.9	35.3
Taxes	-5.2	-1.6	-0.4	-1.0	-0.9	-3.9	-1.7	-0.1	-2.3	-1.1	-5.2	-5.7	-6.6	-7.6
Minority interest	0.0	0.0	0.0	-0.1	-0.1	-0.2	-0.2	-0.3	-0.3	-0.3	-1.0	-1.2	-1.2	-1.2
Net earnings	18.5	5.9	1.5	3.3	4.8	15.5	6.8	-0.8	2.9	6.1	14.9	19.7	23.1	26.5
EPS (adj.)	1.23	0.39	0.17	0.51	0.41	1.48	0.37	0.12	0.35	0.38	1.22	1.25	1.42	1.57
EPS (rep.)	1.02	0.32	0.08	0.18	0.22	0.81	0.32	-0.09	0.11	0.28	0.63	0.88	1.05	1.23

Key figures	2024	Q1'25	Q2'25	Q3'25	Q4'25	2025	Q1'26	Q2'26	Q3'26	Q4'26e	2026e	2027e	2028e	2029e
Revenue growth-%	13.5 %	0.1 %	11.6 %	34.9 %	28.6 %	18.8 %	43.7 %	33.3 %	10.3 %	7.2 %	21.5 %	4.3 %	2.1 %	2.1 %
Adjusted EBIT growth-%	26.5 %	-5.1 %	3.6 %	19.4 %	7.4 %	6.3 %	39.7 %	5.9 %	5.8 %	14.7 %	16.4 %	5.6 %	7.3 %	3.7 %
EBITDA-%	16.1%	15.7 %	14.2 %	14.2 %	13.7 %	14.4 %	15.1 %	12.3 %	14.6 %	15.0 %	14.3 %	15.2 %	15.2 %	15.2 %
Adjusted EBIT-%	11.2 %	11.1 %	9.1 %	10.8 %	9.2 %	10.0 %	10.8 %	7.3 %	10.4 %	9.9 %	9.6 %	9.7 %	10.2 %	10.4 %
Net earnings-%	5.7 %	7.1 %	1.8 %	3.3 %	4.1 %	4.0 %	5.7 %	-0.8 %	2.6 %	4.9 %	3.2 %	4.1 %	4.6 %	5.2 %

Source: Inderes

NB! EBIT (excl. NRI) is EBITA in the company's reporting.

Balance sheet

Assets	2024	2025	2026e	2027e	2028e
Non-current assets	196	302	330	322	316
Goodwill	120	155	170	170	170
Intangible assets	12.0	34.2	38.0	30.8	25.5
Tangible assets	61.7	112	121	121	120
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	0.9	0.8	0.1	0.1	0.1
Deferred tax assets	1.6	0.3	0.3	0.3	0.3
Current assets	134	191	195	203	207
Inventories	83.7	102	117	121	124
Other current assets	0.0	1.9	1.9	1.9	1.9
Receivables	40.6	52.8	65.2	67.6	68.5
Cash and equivalents	9.6	34.2	11.7	12.1	12.4
Balance sheet total	330	493	525	525	523

Source: Inderes

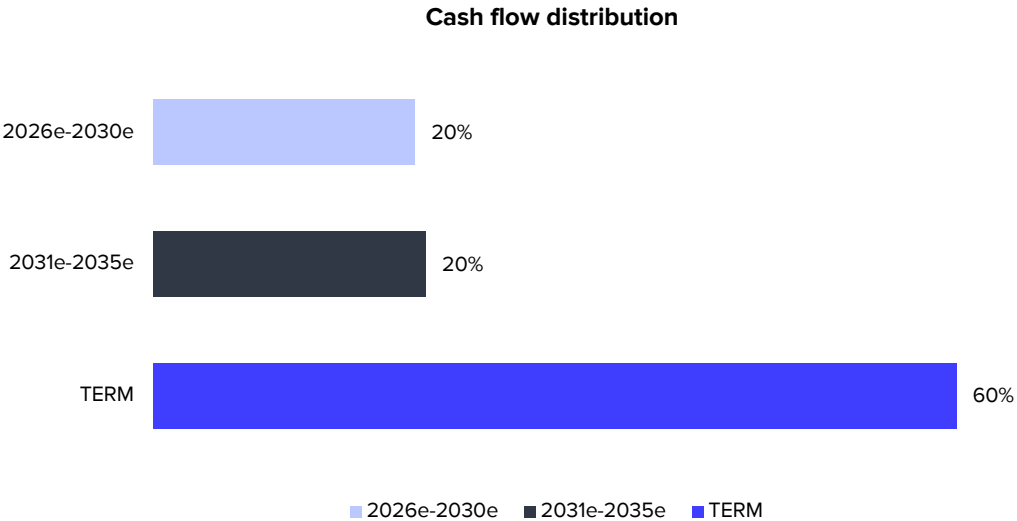
Liabilities & equity	2024	2025	2026e	2027e	2028e
Equity	118	181	188	199	213
Share capital	0.1	0.1	0.1	0.1	0.1
Retained earnings	52.3	52.1	58.4	69.3	83.1
Hybrid bonds	0.0	50.0	50.0	50.0	50.0
Revaluation reserve	0.0	0.0	0.0	0.0	0.0
Other equity	65.2	69.3	70.3	70.3	70.3
Minorities	0.0	9.2	9.2	9.2	9.2
Non-current liabilities	135	214	206	196	186
Deferred tax liabilities	4.0	6.3	6.3	6.3	6.3
Provisions	0.0	0.0	0.0	0.0	0.0
Interest bearing debt	131	208	200	190	180
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	77.3	98.5	131	130	124
Interest bearing debt	19.6	35.9	46.9	42.6	35.8
Payables	53.7	61.9	83.4	86.5	87.9
Other current liabilities	4.0	0.7	0.7	0.7	0.7
Balance sheet total	330	493	525	525	523

DCF-calculation

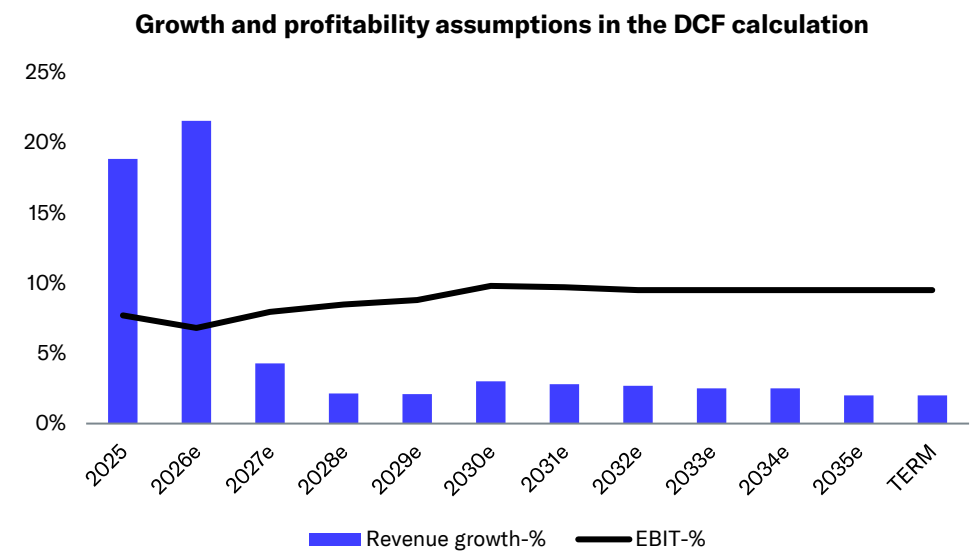
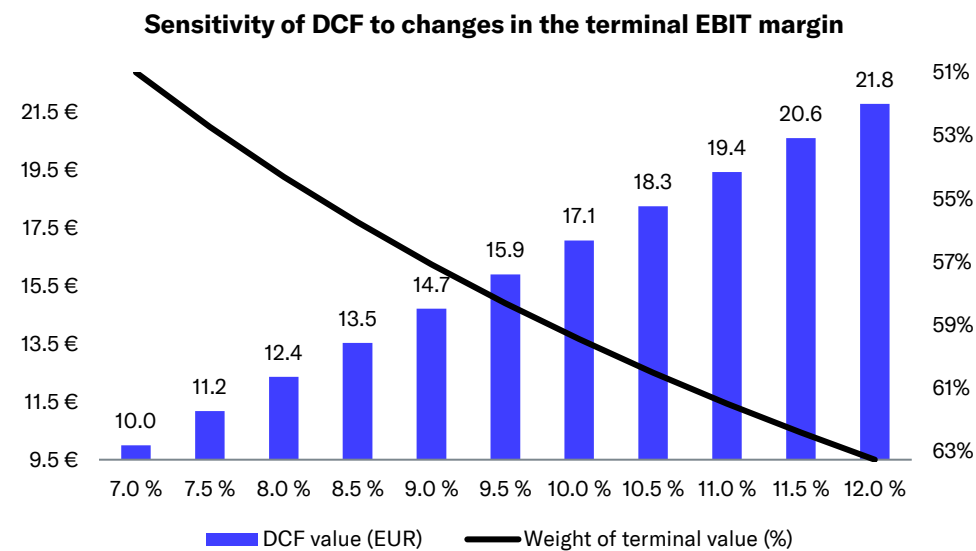
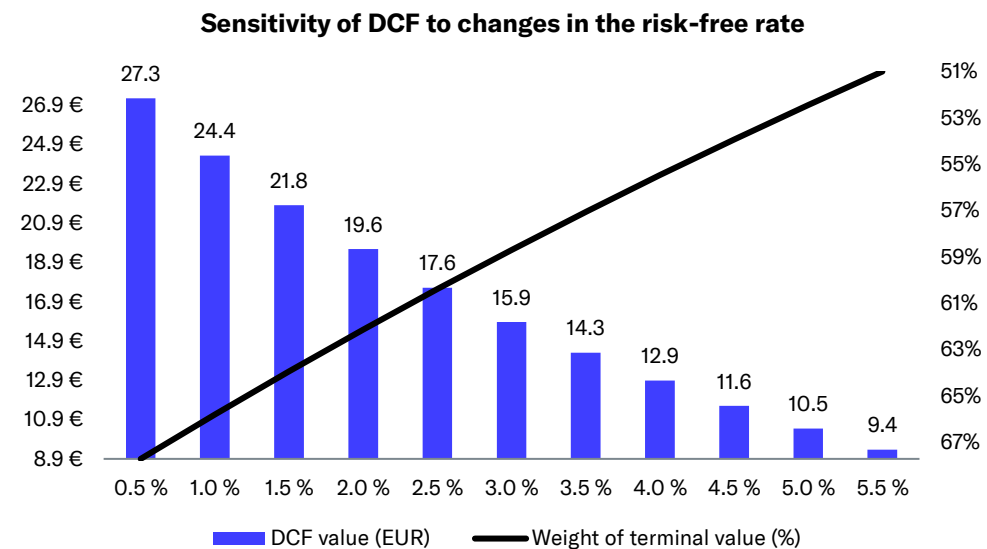
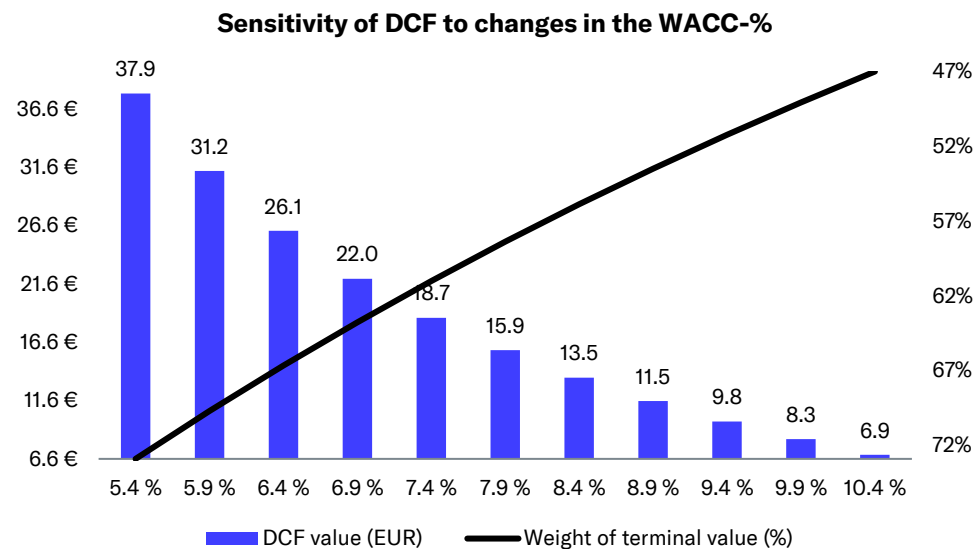
DCF model	2025	2026e	2027e	2028e	2029e	2030e	2031e	2032e	2033e	2034e	2035e	TERM
Revenue growth-%	18.8 %	21.5 %	4.3 %	2.1 %	2.1 %	3.0 %	2.8 %	2.7 %	2.5 %	2.5 %	2.0 %	2.0 %
EBIT-%	7.7 %	6.8 %	7.9 %	8.5 %	8.8 %	9.8 %	9.7 %	9.5 %	9.5 %	9.5 %	9.5 %	9.5 %
EBIT (operating profit)	29.5	31.7	38.6	42.1	44.6	51.2	52.1	52.4	53.7	55.0	56.1	
+ Depreciation	25.6	34.9	35.3	33.4	32.2	31.3	30.6	30.2	29.9	29.8	29.7	
- Paid taxes	-0.3	-5.2	-5.7	-6.6	-7.6	-9.2	-9.5	-9.6	-9.8	-10.1	-10.4	
- Tax, financial expenses	-2.0	-2.5	-2.6	-2.4	-2.0	-1.8	-1.7	-1.7	-1.7	-1.7	-1.7	
+ 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	-27.7	-5.3	-4.2	-2.2	-2.2	-3.2	-3.1	-3.1	-2.9	-3.0	-2.4	
Operating cash flow	25.1	53.6	61.5	64.2	65.1	68.2	68.4	68.2	69.2	70.0	71.3	
+ 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	-132.5	-63	-27.3	-27.9	-28.4	-28.5	-29.1	-29.3	-29.3	-29.6	-30.1	
Free operating cash flow	-107.4	-9.2	34.2	36.4	36.6	39.7	39.3	39.0	39.8	40.3	41.2	
+/- Other	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
FCFF	-107.4	-9.2	34.2	36.4	36.6	39.7	39.3	39.0	39.8	40.3	41.2	690
Discounted FCFF		-9.1	31.2	30.7	28.6	28.7	26.3	24.1	22.8	21.4	20.2	338
Sum of FCFF present value		563	572	541	510	481	453	427	402	380	358	338
Enterprise value DCF		563										
- Interest bearing debt		-294										
+ Cash and cash equivalents		34.2										
+ Associated companies		0.0										
-Minorities		-11.5										
-Dividend/capital return		-5.5										
Equity value DCF		286										
Equity value DCF per share		15.3										

WACC	
Tax-% (WACC)	21.5 %
Target debt ratio (D/(D+E))	35.0 %
Cost of debt	5.0 %
Equity Beta	1.3
Market risk premium	4.75%
Liquidity premium	1.4 %
Risk free interest rate	3.0 %
Cost of equity	10.3 %
Weighted average cost of capital (WACC)	8.1 %

Source: Inderes



DCF sensitivity calculations and key assumptions in graphs



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	284.3	322.6	383.4	466.0	486.0	EPS (reported)	0.76	1.02	0.81	0.63	0.88
EBITDA	43.5	51.9	55.1	66.6	74.0	EPS (adj.)	0.95	1.23	1.48	1.22	1.25
EBIT	25.1	33.0	29.5	31.7	38.6	OCF / share	1.82	2.33	1.38	2.86	3.27
PTP	17.7	23.8	19.6	21.2	26.6	OFCF / share	0.50	1.57	-5.90	-0.49	1.82
Net Income	13.7	18.5	15.5	14.9	19.7	Book value / share	6.10	6.49	9.42	9.56	10.11
Extraordinary items	-3.4	-3.1	-8.9	-13.0	-8.6	Dividend / share	0.44	0.50	0.30	0.30	0.32
Balance sheet	2023	2024	2025	2026e	2027e	Growth and profitability	2023	2024	2025	2026e	2027e
Balance sheet total	329.1	330.2	493.0	525.1	524.9	Revenue growth-%	9%	13%	19%	22%	4%
Equity capital	110.7	117.6	180.6	187.9	198.8	EBITDA growth-%	19%	19%	6%	21%	11%
Goodwill	120.1	120.1	155.0	170.1	170.1	EBIT (adj.) growth-%	24%	27%	6%	16%	6%
Net debt	151.0	141.3	209.4	235.2	220.5	EPS (adj.) growth-%	18%	30%	21%	-17%	2%
Cash flow	2023	2024	2025	2026e	2027e	EBITDA-%	15.3 %	16.1 %	14.4 %	14.3 %	15.2 %
EBITDA	43.5	51.9	55.1	66.6	74.0	EBIT (adj.)-%	10.0 %	11.2 %	10.0 %	9.6 %	9.7 %
Change in working capital	-0.3	-3.5	-27.7	-5.3	-4.2	EBIT-%	8.8 %	10.2 %	7.7 %	6.8 %	7.9 %
Operating cash flow	33.0	42.3	25.1	53.6	61.5	ROE-%	12.8 %	16.2 %	10.7 %	8.5 %	10.7 %
CAPEX	-24.1	-13.7	-132.5	-62.8	-27.3	ROI-%	9.4 %	12.2 %	8.5 %	7.4 %	8.9 %
Free cash flow	9.0	28.5	-107.4	-9.2	34.2	Equity ratio	33.6 %	35.6 %	36.6 %	35.8 %	37.9 %
Valuation multiples	2023	2024	2025	2026e	2027e	Gearing	136.5 %	120.1 %	115.9 %	125.1 %	110.9 %
EV/S	1.4	1.2	1.5	1.1	1.0	Net debt/EBITDA	3.5	2.7	3.8	3.5	3.0
EV/EBITDA	9.1	7.5	10.5	7.8	6.9	EBITDA/net financials	5.9	5.6	5.6	6.3	6.2
EV/EBIT (adj.)	13.9	10.8	15.1	11.7	10.7						
P/E (adj.)	14.3	11.2	11.3	9.8	9.6						
P/B	2.2	2.1	2.5	1.7	1.6						
Dividend-%	3.3 %	3.6 %	1.8 %	2.5 %	2.7 %						

Source: Inderes

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Buy	The 12-month risk-adjusted expected shareholder return of the share is very attractive
Accumulate	The 12-month risk-adjusted expected shareholder return of the share is attractive
Reduce	The 12-month risk-adjusted expected shareholder return of the share is weak
Sell	The 12-month risk-adjusted expected shareholder return of the share is very weak

The assessment of the 12-month risk-adjusted expected total shareholder return based on the above-mentioned definitions is company-specific and subjective. Consequently, similar 12-month expected total shareholder returns between different shares may result in different recommendations, and the recommendations and 12-month expected total shareholder returns between different shares should not be compared with each other. The counterpart of the expected total shareholder return is Inderes' view of the risk taken by the investor, which varies considerably between companies and scenarios. Thus, a high expected total shareholder return does not necessarily lead to positive performance when the risks are exceptionally high and, correspondingly, a low expected total shareholder return does not necessarily lead to a negative recommendation if Inderes considers the risks to be moderate.

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Recommendation history (>12 mo)

Date	Recommendation	Target	Share price
4/4/2022	Accumulate	24.00 €	21.00 €
5/13/2022	Accumulate	20.00 €	18.00 €
8/9/2022	Accumulate	14.50 €	13.25 €
8/12/2022	Accumulate	14.00 €	12.20 €
11/9/2022	Buy	13.00 €	10.45 €
11/11/2022	Buy	13.50 €	10.95 €
3/1/2023	Accumulate	13.50 €	11.50 €
3/3/2023	Accumulate	13.50 €	12.50 €
5/5/2023	Accumulate	15.50 €	14.00 €
5/30/2023	Accumulate	15.50 €	13.15 €
8/11/2023	Accumulate	15.50 €	13.15 €
11/3/2023	Buy	15.50 €	11.35 €
3/7/2024	Buy	15.00 €	12.65 €
5/9/2024	Buy	15.00 €	12.50 €
6/5/2024	Osta	15.00 €	12.70 €
8/15/2024	Accumulate	16.50 €	14.45 €
11/8/2024	Accumulate	16.50 €	14.50 €
2/14/2025	Buy	16.50 €	14.10 €
4/8/2025	Buy	16.50 €	13.12 €
5/6/2025	Accumulate	17.00 €	14.45 €
5/14/2025	Accumulate	17.00 €	15.20 €
6/19/2025	Accumulate	17.00 €	14.40 €
8/12/2025	Accumulate	18.50 €	16.55 €
8/15/2025	Accumulate	18.50 €	17.15 €
9/25/2025	Accumulate	18.50 €	16.50 €
10/23/2025	Accumulate	19.00 €	16.75 €
1/8/2025	Accumulate	19.00 €	17.00 €
2/15/2026	Accumulate	18.00 €	16.00 €
5/7/2026	Buy	18.00 €	14.30 €
5/15/2026	Buy	18.00 €	14.90 €
8/11/2026	Accumulate	17.00 €	14.65 €
8/14/2026	Accumulate	17.00 €	14.65 €
10/21/2026	Accumulate	15.50 €	12.65 €
10/29/2026	Accumulate	14.50 €	12.05 €



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