# LEMONSOFT

7/16/2026 11:28 am EEST

This is a translated version of ”Finvoicerin divestointi ennusteisiin” report, published on 7/16/2026

Atte Riikola, Analyst
+358 44 593 4500
atte.riikola@inderes.fi

INDERES CORPORATE CUSTOMER

# COMPANY REPORT

# Finvoicer divestment added to estimates

*We reiterate our Buy recommendation for Lemonsoft but lower the target price to EUR 6.0 (was 6.5 EUR). We have factored the divestment of Finvoicer, announced Wednesday, into our estimates. Overall, the acquisition made about three years ago was unsuccessful for Lemonsoft. Following the divestiture, the company will be a more focused software provider for industrial manufacturing and wholesale & retail, and the preconditions for the company's organic growth are strengthening. Additionally, there have recently been preliminary signs of a market recovery, which will support Lemonsoft's future sales. Given the earnings growth outlook for the coming years, we believe the share valuation (2026e EV/EBIT 10x) is very moderate.*

### Lemonsoft divests Finvoicer

In the arrangement, Lemonsoft will sell the entire share capital of Finvoicer, and the transaction is expected to be completed during August 2026. In light of the arrangement announced in the press release, the purchase price received by Lemonsoft is presumably quite small. We have previously stated that the Finvoicer acquisition made in 2023 appears, in retrospect, to have been unsuccessful. Business development has been weighed down by increased customer churn, as well as, historically, challenges in the invoice financing business, which have, however, already been resolved. Thus, we believe that divesting the business and freeing up resources is highly warranted in this situation so that the company can focus on industrial manufacturing and wholesale & retail software solutions, in line with its core strategy. Billgo Oy, which offers invoicing software for small businesses under the HelpostiLasku brand, will remain directly owned by Lemonsoft in the transaction instead of by the buyer. To our knowledge, this product has been highly successful under Lemonsoft. Finvoicer Rahoitus Oy, which focuses on invoice financing, will also remain with Lemonsoft in the arrangement.

### We updated our estimates to reflect new guidance

As a result of the arrangement, Lemonsoft lowered its revenue guidance for 2026 by an amount corresponding to the revenue that will no longer be included in the group's consolidated revenue. According to the new guidance, the company estimates that its revenue will grow by −1–5% in the 2026 financial year (previously 1-7%). The company expects the adjusted EBIT margin to remain at 23–29%. In early July, the company had already lowered its growth guidance slightly, partly due to technical factors (Lixan's financing arrangement and Lemonsoft's ownership falling below 50%), but at the same time, customer churn has remained high in the first half of the year. Our previous growth estimate (6%) was already within the previously lowered guidance, but we have now preliminarily updated our estimates to reflect the divestment of Finvoicer. We now estimate 2% revenue growth and an adjusted EBIT of 27.6% for this year. Overall, our earnings forecasts for the next few years decreased by about 5-6%.

### Valuation is very moderate

Based on our forecasts, Lemonsoft's EV/EBIT ratio, adjusted for PPA amortization from acquisitions, is 10x in 2026. We believe the valuation has fallen to a low level, and Lemonsoft's share no longer prices in significant growth expectations. With the company's recent arrangements, its focus is even more sharply on growing the software business in its core industries, for which the market outlook shows signs of improvement. If the market starts to pick up and the earnings growth that we forecast materializes, the valuation looks very low for the coming years (2027e-2028e EV/EBIT 9x-8x). A key challenge for Lemonsoft's valuation increase in the short term is the generally weak sentiment for SaaS stocks. If the company can deliver its targeted earnings growth in the coming years, we estimate that investors' concerns will eventually dissipate, and the valuation will return to a higher level than at present.

**Recommendation**
**Buy**
(was Buy)

**Target price:**
**EUR 6.00**
(was EUR 6.50)

**Share price:**
EUR 4.60

**Business risk**
●●●○○

**Valuation risk**
●●○○○

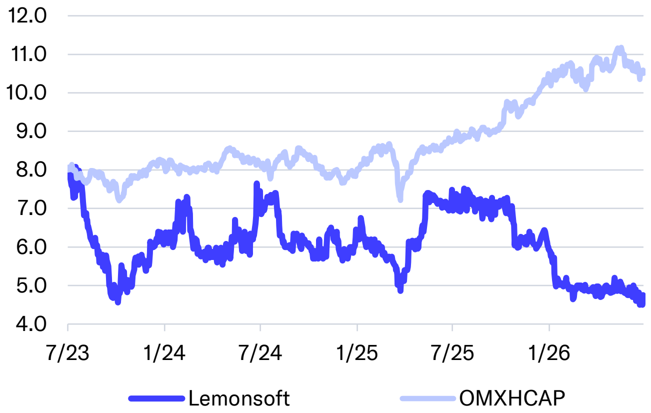
| | 2025 | 2026e | 2027e | 2028e |
|---|---|---|---|---|
| Revenue | 29.5 | 30.1 | 31.3 | 32.9 |
| growth-% | 2% | 2% | 4% | 5% |
| EBIT adj. | 6.9 | 8.3 | 9.0 | 9.8 |
| EBIT-% adj. | 23.6 % | 27.6 % | 28.9 % | 29.7 % |
| Net Income | 4.5 | 5.2 | 6.1 | 6.7 |
| EPS (adj.) | 0.24 | 0.36 | 0.40 | 0.44 |
| | | | | |
| P/E (adj.) | 25.0 | 12.9 | 11.5 | 10.5 |
| P/B | 3.3 | 3.7 | 2.6 | 2.3 |
| Dividend yield-% | 2.3 % | 3.0 % | 3.0 % | 3.3 % |
| EV/EBIT (adj.) | 16.3 | 10.4 | 9.1 | 8.0 |
| EV/EBITDA | 12.2 | 9.4 | 8.6 | 7.6 |
| EV/S | 3.9 | 2.9 | 2.6 | 2.4 |

Source: Inderes

**Guidance** (Downgraded)

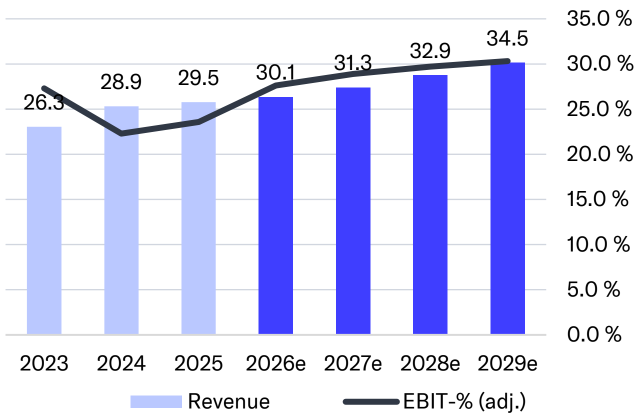
"Lemonsoft estimates that the net sales for the financial year 2026 will increase by −1–5% and that adjusted EBIT will be 23-29% of net sales."

## Share price



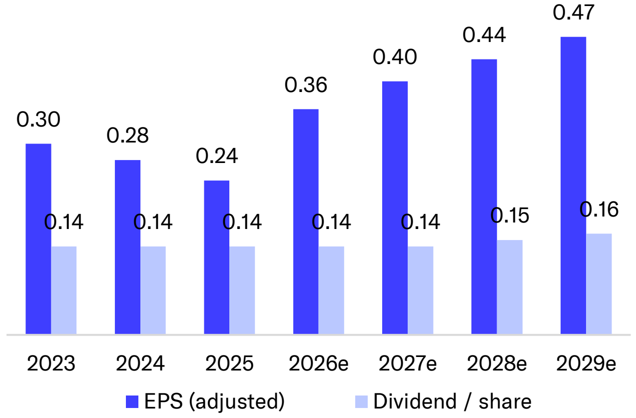

Source: Millistream Market Data AB

## Revenue and EBIT % (adj.)




Source: Inderes

## EPS and dividend




Source: Inderes

## Value drivers

- Growth in current industries by expanding within existing customers and acquiring new customers
- Accelerating growth and value creation through M&A
- Profitability scaling potential with growth
- High customer retention (system is business-critical for customers)

## Risk factors

- Weak economic environment creates uncertainty over the organic revenue growth outlook
- Acquisitions and their integration
- Excessive diversification of the product portfolio and loss of focus
- Tightening competition
- Technology and cybersecurity risks

| Valuation | 2026e | 2027e | 2028e |
|---|---|---|---|
| Share price | 4.60 | 4.60 | 4.60 |
| Number of shares, millions | 17.8 | 17.8 | 17.8 |
| Market cap | 82 | 82 | 82 |
| EV | 86 | 83 | 78 |
| P/E (adj.) | 12.9 | 11.5 | 10.5 |
| P/E | 15.9 | 13.4 | 12.2 |
| P/B | 3.7 | 2.6 | 2.3 |
| P/S | 2.7 | 2.6 | 2.5 |
| EV/Sales | 2.9 | 2.6 | 2.4 |
| EV/EBITDA | 9.4 | 8.6 | 7.6 |
| EV/EBIT (adj.) | 10.4 | 9.1 | 8.0 |
| Payout ratio (%) | 48.2 % | 40.8 % | 39.7 % |
| Dividend yield-% | 3.0 % | 3.0 % | 3.3 % |

Source: Inderes

# Divestment of Finvoicer and a previously announced slight downward revision added to forecasts

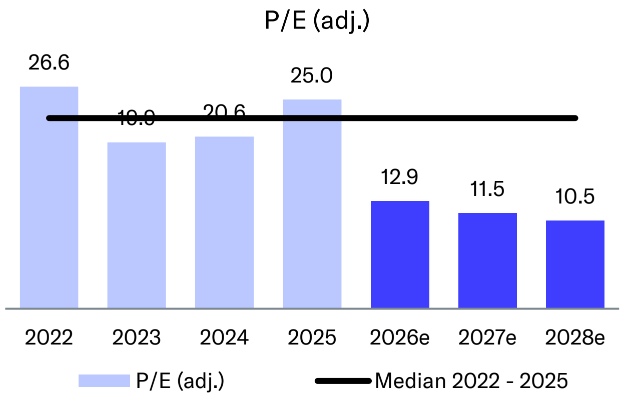
| Estimate revisions | 2026e | 2026e | Change | 2027e | 2027e | Change | 2028e | 2028e | Change |
|---|---|---|---|---|---|---|---|---|---|
| MEUR / EUR | Old | New | % | Old | New | % | Old | New | % |
| Revenue | 31.3 | 30.1 | -4% | 33.3 | 31.3 | -6% | 34.9 | 32.9 | -6% |
| EBITDA | 9.6 | 9.2 | -4% | 10.2 | 9.6 | -6% | 11.0 | 10.3 | -6% |
| EBIT (exc. NRIs) | 8.7 | 8.3 | -5% | 9.6 | 9.0 | -6% | 10.4 | 9.8 | -6% |
| EBIT | 7.5 | 7.1 | -5% | 8.6 | 8.0 | -7% | 9.4 | 8.7 | -7% |
| PTP | 7.0 | 6.6 | -6% | 8.2 | 7.6 | -7% | 9.0 | 8.4 | -7% |
| EPS (excl. NRIs) | 0.37 | 0.36 | -5% | 0.43 | 0.40 | -6% | 0.47 | 0.44 | -6% |
| DPS | 0.14 | 0.14 | 0% | 0.15 | 0.14 | -7% | 0.16 | 0.15 | -6% |

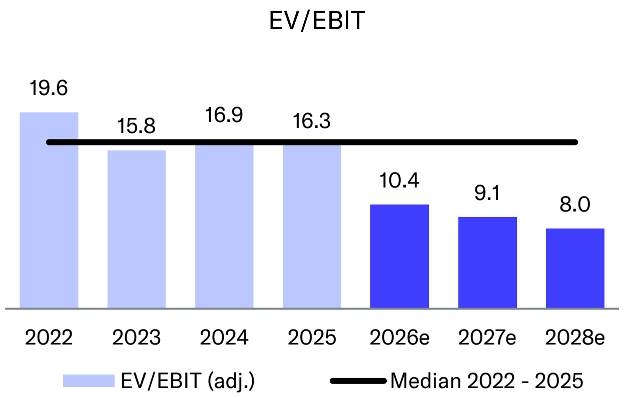
Source: Inderes

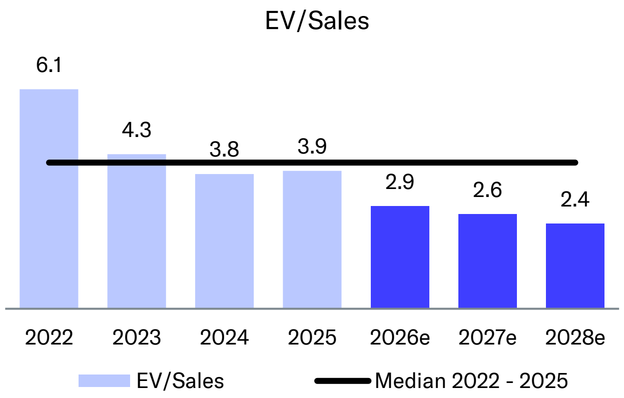
# Valuation table

| Valuation | 2022 | 2023 | 2024 | 2025 | 2026e | 2027e | 2028e | 2029e | 2030e |
|---|---|---|---|---|---|---|---|---|---|
| Share price | 7.96 | 6.02 | 5.70 | 6.12 | 4.60 | 4.60 | 4.60 | 4.60 | 4.60 |
| Number of shares, millions | 18.3 | 18.6 | 18.6 | 18.1 | 17.8 | 17.8 | 17.8 | 17.8 | 17.8 |
| Market cap | 146 | 112 | 106 | 109 | 82 | 82 | 82 | 82 | 82 |
| EV | 138 | 114 | 109 | 113 | 86 | 83 | 78 | 73 | 68 |
| P/E (adj.) | 26.6 | 19.9 | 20.6 | 25.0 | 12.9 | 11.5 | 10.5 | 9.8 | 9.0 |
| P/E | 29.0 | 21.1 | 25.6 | 24.5 | 15.9 | 13.4 | 12.2 | 11.1 | 10.2 |
| P/B | 15.0 | 5.6 | 3.7 | 3.3 | 3.7 | 2.6 | 2.3 | 2.1 | 1.8 |
| P/S | 6.5 | 4.2 | 3.7 | 3.7 | 2.7 | 2.6 | 2.5 | 2.4 | 2.3 |
| EV/Sales | 6.1 | 4.3 | 3.8 | 3.9 | 2.9 | 2.6 | 2.4 | 2.1 | 1.9 |
| EV/EBITDA | 18.9 | 13.9 | 14.9 | 12.2 | 9.4 | 8.6 | 7.6 | 6.7 | 5.8 |
| EV/EBIT (adj.) | 19.6 | 15.8 | 16.9 | 16.3 | 10.4 | 9.1 | 8.0 | 7.0 | 6.1 |
| Payout ratio (%) | 51.2 % | 49.0 % | 63.0 % | 55.2 % | 48.2 % | 40.8 % | 39.7 % | 38.7 % | 37.7 % |
| Dividend yield-% | 1.8 % | 2.3 % | 2.5 % | 2.3 % | 3.0 % | 3.0 % | 3.3 % | 3.5 % | 3.7 % |

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 | | Lv:n kasvu-% | | EBIT-% | | Rule of 40 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Company | MEUR | MEUR | 2026e | 2027e | 2026e | 2027e | 2026e | 2027e | 2026e | 2027e | 2026e | 2027e | 2027e |
| Admicom | 128 | 116 | 9.7 | 7.9 | 10.2 | 7.4 | 3.0 | 2.6 | 2% | 6% | 31% | 33% | 39% |
| Smartcraft | 226 | 226 | 19.0 | 13.9 | 11.8 | 9.8 | 4.4 | 3.9 | | 12% | 23% | 28% | 40% |
| Easor | 24 | 43 | 32.7 | 24.7 | 3.6 | 3.4 | 2.0 | 1.7 | 8% | 12% | 6% | 7% | 19% |
| LeadDesk | 20 | 30 | 10.3 | 7.6 | 4.2 | 3.5 | 0.8 | 0.7 | -2% | 1% | 7% | 9% | 10% |
| Talenom | 54 | 128 | 20.8 | 15.4 | 6.4 | 5.5 | 1.1 | 1.0 | 5% | 6% | 5% | 7% | 13% |
| Qt Group | 626 | 693 | 13.7 | 8.2 | 12.3 | 7.3 | 3.0 | 2.5 | 9% | 7% | 22% | 31% | 38% |
| F-Secure | 365 | 497 | 11.6 | 10.1 | 9.7 | 8.3 | 3.1 | 2.8 | 9% | 5% | 27% | 28% | 33% |
| Enento | 340 | 477 | 10.3 | 9.6 | 9.1 | 8.1 | 3.0 | 2.8 | 4% | 4% | 29% | 29% | 33% |
| QPR Software | 11 | 11 | 136.2 | | 14.1 | 29.0 | 1.8 | 1.9 | 6% | -4% | 1% | -4% | -8% |
| SSH | 113 | 109 | | | 124.6 | 63.0 | 4.7 | 4.0 | 7% | 15% | -10% | -3% | 13% |
| Lime Technologies | 265 | 275 | 18.1 | 15.5 | 12.1 | 10.6 | 3.8 | 3.4 | 9% | 11% | 21% | 22% | 33% |
| Upsales Technology | 42 | 38 | 12.0 | | 9.0 | | 2.1 | | 18% | | 18% | | |
| FormPipe Software | | | | | | | | | 0% | 0% | 0% | 0% | 0% |
| Vitec Software | 838 | 1097 | 14.8 | 13.1 | 8.1 | 7.5 | 3.1 | 3.0 | 7% | 5% | 21% | 23% | 28% |
| Sinch | 2564 | 3266 | 28.6 | 18.0 | 10.3 | 9.4 | 1.3 | 1.3 | -2% | 5% | 5% | 7% | 12% |
| Zalaris | 192 | 215 | 11.3 | 10.1 | 7.2 | 6.6 | 1.5 | 1.4 | 9% | 7% | 13% | 14% | 21% |
| Lemonsoft (Inderes) | 82 | 86 | 10.4 | 9.1 | 9.4 | 8.6 | 2.9 | 2.6 | 2% | 4% | 28% | 29% | 33% |
| Average | | | 24.9 | 12.8 | 16.8 | 12.8 | 2.6 | 2.4 | 6% | 6% | 14% | 15% | |
| Median | | | 14.2 | 11.6 | 9.7 | 7.8 | 3.0 | 2.6 | 7% | 6% | 16% | 14% | |
| Diff-% to median | | | -27% | -21% | -3% | 11% | -3% | 3% | | | | | |

Source: Refinitiv / Inderes

# Income statement

| Income statement | 2024 | Q1'25 | Q2'25 | Q3'25 | Q4'25 | 2025 | Q1'26 | Q2'26e | Q3'26e | Q4'26e | 2026e | 2027e | 2028e | 2029e |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Revenue | 28.9 | 7.6 | 7.4 | 7.1 | 7.4 | 29.5 | 7.5 | 7.7 | 7.3 | 7.6 | 30.1 | 31.3 | 32.9 | 34.5 |
| Saas | 20.8 | 5.6 | 5.5 | 5.5 | 5.6 | 22.2 | 6.0 | 6.0 | 6.0 | 6.1 | 24.0 | 25.9 | 27.5 | 29.1 |
| Consulting and other | 4.8 | 1.2 | 1.1 | 0.9 | 1.1 | 4.3 | 0.9 | 1.1 | 0.8 | 1.0 | 3.9 | 3.6 | 3.5 | 3.4 |
| Transaktions | 3.3 | 0.8 | 0.7 | 0.7 | 0.7 | 3.0 | 0.6 | 0.7 | 0.4 | 0.5 | 2.2 | 1.8 | 1.9 | 2.0 |
| EBITDA | 7.3 | 2.9 | 1.6 | 2.9 | 1.8 | 9.3 | 2.1 | 2.2 | 2.6 | 2.2 | 9.2 | 9.6 | 10.3 | 11.0 |
| Depreciation | -1.9 | -0.5 | -0.7 | -0.5 | -0.5 | -2.2 | -0.6 | -0.5 | -0.5 | -0.5 | -2.0 | -1.6 | -1.6 | -1.6 |
| EBIT (excl. NRI) | 6.4 | 1.8 | 1.2 | 2.5 | 1.5 | 6.9 | 1.9 | 1.9 | 2.4 | 2.0 | 8.3 | 9.0 | 9.8 | 10.4 |
| EBIT | 5.4 | 2.4 | 0.9 | 2.4 | 1.3 | 7.0 | 1.5 | 1.7 | 2.2 | 1.7 | 7.1 | 8.0 | 8.7 | 9.4 |
| Net financial items | -0.5 | -1.2 | -0.2 | -0.1 | -0.1 | -1.5 | -0.1 | -0.1 | -0.1 | -0.1 | -0.5 | -0.4 | -0.4 | -0.3 |
| PTP | 4.9 | 1.3 | 0.7 | 2.3 | 1.2 | 5.5 | 1.4 | 1.6 | 2.1 | 1.6 | 6.6 | 7.6 | 8.4 | 9.2 |
| Taxes | -0.9 | -0.3 | -0.2 | -0.4 | -0.2 | -1.1 | -0.4 | -0.3 | -0.4 | -0.3 | -1.5 | -1.4 | -1.6 | -1.7 |
| Minority interest | 0.11 | 0.03 | 0.03 | 0.05 | 0.07 | 0.2 | 0.02 | 0.01 | -0.02 | -0.02 | 0.0 | -0.1 | -0.1 | -0.1 |
| Net earnings | 4.1 | 1.0 | 0.5 | 1.9 | 1.1 | 4.5 | 1.1 | 1.2 | 1.6 | 1.3 | 5.2 | 6.1 | 6.7 | 7.4 |
| EPS (adj.) | 0.28 | 0.02 | 0.04 | 0.11 | 0.07 | 0.24 | 0.08 | 0.08 | 0.10 | 0.09 | 0.36 | 0.40 | 0.44 | 0.47 |
| EPS (rep.) | 0.22 | 0.05 | 0.03 | 0.11 | 0.06 | 0.25 | 0.06 | 0.07 | 0.09 | 0.07 | 0.29 | 0.34 | 0.38 | 0.41 |

| Key figures | 2024 | Q1'25 | Q2'25 | Q3'25 | Q4'25 | 2025 | Q1'26 | Q2'26e | Q3'26e | Q4'26e | 2026e | 2027e | 2028e | 2029e |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Revenue growth-% | 9.7 % | 10.0 % | 5.3 % | -3.4 % | -3.5 % | 1.9 % | -1.1 % | 4.5 % | 2.7 % | 2.9 % | 2.2 % | 4.0 % | 4.9 % | 4.9 % |
| Adjusted EBIT growth-% | -10.5 % | 56.3 % | -11.5 % | 0.1 % | 1.4 % | 7.7 % | 10.5 % | 63.8 % | -1.5 % | 31.0 % | 19.9 % | 8.7 % | 7.9 % | 7.0 % |
| EBITDA-% | 25.3 % | 38.8 % | 21.9 % | 41.1 % | 24.6 % | 31.5 % | 28.0 % | 28.5 % | 36.5 % | 29.0 % | 30.4 % | 30.7 % | 31.4 % | 31.9 % |
| Adjusted EBIT-% | 22.3 % | 23.1 % | 16.0 % | 35.1 % | 20.6 % | 23.6 % | 25.8 % | 25.1 % | 33.6 % | 26.3 % | 27.6 % | 28.9 % | 29.7 % | 30.3 % |
| Net earnings-% | 14.3 % | 13.0 % | 7.3 % | 27.2 % | 14.6 % | 15.4 % | 14.2 % | 16.0 % | 22.1 % | 16.5 % | 17.2 % | 19.5 % | 20.5 % | 21.4 % |

Source: Inderes

Full-year earnings per share are calculated using the number of shares at year-end.

# Balance sheet

| Assets | 2024 | 2025 | 2026e | 2027e | 2028e |
|---|---|---|---|---|---|
| Non-current assets | 39.4 | 38.3 | 41.1 | 40.9 | 40.8 |
| Goodwill | 28.1 | 28.1 | 31.6 | 31.6 | 31.6 |
| Intangible assets | 8.1 | 7.2 | 6.5 | 6.3 | 6.1 |
| Tangible assets | 1.0 | 0.8 | 0.9 | 0.9 | 1.0 |
| Associated companies | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Other investments | 2.2 | 2.2 | 2.2 | 2.2 | 2.2 |
| Other non-current assets | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Deferred tax assets | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Current assets | 14.5 | 9.8 | 10.0 | 10.7 | 10.3 |
| Inventories | 0.1 | 0.1 | 0.1 | 0.1 | 0.1 |
| Other current assets | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Receivables | 6.7 | 3.2 | 4.5 | 5.0 | 5.3 |
| Cash and equivalents | 7.7 | 6.6 | 5.4 | 5.6 | 4.9 |
| Balance sheet total | 53.9 | 48.1 | 51.1 | 51.6 | 51.1 |

Source: Inderes

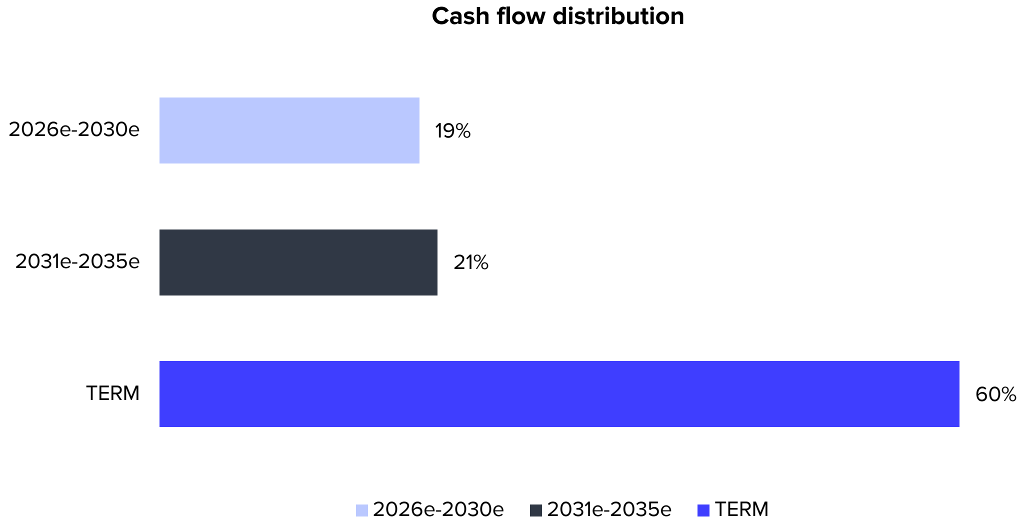
| Liabilities & equity | 2024 | 2025 | 2026e | 2027e | 2028e |
|---|---|---|---|---|---|
| Equity | 32.5 | 29.5 | 32.2 | 35.8 | 40.0 |
| Share capital | 0.1 | 0.1 | 0.1 | 0.1 | 0.1 |
| Retained earnings | 13.8 | 13.4 | 16.1 | 19.7 | 23.9 |
| Hybrid bonds | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Revaluation reserve | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Other equity | 18.4 | 15.9 | 15.9 | 15.9 | 15.9 |
| Minorities | 0.2 | 0.1 | 0.1 | 0.1 | 0.1 |
| Non-current liabilities | 9.3 | 9.0 | 9.1 | 6.4 | 2.1 |
| Deferred tax liabilities | 1.4 | 1.3 | 1.3 | 1.3 | 1.3 |
| Provisions | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Interest bearing debt | 7.9 | 7.8 | 7.9 | 5.1 | 0.9 |
| 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 | 12.0 | 9.6 | 9.8 | 9.4 | 8.9 |
| Interest bearing debt | 2.5 | 2.8 | 2.0 | 1.3 | 0.3 |
| Payables | 9.2 | 6.4 | 7.5 | 7.8 | 8.2 |
| Other current liabilities | 0.4 | 0.3 | 0.3 | 0.3 | 0.4 |
| Balance sheet total | 53.9 | 48.1 | 51.1 | 51.6 | 51.1 |

# DCF-calculation

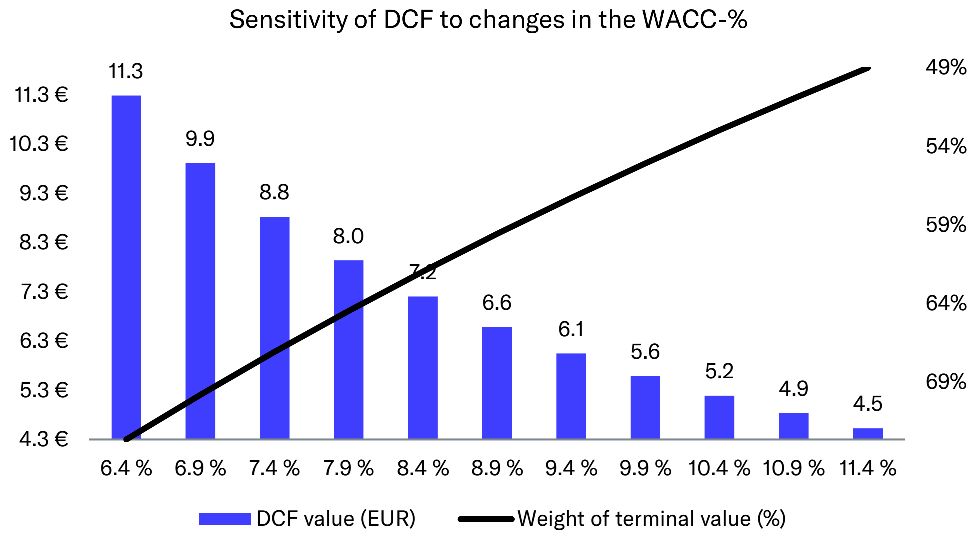
| DCF model | 2025 | 2026e | 2027e | 2028e | 2029e | 2030e | 2031e | 2032e | 2033e | 2034e | 2035e | TERM |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Revenue growth-% | 1.9 % | 2.2 % | 4.0 % | 4.9 % | 4.9 % | 4.9 % | 4.5 % | 4.0 % | 3.5 % | 3.5 % | 2.5 % | 2.5 % |
| EBIT-% | 23.9 % | 23.7 % | 25.6 % | 26.5 % | 27.3 % | 28.0 % | 28.5 % | 28.8 % | 29.0 % | 29.2 % | 29.5 % | 29.5 % |
| EBIT (operating profit) | 7.0 | 7.1 | 8.0 | 8.7 | 9.4 | 10.1 | 10.8 | 11.3 | 11.8 | 12.3 | 12.7 | |
| + Depreciation | 2.2 | 2.0 | 1.6 | 1.6 | 1.6 | 1.6 | 1.6 | 1.6 | 1.6 | 1.6 | 1.6 | |
| - Paid taxes | -1.3 | -1.5 | -1.4 | -1.6 | -1.7 | -1.9 | -1.9 | -2.0 | -2.1 | -2.2 | -2.3 | |
| - Tax, financial expenses | -0.3 | -0.1 | -0.1 | -0.1 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | |
| + 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 | 0.8 | -0.2 | -0.2 | 0.2 | 0.1 | 0.1 | 0.1 | 0.1 | 0.1 | 0.1 | 0.1 | |
| Operating cash flow | 8.5 | 7.4 | 7.9 | 8.8 | 9.3 | 9.9 | 10.5 | 11.0 | 11.4 | 11.8 | 12.1 | |
| + 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 | -1.1 | -4.9 | -1.4 | -1.5 | -1.5 | -1.5 | -1.6 | -1.6 | -1.6 | -1.6 | -1.7 | |
| Free operating cash flow | 7.3 | 2.5 | 6.5 | 7.3 | 7.8 | 8.4 | 8.9 | 9.4 | 9.8 | 10.2 | 10.4 | |
| +/- Other | 0.0 | -0.7 | -1.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | |
| FCFF | 7.3 | 1.8 | 5.5 | 7.3 | 7.8 | 8.4 | 8.9 | 9.4 | 9.8 | 10.2 | 10.4 | 167 |
| Discounted FCFF | | 1.7 | 4.9 | 5.9 | 5.8 | 5.8 | 5.6 | 5.4 | 5.2 | 4.9 | 4.6 | 74.3 |
| Sum of FCFF present value | | 124 | 122 | 118 | 112 | 106 | 100 | 94.4 | 89.0 | 83.9 | 78.9 | 74.3 |
| Enterprise value DCF | | 124 | | | | | | | | | | |
| - Interest bearing debt | | -10.6 | | | | | | | | | | |
| + Cash and cash equivalents | | 6.6 | | | | | | | | | | |
| + Associated companies | | 0.0 | | | | | | | | | | |
| -Minorities | | 0.0 | | | | | | | | | | |
| -Dividend/capital return | | -2.5 | | | | | | | | | | |
| Equity value DCF | | 118 | | | | | | | | | | |
| Equity value DCF per share | | 6.6 | | | | | | | | | | |

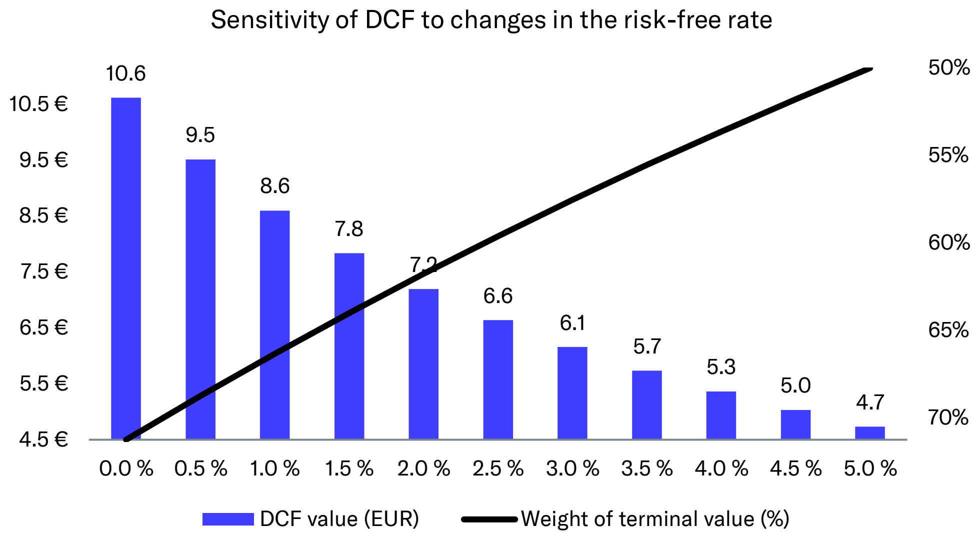
| WACC | |
|---|---|
| Tax-% (WACC) | 21.0 % |
| Target debt ratio (D/(D+E) | 10.0 % |
| Cost of debt | 4.0 % |
| Equity Beta | 1.00 |
| Market risk premium | 4.75% |
| Liquidity premium | 2.30% |
| Risk free interest rate | 2.5 % |
| Cost of equity | 9.6 % |
| Weighted average cost of capital (WACC) | 8.9 % |

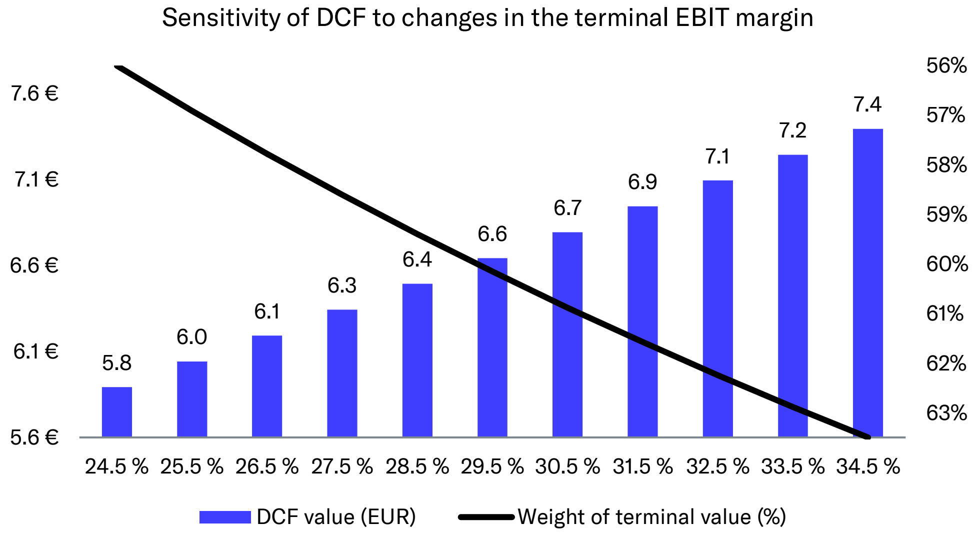
Source: Inderes

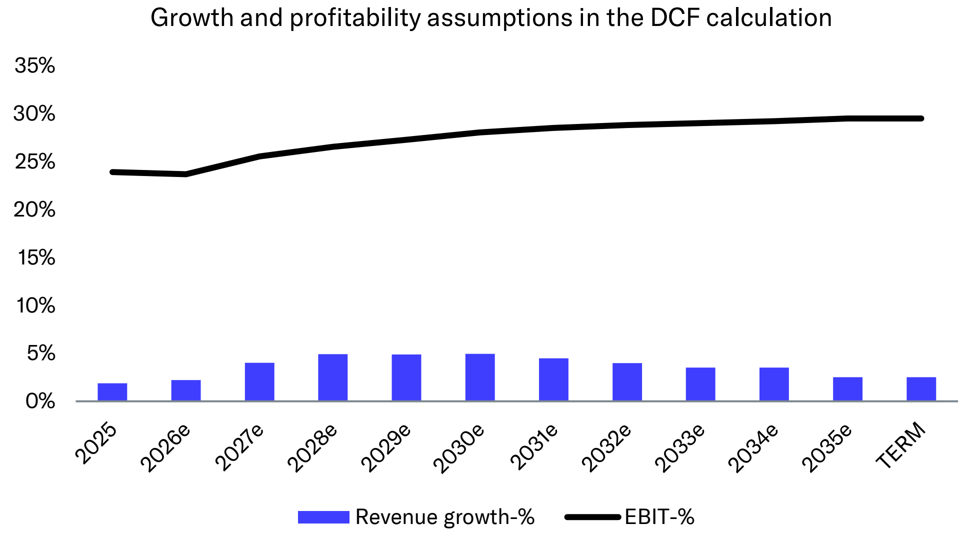


# DCF sensitivity calculations and key assumptions in graphs




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 |
|---|---|---|---|---|---|
| Revenue | 26.3 | 28.9 | 29.5 | 30.1 | 31.3 |
| EBITDA | 8.2 | 7.3 | 9.3 | 9.2 | 9.6 |
| EBIT | 6.9 | 5.4 | 7.0 | 7.1 | 8.0 |
| PTP | 6.7 | 4.9 | 5.5 | 6.6 | 7.6 |
| Net Income | 5.3 | 4.1 | 4.5 | 5.2 | 6.1 |
| Extraordinary items | -0.3 | -1.0 | 0.1 | -1.2 | -1.0 |

| Balance sheet | 2023 | 2024 | 2025 | 2026e | 2027e |
|---|---|---|---|---|---|
| Balance sheet total | 48.9 | 53.9 | 48.1 | 51.1 | 51.6 |
| Equity capital | 30.4 | 32.5 | 29.5 | 32.2 | 35.8 |
| Goodwill | 23.1 | 28.1 | 28.1 | 31.6 | 31.6 |
| Net debt | 1.0 | 2.8 | 4.0 | 4.4 | 0.8 |

| Cash flow | 2023 | 2024 | 2025 | 2026e | 2027e |
|---|---|---|---|---|---|
| EBITDA | 8.2 | 7.3 | 9.3 | 9.2 | 9.6 |
| Change in working capital | -2.3 | -0.2 | 0.8 | -0.2 | -0.2 |
| Operating cash flow | 5.0 | 6.3 | 8.5 | 7.4 | 7.9 |
| CAPEX | -13.3 | -5.7 | -1.1 | -4.9 | -1.4 |
| Free cash flow | -8.3 | 0.6 | 7.3 | 1.8 | 5.5 |

| Valuation multiples | 2023 | 2024 | 2025 | 2026e | 2027e |
|---|---|---|---|---|---|
| EV/S | 4.3 | 3.8 | 3.9 | 2.9 | 2.6 |
| EV/EBITDA | 13.9 | 14.9 | 12.2 | 9.4 | 8.6 |
| EV/EBIT (adj.) | 15.8 | 16.9 | 16.3 | 10.4 | 9.1 |
| P/E (adj.) | 19.9 | 20.6 | 25.0 | 12.9 | 11.5 |
| P/B | 3.7 | 3.3 | 3.7 | 2.6 | 2.3 |
| Dividend-% | 2.3 % | 2.5 % | 2.3 % | 3.0 % | 3.0 % |

Source: Inderes

| Per share data | 2023 | 2024 | 2025 | 2026e | 2027e |
|---|---|---|---|---|---|
| EPS (reported) | 0.29 | 0.22 | 0.25 | 0.29 | 0.34 |
| EPS (adj.) | 0.30 | 0.28 | 0.24 | 0.36 | 0.40 |
| OCF / share | 0.27 | 0.34 | 0.47 | 0.41 | 0.44 |
| OFCF / share | -0.45 | 0.03 | 0.40 | 0.10 | 0.31 |
| Book value / share | 1.62 | 1.74 | 1.62 | 1.80 | 2.00 |
| Dividend / share | 0.14 | 0.14 | 0.14 | 0.14 | 0.14 |

| Growth and profitability | 2023 | 2024 | 2025 | 2026e | 2027e |
|---|---|---|---|---|---|
| Revenue growth-% | 17% | 10% | 2% | 2% | 4% |
| EBITDA growth-% | 12% | -11% | 27% | -1% | 5% |
| EBIT (adj.) growth-% | 2% | -10% | 8% | 20% | 9% |
| EPS (adj.) growth-% | 1% | -8% | -12% | 46% | 12% |
| EBITDA-% | 31.2 % | 25.3 % | 31.5 % | 30.4 % | 30.7 % |
| EBIT (adj.)-% | 27.3 % | 22.3 % | 23.6 % | 27.6 % | 28.9 % |
| EBIT-% | 26.2 % | 18.7 % | 23.9 % | 23.7 % | 25.6 % |
| ROE-% | 18.8 % | 13.3 % | 14.7 % | 16.8 % | 18.1 % |
| ROI-% | 20.2 % | 13.2 % | 17.0 % | 17.4 % | 19.0 % |
| Equity ratio | 62.4 % | 60.4 % | 61.4 % | 63.3 % | 69.8 % |
| Gearing | 3.3 % | 8.5 % | 13.6 % | 13.7 % | 2.2 % |
| Net debt/EBITDA | 0.1 | 0.4 | 0.4 | 0.5 | 0.1 |
| EBITDA/net financials | 48.0 | 15.1 | 6.0 | 19.0 | 24.0 |

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. Per-share figures are calculated using the number of shares at year-end.

# Disclaimer and recommendation history

The information presented in Inderes reports is obtained from several different public sources that Inderes considers to be reliable. Inderes aims to use reliable and comprehensive information, but Inderes does not guarantee the accuracy of the presented information. Any opinions, estimates and forecasts represent the views of the authors. Inderes is not responsible for the content or accuracy of the presented information. Inderes and its employees are also not responsible for the financial outcomes of investment decisions made based on the reports or any direct or indirect damage caused by the use of the information. The information used in producing the reports may change quickly. Inderes makes no commitment to announcing any potential changes to the presented information and opinions.

The reports produced by Inderes are intended for informational use only. The reports should not be construed as offers or advice to buy, sell or subscribe investment products. Customers should also understand that past performance is not a guarantee of future results. When making investment decisions, customers must base their decisions on their own research and their estimates of the factors that influence the value of the investment and take into account their objectives and financial position and use advisors as necessary. Customers are responsible for their investment decisions and their financial outcomes.

Reports produced by Inderes may not be edited, copied or made available to others in their entirety, or in part, without Inderes' written consent. No part of this report, or the report as a whole, shall be transferred or shared in any form to the United States, Canada or Japan or the citizens of the aforementioned countries. The legislation of other countries may also lay down restrictions pertaining to the distribution of the information contained in this report. Any individuals who may be subject to such restrictions must take said restrictions into account.

Inderes issues target prices for the shares it follows. The recommendation methodology used by Inderes is based on the share's 12-month expected total shareholder return (including the share price and dividends) and takes into account Inderes' view of the risk associated with the expected returns. The recommendation policy consists of four tiers: Sell, Reduce, Accumulate and Buy. As a rule, Inderes' investment recommendations and target prices are reviewed at least 2–4 times per year in connection with the companies' interim reports, but the recommendations and target prices may also be changed at other times depending on the market conditions. The issued recommendations and target prices do not guarantee that the share price will develop in line with the estimate. Inderes primarily uses the following valuation methods in determining target prices and recommendations: Cash flow analysis (DCF), valuation multiples, peer group analysis and sum of parts analysis. The valuation methods and target price criteria used are always company-specific and they may vary significantly depending on the company and (or) industry.

Inderes' recommendation policy is based on the following distribution relative to the 12-month risk-adjusted expected total shareholder return.

| | |
|---|---|
| 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.

The analysts who produce Inderes' research and Inderes employees cannot have 1) shareholdings that exceed the threshold of significant financial gain or 2) shareholdings exceeding 1% in any company subject to Inderes' research activities. Inderes Oyj can only own shares in the target companies it follows to the extent shown in the company's model portfolio investing real funds. All of Inderes Oyj's shareholdings are presented in itemised form in the model portfolio. Inderes Oyj does not have other shareholdings in the target companies analysed. The remuneration of the analysts who produce the analysis are not directly or indirectly linked to the issued recommendation or views. Inderes Oyj does not have investment bank operations.

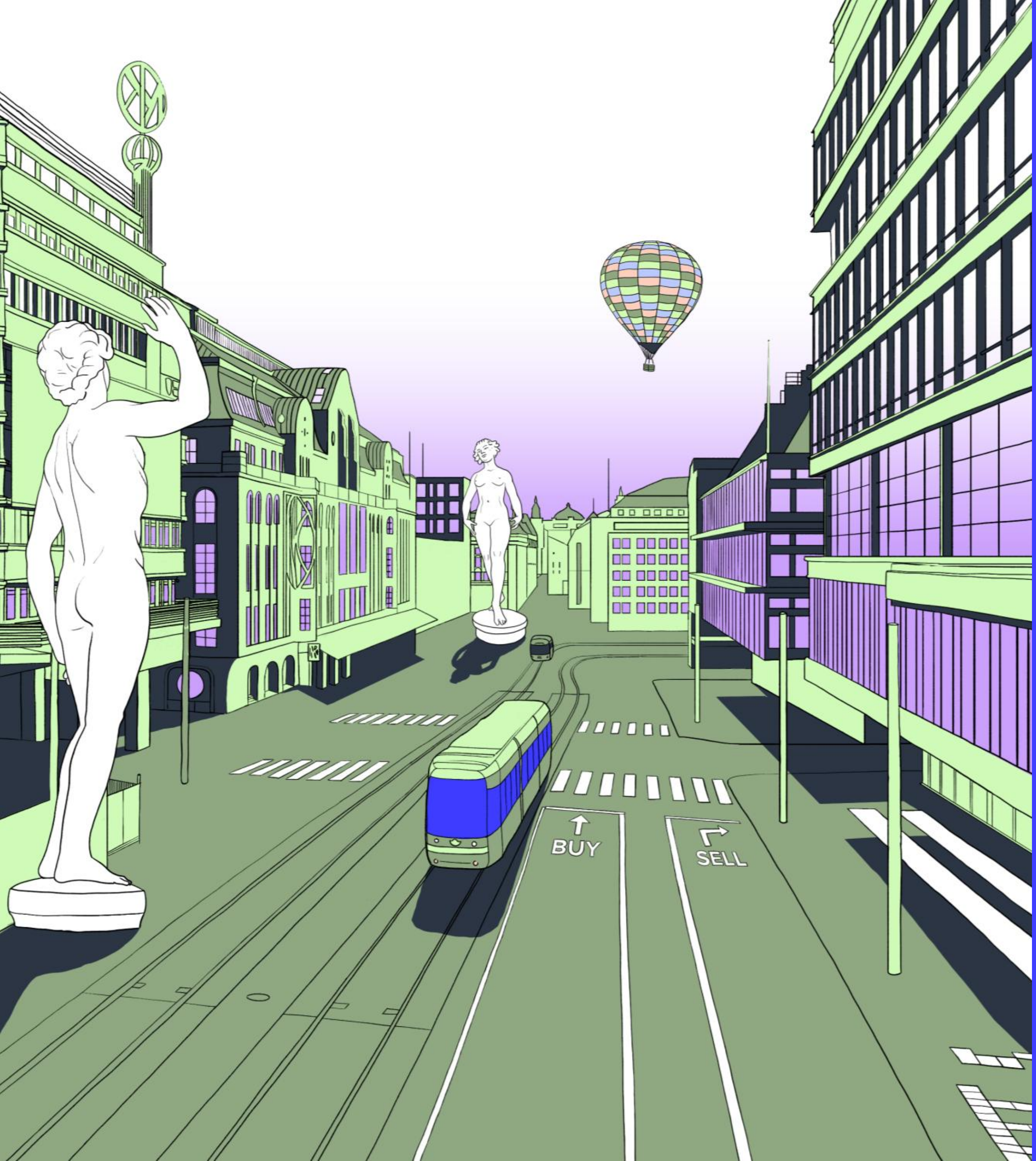
Inderes or its partners whose customer relationships may have a financial impact on Inderes may, in their business operations, seek assignments with various issuers with respect to services provided by Inderes or its partners. Thus, Inderes may be in a direct or indirect contractual relationship with an issuer that is the subject of research activities. Inderes and its partners may provide investor relations services to issuers. The aim of such services is to improve communication between the company and the capital markets. These services include the organisation of investor events, advisory services related to investor relations and the production of investor research reports.

More information about research disclaimers can be found at www.inderes.fi/research-disclaimer.

Inderes has made an agreement with the issuer and target of this report, which entails compiling a research report.

Recommendation history (>12 mo)

| Date | Recommendation | Target | Share price |
|---|---|---|---|
| 12/27/2021 | Sell | 15.00 € | 17.85 € |
| 1/18/2022 | Reduce | 14.50 € | 14.50 € |
| 2/17/2022 | Reduce | 13.00 € | 13.25 € |
| 4/28/2022 | Reduce | 13.00 € | 13.26 € |
| 5/9/2022 | Reduce | 12.50 € | 11.70 € |
| 7/25/2022 | Reduce | 11.80 € | 13.14 € |
| 10/31/2022 | Reduce | 9.70 € | 11.48 € |
| 12/14/2022 | Accumulate | 8.80 € | 7.83 € |
| 2/20/2023 | Reduce | 8.80 € | 8.93 € |
| 3/3/2023 | Accumulate | 8.80 € | 7.79 € |
| 4/24/2023 | Accumulate | 8.80 € | 8.28 € |
| 5/2/2023 | Reduce | 7.70 € | 8.54 € |
| 6/2/2023 | Reduce | 7.70 € | 7.56 € |
| 8/14/2023 | Reduce | 7.50 € | 7.82 € |
| 9/28/2023 | Accumulate | 6.40 € | 5.50 € |
| 10/27/2023 | Accumulate | 6.40 € | 5.16 € |
| 2/16/2024 | Reduce | 6.40 € | 6.82 € |
| 4/26/2024 | Reduce | 6.00 € | 5.66 € |
| 7/17/2024 | Reduce | 6.40 € | 6.95 € |
| 8/9/2024 | Reduce | 6.40 € | 7.20 € |
| 10/29/2024 | Accumulate | 6.50 € | 5.90 € |
| 11/6/2024 | Accumulate | 6.50 € | 5.90 € |
| 12/12/2024 | Accumulate | 6.70 € | 6.20 € |
| 2/21/2025 | Accumulate | 6.50 € | 5.80 € |
| 4/28/2025 | Accumulate | 6.70 € | 6.14 € |
| 6/12/2025 | Reduce | 7.00 € | 7.34 € |
| 8/15/2025 | Reduce | 7.00 € | 7.28 € |
| 11/3/2025 | Reduce | 7.10 € | 7.00 € |
| 11/17/2025 | Accumulate | 7.10 € | 6.06 € |
| 1/21/2026 | Accumulate | 7.10 € | 5.76 € |
| 2/20/2026 | Buy | 6.50 € | 5.04 € |
| 4/30/2026 | Buy | 6.50 € | 4.80 € |
| 7/16/2026 | Buy | 6.00 € | 4.60 € |




# CONNECTING INVESTORS AND COMPANIES.

Inderes democratizes financial information by connecting investors and listed companies. For investors, we are an investing community and a trusted source of financial information and equity research. For listed companies, we are a partner in delivering high-quality investor relations. Over 500 listed companies in Europe use our investor relations products and equity research services to provide better investor communications to their shareholders.

Our goal is to be the most investor-minded company in finance. Inderes was founded in 2009 by investors, for investors. As a Nasdaq First North-listed company, we understand the day-to-day reality of our customers.

Inderes Ab
Vattugatan 17, 5tr
Stockholm
+46 8 411 43 80

inderes.se

Inderes Oyj
Porkkalankatu 5
00180 Helsinki
+358 10 219 4690

inderes.fi