

RELAIS GROUP

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INDERES CORPORATE CUSTOMER

COMPANY REPORT



Extracting more power from the current engine

Relais' Q1 figures surpassed our estimates by a wide margin, as organic growth was stronger than anticipated. However, since we only made slight changes to our estimates, we reiterate our EUR 18.0 target price and Buy recommendation for cheaply valued Relais. The Q1 interview with Relais' CEO can be viewed [here](#).

Organic revenue development was buoyant

Relais' revenue grew by as much as 44% in Q1 year-on-year to 119 MEUR. While acquisitions were the driving force behind the revenue increase, organic growth at the group level reached 7%, largely accounting for the beat of our estimate. We estimate that organic growth was fastest in Technical Wholesale, driven by stronger demand due to the relatively harsh winter. On the other hand, according to the company, organic growth was very broad-based across different subsidiaries, indicating that the company's growth initiatives strengthened growth as well. The operating result, adjusted for one-time items and amortization of acquisitions (adj. EBITA) reached 12.8 MEUR, thus exceeding our forecast, driven by revenue growth. Profitability was in line with our estimate, decreasing slightly from the comparison period partly due to changes in sales distribution. There were no surprises in segment-specific profitability, as the profitability of Commercial Vehicle Services improved, Technical Wholesale developed relatively steadily, and the Products and Solutions segment's profitability decreased from an unusually high comparison period level.

Updated strategy and targets to be published next week

Relais will host a Capital Markets Day on Wednesday (May 20), during which it will announce its new strategy and financial targets. We believe the company will continue to focus on allocating capital to the Nordic vehicle aftermarket, an area in which it has a strong track record. We expect the targets to highlight the new CEO's emphasis on efficiency in terms of both capital turnover as well as profitability and cash flow. Therefore, we believe the company will

incorporate indicators related to these areas, such as return on invested capital, into its financial targets. We think these priorities are appropriate and believe that the company is well-positioned to improve its efficiency, thereby accelerating value creation, which is already at a good level.

Modest positive forecast changes

We have made minor changes to our estimates, though we believe that conditions have aided organic growth to some extent, which we do not rely on in our future forecasts. Our operating earnings forecasts for the next few years rose by about 2%. While growth this year is being driven by acquisitions, we expect revenue growth of 2–3% in the coming years, which is in line with the market pace, as well as a steady trend in profitability. Consequently, our forecasts do not depend on achieving the targeted efficiency gains, and we will wait for concrete evidence of these measures before incorporating them into our forecasts. However, in line with the company's strategy, earnings growth in the coming years will most likely be bolstered by acquisitions.

The stock is cheaply priced

Based on our forecasts, the adjusted P/E and EV/EBITA ratios for 2026–2027 are 11–10x and 10–9x. We believe these are moderate and offer upside potential, considering Relais' operational businesses and track record in capital allocation. Relais is valued at a discount to companies engaged in similar businesses, whereas compared to serial acquirers, the valuation is at a significant discount. In our opinion, the justified valuation is found in the middle ground of these two peer groups. Thus, when viewed through peer valuation, the share is cheap, a view supported by our cash flow model at the level of our target price.

Recommendation

Buy
(was Buy)

Target price:

EUR 18.00
(was EUR 18.00)

Share price:

EUR 14.90

Business risk



Valuation risk



	2025	2026e	2027e	2028e
Revenue	383.4	454.9	466.6	476.3
growth-%	19%	19%	3%	2%
EBIT adj.	38.4	47.5	48.0	49.5
EBIT-% adj.	10.0 %	10.4 %	10.3 %	10.4 %
Net Income	15.5	22.7	23.4	25.5
EPS (adj.)	1.48	1.37	1.42	1.53
P/E (adj.)	11.3	10.9	10.5	9.7
P/B	2.5	2.0	1.9	1.7
Dividend yield-%	1.8 %	2.6 %	2.7 %	2.8 %
EV/EBIT (adj.)	15.1	11.2	10.8	10.1
EV/EBITDA	10.5	7.5	7.1	6.8
EV/S	1.5	1.2	1.1	1.1

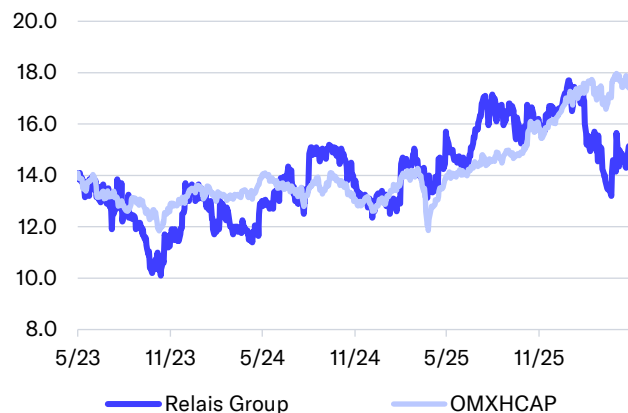
Source: Inderes

Guidance

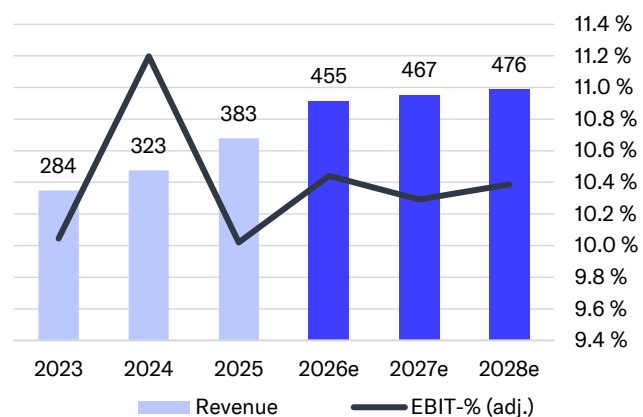
(Unchanged)

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

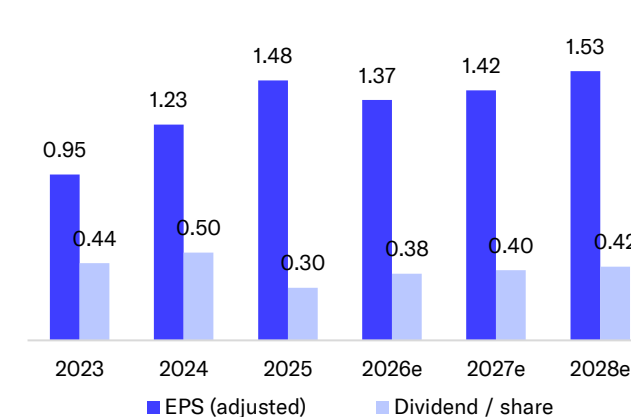
Share price



Revenue and EBIT % (adj.)



EPS and dividend



Value drivers

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

Risk factors

- Working capital commitment in the wholesale business slows down cash flow
- Typical risks associated with acquisitions
- Long-term risks associated with limited pricing power and competitive situation
- Low liquidity of the stock

Valuation	2026e	2027e	2028e
Share price	14.90	14.90	14.90
Number of shares, millions	18.6	18.6	18.7
Market cap	277	278	279
EV	534	518	501
P/E (adj.)	10.9	10.5	9.7
P/E	14.1	13.8	12.5
P/B	2.0	1.9	1.7
P/S	0.6	0.6	0.6
EV/Sales	1.2	1.1	1.1
EV/EBITDA	7.5	7.1	6.8
EV/EBIT (adj.)	11.2	10.8	10.1
Payout ratio (%)	31.0 %	31.9 %	30.8 %
Dividend yield-%	2.6 %	2.7 %	2.8 %

Source: Inderes

Organic revenue development was buoyant

Exceeding of forecasts was driven by organic growth

In Q1, Relais achieved 44% revenue growth, 34% of which was contributed by acquisitions, while currency effects accounted for 3% and organic growth accounted for 7%. In particular, organic growth was much stronger than we anticipated, with broad-based organic growth in Technical Wholesale.

Commercial Vehicle Services grew by an impressive 74%, most of which can be attributed to acquisitions, particularly the substantial Team Verksted acquisition. This segment exceeded our estimate, and we believe it achieved organic growth as well.

Technical Wholesale had the largest forecast beat, growing by 24% year on year. It also benefited from acquisitions, but we estimate its organic growth to be significantly stronger than the 4% we had anticipated. This has been driven by increased demand due to winter conditions, but we believe the company's

investments in growth, particularly in Sweden, have paid off. According to Relais, 12 of the 14 companies in the segment experienced revenue growth, indicating that growth was widespread.

Profitability in line with our expectations

Relais achieved an adjusted EBITA margin of 10.8% in Q1, which was right in line with our estimate. This is quite good for the company, and the decline from the comparison period is due to several factors, including a shift in the sales mix as the relative share of Commercial Vehicle Services, which has lower structural profitability, increased. By segment, Commercial Vehicle Services improved its profitability thanks to the typical efficiency increase driven by revenue growth, while the Technical Wholesale segment remained largely stable. In contrast, the Products and Solutions segment's profitability declined from the exceptionally high level recorded in the comparison period, yet it remained relatively high within the industry context. The company recorded non-

recurring items of 1.1 MEUR in Q1, so the reported operating result was well in line with our expectations. However, due to foreign exchange gains, net financial expenses were lower than we estimated, causing the EPS to clearly exceed estimates as well.

Cash flow for the first months of the year was good

Thanks to good working capital management, Relais generated 10.4 MEUR in operating cash flow in Q1, and free cash flow after normal investments (incl. IFRS 16) was 3.5 MEUR (previous 12 months: 17.9 MEUR). At the end of the period, Relais' net debt (excluding IFRS 16) was approximately 158 MEUR, corresponding to a net debt/EBITDA ratio of 3.8x for the previous 12 months. However, this does not fully account for the earnings impact of the completed acquisitions, and with our forecast for the current year's adjusted EBITA, the multiple is 3.3x. Thus, while the company is highly indebted, we believe the level is tolerable given the company's above-average debt capacity.

Estimates MEUR / EUR	Q1'25	Q1'26	Q1'26e	Q1'26e	Consensus		Difference (%)	2026e
	Comparison	Actualized	Inderes	Consensus	Low	High	Act. vs. inderes	Inderes
Revenue	82.8	119	110				8%	455
EBITDA	13.0	18.0	18.0				0%	71.2
Adjusted EBITA	9.2	12.8	11.8				9%	47.5
PTP	7.5	8.7	7.2				21%	29.5
EPS (adj.)	0.39	0.38	0.34				12%	1.37
Revenue growth-%	0.1 %	43.7 %	32.9 %				10.9 pp	18.6 %
EBITDA-%	11.1 %	10.8 %	10.7 %				0.1 pp	10.4 %

Source: Inderes

Relais Q1'26: Cold winter boosted sales (in English)



Modest positive forecast changes

Focus on efficiency in terms of both earnings and cash flow

In line with its guidance policy, Relais has not provided numerical guidance. According to the company's management comments, the current year's focus is on growing EBITA, strengthening cash flow, and improving capital efficiency. The company also points out that there is pronounced seasonality, resulting from the increased importance of Commercial Vehicle Services and the fact that Q2 is typically the smallest quarter in terms of revenue.

The focus areas of management are the same ones that the new CEO has spoken about since the beginning. We believe these areas are also key to long-term development and will be reflected in next week's Capital Markets Day message and the company's new financial targets. In our view, the company has room for improvement in the operational efficiency of some of its subsidiaries, as well as in return on working capital, for example. The reason for this is that the

turnover of some products is too slow or their margins are too low. This limits their return on capital, the improvement of which is a high priority for the current management. Thus, we expect the company to clarify its organic investment targets, aim to increase capital turnover, and improve profitability across all its companies. Based on this, we believe the company is aiming for a return on invested capital higher than the historically low double-digit level (an average of 10.8% for 2018–2024). We expect the company's new targets to focus on efficiency and anticipate that it will set a group-level target for return on invested capital, which we estimate could be >15%.

We made minor upward revisions to our forecasts

We have made minor upward revisions to our operational forecasts since the Q1 report, but the main driver behind these revisions was the actual results from Q1. However, we are not yet drawing any major conclusions from the strong organic growth in Q1, as it should be noted that weather was

somewhat of a growth driver. Nevertheless, we also believe in the ability of Relais' subsidiaries to make prudent, growth-accelerating organic investments in certain market niches.

We estimate that Relais' revenue will grow 19% to 455 MEUR this year but expect a slower growth rate in H2 due to lower inorganic growth. We expect the company's profitability to increase slightly from last year, reaching a very good level of 10.4%, which corresponds to an adjusted EBITA of 47.5 MEUR. We forecast growth in the coming years to be in line with market growth at around 2-3% and expect relatively stable profitability development. Thus, our estimates do not include expectations for the efficiency improvements currently being worked on, and we await more concrete details and evidence from the company regarding these actions before raising our forecast bar. Overall, we assess the company's efficiency as good, so we do not believe it will be easy to raise the bar on a large scale.

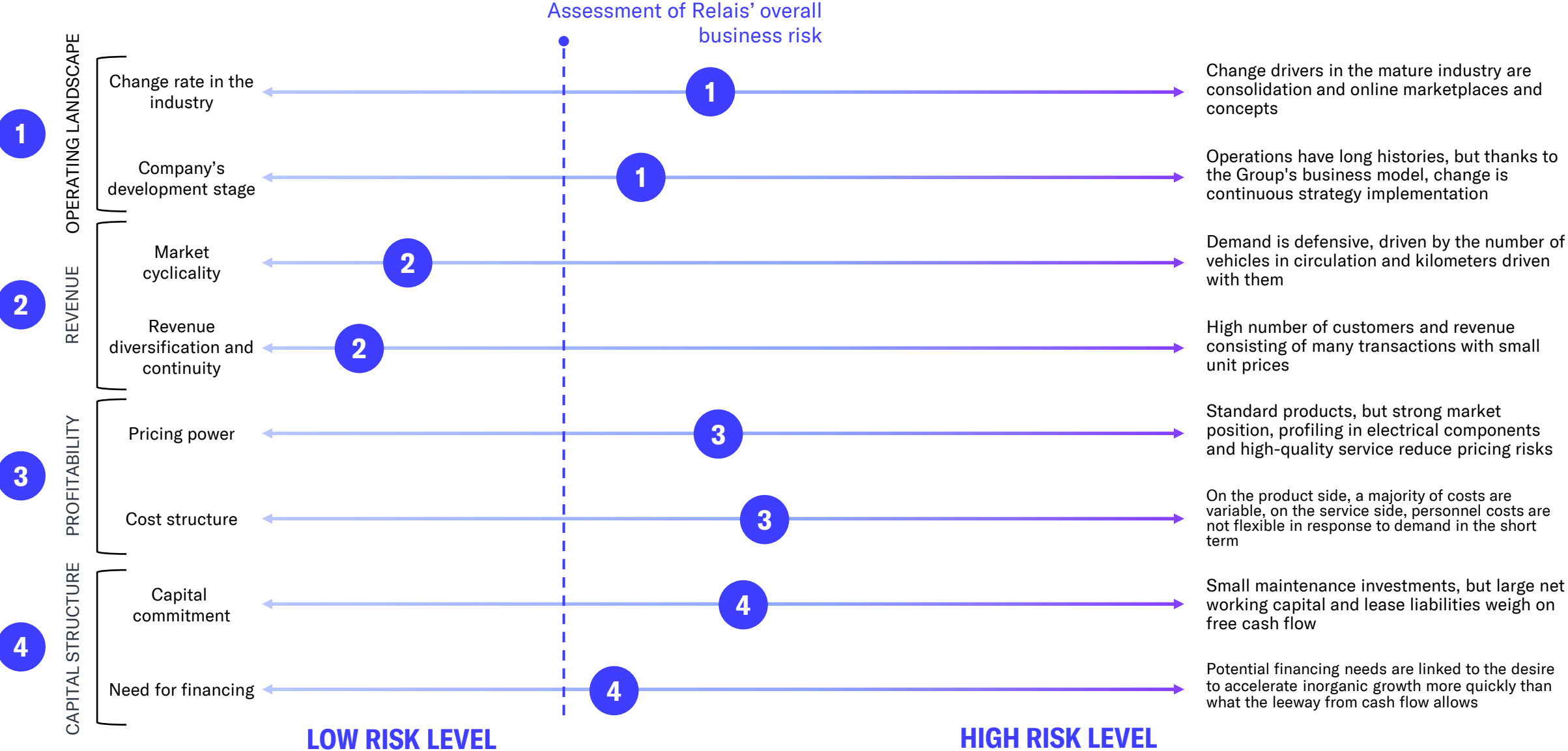
Estimate revisions	2026e	2026	Change	2027e	2027e	Change	2028e	2028e	Change
MEUR / EUR	Old	New	%	Old	New	%	Old	New	%
Revenue	445	455	2%	457	467	2%	466	476	2%
EBITDA	71.4	71.2	0%	71.6	72.7	2%	73.0	74.2	2%
EBIT (excl. NRIs)	46.6	47.5	2%	46.9	48.0	2%	48.2	49.5	3%
EBIT	38.6	38.5	0%	38.9	40.0	3%	40.2	41.5	3%
PTP	28.2	29.5	5%	29.5	30.5	4%	32.0	33.3	4%
EPS (excl. NRIs)	1.34	1.37	2%	1.38	1.42	3%	1.48	1.53	3%
DPS	0.38	0.38	0%	0.40	0.40	0%	0.42	0.42	0%

Source: Inderes

Relais Interim Report January–March 2026



Risk profile of the business model



Investment profile

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

Potential

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

Risks

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

The stock is cheaply priced

Moderate valuation multiples for the next few years

Based on our 2026 and 2027 estimates, Relais' IFRS 16 adjusted EV/EBITA multiples are 10x and 9x. The corresponding adjusted P/E multiples are 11-10x. We believe these absolute valuation multiples are moderate for Relais' current businesses, and a justified valuation level for purely current businesses is, in our opinion, around the stock market average (P/E ratio around 14x and EV/EBIT around 12x)

We believe Relais' value creation opportunities consist of two components, in line with its business model. These are the existing businesses, while the value creation potential of the acquisition strategy is another component. We consider the current valuation for the existing businesses alone to be moderate, and thus, the current valuation does not imply any expectations for value creation from capital reallocation. Thus, we believe the current valuation offers an attractive entry point for additional purchases into Relais' long-term growth story.

Relative valuation supports upside

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

discount of around 10% relative to the median of a peer group consisting of international companies operating in the automotive aftermarket. In absolute terms, we believe this peer group is fairly valued, and we believe Relais' higher valuation relative to this group is reasonable, given its track record of capital reallocation. Compared to a peer group of serial consolidators, the share is valued at a discount of around 40% using valuation multiples for the coming years. Our view is that Relais should be valued at a discount to serial consolidators, as the group has experienced more rapid value creation in recent years, as can be seen in their on average higher returns on capital. In our view, however, the current valuation gap to serial consolidators is very wide and Relais should be valued in the middle ground of these two peer groups. Thus, we believe the relative valuation supports our view of a moderate valuation for the stock.

Cash flow model at target price level

Our DCF model indicates a share value of EUR 18.2. In our view, the cash flow model is well suited for valuing Relais's existing business due to its stable nature, but it does not measure the value creation of capital reallocation. We currently believe Relais' focus is on improving the efficiency of its current businesses and strengthening its balance sheet. Thus, our target price is in line with the cash flow model and suggests that the stock is attractively priced.

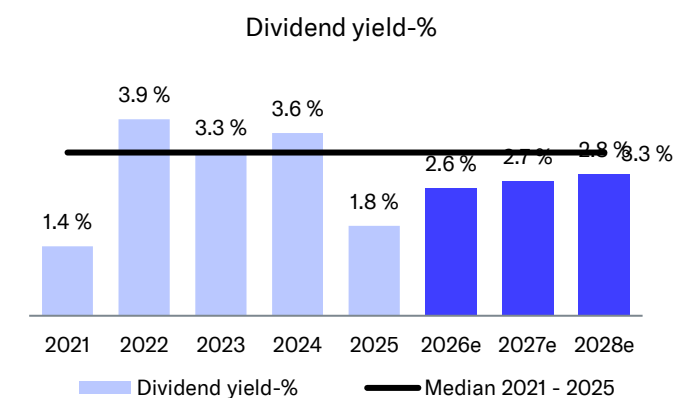
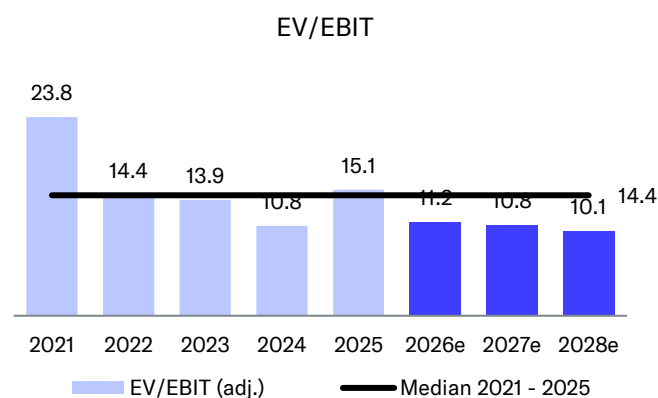
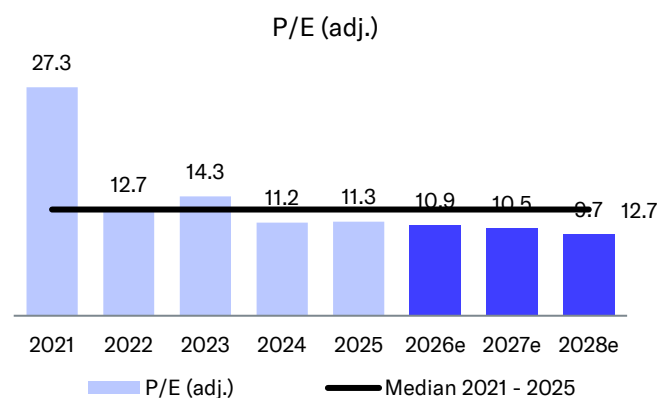
Valuation	2026e	2027e	2028e
Share price	14.90	14.90	14.90
Number of shares, millions	18.6	18.6	18.7
Market cap	277	278	279
EV	534	518	501
P/E (adj.)	10.9	10.5	9.7
P/E	14.1	13.8	12.5
P/B	2.0	1.9	1.7
P/S	0.6	0.6	0.6
EV/Sales	1.2	1.1	1.1
EV/EBITDA	7.5	7.1	6.8
EV/EBIT (adj.)	11.2	10.8	10.1
Payout ratio (%)	31.0 %	31.9 %	30.8 %
Dividend yield-%	2.6 %	2.7 %	2.8 %

Source: Inderes

Valuation table

Valuation	2021	2022	2023	2024	2025	2026e	2027e	2028e	2029e
Share price	26.0	10.2	13.5	13.7	16.7	14.90	14.90	14.90	14.90
Number of shares, millions	17.9	18.1	18.1	18.1	18.2	18.6	18.6	18.7	18.8
Market cap	466	185	245	248	304	277	278	279	280
EV	613	332	396	390	580	534	518	501	487
P/E (adj.)	27.3	12.7	14.3	11.2	11.3	10.9	10.5	9.7	9.5
P/E	32.5	18.4	17.8	13.4	20.7	14.1	13.8	12.5	12.1
P/B	4.5	1.8	2.2	2.1	2.5	2.0	1.9	1.7	1.6
P/S	2.0	0.7	0.9	0.8	0.8	0.6	0.6	0.6	0.6
EV/Sales	2.6	1.3	1.4	1.2	1.5	1.2	1.1	1.1	1.0
EV/EBITDA	17.0	9.1	9.1	7.5	10.5	7.5	7.1	6.8	6.8
EV/EBIT (adj.)	23.8	14.4	13.9	10.8	15.1	11.2	10.8	10.1	9.7
Payout ratio (%)	44.9 %	72.3 %	58.1 %	48.9 %	35.3 %	31.0 %	31.9 %	30.8 %	30.5 %
Dividend yield-%	1.4 %	3.9 %	3.3 %	3.6 %	1.8 %	2.6 %	2.7 %	2.8 %	2.9 %

Source: Inderes



Peer group valuation (1/2)

Peer group valuation Company	Market cap MEUR	EV MEUR	EV/EBIT		EV/EBITDA		EV/S		P/E		Dividend yield-%		P/B 2026e
			2026e	2027e	2026e	2027e	2026e	2027e	2026e	2027e	2026e	2027e	
Inter Cars SA	2535	3366	10.8	9.5	8.9	8.0	0.6	0.6	13.6	11.8	0.2	0.2	1.8
Advance Auto Parts Inc	2705	2951	10.0	8.0	6.1	5.2	0.4	0.4	19.3	13.6	1.9	1.9	1.4
Duell	8	33	33.1	22.1	11.0	6.6	0.3	0.3				0.7	0.2
Auto Partner SA	665	804	10.9	9.8	9.1	8.2	0.7	0.6	14.4	12.0	0.9	0.9	2.0
Genuine Parts Co	11814	15660	10.8	10.2	8.7	8.0	0.7	0.7	13.1	12.0	4.2	4.4	2.9
LKQ Corp	5829	8841	9.1	8.3	7.0	6.5	0.8	0.7	9.1	8.1	4.5	4.5	1.0
O'Reilly Automotive Inc	64854	69918	22.0	20.5	19.1	18.0	4.3	4.1	28.2	25.4			17.9
Autozone Inc	47874	55221	17.6	15.6	14.8	13.2	3.2	2.9	22.8	19.4			
Bapcor Ltd	228	599	16.4	13.0	6.1	5.5	0.5	0.5	14.9	10.6		7.6	0.4
Mekonomen AB	382	938	10.3	8.7	5.3	4.9	0.5	0.5	8.1	6.4	2.7	4.4	0.7
Relais Group (Inderes)	277	534	11.2	10.8	7.5	7.1	1.2	1.1	10.9	10.5	2.6	2.7	2.0
Average			15.1	12.6	9.6	8.4	1.2	1.1	15.9	13.3	2.4	3.1	3.1
Median			10.9	10.0	8.8	7.3	0.7	0.6	14.4	12.0	2.3	3.2	1.4
Diff-% to median			4%	8%	-15%	-2%	81%	92%	-25%	-13%	11%	-15%	46%

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

Peer group valuation (2/2)

Peer group valuation Company	Market cap MEUR	EV MEUR	EV/EBIT		EV/EBITDA		EV/S		P/E		Dividend yield-%		P/B 2026e
			2026e	2027e	2026e	2027e	2026e	2027e	2026e	2027e	2026e	2027e	
Relais Group OYJ	281	537	13.5	12.5	7.5	7.1	1.2	1.2	11.9	10.9	2.5	2.7	1.7
Indutrade AB	7130	22	16.5	2.3	12.1	18.3	2.2	3.7	19.4	13.2	2.0	2.0	1.8
Bergman & Beving AB	900	30	20.5	2.0	11.7	24.2	1.9	4.1	25.2	12.9	1.6	1.5	1.5
Momentum Group AB	584	27	19.4	2.0	12.5	21.9	1.8	6.0	24.2	13.8	1.4	1.4	1.3
Bufab AB	2272	27	19.1	2.9	15.3	21.1	2.7	4.7	24.0	16.6	1.5	1.5	1.3
Addtech AB	8483	39	25.7	3.9	20.3	28.7	3.6	10.4	34.2	22.3	1.2	1.2	1.1
Beijer Ref AB	6723	23	16.8	1.9	13.5	18.2	1.8	2.6	20.4	14.5	1.5	1.4	1.3
Beijer Alma AB	1936	22	16.4	2.6	12.3	17.2	2.5	3.6	20.2	13.2	1.6	1.7	1.4
Lifco AB (publ)	11735	31	20.2	4.3	15.7	22.0	4.0	5.8	28.2	16.9	1.2	1.2	1.0
Lagercrantz Group AB	5044	42	28.7	5.2	22.0	32.4	4.7	11.1	36.5	24.4	1.2	1.1	1.0
Volati AB	1017	15	12.8	1.6	12.0	14.9	1.5	3.3	12.6	13.7	2.6	2.7	2.5
Boreo	131	43	16.4	0.8	9.4	18.7	0.8	2.7	17.3	10.9	0.4	0.5	
AddLife AB	2018	33	21.3	2.0	12.0	23.9	1.9	3.1	27.3	12.8	1.3	1.4	1.1
Addnode Group AB (publ)	1065	13	15.1	1.9	9.6	17.6	1.8	2.1	11.0	10.2	3.0	2.9	2.6
Instalco AB	1289	16	12.7	1.0	8.6	15.5	0.9	2.8	12.6	9.6	2.5	2.5	2.0
Seafire AB (publ)	68	18	9.8	0.7	5.9	13.0	0.6	0.7	12.9	6.8			
Sdiptech AB (publ)	656	16	7.3	1.5	5.4	8.6	1.4	2.0	14.0	6.2			
Fasadgruppen Group AB (publ)	347	7	7.4	0.7	5.8	10.4	0.7	0.7	6.1	6.3			
Berner Industrier	139	18	13.1	1.4	9.7	13.9	1.4	4.0	16.7	10.2	1.7	1.8	1.7
Relais Group (Inderes)	277	534	11.2	10.8	7.5	7.1	1.2	1.1	10.9	10.5	2.6	2.7	1.5
Average			16.6	2.2	12.0	18.9	2.1	4.2	20.3	13.1	1.7	1.7	1.5
Median			16.5	2.0	12.0	18.2	1.8	3.6	20.2	13.2	1.5	1.5	1.4
Diff-% to median			-32%	448%	-38%	-61%	-36%	-69%	-46%	-21%	66%	81%	9%

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

Income statement

Income statement	2024	Q1'25	Q2'25	Q3'25	Q4'25	2025	Q1'26	Q2'26e	Q3'26e	Q4'26e	2026e	2027e	2028e	2029e
Revenue	323	82.8	82.9	101	117	383	119	107	108	121	455	467	476	486
Commercial Vehicle Services	323	29.1	31.7	41.3	46.7	149	50.7	45.9	46.4	49.1	192	198	202	206
Technical Wholesale	0.0	47.3	46.1	50.9	60.4	205	58.6	52.6	52.4	62.0	226	230	235	239
Products and Solutions	0.0	7.5	5.7	11.4	12.3	36.8	12.7	10.6	11.7	12.6	47.6	49.0	50.5	52.0
Centralized functions and other	0.0	0.5	0.7	1.0	1.2	3.4	1.3	1.0	1.0	1.0	4.3	4.2	4.4	4.5
Eliminations	0.0	-1.6	-1.2	-3.5	-3.9	-10.1	-4.2	-3.5	-3.5	-3.5	-14.7	-14.5	-15.0	-15.5
EBITDA	51.9	13.0	11.8	14.4	16.0	55.1	18.0	16.6	17.8	18.9	71.2	72.7	74.2	71.7
Depreciation	-18.9	-4.9	-5.5	-7.3	-7.9	-25.6	-8.2	-8.2	-8.2	-8.2	-32.8	-32.6	-32.7	-29.4
EBIT (excl. NRI)	36.1	9.2	7.6	10.9	10.8	38.4	12.8	10.4	11.6	12.7	47.5	48.0	49.5	50.3
EBIT	33.0	8.1	6.3	7.1	8.0	29.5	9.8	8.4	9.6	10.7	38.5	40.0	41.5	42.3
Commercial Vehicle Services	33.0	2.4	2.6	4.0	2.5	11.5	4.6	3.8	4.5	3.8	16.7	16.8	17.4	17.5
Technical Wholesale	0.0	5.3	4.6	5.3	6.9	22.2	6.3	5.5	5.5	7.1	24.5	25.1	25.8	26.3
Products and Solutions	0.0	2.2	1.3	2.4	2.7	8.5	3.1	2.3	2.6	2.9	10.9	11.0	11.3	11.7
Centralized functions and other	0.0	-0.7	-0.9	-0.8	-1.4	-3.8	-1.2	-1.2	-1.0	-1.2	-4.6	-4.9	-5.0	-5.2
Eliminations	0.0	0.0	0.0	0.0	0.0	0.0	0.1	0.0	0.0	0.0	0.1	0.0	0.0	0.0
Non-recurring items	0.0	-0.2	-0.4	-2.1	-0.8	-3.5	-1.1	0.0	0.0	0.0	-1.1	0.0	0.0	0.0
PPAs	0.0	-0.8	-0.9	-1.7	-1.9	-5.4	-2.0	-2.0	-2.0	-2.0	-8.0	-8.0	-8.0	-8.0
Net financial items	-9.2	-0.6	-4.4	-2.7	-2.2	-9.9	-1.1	-2.6	-2.6	-2.6	-8.9	-9.5	-8.2	-7.9
PTP	23.8	7.5	1.9	4.4	5.8	19.6	8.7	5.8	7.0	8.1	29.5	30.5	33.3	34.4
Taxes	-5.2	-1.6	-0.4	-1.0	-0.9	-3.9	-1.7	-1.3	-1.4	-1.8	-6.2	-6.6	-7.2	-7.4
Minority interest	0.0	0.0	0.0	-0.1	-0.1	-0.2	-0.2	-0.2	-0.2	-0.2	-0.6	-0.6	-0.6	-0.6
Net earnings	18.5	5.9	1.5	3.3	4.8	15.5	6.8	4.4	5.5	6.1	22.7	23.4	25.5	26.4
EPS (adj.)	1.23	0.39	0.17	0.51	0.41	1.48	0.38	0.28	0.34	0.37	1.37	1.42	1.53	1.58
EPS (rep.)	1.02	0.32	0.08	0.18	0.22	0.81	0.32	0.19	0.25	0.29	1.05	1.08	1.19	1.24

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-%	13.5 %	0.1 %	11.6 %	34.9 %	28.6 %	18.8 %	43.7 %	28.6 %	6.9 %	4.0 %	18.6 %	2.6 %	2.1 %	2.1 %
Adjusted EBIT growth-%	26.5 %	-5.1 %	3.6 %	19.4 %	7.4 %	6.3 %	39.7 %	37.6 %	6.1 %	17.8 %	23.6 %	1.1 %	3.0 %	1.7 %
EBITDA-%	16.1 %	15.7 %	14.2 %	14.2 %	13.7 %	14.4 %	15.1 %	15.6 %	16.5 %	15.6 %	15.7 %	15.6 %	15.6 %	14.7 %
Adjusted EBIT-%	11.2 %	11.1 %	9.1 %	10.8 %	9.2 %	10.0 %	10.8 %	9.8 %	10.7 %	10.4 %	10.4 %	10.3 %	10.4 %	10.4 %
Net earnings-%	5.7 %	7.1 %	1.8 %	3.3 %	4.1 %	4.0 %	5.7 %	4.1 %	5.1 %	5.0 %	5.0 %	5.0 %	5.4 %	5.4 %

Source: Inders

NB: EBIT (excl. NRIs) is the company's reported EBITA

Balance sheet

Assets	2024	2025	2026e	2027e	2028e
Non-current assets	196	302	301	296	291
Goodwill	120	155	157	157	157
Intangible assets	12.0	34.2	28.4	22.7	17.0
Tangible assets	61.7	112	116	116	117
Associated companies	0.0	0.0	0.0	0.0	0.0
Other investments	0.0	0.0	0.0	0.0	0.0
Other non-current assets	0.9	0.8	0.1	0.1	0.1
Deferred tax assets	1.6	0.3	0.3	0.3	0.3
Current assets	134	191	188	193	199
Inventories	83.7	102	111	114	117
Other current assets	0.0	1.9	1.9	1.9	1.9
Receivables	40.6	52.8	63.7	64.9	65.7
Cash and equivalents	9.6	34.2	11.4	11.7	14.7
Balance sheet total	330	493	490	489	490

Source: Inderes

Liabilities & equity	2024	2025	2026e	2027e	2028e
Equity	118	181	196	209	224
Share capital	0.1	0.1	0.1	0.1	0.1
Retained earnings	52.3	52.1	66.2	79.3	94.1
Hybrid bonds	0.0	50.0	50.0	50.0	50.0
Revaluation reserve	0.0	0.0	0.0	0.0	0.0
Other equity	65.2	69.3	70.3	70.3	70.3
Minorities	0.0	9.2	9.2	9.2	9.2
Non-current liabilities	135	214	176	166	156
Deferred tax liabilities	4.0	6.3	6.3	6.3	6.3
Provisions	0.0	0.0	0.0	0.0	0.0
Interest bearing debt	131	208	170	160	150
Convertibles	0.0	0.0	0.0	0.0	0.0
Other long term liabilities	0.0	0.0	0.0	0.0	0.0
Current liabilities	77.3	98.5	118	113	110
Interest bearing debt	19.6	35.9	35.5	29.7	25.0
Payables	53.7	61.9	81.4	83.1	84.3
Other current liabilities	4.0	0.7	0.7	0.7	0.7
Balance sheet total	330	493	490	489	490

DCF-calculation

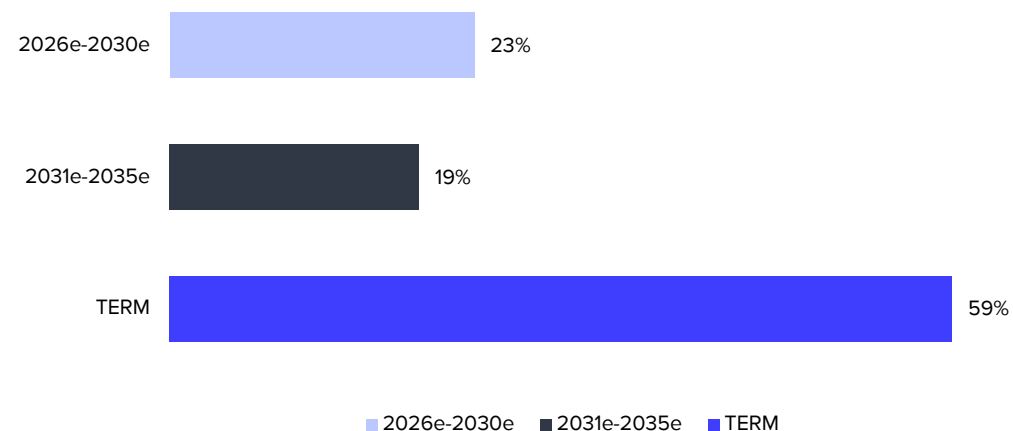
DCF model	2025	2026e	2027e	2028e	2029e	2030e	2031e	2032e	2033e	2034e	2035e	TERM
Revenue growth-%	18.8 %	18.6 %	2.6 %	2.1 %	2.1 %	3.0 %	2.8 %	2.7 %	2.5 %	2.5 %	2.0 %	2.0 %
EBIT-%	7.7 %	8.5 %	8.6 %	8.7 %	8.7 %	10.5 %	10.5 %	10.5 %	10.2 %	10.2 %	10.2 %	10.2 %
EBIT (operating profit)	29.5	38.5	40.0	41.5	42.3	52.6	54.1	55.5	55.3	56.7	57.8	
+ Depreciation	25.6	32.8	32.6	32.7	29.4	29.1	28.9	28.9	29.0	29.0	29.1	
- Paid taxes	-0.3	-6.2	-6.6	-7.2	-7.4	-9.6	-9.9	-10.2	-10.2	-10.5	-10.7	
- Tax, financial expenses	-2.0	-1.9	-2.0	-1.8	-1.7	-1.7	-1.7	-1.7	-1.7	-1.7	-1.7	
+ Tax, financial income	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
- Change in working capital	-27.7	-0.7	-2.4	-2.0	-2.0	-3.0	-2.9	-2.9	-2.7	-2.8	-2.3	
Operating cash flow	25.1	62.5	61.6	63.3	60.6	67.4	68.5	69.6	69.6	70.7	72.2	
+ 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	-132.5	-32	-27.3	-27.8	-28.4	-28.5	-29.1	-29.2	-29.3	-29.6	-30.2	
Free operating cash flow	-107.4	30.5	34.4	35.4	32.2	38.9	39.4	40.4	40.3	41.1	42.0	
+/- Other	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
FCFF	-107.4	30.5	34.4	35.4	32.2	38.9	39.4	40.4	40.3	41.1	42.0	742
Discounted FCFF		29.1	30.4	29.1	24.5	27.5	25.9	24.6	22.8	21.6	20.4	361
Sum of FCFF present value		617	588	558	528	504	476	451	426	403	382	361
Enterprise value DCF		617										
- Interest bearing debt		-294										
+ Cash and cash equivalents		34.2										
+ Associated companies		0.0										
-Minorities		-13.6										
-Dividend/capital return		-5.5										
Equity value DCF		338										
Equity value DCF per share		18.2										

WACC

Tax-% (WACC)	21.5 %
Target debt ratio (D/(D+E))	35.0 %
Cost of debt	5.0 %
Equity Beta	1.3
Market risk premium	4.75%
Liquidity premium	1.4 %
Risk free interest rate	2.5 %
Cost of equity	9.8 %
Weighted average cost of capital (WACC)	7.8 %

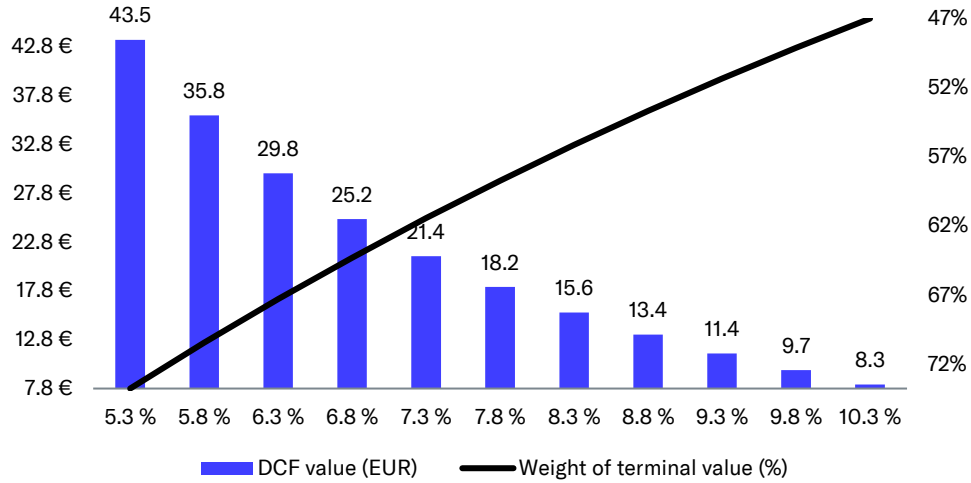
Source: Inderes

Cash flow distribution

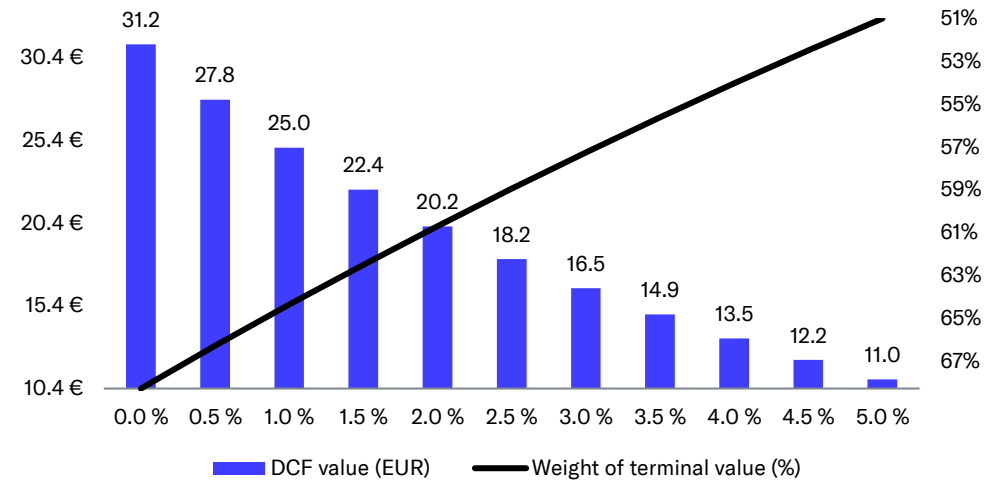


DCF sensitivity calculations and key assumptions in graphs

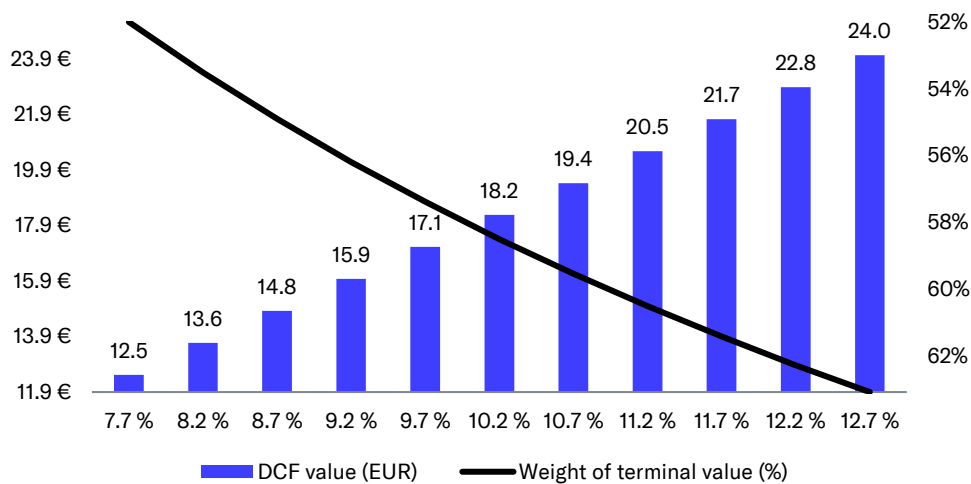
Sensitivity of DCF to changes in the WACC-%



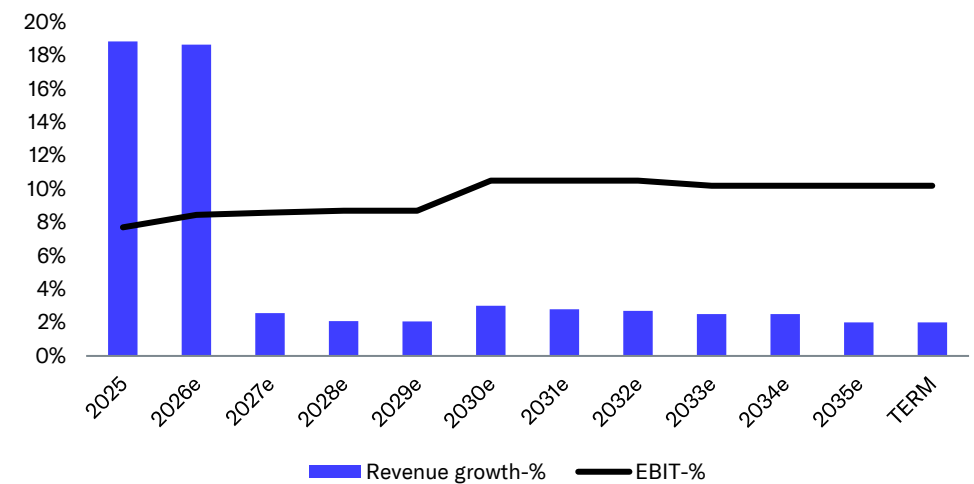
Sensitivity of DCF to changes in the risk-free rate



Sensitivity of DCF to changes in the terminal EBIT margin



Growth and profitability assumptions in the DCF calculation



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

Summary

Income statement	2023	2024	2025	2026e	2027e	Per share data	2023	2024	2025	2026e	2027e
Revenue	284.3	322.6	383.4	454.9	466.6	EPS (reported)	0.76	1.02	0.81	1.05	1.08
EBITDA	43.5	51.9	55.1	71.2	72.7	EPS (adj.)	0.95	1.23	1.48	1.37	1.42
EBIT	25.1	33.0	29.5	38.5	40.0	OCF / share	1.82	2.33	1.38	3.37	3.31
PTP	17.7	23.8	19.6	29.5	30.5	OFCF / share	0.50	1.57	-5.90	1.64	1.84
Net Income	13.7	18.5	15.5	22.7	23.4	Book value / share	6.10	6.49	9.42	10.05	10.72
Extraordinary items	-3.4	-3.1	-8.9	-9.0	-8.0	Dividend / share	0.44	0.50	0.30	0.38	0.40
Balance sheet	2023	2024	2025	2026e	2027e	Growth and profitability	2023	2024	2025	2026e	2027e
Balance sheet total	329.1	330.2	493.0	489.6	488.5	Revenue growth-%	9%	13%	19%	19%	3%
Equity capital	110.7	117.6	180.6	195.7	208.8	EBITDA growth-%	19%	19%	6%	29%	2%
Goodwill	120.1	120.1	155.0	156.6	156.6	EBIT (adj.) growth-%	24%	27%	6%	24%	1%
Net debt	151.0	141.3	209.4	194.1	178.1	EPS (adj.) growth-%	18%	30%	21%	-8%	4%
Cash flow	2023	2024	2025	2026e	2027e	EBITDA-%	15.3 %	16.1 %	14.4 %	15.7 %	15.6 %
EBITDA	43.5	51.9	55.1	71.2	72.7	EBIT (adj.)-%	10.0 %	11.2 %	10.0 %	10.4 %	10.3 %
Change in working capital	-0.3	-3.5	-27.7	-0.7	-2.4	EBIT-%	8.8 %	10.2 %	7.7 %	8.5 %	8.6 %
Operating cash flow	33.0	42.3	25.1	62.5	61.6	ROE-%	12.8 %	16.2 %	10.7 %	12.7 %	12.1 %
CAPEX	-24.1	-13.7	-132.5	-32.0	-27.3	ROI-%	9.4 %	12.2 %	8.5 %	9.3 %	10.0 %
Free cash flow	9.0	28.5	-107.4	30.5	34.4	Equity ratio	33.6 %	35.6 %	36.6 %	40.0 %	42.7 %
Valuation multiples	2023	2024	2025	2026e	2027e	Gearing	136.5 %	120.1 %	115.9 %	99.2 %	85.3 %
EV/S	1.4	1.2	1.5	1.2	1.1	Net debt/EBITDA	3.5	2.7	3.8	2.7	2.5
EV/EBITDA	9.1	7.5	10.5	7.5	7.1	EBITDA/net financials	5.9	5.6	5.6	8.0	7.7
EV/EBIT (adj.)	13.9	10.8	15.1	11.2	10.8						
P/E (adj.)	14.3	11.2	11.3	10.9	10.5						
P/B	2.2	2.1	2.5	2.0	1.9						
Dividend-%	3.3 %	3.6 %	1.8 %	2.6 %	2.7 %						

Source: Inderes

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

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Recommendation history (>12 mo)

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



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