

REVENIO GROUP

2/9/2026 10:40 am EET

This is a translated version of "Arvostus historiallisen alhaisella tasolla" report, published on 2/8/2026



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INDERES CORPORATE CUSTOMER COMPANY REPORT



Valuation reaches historic lows

We raise our recommendation for Revenio to Buy (was Accumulate), but we revise our target price to EUR 26.0 (from EUR 28.0). The share price has continued its steep decline despite EBIT growth, and at the same time, the share's valuation has fallen to a practically historically low level (forward-looking EV/EBIT 15x). There are concerns surrounding the industry, especially after Zeiss's unpleasant profit warning, but we consider these concerns exaggerated for Revenio and estimate that the company's earnings are firmly on an upward trend this year. Revenio will publish its Q4 report on Wednesday at around 9:00 am EET.

We expect a good result from a seasonally strong Q4

We estimate Revenio's Q4 revenue to have been 31.8 MEUR (+4% reported, +7% FX-adjusted). For the full year 2025, this would imply 8.6% currency-adjusted growth, while the company's guidance is 6-15%. We estimate that growth has been supported by deliveries of the renewed iCare MAIA microperimeter and iCare ST500 sales, in addition to the traditional core business. We estimate that the recurring business from software licenses, maintenance agreements, and probe sales accounts for roughly one-third of Revenio's revenue. We expect adjusted EBIT to have been 9.1 MEUR, which would imply a "normal" margin of 28.6% for the company for the period. We estimate gross margin remained at 70%, but earnings are weighed down by investments in US sales, clinical trials, and the FDA process for the iCare ILLUME solution. For the full year 2025, we expect EBIT to have increased by 11%, even though EPS, pressured by exchange rates, remains at the previous year's level. We expect the Board of Directors to propose a dividend of EUR 0.42 (2024: EUR 0.40), which would continue the long upward trend of the dividend. The company's balance sheet is strong and net debt-free.

We expect growth to accelerate, but there are also risks

We forecast Revenio's revenue growth to accelerate to double

digits (11%) in 2026, which should be reflected in the company's guidance. Although the euro remains strong against the US dollar, at the current exchange rate of 1.18, this would no longer cause a significant headwind to reported growth after Q1. In addition to the traditional core business, growth is driven by iCare ILLUME screening solutions (incl. RetCAD), for example, which are again a step larger than last year. We expect the 2026 EBIT margin to be 26.6% (2025e: 25.2%). Overall, Revenio's guidance could be, for example, "currency-adjusted revenue growth of 7-15% and profitability at a good level excluding one-off items."

We made small negative revisions to our earnings estimates, and our 2026 earnings estimates decreased by less than 5%. Although we believe the outlook is still good, new dark clouds have appeared on the horizon. Carl Zeiss Medtech, one of the largest companies in the sector, recently issued a severe profit warning regarding its year-end results and simultaneously withdrew its full-year guidance. Although the company's problems were, in our view, concentrated in China (a small market for Revenio) and in a business segment in which Revenio is not involved, the company also lamented a weakened appetite for investment in the United States. The United States is Revenio's main market, so this represents a clear risk.

The valuation has sunk to a historical low for the iCare era

Revenio's EV/EBIT is only 15x based on current year estimates, whereas during the iCare era, the corresponding multiple has mostly ranged between 20-30x. Although the company's earnings growth has slowed and there is more uncertainty in the market than usual, we believe this is a clear overreaction. Of course, there is a risk that the market has broadly deteriorated and Revenio, along with Zeiss, would be on the list of those suffering. However, we do not see any material changes in the longer-term drivers and consider Revenio's position in the industry to be very strong, which makes the prevailing uncertainty an attractive buying opportunity.

Recommendation

Buy
(was Accumulate)

Target price:
EUR 26.00
(was EUR 28.00)

Share price:
EUR 19.28

Business risk



Valuation risk



	2024	2025e	2026e	2027e
Revenue	104	110	122	139
growth-%	7%	6%	11%	13%
EBIT adj.	26.0	28.5	32.6	39.2
EBIT-% adj.	25.1 %	25.8 %	26.6 %	28.3 %
Net income	18.5	18.8	25.2	31.1
EPS (adj.)	0.73	0.73	0.95	1.16
P/E (adj.)	36.5	26.5	20.4	16.6
P/B	6.6	4.4	4.0	3.5
Dividend yield-%	1.5 %	2.2 %	2.6 %	3.3 %
EV/EBIT (adj.)	27.1	17.4	14.8	11.8
EV/EBITDA	23.2	15.4	12.8	10.4
EV/S	6.8	4.5	3.9	3.3

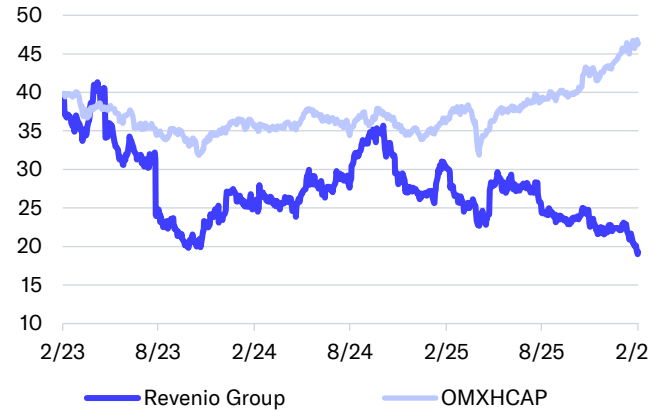
Source: Inderes

Guidance

(Unchanged)

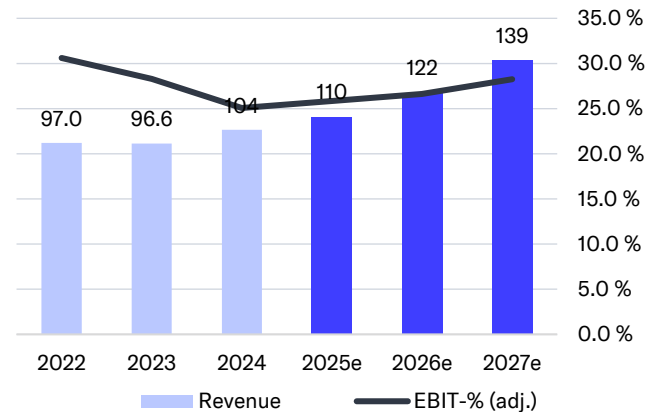
Revenio Group's exchange rate-adjusted net sales are estimated to grow 5-10% from the previous year and profitability, excluding non-recurring items, is estimated to remain at a good level.

Share price



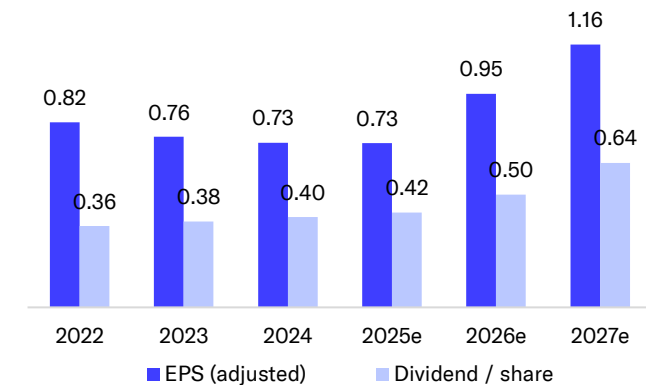
Source: Millistream Market Data AB

Revenue and EBIT-% (adj.)



Source: Inderes

EPS and dividend



Source: Inderes

Value drivers

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

Risk factors

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

Valuation	2025e	2026e	2027e
Share price	19.3	19.3	19.3
Number of shares, millions	26.7	26.7	26.7
Market cap	514	514	514
EV	497	481	462
P/E (adj.)	26.5	20.4	16.6
P/E	27.4	20.4	16.6
P/B	4.4	4.0	3.5
P/S	4.7	4.2	3.7
EV/Sales	4.5	3.9	3.3
EV/EBITDA	15.4	12.8	10.4
EV/EBIT (adj.)	17.4	14.8	11.8
Payout ratio (%)	59.7 %	52.8 %	55.0 %
Dividend yield-%	2.2 %	2.6 %	3.3 %

Source: Inderes

Q4'25 preview: We expect a good result from a seasonally strong period

Revenio will publish its 2025 financial statement release on Wednesday, February 11, 2026. The conference call related to the earnings release can be followed later here at 3:30 pm EET. We expect a good performance from Revenio in a seasonally strong quarter, but the comparison period is also strong. We expect that deliveries of the new iCare MAIA microperimeter and sales of the iCare ST500 tonometer will support growth, while recurring probe sales provide a stable foundation. Our eyes are on the 2026 guidance and updates on the progress of the iCare ILLUME screening solution's FDA approval process.

Strong foundation and support from new products

We estimate Revenio's Q4 revenue to have been 31.8 MEUR, which would represent reported growth of around 4% compared to the prior year. We expect the FX-adjusted growth to have been around 7%, as the development of the US dollar continues to create a headwind for reported growth. The company has guided for full-year revenue

growth at constant exchange rates of 6-15%, and with our Q4 estimate, full-year growth at constant exchange rates would be 8.6%.

The key growth drivers are deliveries of the iCare MAIA microperimeter, which received FDA approval in March 2025, and the sales progress of the iCare ST500 tonometer, launched in fall 2024. We also expect sales of the iCare ILLUME screening solution and the related iCare DRSpplus camera to have remained strong in Europe. The US market, which accounts for about half of the company's revenue, has remained strong despite significant uncertainties, in our assessment.

High gross margin supports earnings despite cost pressures

We expect Revenio's Q4 EBIT to have been 9.1 MEUR, corresponding to an EBIT margin of 28.6%. This would mean flat EBIT development year-on-year and a slightly

weakening EBIT margin. Profitability is supported by the company's typically very high gross margin, which we estimate remained at around 70%. However, results are burdened by increased personnel costs, particularly due to the strengthening of the US sales organization, and investments in clinical trials. Costs related to the iCare ILLUME solution's FDA approval process are also likely to weigh on profitability, although we expect these to have been relatively small so far.

Dividend remains on a growth path

We expect the company's Board of Directors to propose a dividend of EUR 0.42 per share (2024: EUR 0.40), which would continue its very long series of growing dividends. Over the past five years, the company has increased its dividend by EUR 0.02 annually, and we expect this trend to continue. The company would have ample reserves for this, as its balance sheet is strong and it is net debt-free.

Estimates	Q4'24	Q4'25	Q4'25e	Q4'25e	Consensus	2025e
MEUR / EUR	Comparison	Actualized	Inderes	Consensus	Low High	Inderes
Revenue	30.5		31.8	32.7	31.6 - 34.4	110
EBIT	9.1		9.1	9.4	8.9 - 9.9	27.8
EPS (reported)	0.25		0.26	0.27	0.25 - 0.29	0.70
DPS	0.40		0.42	0.42	0.40 - 0.44	0.42
Revenue growth-%	4.8 %		4.0 %	7.1 %	3.5 % - 12.6 %	6.5 %
EBIT-%	29.9 %		28.6 %	28.7 %	28.2 % - 28.8 %	25.2 %

Source: Inderes & Modular
Finance 2/3/2026 (consensus)

We expect growth to accelerate, but there are risks

The guidance should indicate accelerating growth

The most important aspect of the Q4 report is the company's guidance for 2026. We forecast revenue of around 122 MEUR for 2026, which would imply an acceleration of growth to double digits (11%). Although the euro remains strong against the US dollar, at the current exchange rate of 1.18, this would no longer cause a significant headwind to reported growth after Q1. The market still seemed relatively lively, at least towards the end of the year, which could accelerate the growth of the old "core business." However, the highest expectations come from growth segments, such as screening solutions, which are now somewhat larger and thus more visible in the Group figures.

Revenio's guidance on profitability has traditionally been "at a good level excluding non-recurring items," which is likely to be the wording this time as well. In connection with the update, we slightly cut our profitability forecasts as we still see cost pressures at Revenio. Revenio's costs have grown faster than we anticipated in 2025, and there

will be an additional 2 MEUR in FDA study-related costs in 2026. The changes were small, and our 2026 earnings estimates decreased by less than 5%. We now expect the 2026 EBIT margin to be 26.6%, which is sturdily at a "good level."

A key item to monitor is the timeline for FDA approval of the iCare ILLUME screening solution and the Thirona AI algorithm. The timeline has been extended, and in the summer of 2025, the company estimated that FDA approval would inevitably be delayed until 2027. We are now seeking an update on this, as AI should also be deployed in the large and more advanced US screening market compared to Europe.

Zeiss' challenges are also a risk for Revenio

Carl Zeiss Meditec, a significant player in the field, issued a severe profit warning at the end of January, which has negatively impacted the entire industry. Zeiss' Q1 (October–December) revenue (467 MEUR vs. 490 MEUR) and especially profitability (EBITA 8 MEUR vs. 35 MEUR) fell

sharply below the comparison period, and the company simultaneously withdrew its guidance for the entire financial year. Most of Zeiss's challenges were, in our view, related to China (significant for Zeiss but minor for Revenio) and the intraocular lens (IOL) business, which Revenio does not have at all. However, the company also mentioned a decrease in investment willingness in the United States, which is a direct risk factor for Revenio as well. Revenio's comments on the development of market demand in the United States are once again one of the biggest points of interest.

While we consider Zeiss's significant difficulties a potential risk for Revenio, we would not draw direct conclusions from this. The companies' product portfolios differ significantly, and their demand has varied considerably in recent years. When Revenio had a "weak season" in the US and the company had to issue a profit warning in August 2023, Zeiss reported good figures due to its strong order book. Since then, the situation has clearly turned in Revenio's favor, and Zeiss's problems have deepened.

Estimate revisions	2025e	2025e	Change	2026e	2026e	Change	2027e	2027e	Change
MEUR / EUR	Old	New	%	Old	New	%	Old	New	%
Revenue	110	110	0%	122	122	0%	139	139	0%
EBITDA	32.3	32.3	0%	38.8	37.5	-3%	44.6	44.3	-1%
EBIT (excl. NRIs)	28.5	28.5	0%	33.8	32.6	-4%	39.5	39.2	-1%
EBIT	27.8	27.8	0%	33.8	32.6	-4%	39.5	39.2	-1%
PTP	25.0	25.0	0%	34.1	32.8	-4%	40.2	39.8	-1%
EPS (excl. NRIs)	0.73	0.73	0%	0.98	0.95	-4%	1.16	1.16	0%
DPS	0.42	0.42	0%	0.50	0.50	0%	0.64	0.64	0%

Source: Inderes

Historically low valuation

Valuation multiples have fallen historically low

Revenio's valuation is already attractive based on 2025 estimates (EV/EBIT 17x) and downright inexpensive with the earnings growth of the current year (2026e EV/EBIT 15x). According to our calculations, the valuation has not been this low in the last 10 years, or effectively throughout the entire iCare era, as the forward-looking EV/EBIT multiple has mostly ranged between 20-30x during this period. Although Revenio's development and earnings growth rate have slowed in recent years amid a challenging market environment following a wave of investments, we still consider the valuation level exceptionally low and see clear upside potential as the situation eventually normalizes. In our view, Revenio's industry position and competitiveness have not weakened, as evidenced by the company's exceptionally high margins.

The 2026 earnings forecast is based on clear revenue growth (2026e +11%), which naturally involves risks, especially before the financial statement report and guidance. We consider Revenio's strong performance to be the most likely scenario for the coming years due to the company's many positive drivers, but this naturally requires some support from the market. Once the company proves it can maintain the earnings growth trajectory we expect, we estimate that the acceptable valuation will also gradually increase.

Revenio is well positioned in an industry with strong structural long-term growth drivers and deep moats (patents, brand, slow-moving nature, and high barrier to entry). In the coming years, we believe the earnings growth prospects are good as new products slowly start to drive growth. In addition, Revenio will continue to expand its

product portfolio through both in-house product development and acquisitions, which we believe are well positioned to create shareholder value.

Relative valuation is quite neutral

Revenio has historically traded at a premium to the peer group we use, which we believe is justified as long as the size of the premium remains reasonable. The company is growing faster than the industry and its long-term prospects are strong, while many of its future earnings drivers are still maturing. Compared to its competitors, Revenio's performance has also been good recently.

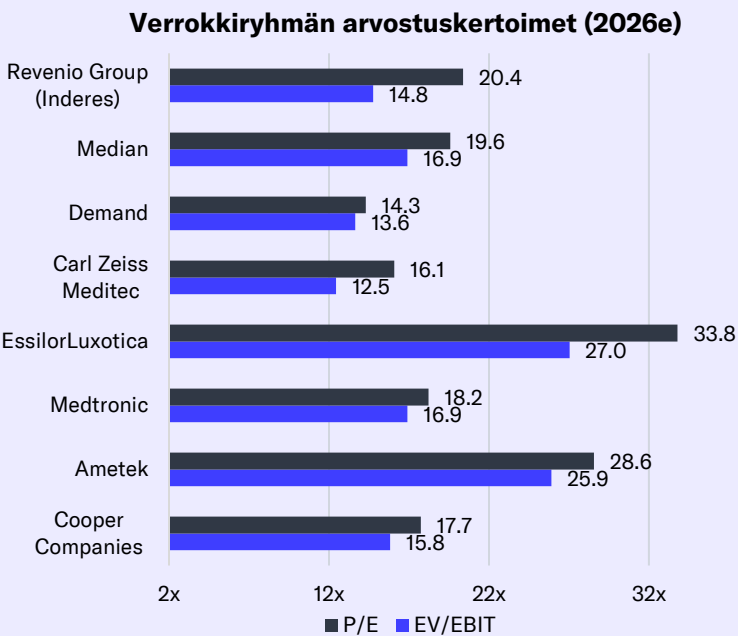
The median 2026e EV/EBIT for the peer group is now around 17x, which is slightly higher than Revenio (15x). Zeiss, previously among the best in the group, has faced difficulties in recent years, causing its stock to plummet and its valuation to be low. However, after the recent profit warning, it is difficult to say what level the 2026 consensus estimate will ultimately reach. With Topcon delisted, there are even fewer relevant peers. We consider Revenio's relative valuation to be moderate at the moment, but changes in peer valuations do not drive our view on the stock.

DCF could support an even higher target price

Our DCF calculation indicates a value of roughly EUR 28 for Revenio's share, even though we have lowered our long-term margin assumptions and our required rate of return is a reasonably high 8.4% given the company's risk profile. The company's business generates strong free cash flow because it does not tie up significant capital, and the majority of R&D costs are expensed directly.

Valuation	2025e	2026e	2027e
Share price	19.3	19.3	19.3
Number of shares, millions	26.7	26.7	26.7
Market cap	514	514	514
EV	497	481	462
P/E (adj.)	26.5	20.4	16.6
P/E	27.4	20.4	16.6
P/B	4.4	4.0	3.5
P/S	4.7	4.2	3.7
EV/Sales	4.5	3.9	3.3
EV/EBITDA	15.4	12.8	10.4
EV/EBIT (adj.)	17.4	14.8	11.8
Payout ratio (%)	59.7 %	52.8 %	55.0 %
Dividend yield-%	2.2 %	2.6 %	3.3 %

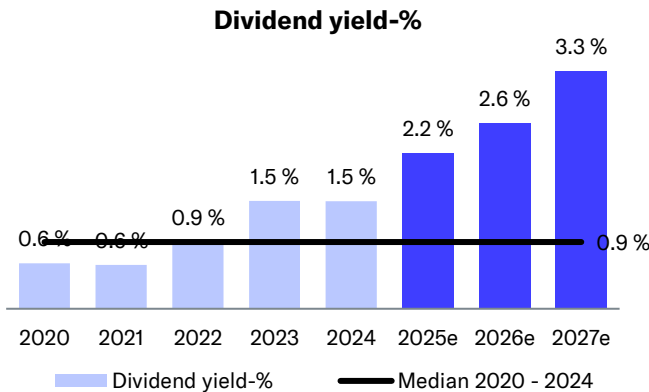
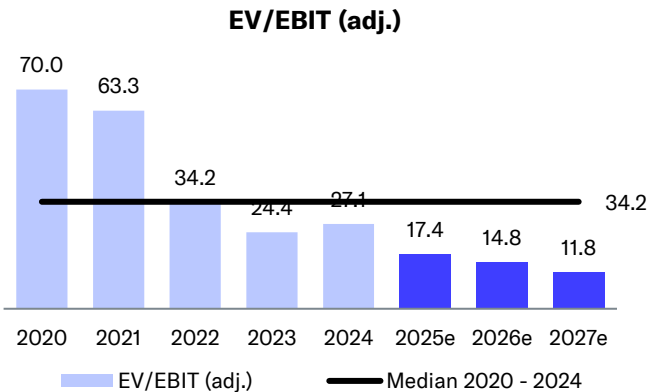
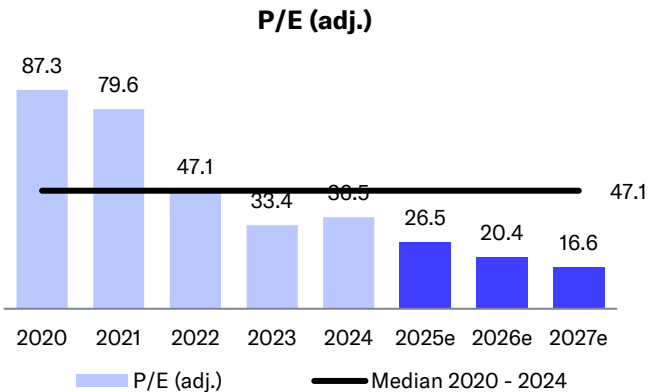
Source: Inderes



Valuation table

Valuation	2020	2021	2022	2023	2024	2025e	2026e	2027e	2028e
Share price	50.3	55.6	38.6	25.2	26.6	19.3	19.3	19.3	19.3
Number of shares, millions	26.6	26.7	26.6	26.6	26.7	26.7	26.7	26.7	26.7
Market cap	1337	1482	1026	670	709	514	514	514	514
EV	1335	1482	1015	667	702	497	481	462	442
P/E (adj.)	87.3	79.6	47.1	33.4	36.5	26.5	20.4	16.6	14.6
P/E	>100	85.7	47.1	35.1	38.2	27.4	20.4	16.6	14.6
P/B	19.2	18.9	11.3	6.7	6.6	4.4	4.0	3.5	3.1
P/S	21.9	18.8	10.6	6.9	6.9	4.7	4.2	3.7	3.3
EV/Sales	21.9	18.8	10.5	6.9	6.8	4.5	3.9	3.3	2.9
EV/EBITDA	61.5	57.6	30.6	22.0	23.2	15.4	12.8	10.4	9.1
EV/EBIT (adj.)	70.0	63.3	34.2	24.4	27.1	17.4	14.8	11.8	10.1
Payout ratio (%)	63.6 %	52.4 %	43.9 %	52.9 %	57.5 %	59.7 %	52.8 %	55.0 %	60.0 %
Dividend yield-%	0.6 %	0.6 %	0.9 %	1.5 %	1.5 %	2.2 %	2.6 %	3.3 %	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 Company	Market cap MEUR	EV MEUR	EV/EBIT		EV/EBITDA		EV/S		P/E		Dividend yield-%	
			2025e	2026e	2025e	2026e	2025e	2026e	2025e	2026e	2025e	2026e
Revenio Group	507	505	17.2	14.9	14.8	12.9	4.5	4.1	23.9	19.6	2.3	2.6
Cooper Companies	13312	15343	17.3	15.8	14.5	13.3	4.4	4.2	19.5	17.7		
Ametek	44858	46406	28.3	25.9	23.5	21.5	7.5	6.9	31.2	28.6	0.5	0.6
Medtronic	111922	129742	17.7	16.9	15.8	15.0	4.6	4.2	18.9	18.2	2.7	2.8
EssilorLuxotica	119807	131053	30.2	27.0	19.2	17.3	4.7	4.3	37.8	33.8	1.5	1.7
Carl Zeiss Meditec	2426	2921	12.4	12.5	8.0	7.8	1.3	1.3	16.1	16.1	2.4	2.4
Demand	5507	8131	15.4	13.6	11.2	10.0	2.7	2.4	16.7	14.3		
Optomed (Inderes)	83	79				2004.7	4.6	4.2				
Revenio Group (Inderes)	514	497	17.4	14.8	15.4	12.8	4.5	3.9	26.5	20.4	2.2	2.6
Average			21.8	19.8	17.0	214.3	4.4	4.0	26.4	23.9	1.5	1.6
Median			17.7	16.9	15.8	16.1	4.5	4.2	23.9	19.6	1.5	1.7
Diff-% to median			-1%	-13%	-2%	-21%	-1%	-6%	11%	4%	46%	57%

Source: Refinitiv / Inderes

Income statement

Income statement	2022	2023	Q1'24	Q2'24	Q3'24	Q4'24	2024	Q1'25	Q2'25	Q3'25	Q4'25e	2025e	2026e	2027e	2028e
Revenue	97.0	96.6	23.6	25.4	23.9	30.5	104	26.1	26.5	25.9	31.8	110	122	139	154
Tonometers (estimate)	58.5	57.4	14.9	16.0	13.2	17.1	61.3	16.4	15.9	13.6	17.3	63.2	68.9	75.8	83.4
Imaging devices (estimate)	36.2	36.6	8.0	8.7	9.9	12.6	39.2	8.9	9.8	11.4	13.5	43.5	48.9	54.8	60.3
Software (estimate)	2.2	2.6	0.7	0.7	0.8	0.8	3.0	0.8	0.8	0.9	1.0	3.5	4.5	8.0	10.0
Other products (estimate)	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
EBITDA	33.1	30.3	6.2	7.1	6.7	10.3	30.2	7.7	7.2	7.2	10.1	32.3	37.5	44.3	48.7
Depreciation	-3.4	-3.9	-1.1	-1.8	-1.2	-1.1	-5.2	-1.1	-1.1	-1.1	-1.1	-4.4	-5.0	-5.1	-4.7
EBIT (excl. NRI)	29.7	27.3	5.1	6.0	5.6	9.2	26.0	6.6	6.6	6.2	9.1	28.5	32.6	39.2	44.0
EBIT	29.7	26.3	5.1	5.3	5.5	9.1	25.0	6.6	6.1	6.0	9.1	27.8	32.6	39.2	44.0
Net financial items	-0.6	-1.0	-0.3	0.2	-0.4	0.1	-0.4	-1.1	-1.7	0.0	-0.1	-2.8	0.3	0.7	1.0
PTP	29.1	25.4	4.8	5.5	5.1	9.2	24.6	5.6	4.4	6.0	9.0	25.0	32.8	39.8	45.0
Taxes	-7.3	-6.3	-1.2	-1.3	-0.9	-2.7	-6.1	-1.4	-1.3	-1.4	-2.1	-6.2	-7.6	-8.8	-9.9
Minority interest	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net earnings	21.8	19.1	3.6	4.1	4.3	6.5	18.5	4.2	3.1	4.6	6.9	18.8	25.2	31.1	35.1
EPS (adj.)	0.82	0.76	0.14	0.18	0.16	0.25	0.73	0.16	0.13	0.18	0.26	0.73	0.95	1.16	1.32
EPS (rep.)	0.82	0.72	0.14	0.16	0.16	0.25	0.70	0.16	0.12	0.17	0.26	0.70	0.95	1.16	1.32

Key figures	2022	2023	Q1'24	Q2'24	Q3'24	Q4'24	2024	Q1'25	Q2'25	Q3'25	Q4'25e	2025e	2026e	2027e	2028e
Revenue growth-%	23.1 %	-0.4 %	1.8 %	14.2 %	8.9 %	4.8 %	7.2 %	10.5 %	4.2 %	8.1 %	4.0 %	6.5 %	11.0 %	13.3 %	10.9 %
Adjusted EBIT growth-%		-7.9 %	-16.6 %	9.0 %	-9.7 %	-2.5 %	-5.0 %	28.6 %	9.7 %	11.5 %	-1.7 %	9.7 %	14.3 %	20.3 %	12.3 %
EBITDA-%	34.1 %	31.4 %	26.3 %	27.8 %	27.9 %	33.6 %	29.2 %	29.6 %	27.3 %	27.7 %	31.9 %	29.3 %	30.7 %	32.0 %	31.7 %
Adjusted EBIT-%	30.6 %	28.3 %	21.8 %	23.5 %	23.3 %	30.3 %	25.1 %	25.4 %	24.7 %	24.0 %	28.6 %	25.8 %	26.6 %	28.3 %	28.6 %
Net earnings-%	22.5 %	19.8 %	15.3 %	16.3 %	17.8 %	21.4 %	17.9 %	16.0 %	11.6 %	17.8 %	21.8 %	17.0 %	20.6 %	22.4 %	22.8 %

Source: Inderes

Balance sheet

Assets	2023	2024	2025e	2026e	2027e
Non-current assets	77.5	83.7	84.0	83.2	82.0
Goodwill	59.4	63.3	63.3	63.3	63.3
Intangible assets	7.1	11.4	11.4	10.2	8.6
Tangible assets	2.3	2.4	2.7	3.1	3.5
Associated companies	0.0	0.0	0.0	0.0	0.0
Other investments	2.3	0.6	0.6	0.6	0.6
Other non-current assets	3.6	2.6	2.6	2.6	2.6
Deferred tax assets	2.8	3.4	3.4	3.4	3.4
Current assets	48.3	47.0	54.1	71.9	94.2
Inventories	10.5	10.1	9.9	9.8	11.1
Other current assets	0.0	0.0	0.0	0.0	0.0
Receivables	16.3	16.2	16.5	18.3	20.8
Cash and equivalents	21.5	20.7	27.6	43.8	62.3
Balance sheet total	137	141	148	164	184

Source: Inderes

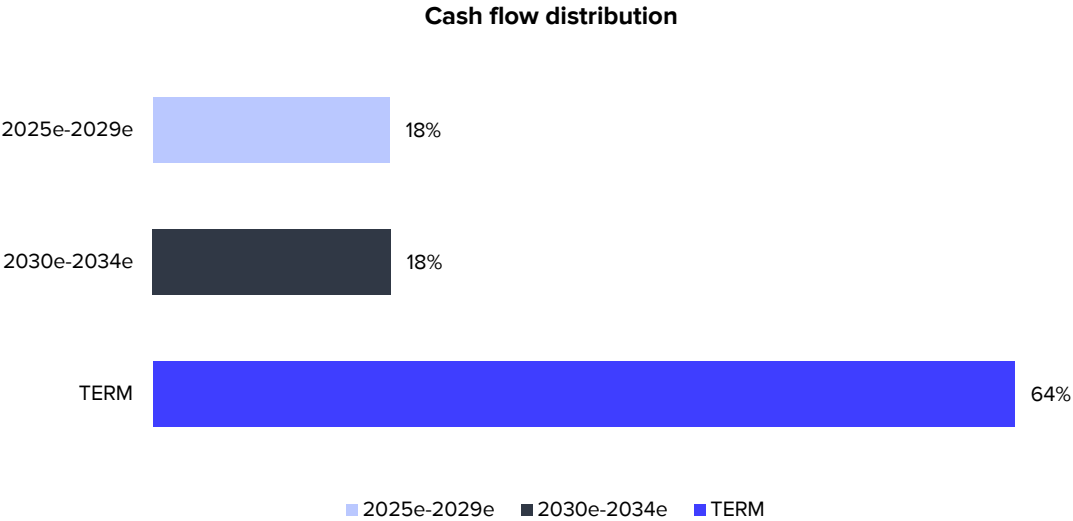
Liabilities & equity	2023	2024	2025e	2026e	2027e
Equity	99.9	108	116	130	148
Share capital	5.3	5.3	5.3	5.3	5.3
Retained earnings	43.5	52.2	60.3	74.3	92.1
Hybrid bonds	0.0	0.0	0.0	0.0	0.0
Revaluation reserve	0.0	0.0	0.0	0.0	0.0
Other equity	51.1	50.2	50.2	50.2	50.2
Minorities	0.0	0.0	0.0	0.0	0.0
Non-current liabilities	16.9	12.6	11.2	11.2	11.2
Deferred tax liabilities	3.3	3.6	3.6	3.6	3.6
Provisions	0.6	0.6	0.6	0.6	0.6
Interest bearing debt	13.0	8.4	7.0	7.0	7.0
Convertibles	0.0	0.0	0.0	0.0	0.0
Other long term liabilities	0.0	0.0	0.0	0.0	0.0
Current liabilities	20.6	21.0	20.6	22.6	25.2
Interest bearing debt	5.6	5.5	3.0	3.0	3.0
Payables	15.0	15.5	17.6	19.6	22.2
Other current liabilities	0.0	0.0	0.0	0.0	0.0
Balance sheet total	137	141	148	164	184

DCF calculation

DCF model	2024	2025e	2026e	2027e	2028e	2029e	2030e	2031e	2032e	2033e	2034e	TERM
Revenue growth-%	7.2 %	6.5 %	11.0 %	13.3 %	10.9 %	12.0 %	10.0 %	8.0 %	5.0 %	5.0 %	3.2 %	3.2 %
EBIT-%	24.2 %	25.2 %	26.6 %	28.3 %	28.6 %	29.3 %	29.0 %	29.0 %	29.0 %	28.0 %	28.0 %	28.0 %
EBIT (operating profit)	25.0	27.8	32.6	39.2	44.0	50.4	54.9	59.3	62.3	63.1	65.1	
+ Depreciation	5.2	4.4	5.0	5.1	4.7	4.1	4.2	4.5	4.7	4.7	4.9	
- Paid taxes	-6.4	-6.2	-7.6	-8.8	-9.9	-11.4	-12.5	-13.5	-14.1	-14.4	-14.8	
- Tax, financial expenses	-0.2	-0.8	-0.1	-0.1	-0.1	-0.1	-0.1	-0.1	-0.1	-0.1	-0.1	
+ Tax, financial income	0.1	0.1	0.2	0.2	0.3	0.4	0.5	0.5	0.5	0.6	0.6	
- Change in working capital	1.0	2.0	0.3	-1.1	-1.1	-1.3	-1.2	-1.1	-0.7	-0.8	-0.5	
Operating cash flow	24.7	27.3	30.3	34.5	38.0	42.1	45.8	49.7	52.5	53.2	55.2	
+ Change in other long-term liabilities	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
- Gross CAPEX	-9.8	-3.7	-3.1	-3.1	-1.9	-3.9	-4.6	-4.7	-4.4	-4.9	-4.9	
Free operating cash flow	14.9	23.6	27.2	31.4	36.1	38.2	41.2	45.0	48.2	48.3	50.3	
+/- Other	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
FCFF	14.9	23.6	27.2	31.4	36.1	38.2	41.2	45.0	48.2	48.3	50.3	991
Discounted FCFF		23.8	25.3	27.0	28.6	27.9	27.7	27.9	27.6	25.5	24.5	482
Sum of FCFF present value		748	724	699	672	643	615	588	560	532	507	482
Enterprise value DCF		748										
- Interest bearing debt		-13.9										
+ Cash and cash equivalents		20.7										
-Minorities		0.0										
-Dividend/capital return		-10.7										
Equity value DCF		744										
Equity value DCF per share		27.9										

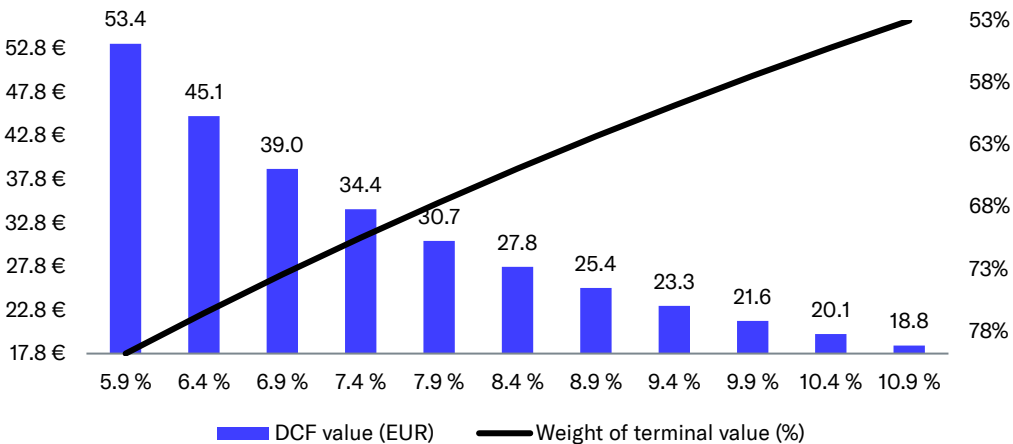
WACC	
Tax-% (WACC)	20.0 %
Target debt ratio (D/(D+E))	0.0 %
Cost of debt	4.0 %
Equity Beta	1.25
Market risk premium	4.75%
Liquidity premium	0.00%
Risk free interest rate	2.5 %
Cost of equity	8.4 %
Weighted average cost of capital (WACC)	8.4 %

Source: Inderes

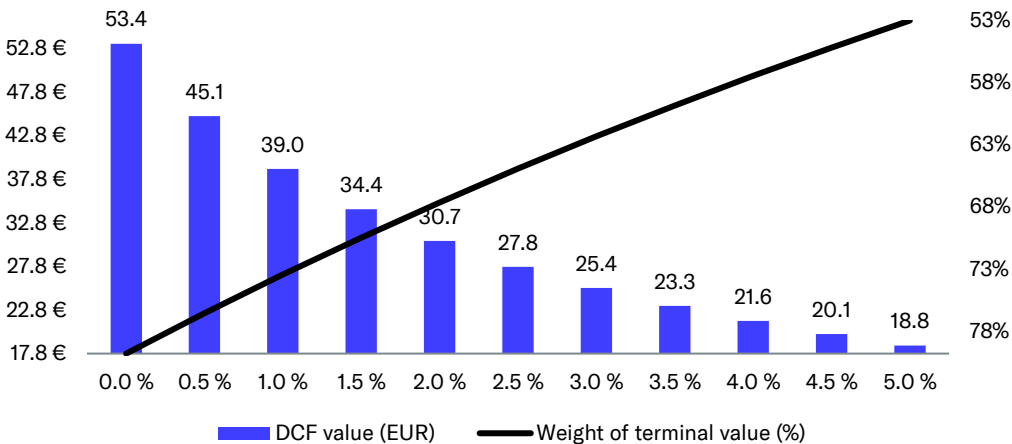


DCF sensitivity calculations and key assumptions in graphs

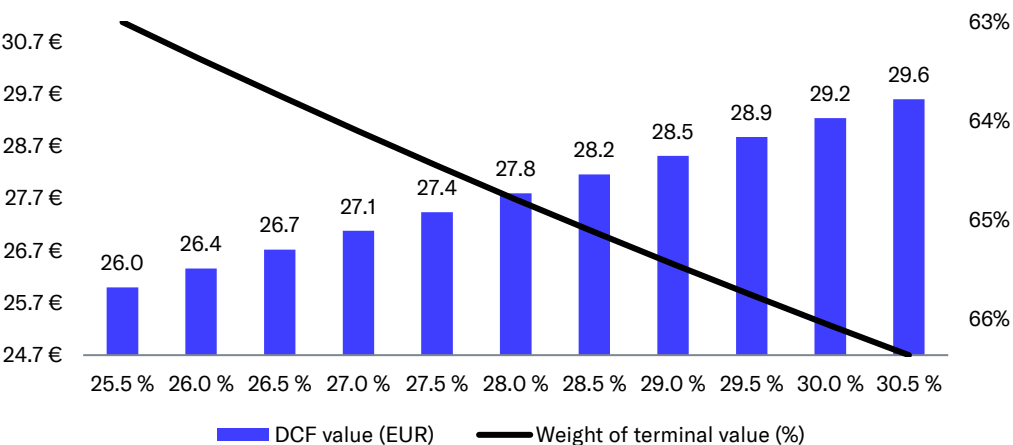
Sensitivity of DCF to changes in the WACC-%



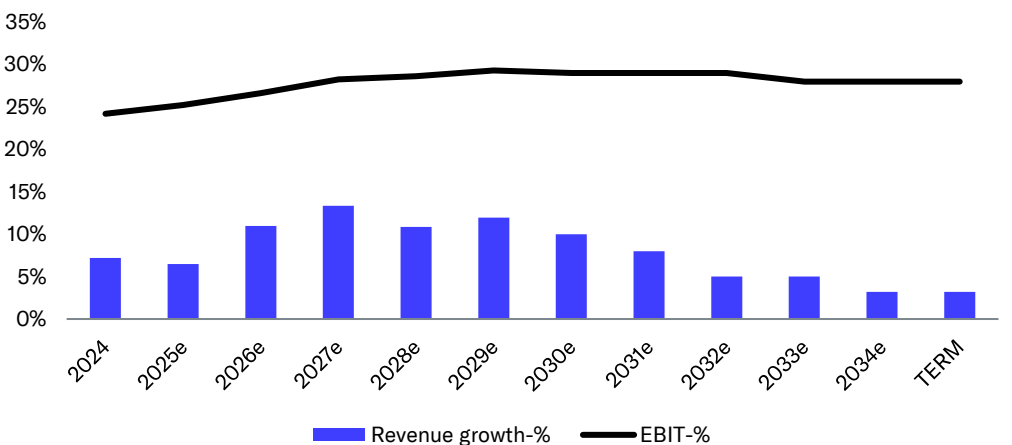
Sensitivity of DCF to changes in the risk-free rate



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	2022	2023	2024	2025e	2026e	Per share data	2022	2023	2024	2025e	2026e
Revenue	97.0	96.6	103.5	110.2	122.3	EPS (reported)	0.82	0.72	0.70	0.70	0.95
EBITDA	33.1	30.3	30.2	32.3	37.5	EPS (adj.)	0.82	0.76	0.73	0.73	0.95
EBIT	29.7	26.3	25.0	27.8	32.6	OCF / share	0.90	0.40	0.93	1.02	1.13
PTP	29.1	25.4	24.6	25.0	32.8	OFCF / share	0.79	0.09	0.56	0.89	1.02
Net Income	21.8	19.1	18.5	18.8	25.2	Book value / share	3.42	3.76	4.04	4.34	4.87
Extraordinary items	0.0	-1.0	-0.9	-0.7	0.0	Dividend / share	0.36	0.38	0.40	0.42	0.50
Balance sheet	2022	2023	2024	2025e	2026e	Growth and profitability	2022	2023	2024	2025e	2026e
Balance sheet total	136.1	137.4	141.3	147.6	163.6	Revenue growth-%	23%	0%	7%	6%	11%
Equity capital	90.9	99.9	107.7	115.8	129.8	EBITDA growth-%	29%	-9%	0%	7%	16%
Goodwill	59.8	59.4	63.3	63.3	63.3	EBIT (adj.) growth-%	27%	-8%	-5%	10%	14%
Net debt	-11.3	-2.9	-6.8	-17.6	-33.8	EPS (adj.) growth-%	17%	-8%	-3%	0%	30%
Cash flow	2022	2023	2024	2025e	2026e	EBITDA-%	34.1 %	31.4 %	29.2 %	29.3 %	30.7 %
EBITDA	33.1	30.3	30.2	32.3	37.5	EBIT (adj.)-%	30.6 %	28.3 %	25.1 %	25.8 %	26.6 %
Change in working capital	-1.5	-11.6	1.0	2.0	0.3	EBIT-%	30.6 %	27.3 %	24.2 %	25.2 %	26.6 %
Operating cash flow	24.0	10.5	24.7	27.3	30.3	ROE-%	25.7 %	20.0 %	17.9 %	16.8 %	20.6 %
CAPEX	-2.9	-8.2	-9.8	-3.7	-3.1	ROI-%	27.6 %	23.3 %	21.3 %	22.9 %	25.1 %
Free cash flow	21.1	2.4	14.9	23.6	27.2	Equity ratio	66.8 %	72.7 %	76.2 %	78.4 %	79.4 %
Valuation multiples	2022	2023	2024	2025e	2026e	Gearing	-12.5 %	-2.9 %	-6.3 %	-15.2 %	-26.0 %
EV/S	10.5	6.9	6.8	4.5	3.9						
EV/EBITDA	30.6	22.0	23.2	15.4	12.8						
EV/EBIT (adj.)	34.2	24.4	27.1	17.4	14.8						
P/E (adj.)	47.1	33.4	36.5	26.5	20.4						
P/B	11.3	6.7	6.6	4.4	4.0						
Dividend-%	0.9 %	1.5 %	1.5 %	2.2 %	2.6 %						

Source: Inderes

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Recommendation history (>12 mo)

Date	Recommendation	Target	Share price
2/21/2020	Accumulate	31.00 €	28.85 €
3/19/2020	Buy	24.00 €	18.48 €
4/23/2020	Accumulate	25.00 €	22.75 €
8/7/2020	Reduce	34.00 €	33.50 €
10/23/2020	Reduce	36.00 €	38.05 €
12/21/2020	Reduce	44.00 €	48.65 €
2/12/2021	Accumulate	60.00 €	53.00 €
4/26/2021	Accumulate	65.00 €	59.20 €
Analyst changed			
6/9/2021	Accumulate	65.00 €	59.50 €
8/6/2021	Reduce	65.00 €	64.80 €
10/22/2021	Accumulate	58.00 €	55.40 €
2/11/2022	Accumulate	48.00 €	44.30 €
4/7/2022	Reduce	48.00 €	47.96 €
4/29/2022	Reduce	48.00 €	47.58 €
8/5/2022	Reduce	52.00 €	54.30 €
10/28/2022	Reduce	40.00 €	39.48 €
1/27/2023	Reduce	40.00 €	37.62 €
2/10/2023	Reduce	38.00 €	37.26 €
1/27/2023	Reduce	40.00 €	37.62 €
2/10/2023	Reduce	38.00 €	37.26 €
3/20/2023	Accumulate	38.00 €	34.66 €
4/28/2023	Reduce	38.00 €	39.24 €
8/3/2023	Accumulate	26.00 €	24.08 €
8/11/2023	Accumulate	26.00 €	23.20 €
10/4/2023	Buy	26.00 €	19.81 €
10/27/2023	Buy	24.50 €	19.90 €
12/7/2023	Accumulate	25.50 €	23.66 €
2/16/2024	Reduce	28.00 €	27.94 €
4/4/2024	Accumulate	28.00 €	25.86 €
4/26/2024	Accumulate	28.00 €	23.86 €
8/9/2024	Accumulate	32.00 €	28.82 €
11/1/2024	Accumulate	32.00 €	29.50 €
1/20/2025	Accumulate	32.00 €	28.18 €
2/14/2025	Accumulate	30.00 €	27.60 €
4/30/2025	Accumulate	30.00 €	27.40 €
8/8/2025	Accumulate	28.00 €	24.60 €
10/31/2025	Accumulate	28.00 €	24.35 €
2/9/2026	Buy	26.00 €	19.28 €



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