KALMAR

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INDERES CORPORATE CUSTOMER

COMPANY REPORT

Growth leads the way into the next strategy period

Kalmar's Q3 results were in line with our expectations, while order intake slightly exceeded our forecasts. The market situation has remained stable, and our forecast revisions are accordingly minor. Alongside the results, Kalmar also announced updated and raised financial targets ahead of next week's CMD. A more detailed roadmap for reaching the targets will have to wait until Monday, however. In our view, the share's valuation has already fallen to quite a low level, so we raise our recommendation to Buy (was Accumulate) and reiterate our EUR 46 target price.

Operations exactly in line with expectations, orders slightly ahead

Q3 revenue was flat year-on-year, exactly in line with our forecast. Kalmar's adjusted EBIT of 56.4 MEUR was likewise in line with both our forecast and consensus. Order intake (458 MEUR) grew from the subdued comparison period as expected, but slightly exceeded forecasts. The beat came from Equipment (+36% y/y vs. our +27%), while Services orders remained at the comparison period's level, in line with our expectations. According to the company, growth was supported by larger orders, which it also announced on results day.

Targets raised

Alongside its results, Kalmar announced an updated strategy and financial targets for the strategy period to 2030. It will elaborate on these at its Capital Markets Day (CMD) on November 2. The key takeaway from the update was the company's shift in focus toward accelerating growth, which will also be supported by targeted acquisitions going forward. The company also raised both its growth and profitability targets, which surprised us, given that Kalmar still had some way to go to reach its previous targets. In our view, raising the targets and adding inorganic growth to the strategy also signal growing ambition. Our current forecasts are quite clearly below the updated targets, but we estimate that the higher targets reflect the potential impact of acquisitions. At this stage, we see no need to change our longer-term assumptions and will wait for more detailed comments on how the company plans to accelerate growth and improve margins.

Our estimates for the coming years remain practically unchanged

The company made no changes to its current-year guidance and expects its comparable EBIT margin to exceed 12.5%. The margin was 12.6% in January–September, so a normal Q4 performance would be sufficient to meet the guidance. According to the company, demand has remained stable. It expects overall demand to remain at roughly the level of previous quarters in the short term, in line with our expectations. Overall, we make only very minor revisions to our near-term estimates. We now expect an adjusted EBIT margin of 12.7% for the current year (prev. 12.8%). We expect organic earnings growth to remain solid in the coming years (2026e–28e adj. EBIT growth: 3–11% per year), supported by growth in container traffic, the company's strong market position, and efficiency programs.

We believe the stock is undervalued

On our estimates, Kalmar's EV/EBIT multiples for 2026 and 2027 are around 10x and 8x. The corresponding P/E ratios are around 14x and 12x. We believe the multiples are low for a high-quality company and below the levels we consider neutral for next year (EV/EBIT 11x–13x, P/E 14x–17x). The earnings growth expectations priced into the share for the coming years are consequently low (our target price implies a 2027e P/E of 15x and EV/EBIT of 11x). In our view, this partly reflects the lack of clear short-term market drivers, but we are quite confident in the conditions for longer-term earnings growth. Our DCF value (~EUR 49 per share), among other methods, also supports a strongly positive view on the share.

Recommendation
Buy
(was Accumulate)

Target price:
EUR 46.00
(was EUR 46.00)

Share price:
EUR 36.60

Business risk

Valuation risk

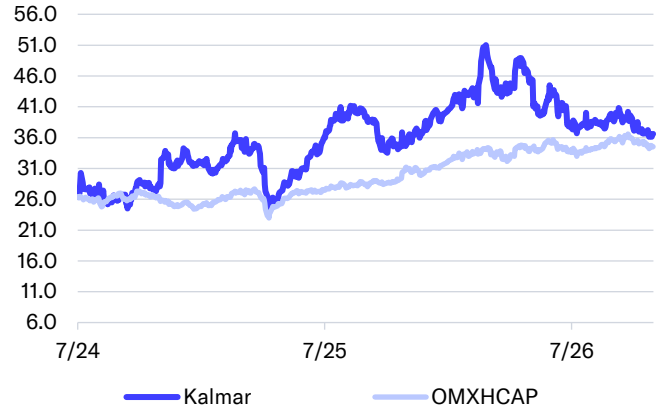
	2025	2026e	2027e	2028e
Revenue	1741.4	1818.8	1915.7	2040.1
growth-%	1%	4%	5%	6%
EBIT adj.	223.4	230.5	254.9	282.7
EBIT-% adj.	12.8 %	12.7 %	13.3 %	13.9 %
Net Income	163.3	168.9	193.2	216.6
EPS (adj.)	2.58	2.70	3.01	3.38
P/E (adj.)	15.7	13.5	12.1	10.8
P/B	3.6	2.9	2.5	2.2
Dividend yield-%	2.7 %	3.3 %	3.5 %	3.8 %
EV/EBIT (adj.)	11.7	9.8	8.5	7.2
EV/EBITDA	9.4	7.8	6.7	5.8
EV/S	1.5	1.2	1.1	1.0

Source: Inderes

Guidance (Unchanged)

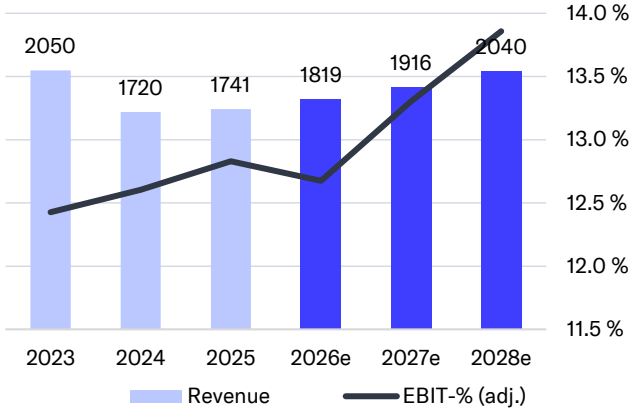
Kalmar expects its comparable operating profit margin to be above 12.5 percent in 2026.

Share price



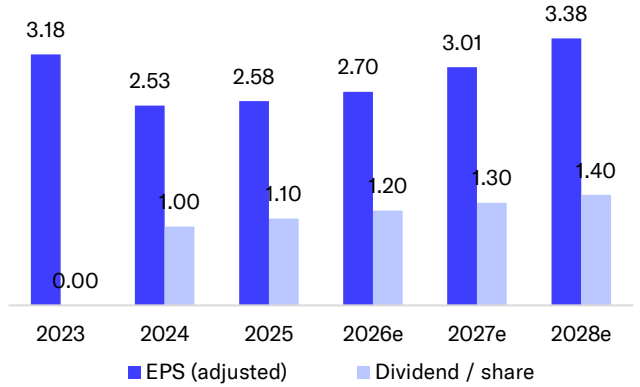
Source: Millistream Market Data AB

Revenue and EBIT-% (adj.)



Source: Inderes

EPS and DPS



Source: Inderes

Value drivers

- Accelerating growth in container traffic
- The advancement of equipment electrification and automation in heavy material handling
- Growth in the services business through more efficient utilization of the company's installed equipment base and digitalization
- Improved margin through the development of the company's performance (e.g. the Driving Excellence program)

Risk factors

- The general cyclicality of equipment demand
- Increased and prolonged geopolitical tensions
- Intensified price competition, particularly from Chinese players
- Electrification, digitalization, and automation are not progressing as expected

Valuation	2026e	2027e	2028e
Share price	36.6	36.6	36.6
Number of shares, millions	64.1	64.1	64.1
Market cap	2345	2345	2345
EV	2262	2159	2043
P/E (adj.)	13.5	12.1	10.8
P/E	13.9	12.1	10.8
P/B	2.9	2.5	2.2
P/S	1.3	1.2	1.1
EV/Sales	1.2	1.1	1.0
EV/EBITDA	7.8	6.7	5.8
EV/EBIT (adj.)	9.8	8.5	7.2
Payout ratio (%)	45.5 %	43.1 %	41.4 %
Dividend yield-%	3.3 %	3.5 %	3.8 %

Source: Inderes

Operations exactly in line with expectations, orders slightly ahead

Revenue development in line with our expectations

Kalmar's revenue was flat year-on-year, exactly in line with our forecast but slightly below consensus. By segment, Equipment revenue fell by 2% (our est. +0% y/y), while Services grew by 2% (our est. -2% y/y). The company said equipment deliveries in the Asia-Pacific region were delayed by weather events. It estimated the impact at a low double-digit amount in millions of euros. Excluding this, we estimate that revenue would have been largely in line with consensus. Services growth was still held back by spare parts sales in North America, but in equipment, demand in the region saw a broad-based recovery. Services accounted for a typical share of revenue (35%). Regionally, revenue grew in the Americas (+3% y/y) but declined in APAC (-6% y/y) and EMEA (-3% y/y).

Earnings also in line with expectations

Kalmar's adjusted EBIT was 56.4 MEUR, also practically in line with our forecast. The adjusted EBIT margin fell from a strong comparison period, as expected, but was in line with both our and consensus estimates. By segment, Equipment's margin fell slightly short of our expectations (Q3'26: 12.6% vs. our est. 13.1%), while Services exceeded our assumptions (Q3'26: 17.6% vs. our est. 17.3%). Both segments were slightly supported by tariff refunds, which the company said totaled a few million euros. The company recorded 4 MEUR in one-off costs, mainly related to restructuring and the initial impact of the previously announced terminal tractor recall in the US. According to the company, however, these costs include its full estimate of the recall costs, so they should not recur. There were no material surprises below EBIT.

Orders slightly exceeded expectations

Order intake (458 MEUR) grew from the subdued comparison period as expected, but slightly exceeded forecasts. The beat came from Equipment (+36% y/y vs. our +27%), while Services orders remained at the comparison period's level, in line with our expectations. According to the company, growth was supported by larger orders, which it also announced on results day. Geographically, orders in the Americas grew significantly from a low comparison period (+50% y/y), driven by the North American equipment business, and the recovery among distribution customers also continued in the US. Growth in EMEA (+11% y/y) was supported by larger orders, while APAC saw a slight increase (+5% y/y). The order book (1,004 MEUR, +4% y/y) remained practically unchanged quarter-on-quarter. Currency effects had no material impact on the quarter.

Financial position very strong as usual

Net cash flow from operating activities (incl. payments for lease liabilities) was 162 MEUR in January-September (Q3'25 YTD: 97 MEUR). The company was also in a slight net cash position, and thus Kalmar's financial position was very strong.

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	436	433	433	445	433	460	0%	1819
Orders received	375	458	435	428	397	447	5%	1848
EBIT (adj.)	60.0	56.4	56.9	57.3	55.2	63.0	-1%	231
EBIT	60.7	52.0	56.9	57.3	55.2	63.0	-9%	225
PTP	58.5	49.9	54.9	55.9	53.1	63.0	-9%	216
EPS (reported)	0.70	0.60	0.66	0.67	0.63	0.75	-9%	2.64
Revenue growth-%	2.6 %	-0.6 %	-0.6 %	2.2 %	-0.6 %	5.6 %	0 pp	4.4 %
EBIT-% (adj.)	13.8 %	13.0 %	13.1 %	12.9 %	12.7 %	13.7 %	-0.1 pp	12.7 %

Source: Inderes & Vara Research (7-8 forecasts), 26.10.2026 (consensus)

Targets raised ahead of CMD 1/2

New targets ahead of the Capital Markets Day

Alongside its results, Kalmar also announced an updated strategy and financial targets for the strategy period to 2030. According to the company, the updated strategy shifts its focus toward accelerated growth and lifecycle value while strengthening its position as a pioneer in smart and sustainable heavy material handling solutions. Kalmar did not comment further on the strategy on results day but will elaborate on it at its CMD on November 2, which can be followed here from 1:00 pm EET.

The company also set new financial targets for 2030:

- Revenue growth of over 8% per year through the cycle (prev. 5%)
- Comparable EBIT margin of 16% by 2030 (prev. 15% by 2028)
- Return on capital employed (ROCE) of over 25% by 2030 (unchanged)
- Service revenue of 800 MEUR by 2030 (new target)
- Additional gross efficiency improvements of 50 MEUR by the end of 2030 (new target)

The company will elaborate on its roadmap for reaching these targets at the CMD.

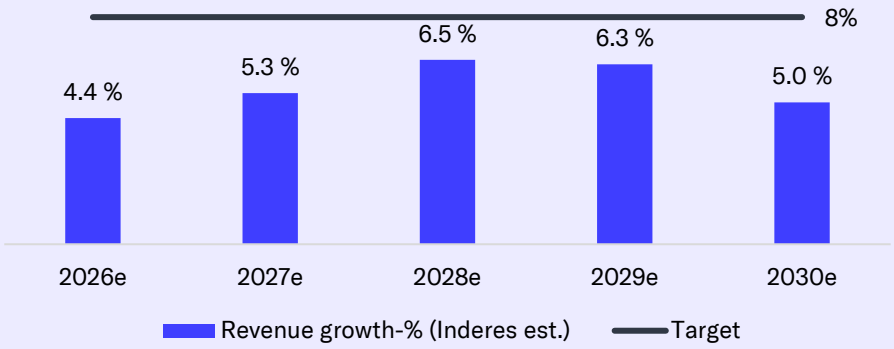
Acquisitions added to capital allocation

At the same time, the company announced a renewed capital allocation framework. Targeted acquisitions are being added to the toolbox, which, according to the company, will support its strategy and complement organic growth. The dividend policy (payout of 30–50% of earnings) remains unchanged, while the company slightly raised its leverage target and now aims to keep net debt/EBITDA below 2.5x (prev. 2.0x). In our view, the capital allocation changes are welcome, as the company's capital efficiency has not been entirely optimal, especially given its virtually debt-free balance sheet. At the CMD, the main focus will therefore be on the company's more detailed M&A playbook. Improved capital efficiency will, however, depend on the acquisitions creating value.

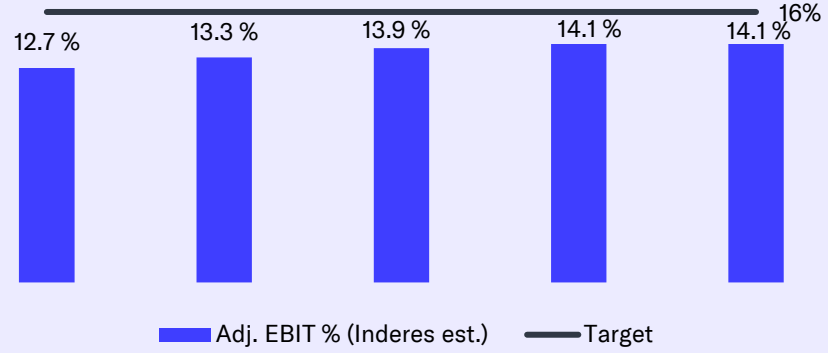
Growth target raised clearly, supported by acquisitions

The raised financial targets surprised us: in our preview, we had expected the CMD to focus mainly on the means to reach the previous targets, which the company still had some way to go to achieve. In our view, raising the targets and adding inorganic growth to the strategy also signal growing ambition. As noted above, the company has not yet broken the growth target down into organic and inorganic components.

Revenue growth estimates and target



Adjusted EBIT margin estimates and target



Targets raised ahead of CMD 2/2

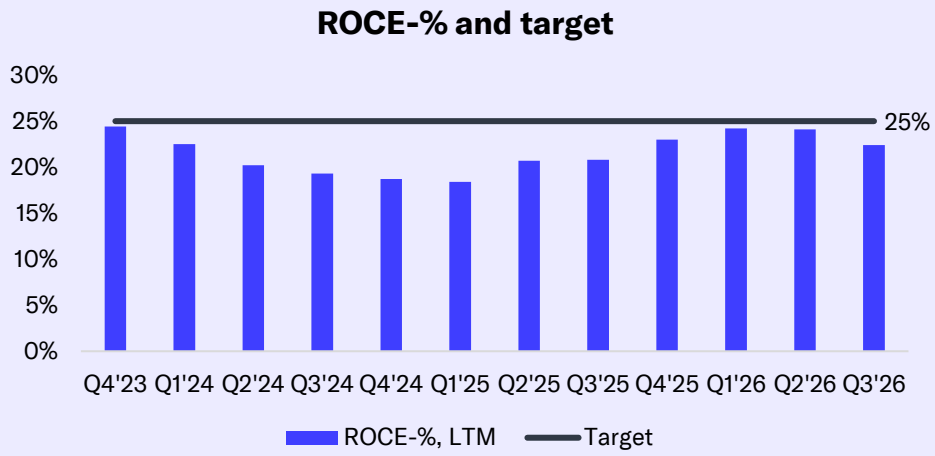
As a starting point, we expect the company to look at moderately sized acquisition targets. On that basis, we believe the 3pp increase in the growth target could correspond to the inorganic share of growth. That said, the company's targets would leave significant room for additional leverage on its balance sheet (LTM EBITDA: 285 MEUR). The leverage target also remains at a safe level, while in theory providing considerable firepower for capital allocation. We currently forecast revenue growth of 5–6% a year in 2027–2030, so in our view the target is achievable through successful acquisitions and/or stronger market tailwinds.

As for the new Services target, growing Services has already been a key strategic focus for the company. Roughly speaking, the target requires annual growth of ~7% from our current-year forecast (2026e: 609 MEUR). In our view, this average growth rate is quite ambitious compared to recent years and will require the company to accelerate service growth in line with its strategy. Our current 2030 forecast (740 MEUR) is clearly below the target, and we believe reaching it will generally depend on inorganic growth.

Profitability target nudged up

To support the profitability improvement, the company also set a new target of 50 MEUR in gross efficiency improvements by the end of 2030. The details are still open, and we note that these are gross improvements. As with the previous Driving Excellence program, part of the efficiency gains will therefore be reinvested in business development, so the figure should not be read as net savings. In our view, the new profitability target is also ambitious for now, and achieving it would require growth in the services business, successful efficiency measures, and operating leverage from revenue growth. Our current 2030 forecast (adj. EBIT margin 14.1%) is clearly below the target level.

In our view, the ROCE target is the most realistic given the company's track record, and on an LTM basis, the company has already been close to the target level this year. We believe the unchanged target partly reflects the impact of strategic acquisitions, which would increase capital employed.



Limited estimate changes

The market situation remained stable despite geopolitical turbulence

According to Kalmar, overall demand remained stable despite uncertainties. We estimate that activity has remained good, particularly in ports and terminals. The report shows the themes of previous quarters continuing, with the ongoing recovery in the US distribution end-customer segment a positive highlight. North American spare parts sales, by contrast, declined and remained sluggish. Activity of connected equipment was fairly stable globally (+1% y/y), although regional differences were larger than normal, partly reflecting the situation in the Middle East.

Kalmar expects overall market demand over the next six months to remain at approximately the level of previous quarters, in line with our expectations. The company notes, however, that trade tensions and geopolitical instability may affect the market and end-customer demand.

According to management, rising inflation and interest rates have been slightly visible in decision-making on large orders, although the company did secure larger orders in Q3. In our view, however, this has not materially affected underlying demand. The company aims to pass the effects of inflation (e.g. freight and fuel, steel, and other components) through to its pricing. Management also referred to certain availability challenges for specific materials, but as we understand it, these have remained manageable. In our view, the biggest risk to demand is an escalation of the current geopolitical situation, which would likely accelerate inflation and push up interest rates.

This year's guidance was repeated

Kalmar reiterated its guidance and expects its comparable EBIT margin to exceed 12.5% for the current year. After January–September, Kalmar's margin was 12.6%, and following the Q3 performance, we see the baseline performance as sufficient to meet the guidance for the rest of the year. Similarly, regarding the Driving Excellence program, Kalmar had already exceeded the original annual target of 50 MEUR in gross efficiency improvements by the end of 2026 (Q3'26: 54 MEUR).

We fine-tuned our forecasts, but the effects were quite limited

We make only minor adjustments to our forecasts for the coming years, as the report and market outlook were well in line with our expectations. Nor do we see a need to raise our forecasts on the new financial targets, as at this stage we believe the higher targets reflect the potential impact of acquisitions. We will therefore wait for more detailed comments on how the company plans to accelerate growth and improve margins.

Estimate revisions	2026e	2026e	Change	2027e	2027e	Change	2028e	2028e	Change
MEUR / EUR	Old	New	%	Old	New	%	Old	New	%
Revenue	1826	1819	0%	1940	1916	-1%	2053	2040	-1%
EBITDA	296	289	-3%	329	322	-2%	355	352	-1%
EBIT (exc. NRIs)	233	231	-1%	261	255	-2%	286	283	-1%
EBIT	232	225	-3%	261	255	-2%	286	283	-1%
PTP	224	216	-3%	257	251	-2%	285	281	-1%
EPS (excl. NRIs)	2.74	2.70	-1%	3.09	3.01	-2%	3.42	3.38	-1%
DPS	1.20	1.20	0%	1.30	1.30	0%	1.40	1.40	0%

Source: Inderes

Kalmar's Interim Report for January–September 2026

We believe the stock is undervalued

Valuation is rather reasonable

With our updated forecasts, the EV/EBIT ratios considering Kalmar's strong balance sheet in 2026 and 2027 are approximately 10x and 9x. The corresponding net profit-based P/E ratios are approximately 14x and 12x. In our view, the multiples are quite low for a high-quality company (Q3'26 LTM ROCE: 22.4%). We consider neutral valuation levels for Kalmar to be 11x–13x EV/EBIT and 14x–17x P/E. In our view, the valuation is supported particularly by the business's solid returns on capital and our forecast of strong earnings growth. On the other hand, the multiples are held back by the cyclical nature of the equipment market. For now, we believe past capital allocation limits the acceptable EV-based valuation, but the strategy update clearly creates the conditions for improving capital efficiency. We do see some acquisition-related risks, however, as Kalmar does not yet have a track record of successful transactions as an independent company.

Overall, we still find the earnings-based valuation quite attractive, with low earnings growth expectations priced in for the coming years (our target price implies a 2027e P/E of 15x and EV/EBIT of 11x). In our view, this partly reflects the lack of clear short-term market drivers, but we are quite confident in the conditions for longer-term earnings growth. We estimate the dividend to offer a base return of around 3-4% in the coming years.

Relative valuation

On EBIT, Kalmar's earnings-based valuation is clearly below that of the broader peer group. We view this peer group's valuation as quite neutral looking ahead to next year. On net income, by contrast, Kalmar is valued above its peers, although the peers' multiples are moderate relative to history. We believe this reflects rising inflation and interest rates, which show up both in higher required returns and in caution around investment-driven demand. Overall, however, we see the relative valuation as pointing to upside for the share, given Kalmar's capacity to accelerate earnings growth through acquisitions.

Expected total return clearly exceeds required return

Assuming Kalmar's earnings develop in line with our expectations, we believe the share could be valued at 11x–13x EV/EBIT and 14x–17x P/E at the end of 2028, provided there are no significant changes in market pricing or interest rates. Applying these multiples to our 2029 forecast gives a value of EUR 54.5–64.8 per share, corresponding to an average annual return of 25%. We also expect the share to offer a base dividend yield of 3–4%. The expected total return is therefore well above our required return. We note, however, that the expected return relies more heavily on EV-based valuation, which brings additional challenges when forecasting over a longer period (e.g. capital structure). Our forecasts also exclude strategic acquisitions and other strategic adjustments. Overall, we see this as supporting the view of a very attractive expected return.

The DCF model supports a strongly positive view

Our view of the upside is also supported by our longer-term DCF model, which indicates a share value of just over EUR 49. Overall, we therefore see the valuation as supporting a strongly positive view of the share.

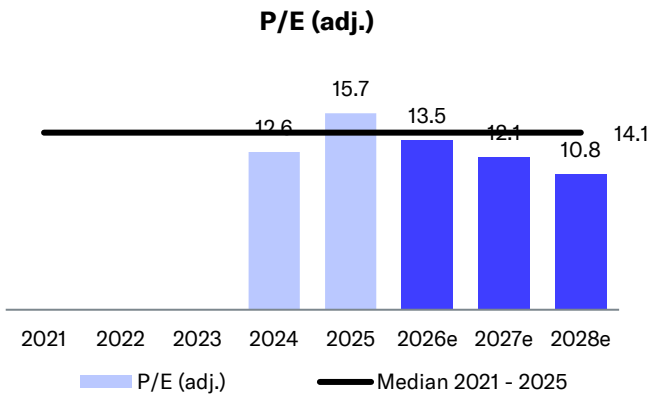
Valuation	2026e	2027e	2028e
Share price	36.6	36.6	36.6
Number of shares, millions	64.1	64.1	64.1
Market cap	2345	2345	2345
EV	2262	2159	2043
P/E (adj.)	13.5	12.1	10.8
P/E	13.9	12.1	10.8
P/B	2.9	2.5	2.2
P/S	1.3	1.2	1.1
EV/Sales	1.2	1.1	1.0
EV/EBITDA	7.8	6.7	5.8
EV/EBIT (adj.)	9.8	8.5	7.2
Payout ratio (%)	45.5 %	43.1 %	41.4 %
Dividend yield-%	3.3 %	3.5 %	3.8 %

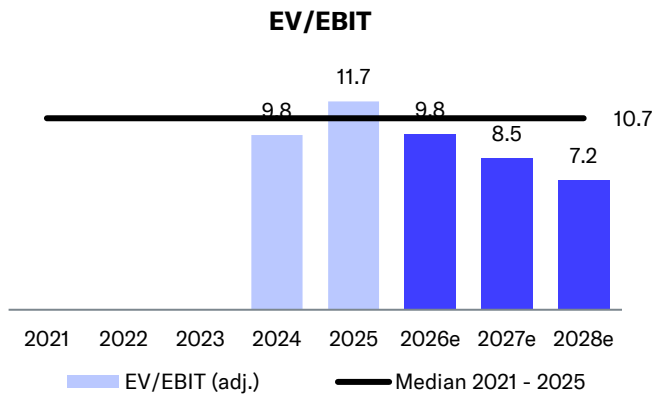
Source: Inderes

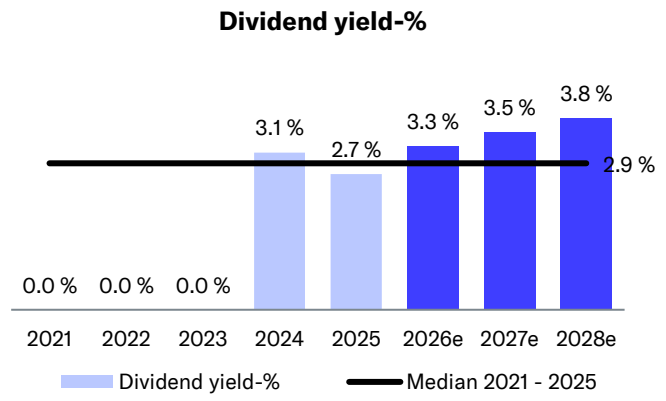
Valuation table

Valuation	2021	2022	2023	2024	2025	2026e	2027e	2028e	2029e
Share price				31.8	40.5	**36.6**	**36.6**	**36.6**	**36.6**
Number of shares, millions				64.1	64.1	**64.1**	**64.1**	**64.1**	**64.1**
Market cap				2040	2598	**2345**	**2345**	**2345**	**2345**
EV				2117	2603	**2262**	**2159**	**2043**	**1918**
P/E (adj.)				12.6	15.7	**13.5**	**12.1**	**10.8**	**9.9**
P/E				16.0	15.9	**13.9**	**12.1**	**10.8**	**9.9**
P/B				3.2	3.6	**2.9**	**2.5**	**2.2**	**1.9**
P/S				1.2	1.5	**1.3**	**1.2**	**1.1**	**1.1**
EV/Sales				1.2	1.5	**1.2**	**1.1**	**1.0**	**0.9**
EV/EBITDA				8.8	9.4	**7.8**	**6.7**	**5.8**	**5.1**
EV/EBIT (adj.)				9.8	11.7	**9.8**	**8.5**	**7.2**	**6.3**
Payout ratio (%)				50.1 %	43.1 %	**45.5 %**	**43.1 %**	**41.4 %**	**40.6 %**
Dividend yield-%				3.1 %	2.7 %	**3.3 %**	**3.5 %**	**3.8 %**	**4.1 %**

Source: Inderes







The market cap and enterprise value in the table consider the expected change in the number of shares and net debt for the forecast years.

Peer group valuation

Peer group valuation	Market cap	EV	EV/EBIT		EV/EBITDA		EV/S		P/E		Dividend yield-%		P/B
Company	**MEUR**	**MEUR**	**2026e**	**2027e**	**2026e**	**2027e**	**2026e**	**2027e**	**2026e**	**2027e**	**2026e**	**2027e**	**2026e**
Hiab	3012	3712	15.8	11.4	11.9	8.9	2.1	1.8	17.9	12.8	2.6	3.1	2.8
Konecranes	6569	6445	11.5	9.9	9.4	8.3	1.5	1.4	15.9	13.6	3.0	3.5	2.8
Metso	14308	15471	18.5	15.2	15.2	12.9	2.8	2.5	23.9	19.6	2.4	2.8	5.0
Hyster-Yale	472	873		9.1	31.4	6.9	0.3	0.3		14.2			1.3
Jungheinrich	2242	4844	13.1	11.1	5.7	5.3	0.9	0.8	10.0	7.8	2.6	3.6	0.8
Manitou BF	782	998	6.8	6.0	4.3	3.9	0.4	0.4	8.5	7.3	4.4	5.1	0.8
Kion Group	4356	10857	13.5	11.4	5.6	5.2	0.9	0.9	9.9	8.4	2.9	3.5	0.7
Columbus McKinnon	390	3121	34.6	18.3	20.0	8.5	3.1	1.7	7.0	7.5	1.9	1.9	0.4
ZPMC	2307	5373	15.8	13.6	12.4	11.2	1.0	1.0	16.5	13.4	1.8	2.4	1.3
Tadano Ltd	954	1319			6.4	5.5	0.6	0.5	11.1	8.9	2.7	3.4	0.8
Kalmar (Inderes)	**2345**	**2262**	**9.8**	**8.5**	**7.8**	**6.7**	**1.2**	**1.1**	**13.5**	**12.1**	**3.3**	**3.5**	**2.9**
Average			**16.2**	**11.8**	**12.2**	**7.7**	**1.4**	**1.1**	**13.4**	**11.3**	**2.7**	**3.2**	**1.7**
Median			**14.6**	**11.4**	**10.7**	**7.6**	**1.0**	**0.9**	**11.1**	**10.9**	**2.6**	**3.4**	**1.1**
Diff-% to median			**-33%**	**-25%**	**-27%**	**-12%**	**27%**	**21%**	**22%**	**12%**	**25%**	**6%**	**167%**

Source: Refinitiv / Inderes

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	**1720**	**398**	**420**	**436**	**487**	**1741**	**420**	**480**	**433**	**487**	**1819**	**1916**	**2040**	**2169**
Equipment	1160	252	275	286	324	1137	271	321	281	327	1200	1272	1367	1463
Services	560	145	144	150	163	602	148	158	153	160	619	644	673	707
Other	1	1	1	0	0	2	1	0	-1	0	0	0	0	0
EBITDA	**240**	**59.3**	**68.1**	**74.2**	**75.3**	**277**	**67.8**	**73.8**	**67.8**	**79.1**	**289**	**322**	**352**	**377**
Depreciation	-65.8	-13.6	-14.2	-13.5	-15.2	-56.5	-16.3	-15.5	-15.8	-16.3	-63.9	-67.5	-69.0	-70.7
EBIT (excl. NRI)	**217**	**48.0**	**54.9**	**60.0**	**60.5**	**223**	**51.7**	**59.6**	**56.4**	**62.8**	**231**	**255**	**283**	**306**
EBIT	**174**	**45.7**	**53.9**	**60.7**	**60.1**	**221**	**51.5**	**58.3**	**52.0**	**62.8**	**225**	**255**	**283**	**306**
Equipment	139	28.2	38.2	36.7	44.0	147	34.1	39.5	33.2	42.9	150	169	189	203
Services	97.8	26.2	24.2	28.6	26.3	105	23.6	26.8	26.0	28.0	104	113	122	132
Other	-62.7	-8.7	-8.5	-4.6	-10.2	-31.9	-6.2	-7.9	-7.2	-8.0	-29.3	-27.6	-28.4	-29.3
Net financial items	-2.0	-2.3	-2.2	-2.3	-2.5	-9.3	-1.4	-2.7	-2.0	-2.0	-8.1	-4.0	-1.4	0.9
PTP	**172**	**43.4**	**51.7**	**58.5**	**57.6**	**211**	**50.1**	**55.6**	**49.9**	**60.8**	**216**	**251**	**281**	**307**
Taxes	-44.6	-9.3	-12.5	-13.8	-12.3	-47.8	-10.7	-11.6	-11.4	-14.0	-47.6	-57.7	-64.7	-70.6
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
Net earnings	**128**	**34.1**	**39.2**	**44.7**	**45.4**	**163**	**39.4**	**44.1**	**38.6**	**46.8**	**169**	**193**	**217**	**236**
EPS (adj.)	**2.53**	**0.56**	**0.62**	**0.69**	**0.71**	**2.58**	**0.62**	**0.70**	**0.65**	**0.73**	**2.70**	**3.01**	**3.38**	**3.69**
EPS (rep.)	**1.99**	**0.53**	**0.61**	**0.70**	**0.71**	**2.55**	**0.61**	**0.69**	**0.60**	**0.73**	**2.64**	**3.01**	**3.38**	**3.69**

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-%	-16.1 %	-9.3 %	0.9 %	2.6 %	10.8 %	1.2 %	5.4 %	14.2 %	-0.7 %	-0.1 %	4.4 %	5.3 %	6.5 %	6.3 %
Adjusted EBIT growth-%	-14.9 %	-11.0 %	4.8 %	4.6 %	14.0 %	3.0 %	7.8 %	8.7 %	-6.1 %	3.8 %	3.2 %	10.6 %	10.9 %	8.3 %
EBITDA-%	14.0 %	14.9 %	16.2 %	17.0 %	15.5 %	15.9 %	16.2 %	15.4 %	15.7 %	16.2 %	15.9 %	16.8 %	17.2 %	17.4 %
Adjusted EBIT-%	12.6 %	12.0 %	13.1 %	13.8 %	12.4 %	12.8 %	12.3 %	12.4 %	13.0 %	12.9 %	12.7 %	13.3 %	13.9 %	14.1 %
Net earnings-%	7.4 %	8.6 %	9.3 %	10.3 %	9.3 %	9.4 %	9.4 %	9.2 %	8.9 %	9.6 %	9.3 %	10.1 %	10.6 %	10.9 %

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	**642**	**638**	**646**	**652**	**661**
Goodwill	262	256	256	256	256
Intangible assets	6.5	5.8	10.6	10.9	10.6
Tangible assets	265	278	281	287	296
Associated companies	53.1	49.1	49.1	49.1	49.1
Other investments	2.2	1.6	1.6	1.6	1.6
Other non-current assets	2.7	1.4	1.4	1.4	1.4
Deferred tax assets	50.4	45.9	45.9	45.9	45.9
Current assets	**1054**	**1110**	**1129**	**1193**	**1338**
Inventories	437	461	477	498	526
Other current assets	27.0	16.3	16.3	16.3	16.3
Receivables	325	352	364	383	408
Cash and equivalents	265	281	273	296	387
Balance sheet total	**1696**	**1748**	**1775**	**1846**	**1998**

Source: Inderes

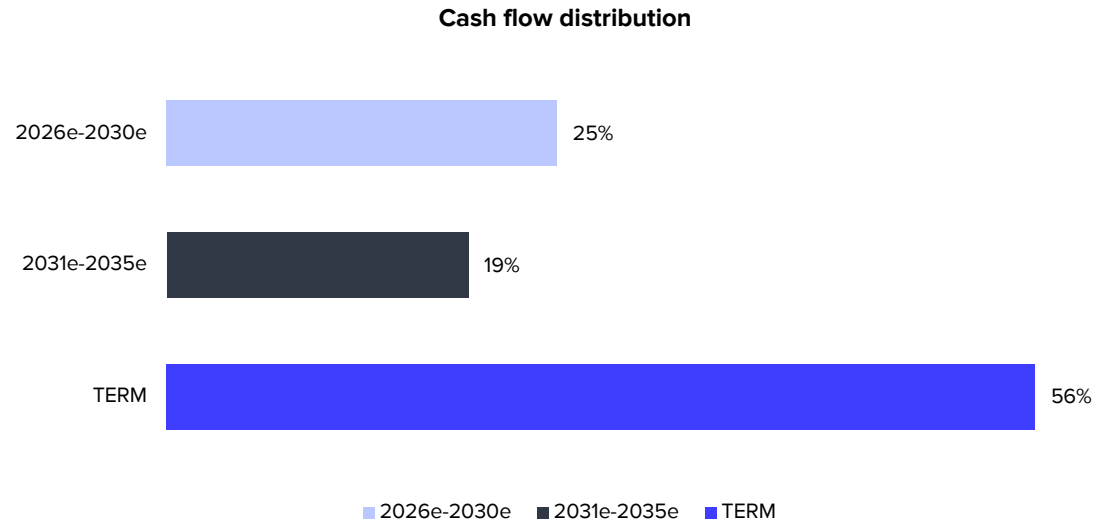
Liabilities & equity	2024	2025	2026e	2027e	2028e
Equity	**638**	**718**	**816**	**933**	**1066**
Share capital	20.0	20.0	20.0	20.0	20.0
Retained earnings	562	665	763	880	1013
Hybrid bonds	0.0	0.0	0.0	0.0	0.0
Revaluation reserve	0.0	0.0	0.0	0.0	0.0
Other equity	56.7	32.9	32.9	32.9	32.9
Minorities	0.0	0.0	0.0	0.0	0.0
Non-current liabilities	**437**	**386**	**259**	**198**	**173**
Deferred tax liabilities	4.7	7.6	7.6	7.6	7.6
Provisions	2.2	1.2	1.2	1.2	1.2
Interest bearing debt	316	262	135	75.0	50.0
Convertibles	0.0	0.0	0.0	0.0	0.0
Other long-term liabilities	115	115	115	115	115
Current liabilities	**621**	**645**	**700**	**715**	**759**
Interest bearing debt	25.2	24.2	54.6	34.5	34.5
Payables	595	621	646	680	724
Other current liabilities	0.0	0.0	0.0	0.0	0.0
Balance sheet total	**1696**	**1748**	**1775**	**1846**	**1998**

DCF calculation

DCF model	2025	2026e	2027e	2028e	2029e	2030e	2031e	2032e	2033e	2034e	2035e	TERM
Revenue growth-%	1.2 %	4.4 %	5.3 %	6.5 %	6.3 %	5.0 %	4.5 %	4.0 %	3.5 %	3.5 %	3.0 %	3.0 %
EBIT-%	12.7 %	12.3 %	13.3 %	13.9 %	14.1 %	14.1 %	13.5 %	13.0 %	12.8 %	12.5 %	12.5 %	12.5 %
EBIT (operating profit)	**221**	**225**	**255**	**283**	**306**	**321**	**321**	**322**	**328**	**331**	**341**	
+ Depreciation	56.5	63.9	67.5	69.0	70.7	72.6	74.5	76.4	78.4	80.4	81.9	
- Paid taxes	-40.4	-47.6	-57.7	-64.7	-70.6	-74.6	-75.1	-75.6	-77.5	-78.8	-81.5	
- Tax, financial expenses	-2.8	-3.0	-2.3	-1.8	-1.8	-1.8	-1.9	-1.9	-1.9	-2.0	-2.0	
+ Tax, financial income	0.7	1.2	1.4	1.5	2.0	2.5	3.1	3.5	4.0	4.5	5.1	
- Change in working capital	-14.4	-2.7	-6.5	-9.0	-13.3	-11.2	-10.6	-9.8	-8.9	-9.2	-8.1	
Operating cash flow	**220**	**236**	**257**	**278**	**293**	**309**	**311**	**314**	**322**	**326**	**337**	
+ Change in other long-term liabilities	-1.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
- Gross CAPEX	-61.2	-71.4	-73.9	-77.5	-79.5	-81.5	-83.5	-85.5	-87.5	-87.5	-88.1	
Free operating cash flow	**158**	**165**	**183**	**200**	**214**	**227**	**228**	**229**	**235**	**239**	**249**	
+/- Other	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
FCFF	158	165	183	200	214	227	228	229	235	239	249	4065
Discounted FCFF		**163**	**165**	**165**	**161**	**157**	**144**	**133**	**124**	**116**	**110**	**1807**
Sum of FCFF present value		3246	3084	2919	2753	2592	2435	2290	2158	2033	1917	1807
Enterprise value DCF		**3246**										
- Interest bearing debt		-286.5										
+ Cash and cash equivalents		281										
+ Associated companies		0.0										
-Minorities		0.0										
-Dividend/capital return		-70.4										
Equity value DCF		**3171**										
Equity value DCF per share		**49.5**										

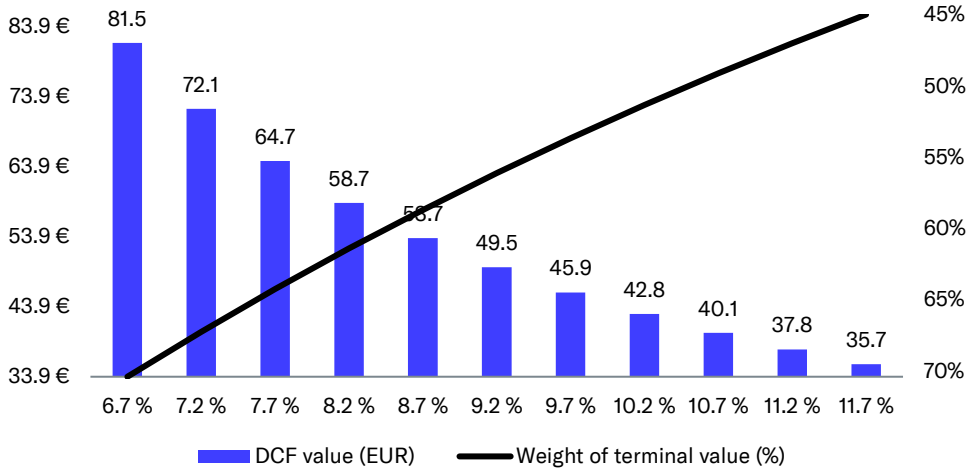
WACC	
Tax-% (WACC)	23.0 %
Target debt ratio (D/(D+E)	10.0 %
Cost of debt	4.5 %
Equity Beta	1.45
Market risk premium	4.75%
Liquidity premium	0.00%
Risk free interest rate	3.0 %
Cost of equity	**9.9 %**
Weighted average cost of capital (WACC)	**9.2 %**

Source: Inderes

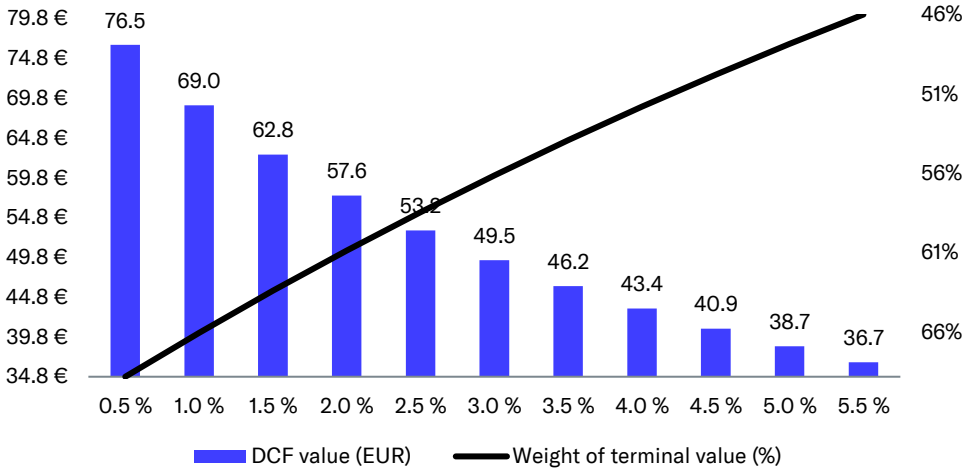


DCF sensitivity calculations and key assumptions in graphs

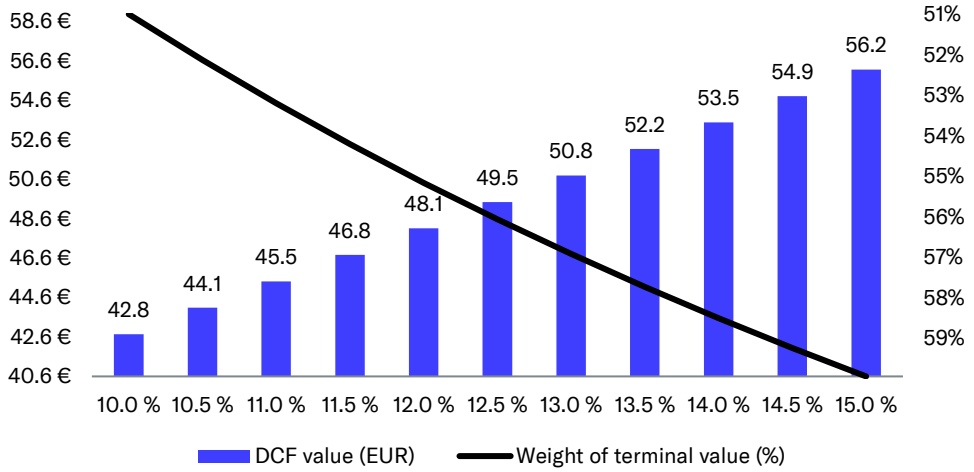
Sensitivity of DCF to changes in the WACC-%



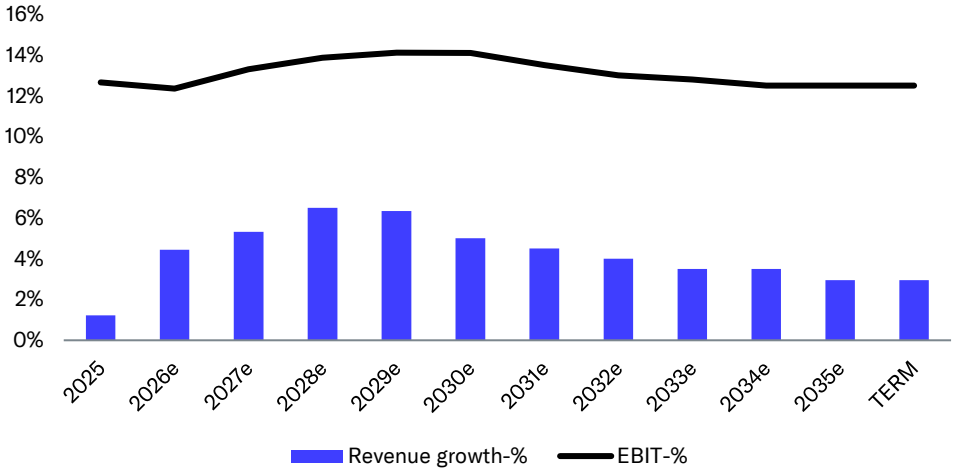
Sensitivity of DCF to changes in the risk-free rate



Sensitivity of DCF to changes in the terminal EBIT margin



Growth and profitability assumptions in the DCF calculation



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

Summary

Income statement	2023	2024	2025	2026e	2027e
Revenue	2050	1720	1741	**1819**	**1916**
EBITDA	297	240	277	**289**	**322**
EBIT	240	174	221	**225**	**255**
PTP	242	172	211	**216**	**251**
Net Income	194	128	163	**169**	**193**
Extraordinary items	-14.5	-42.4	-2.9	**-5.9**	**0.0**

Balance sheet	2023	2024	2025	2026e	2027e
Balance sheet total	1846	1696	1748	**1775**	**1846**
Equity capital	818	638	718	**816**	**933**
Goodwill	260	262	256	**256**	**256**
Net debt	-118	76	5	**-83**	**-186**

Cash flow	2023	2024	2025	2026e	2027e
EBITDA	297	240	277	**289**	**322**
Change in working capital	-25	-21	-14	**-3**	**-7**
Operating cash flow	220	173	220	**236**	**257**
CAPEX	-63	-51	-61	**-71**	**-74**
Free cash flow	166	120	158	**165**	**183**

Valuation multiples	2023	2024	2025	2026e	2027e
EV/S	neg.	1.2	1.5	**1.2**	**1.1**
EV/EBITDA	neg.	8.8	9.4	**7.8**	**6.7**
EV/EBIT (adj.)	neg.	9.8	11.7	**9.8**	**8.5**
P/E (adj.)	0.0	12.6	15.7	**13.5**	**12.1**
P/B	0.0	3.2	3.6	**2.9**	**2.5**
Dividend-%		3.1 %	2.7 %	**3.3 %**	**3.5 %**

Source: Inderes

Per share data	2023	2024	2025	2026e	2027e
EPS (reported)	3.00	1.99	2.55	**2.64**	**3.01**
EPS (adj.)	3.18	2.53	2.58	**2.70**	**3.01**
OCF / share	3.40	2.70	3.44	**3.69**	**4.01**
OFCF / share	2.57	1.87	2.46	**2.57**	**2.86**
Book value / share	12.65	9.95	11.20	**12.74**	**14.56**
Dividend / share	0.00	1.00	1.10	**1.20**	**1.30**

Growth and profitability	2023	2024	2025	2026e	2027e
Revenue growth-%	5%	-16%	1%	**4%**	**5%**
EBITDA growth-%	74%	-19%	15%	**4%**	**12%**
EBIT (adj.) growth-%	51%	-15%	3%	**3%**	**11%**
EPS (adj.) growth-%	55%	-20%	2%	**5%**	**11%**
EBITDA-%	14.5 %	14.0 %	15.9 %	**15.9 %**	**16.8 %**
EBIT (adj.)-%	12.4 %	12.6 %	12.8 %	**12.7 %**	**13.3 %**
EBIT-%	11.7 %	10.1 %	12.7 %	**12.3 %**	**13.3 %**
ROE-%	23.2 %	17.6 %	24.1 %	**22.0 %**	**22.1 %**
ROI-%	22.9 %	17.0 %	22.6 %	**22.9 %**	**25.5 %**
Equity ratio	44.3 %	40.3 %	44.5 %	**50.0 %**	**55.0 %**
Gearing	-14.4 %	11.9 %	0.7 %	**-10.2 %**	**-20.0 %**
Net debt/EBITDA	-0.4	0.3	0.0	**-0.3**	**-0.6**
EBITDA/net financials	-228.8	120.2	29.7	**35.5**	**80.7**

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.

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

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Recommendation history (>12 mo)

Date	Recommendation	Target	Share price
7/1/2024	Buy	36.00 €	26.40 €
8/8/2024	Buy	33.00 €	26.24 €
11/3/2024	Accumulate	35.00 €	32.42 €
Analyst changed			
2/14/2025	Accumulate	38.00 €	34.80 €
4/23/2025	Accumulate	30.00 €	26.30 €
4/30/2025	Accumulate	30.00 €	27.40 €
7/23/2025	Reduce	37.00 €	39.00 €
7/28/2025	Reduce	39.00 €	38.80 €
10/28/2025	Accumulate	39.00 €	35.20 €
11/3/2025	Accumulate	39.00 €	35.94 €
1/30/2026	Accumulate	47.00 €	42.86 €
2/16/2026	Accumulate	48.00 €	44.58 €
5/6/2026	Accumulate	46.00 €	41.04 €
7/23/2026	Accumulate	46.00 €	40.00 €
10/30/2026	Buy	46.00 €	36.60 €

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