

# KREATE

3/31/2026 9:55 am EEST

This is a translated version of "Hyvä vire jatkuu" report,  
published on 3/31/2026



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INDERES CORPORATE CUSTOMER  
**COMPANY REPORT**



# Good momentum continues

We raise the target price for Kreate, which issued a positive profit warning yesterday, to EUR 16.0 (was EUR 15.0). We maintain our Accumulate recommendation. In addition to the current year, we see positive drivers supporting future year volumes, including multi-year projects in the current portfolio, strengthening private sector demand – particularly in data center construction – and growth potential in other Nordic countries. Conversely, the geopolitical situation in the Middle East is putting upward pressure on construction costs. Nevertheless, we estimate that the company is now much better prepared for such a situation than it was during the previous cost shock. Furthermore, Kreate's comments suggest that the crisis has not dampened demand outlooks in growth segments.

## Guidance ranges increased sharply

Kreate issued a very clear positive profit warning yesterday. The company now expects its revenue for 2026 will be 510-550 MEUR (previous 430–470 MEUR), which would represent a 62–75% increase compared to 2025 revenue of 315 MEUR. Profitability guidance also increased significantly. The company now expects an EBITA of 18–22 MEUR, compared to the previous EBITA guidance of 15–18 MEUR. This year's revenue and profitability are supported by the acquisition of SRV Infra (now Kreate Rock), the record-high order book at the end of last year, and a particularly strong portfolio of projects in the development phase. The technical driver behind the raised guidance is a change in the KFS Finland Oy joint venture's shareholder agreement, which strengthens Kreate's control over the company. Kreate will assume the chairmanship of the company's board and a decisive vote, leading to the consolidation of the company as a subsidiary. The change in reporting method is estimated to increase Kreate's reported revenue by approximately 30 MEUR in the current financial year. This change in reporting method does not affect the result, and, according to the company, the relative profitability of the combined entity at the EBITA level does not differ significantly from before. As a result of the change, KFS's assets and liabilities

will be consolidated into Kreate's consolidated balance sheet. We expect the net impact of the change to increase the consolidated balance sheet by less than 20 MEUR.

## Earnings growth outlook brightens for the current year

Kreate commented that the outlook for the rest of the year has strengthened among private-sector customers. In our view, this reflects the company's strong position in, for example, data center projects and other demanding industrial construction, which compensate for the softness in other new private construction. According to Statistics Finland, the number of building permits for transport and communications buildings (which includes data center construction) continued to grow strongly in the second half of 2025, and this growth has remained robust in January of this year. In addition to the strengthened outlook for the private sector, Kreate has recorded significant public projects in its order book earlier this year as they progressed to the implementation phase (incl. Tampere passenger railway yard phase 2 and Kurkela-Kuusisto). In addition, the company still has several large projects in the development phase (incl. phase 2 of the Vantaa tram line and the Junatie metro bridge), which support the volume outlook for this and future years. We have included KFS in our estimates and raised our estimates for the organic growth of both the Finnish and Swedish businesses for the current year.

## Valuation is cheap

Based on our updated 2026 estimates, Kreate's share is valued at 9x adj. EV/EBIT and 10x P/E multiples. Relative to our acceptable valuation (EV/EBIT & P/E: 10-12x), the valuation seems attractive. Although the current year is exceptional for the company in terms of revenue growth, we believe that a strong volume level will be maintained in the coming years as well. Additionally, we believe the company has good opportunities to improve its relative profitability. In addition to the outlook for earnings growth, the share offers an annual dividend yield of around 5-6%, according to our estimates, which further supports the expected overall return.

## Recommendation

### Accumulate

(was Accumulate)

### Target price:

### EUR 16.00

(was EUR 15.00)

### Share price:

EUR 14.20

## Business risk



## Valuation risk



|                  | 2025  | 2026e | 2027e | 2028e |
|------------------|-------|-------|-------|-------|
| Revenue          | 315.2 | 531.8 | 546.6 | 544.4 |
| growth-%         | 14%   | 69%   | 3%    | 0%    |
| EBITA            | 10.2  | 19.3  | 20.9  | 22.4  |
| EBITA-%          | 3.2 % | 3.6 % | 3.8 % | 4.1 % |
| Net Income       | 6.3   | 12.3  | 13.5  | 14.7  |
| EPS (adj.)       | 0.71  | 1.38  | 1.51  | 1.66  |
| P/E (adj.)       | 17.6  | 10.3  | 9.4   | 8.6   |
| P/B              | 2.5   | 2.4   | 2.2   | 1.9   |
| Dividend yield-% | 4.8 % | 5.3 % | 6.0 % | 6.7 % |
| EV/EBIT (adj.)   | 14.9  | 8.8   | 8.1   | 7.3   |
| EV/EBITDA        | 8.3   | 5.6   | 5.2   | 5.0   |
| EV/S             | 0.5   | 0.3   | 0.3   | 0.3   |

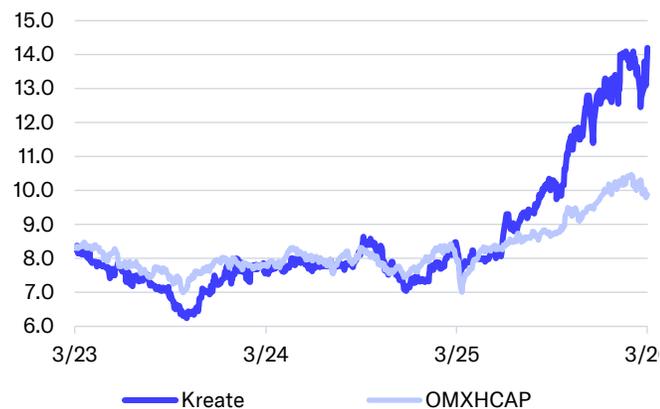
Source: Inderes

## Guidance

(New guidance)

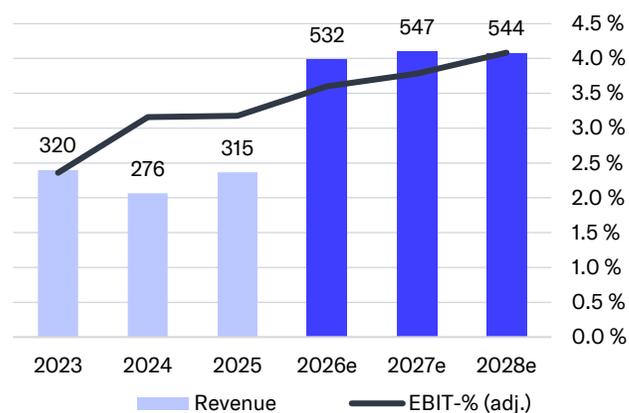
Kreate estimates that its revenue in 2026 will increase and be in the range of 510-550 MEUR (2025: 315 MEUR) and EBITA will increase and be in the range of 18-22 MEUR (2025: 10.2 MEUR).

## Share price



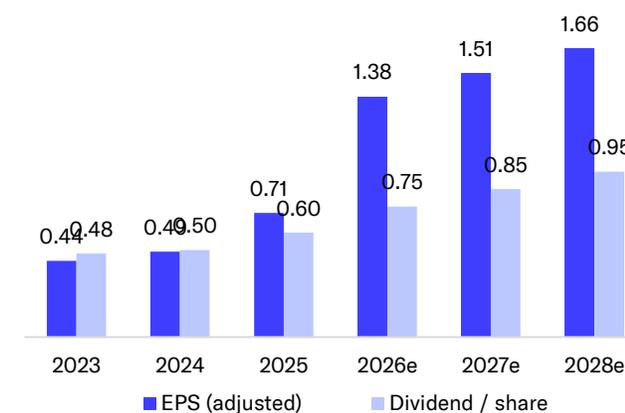
Source: Millstream Market Data AB

## Revenue and EBIT % (adj.)



Source: Inderes

## EPS and dividend



Source: Inderes

## Value drivers

- Stronger growth than the market in the medium term
- Clear room for improvement in profitability
- Strong return on capital potential
- Competitive advantage through specialized expertise in demanding projects
- Growth potential of the Swedish business

## Risk factors

- The industry is partly dependent on economic cycles, especially in the private sector
- Drying up of public investments
- Managing growth, especially in Sweden
- Successful acquisitions

| Valuation        | 2026e  | 2027e  | 2028e  |
|------------------|--------|--------|--------|
| Share price      | 14.2   | 14.2   | 14.2   |
| Market cap       | 126    | 126    | 126    |
| EV               | 168    | 167    | 163    |
| P/E (adj.)       | 10.3   | 9.4    | 8.6    |
| P/B              | 2.4    | 2.2    | 1.9    |
| EV/Sales         | 0.3    | 0.3    | 0.3    |
| EV/EBITDA        | 5.6    | 5.2    | 5.0    |
| EV/EBIT (adj.)   | 8.8    | 8.1    | 7.3    |
| Payout ratio (%) | 54.3 % | 56.1 % | 57.3 % |
| Dividend yield-% | 5.3 %  | 6.0 %  | 6.7 %  |

Source: Inderes

# Our forecasts for current year increased significantly

## Guidance ranges are rising significantly

Kreate now estimates 2026 revenue to be 510–550 MEUR, which would represent a 62–75% increase compared to 2025 revenue of 315 MEUR. In its previous guidance, the company had forecast revenue of 430–470 MEUR. Profitability guidance also increased significantly. The company now expects an EBITA of 18–22 MEUR, representing a 76–116% increase from the previous year's 10.2 MEUR. The previous EBITA guidance was 15–18 MEUR. The new guidance was clearly above our previous estimates, as we had expected 2026 revenue of 445.0 MEUR and an EBITA of 16.2 MEUR before the announcement.

## Increase in guidance is partly technical in nature

The midpoint of the revenue guidance range increased by a total of 80 MEUR. Of this amount, nearly 30 MEUR (approximately 40%) is attributable to an amendment to the shareholders' agreement that strengthens Kreate's control

over the company, meaning the company will henceforth be treated as a Kreate subsidiary. According to the company, the combined entity's relative profitability at the EBITA level does not differ significantly, so the impact on EBITA is approximately 1 MEUR. As a result of the change, KFS's assets and liabilities will be consolidated into Kreate's consolidated balance sheet. We expect the net impact of the change to increase the consolidated balance sheet by less than 20 MEUR. As of the end of 2025, KFS Finland's assets totaled approximately 27.3 MEUR, and Kreate's balance sheet showed investments in joint ventures (KFS Finland) of 11.4 MEUR.

## Outlook remains strong

Kreate commented in its release that the outlook for the rest of the year has strengthened among private-sector customers. We believe the comment relates specifically to data center construction, an area in which the company performs foundation and concrete work. We expect Kreate's

order book to grow further in the first half of the year. At the end of 2025, the company's order book reached a record high of 401 MEUR. During the first quarter, the company announced orders totaling over 250 MEUR. Additionally, it still has projects in the development phase worth nearly 200 MEUR, some of which we anticipate will transition to implementation in the next quarter.

## We also raised our dividend estimates

Given our estimated strong earnings development for the coming years, we have also raised our dividend estimates for the company. Kreate's highly cash-generative business model enables the company to pay dividends while simultaneously financing investments with cash flow. On the other hand, we also see acquisitions as a potential channel for capital allocation in the coming years, particularly in other Nordic countries.

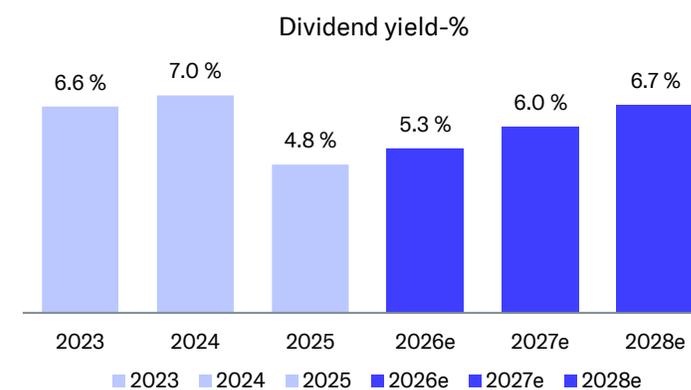
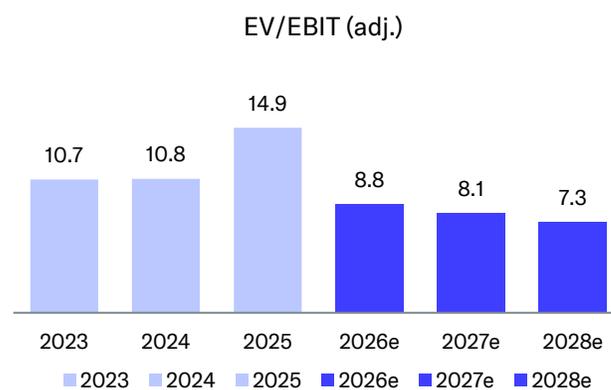
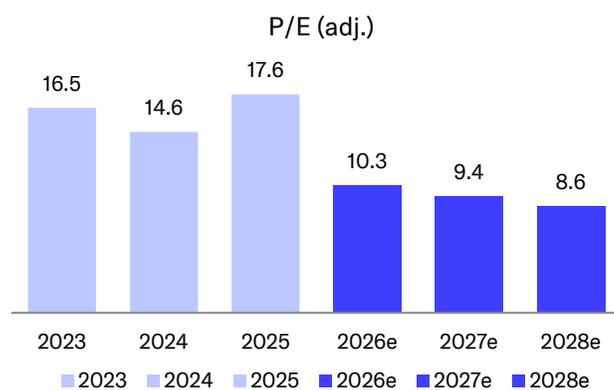
| Estimate revisions | 2026 | 2026 | Change | 2027e | 2027e | Change | 2028e | 2028e | Change |
|--------------------|------|------|--------|-------|-------|--------|-------|-------|--------|
| MEUR / EUR         | Old  | New  | %      | Old   | New   | %      | Old   | New   | %      |
| Revenue            | 445  | 532  | 20%    | 491   | 547   | 11%    | 521   | 544   | 4%     |
| EBITA              | 16.2 | 19.3 | 19%    | 19.7  | 20.9  | 6%     | 22.3  | 22.4  | 1%     |
| EBIT (exc. NRIs)   | 16.1 | 19.1 | 19%    | 19.5  | 20.7  | 6%     | 22.1  | 22.2  | 0%     |
| EBIT               | 16.1 | 19.1 | 19%    | 19.5  | 20.7  | 6%     | 22.1  | 22.2  | 0%     |
| PTP                | 13.0 | 16.0 | 24%    | 16.3  | 17.7  | 9%     | 19.0  | 19.3  | 2%     |
| EPS (excl. NRIs)   | 1.17 | 1.38 | 18%    | 1.42  | 1.51  | 6%     | 1.67  | 1.66  | 0%     |
| DPS                | 0.65 | 0.75 | 15%    | 0.70  | 0.85  | 21%    | 0.80  | 0.95  | 19%    |

Source: Inderes

# Valuation table

| Valuation        | 2021   | 2022   | 2023    | 2024    | 2025   | 2026e  | 2027e  | 2028e  | 2029e  |
|------------------|--------|--------|---------|---------|--------|--------|--------|--------|--------|
| Share price      | 11.4   | 8.09   | 7.22    | 7.14    | 12.6   | 14.2   | 14.2   | 14.2   | 14.2   |
| Market cap       | 99     | 73     | 64      | 64      | 112    | 126    | 126    | 126    | 126    |
| EV               | 120    | 106    | 81      | 94      | 149    | 168    | 167    | 163    | 157    |
| P/E (adj.)       | 12.6   | 12.7   | 16.5    | 14.6    | 17.6   | 10.3   | 9.4    | 8.6    | 8.2    |
| P/B              | 2.4    | 1.7    | 1.5     | 1.5     | 2.5    | 2.4    | 2.2    | 1.9    | 1.7    |
| EV/Sales         | 0.5    | 0.4    | 0.3     | 0.3     | 0.5    | 0.3    | 0.3    | 0.3    | 0.3    |
| EV/EBITDA        | 8.4    | 7.8    | 5.8     | 6.1     | 8.3    | 5.6    | 5.2    | 5.0    | 4.8    |
| EV/EBIT (adj.)   | 11.6   | 12.3   | 10.7    | 10.8    | 14.9   | 8.8    | 8.1    | 7.3    | 6.8    |
| Payout ratio (%) | 56.4 % | 72.4 % | 109.7 % | 102.0 % | 84.1 % | 54.3 % | 56.1 % | 57.3 % | 55.0 % |
| Dividend yield-% | 4.0 %  | 5.7 %  | 6.6 %   | 7.0 %   | 4.8 %  | 5.3 %  | 6.0 %  | 6.7 %  | 6.7 %  |

Source: Inderes



# Peer group valuation

| Peer group valuation<br>Company | Market cap<br>MEUR | EV<br>MEUR | EV/EBIT |       | EV/EBITDA |       | EV/Liikevaihto |       | P/E   |       | Dividend yield-% |       | P/B<br>2026e |
|---------------------------------|--------------------|------------|---------|-------|-----------|-------|----------------|-------|-------|-------|------------------|-------|--------------|
|                                 |                    |            | 2026e   | 2027e | 2026e     | 2027e | 2026e          | 2027e | 2026e | 2027e | 2026e            | 2027e | 2026e        |
| YIT Oyj                         | 588                | 1380       | 16.8    | 12.4  | 12.8      | 10.1  | 0.7            | 0.7   | 50.6  | 14.5  |                  |       | 0.8          |
| NRC Group ASA                   | 116                | 183        | 9.5     | 7.7   | 4.7       | 4.2   | 0.3            | 0.3   | 11.8  | 8.4   |                  | 5.4   | 0.7          |
| Veidekke ASA                    | 2229               | 1900       | 10.8    | 10.0  | 6.8       | 6.5   | 0.5            | 0.4   | 15.7  | 15.0  | 6.1              | 6.3   | 6.7          |
| Sdipotech AB (publ)             | 657                | 657        | 8.1     | 7.3   | 5.6       | 5.3   | 1.4            | 1.4   | 12.4  | 11.8  |                  |       | 1.5          |
| Ncc AB                          | 1812               | 2029       | 10.0    | 9.2   | 6.3       | 6.0   | 0.4            | 0.4   | 11.0  | 10.0  | 5.3              | 5.7   | 2.1          |
| Peab AB                         | 2525               | 3307       | 11.9    | 10.9  | 7.8       | 7.3   | 0.6            | 0.6   | 11.7  | 10.6  | 4.4              | 4.8   | 1.5          |
| Skanska AB                      | 9486               | 8398       | 11.2    | 10.2  | 8.6       | 8.0   | 0.5            | 0.5   | 14.7  | 13.5  | 3.9              | 4.2   | 1.6          |
| SRV Yhtiot Oyj                  | 85                 | 188        | 22.1    | 10.5  | 13.4      | 8.0   | 0.3            | 0.2   |       | 10.8  |                  | 3.0   | 0.8          |
| GRK Infra                       | 500                | 253        | 4.7     | 4.8   | 3.5       | 3.6   | 0.3            | 0.3   | 8.8   | 11.5  | 4.2              | 4.5   | 2.3          |
| Consti Oyj                      | 93                 | 86         | 9.0     | 6.6   | 6.4       | 5.1   | 0.3            | 0.2   | 12.5  | 9.1   | 6.4              | 6.6   | 2.0          |
| Kreate (Inderes)                | 126                | 168        | 8.8     | 8.1   | 5.6       | 5.2   | 0.3            | 0.3   | 10.3  | 9.4   | 5.3              | 6.0   | 2.4          |
| Average                         |                    |            | 10.8    | 8.6   | 6.8       | 5.9   | 0.5            | 0.5   | 15.8  | 11.7  | 4.3              | 5.1   | 2.0          |
| Median                          |                    |            | 9.8     | 9.0   | 6.3       | 5.7   | 0.4            | 0.4   | 12.4  | 11.2  | 4.2              | 5.1   | 1.8          |
| Diff-% to median                |                    |            | -11%    | -10%  | -11%      | -8%   | -26%           | -24%  | -17%  | -16%  | 26%              | 17%   | 38%          |

# Income statement

| Income statement          | 2023        | 2024        | Q1'25        | Q2'25        | Q3'25        | Q4'25        | 2025        | Q1'26e        | Q2'26e        | Q3'26e        | Q4'26e        | 2026e        | 2027e        | 2028e        | 2029e        |
|---------------------------|-------------|-------------|--------------|--------------|--------------|--------------|-------------|---------------|---------------|---------------|---------------|--------------|--------------|--------------|--------------|
| Revenue                   | 320.0       | 275.5       | 52.4         | 73.5         | 94.7         | 94.6         | 315.2       | 78.0          | 140           | 159           | 156           | 531.8        | 546.6        | 544.4        | 533.5        |
| Finland                   | 298         | 243         | 44.9         | 64.5         | 79.1         | 76.4         | 264.9       | 67.5          | 124           | 132           | 126           | 450.0        | 450.0        | 441.0        | 432.1        |
| Sweden                    | 22.5        | 32.9        | 7.5          | 9.0          | 15.6         | 18.2         | 50.3        | 10.5          | 15.8          | 26.5          | 29.1          | 81.9         | 96.6         | 103          | 101          |
| EBITDA                    | 14.0        | 15.3        | 1.7          | 4.0          | 6.0          | 6.3          | 17.9        | 2.3           | 7.6           | 10.2          | 9.6           | 29.7         | 32.1         | 32.5         | 32.8         |
| Depreciation              | -6.4        | -6.6        | -1.7         | -1.8         | -2.0         | -2.4         | -7.9        | -1.7          | -2.8          | -3.2          | -2.9          | -10.6        | -11.4        | -10.2        | -9.9         |
| EBITA                     | 8.8         | 7.8         | 0.1          | 2.2          | 4.0          | 3.9          | 10.2        | 0.7           | 4.9           | 7.1           | 6.7           | 19.3         | 20.9         | 22.4         | 23.1         |
| EBIT (excl. NRI)          | 7.6         | 8.7         | 0.0          | 2.2          | 4.0          | 3.9          | 10.0        | 0.6           | 4.9           | 7.0           | 6.7           | 19.1         | 20.7         | 22.2         | 22.9         |
| EBIT                      | 7.6         | 8.7         | 0.0          | 2.2          | 4.0          | 3.9          | 10.0        | 0.6           | 4.9           | 7.0           | 6.7           | 19.1         | 20.7         | 22.2         | 22.9         |
| Net financial items       | -2.9        | -2.8        | 0.0          | -0.8         | -0.4         | -0.4         | -1.6        | -0.8          | -0.7          | -0.8          | -0.8          | -3.1         | -3.0         | -2.9         | -2.7         |
| PTP                       | 4.7         | 5.9         | 0.0          | 1.4          | 3.5          | 3.5          | 8.4         | -0.2          | 4.2           | 6.2           | 5.9           | 16.0         | 17.7         | 19.3         | 20.3         |
| Taxes                     | -0.7        | -1.3        | 0.2          | -0.4         | -0.6         | -0.9         | -1.7        | 0.0           | -0.8          | -1.2          | -1.2          | -3.2         | -3.5         | -3.9         | -4.1         |
| Minority interest         | -0.2        | -0.2        | -0.1         | 0.2          | -0.2         | -0.2         | -0.4        | -0.1          | -0.2          | -0.2          | -0.2          | -0.6         | -0.7         | -0.7         | -0.7         |
| Net earnings              | 3.8         | 4.4         | 0.1          | 1.2          | 2.7          | 2.4          | 6.3         | -0.3          | 3.2           | 4.8           | 4.5           | 12.3         | 13.5         | 14.7         | 15.5         |
| EPS (adj.)                | 0.44        | 0.49        | 0.01         | 0.14         | 0.30         | 0.26         | 0.71        | -0.03         | 0.36          | 0.54          | 0.51          | 1.38         | 1.51         | 1.66         | 1.74         |
| EPS (rep.)                | 0.44        | 0.49        | 0.01         | 0.14         | 0.30         | 0.26         | 0.71        | -0.03         | 0.36          | 0.54          | 0.51          | 1.38         | 1.51         | 1.66         | 1.74         |
| <b>Key figures</b>        | <b>2023</b> | <b>2024</b> | <b>Q1'25</b> | <b>Q2'25</b> | <b>Q3'25</b> | <b>Q4'25</b> | <b>2025</b> | <b>Q1'26e</b> | <b>Q2'26e</b> | <b>Q3'26e</b> | <b>Q4'26e</b> | <b>2026e</b> | <b>2027e</b> | <b>2028e</b> | <b>2029e</b> |
| Revenue growth-%          | 16.8 %      | -13.9 %     | -3.7 %       | 8.1 %        | 22.0 %       | 25.3 %       | 14.4 %      | 48.8 %        | 90.0 %        | 67.5 %        | 64.5 %        | 68.7 %       | 2.8 %        | -0.4 %       | -2.0 %       |
| Oikaistun EBITA:n kasvu-% | -16.9 %     | -10.5 %     | -90.9 %      | -7.6 %       | 35.0 %       | 69.6 %       | 30.4 %      | 561.9 %       | 122.8 %       | 76.6 %        | 71.8 %        | 89.5 %       | 7.9 %        | 7.4 %        | 3.2 %        |
| Oikaistu EBITA-%          | 2.7 %       | 2.8 %       | 0.2 %        | 3.0 %        | 4.2 %        | 4.1 %        | 3.2 %       | 0.8 %         | 3.5 %         | 4.5 %         | 4.3 %         | 3.6 %        | 3.8 %        | 4.1 %        | 4.3 %        |
| Adjusted EBIT-%           | 2.4 %       | 3.2 %       | 0.0 %        | 3.0 %        | 4.2 %        | 4.1 %        | 3.2 %       | 0.8 %         | 3.5 %         | 4.4 %         | 4.3 %         | 3.6 %        | 3.8 %        | 4.1 %        | 4.3 %        |

# Balance sheet

| Assets                   | 2024 | 2025 | 2026e | 2027e | 2028e |
|--------------------------|------|------|-------|-------|-------|
| Non-current assets       | 75.8 | 110  | 115   | 111   | 109   |
| Goodwill                 | 40.4 | 63.3 | 70.0  | 70.0  | 70.0  |
| Intangible assets        | 0.3  | 0.2  | 0.1   | 0.0   | -0.1  |
| Tangible assets          | 23.5 | 34.1 | 43.9  | 39.4  | 38.1  |
| Associated companies     | 10.5 | 11.4 | 0.0   | 0.0   | 0.0   |
| Other investments        | 0.0  | 0.0  | 0.0   | 0.0   | 0.0   |
| Other non-current assets | 0.2  | 0.3  | 0.3   | 0.3   | 0.3   |
| Deferred tax assets      | 0.9  | 0.9  | 0.9   | 0.9   | 0.9   |
| Current assets           | 55.6 | 77.4 | 105   | 115   | 115   |
| Inventories              | 0.0  | 0.0  | 0.0   | 0.0   | 0.0   |
| Other current assets     | 0.7  | 0.3  | 0.3   | 0.3   | 0.3   |
| Receivables              | 44.1 | 58.4 | 83.9  | 92.9  | 92.5  |
| Cash and equivalents     | 10.8 | 18.7 | 21.3  | 21.9  | 21.8  |
| Balance sheet total      | 131  | 188  | 221   | 226   | 224   |

Source: Inderes

| Liabilities & equity        | 2024 | 2025 | 2026e | 2027e | 2028e |
|-----------------------------|------|------|-------|-------|-------|
| Equity                      | 43.6 | 45.6 | 55.6  | 62.4  | 69.6  |
| Share capital               | 0.1  | 0.1  | 0.1   | 0.1   | 0.1   |
| Retained earnings           | 25.2 | 27.1 | 34.0  | 40.8  | 48.0  |
| Hybrid bonds                | 0.0  | 0.0  | 0.0   | 0.0   | 0.0   |
| Revaluation reserve         | 0.0  | 0.0  | 0.0   | 0.0   | 0.0   |
| Other equity                | 18.0 | 17.7 | 17.7  | 17.7  | 17.7  |
| Minorities                  | 0.3  | 0.7  | 3.8   | 3.8   | 3.8   |
| Non-current liabilities     | 34.5 | 48.8 | 47.7  | 48.2  | 45.7  |
| Deferred tax liabilities    | 1.4  | 1.6  | 1.6   | 1.6   | 1.6   |
| Provisions                  | 3.3  | 3.3  | 3.3   | 3.3   | 3.3   |
| Interest bearing debt       | 29.8 | 43.9 | 42.9  | 43.4  | 40.9  |
| Convertibles                | 0.0  | 0.0  | 0.0   | 0.0   | 0.0   |
| Other long term liabilities | 0.0  | 0.0  | 0.0   | 0.0   | 0.0   |
| Current liabilities         | 53.3 | 93.3 | 117   | 115   | 108   |
| Interest bearing debt       | 10.9 | 10.7 | 10.7  | 10.8  | 10.2  |
| Payables                    | 42.1 | 82.3 | 106   | 104   | 98.0  |
| Other current liabilities   | 0.3  | 0.3  | 0.3   | 0.3   | 0.3   |
| Balance sheet total         | 131  | 188  | 221   | 226   | 224   |

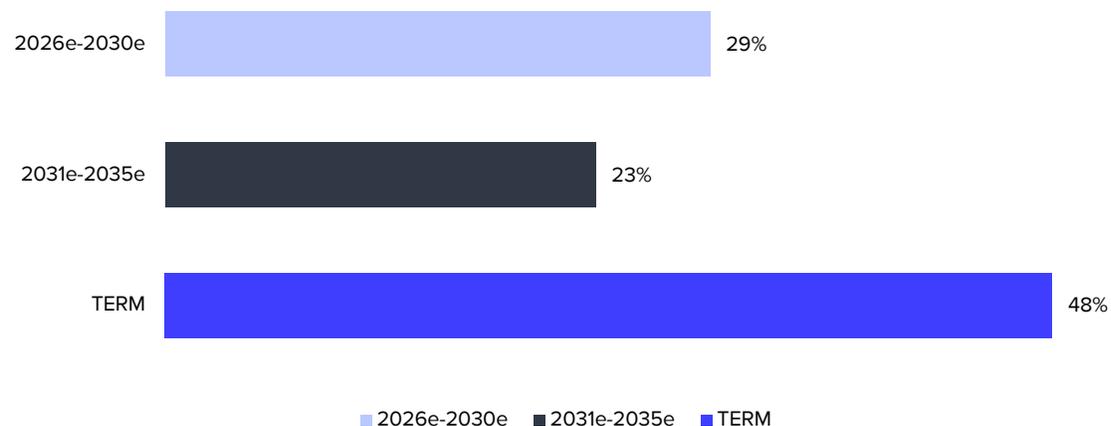
# DCF-calculation

| DCF model                               | 2025   | 2026e  | 2027e | 2028e  | 2029e  | 2030e | 2031e | 2032e | 2033e | 2034e | 2035e | TERM  |
|---|--------|--------|-------|--------|--------|-------|-------|-------|-------|-------|-------|-------|
| Revenue growth-%                        | 14.4 % | 68.7 % | 2.8 % | -0.4 % | -2.0 % | 1.0 % | 1.5 % | 1.5 % | 1.5 % | 1.5 % | 1.5 % | 1.5 % |
| EBIT-%                                  | 3.2 %  | 3.6 %  | 3.8 % | 4.1 %  | 4.3 %  | 4.2 % | 4.0 % | 4.0 % | 3.8 % | 3.8 % | 3.8 % | 3.8 % |
| EBIT (operating profit)                 | 10.0   | 19.1   | 20.7  | 22.2   | 22.9   | 22.6  | 21.9  | 22.2  | 21.4  | 21.7  | 22.1  |       |
| + Depreciation                          | 7.9    | 10.6   | 11.4  | 10.2   | 9.9    | 9.7   | 9.8   | 9.6   | 9.5   | 9.4   | 9.4   |       |
| - Paid taxes                            | -1.5   | -3.2   | -3.5  | -3.9   | -4.1   | -4.1  | -4.0  | -4.1  | -4.0  | -4.1  | -4.1  |       |
| - Tax, financial expenses               | -0.3   | -0.6   | -0.6  | -0.6   | -0.5   | -0.5  | -0.4  | -0.3  | -0.3  | -0.3  | -0.3  |       |
| + 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             | 26.3   | -1.5   | -11.5 | -5.5   | -2.8   | 0.0   | 0.0   | 0.0   | 0.0   | 0.0   | 0.0   |       |
| Operating cash flow                     | 42.4   | 24.4   | 16.5  | 22.5   | 25.5   | 27.8  | 27.3  | 27.4  | 26.7  | 26.8  | 27.1  |       |
| + Change in other long-term liabilities | 0.0    | 0.0    | 0.0   | 0.0    | 0.0    | 0.0   | 0.0   | 0.0   | 0.0   | 0.0   | 0.0   |       |
| - Gross CAPEX                           | -41.4  | -27.0  | -6.7  | -8.9   | -9.0   | -10.0 | -8.9  | -9.2  | -8.8  | -9.4  | -9.4  |       |
| Free operating cash flow                | 1.0    | -2.6   | 9.7   | 13.6   | 16.4   | 17.9  | 18.4  | 18.2  | 17.8  | 17.4  | 17.7  |       |
| +/- Other                               | 3.6    | 18.0   | 0.0   | 0.0    | 0.0    | 0.0   | 0.0   | 0.0   | 0.0   | 0.0   | 0.0   |       |
| FCFF                                    | 4.6    | 15.4   | 9.7   | 13.6   | 16.4   | 17.9  | 18.4  | 18.2  | 17.8  | 17.4  | 17.7  | 224   |
| Discounted FCFF                         |        | 14.4   | 8.3   | 10.6   | 11.7   | 11.6  | 10.9  | 9.8   | 8.8   | 7.9   | 7.3   | 92.0  |
| Sum of FCFF present value               |        | 193    | 179   | 171    | 160    | 148   | 137   | 126   | 116   | 107   | 99.3  | 92.0  |
| Enterprise value DCF                    |        | 193    |       |        |        |       |       |       |       |       |       |       |
| - Interest bearing debt                 |        | -54.6  |       |        |        |       |       |       |       |       |       |       |
| + Cash and cash equivalents             |        | 18.7   |       |        |        |       |       |       |       |       |       |       |
| + Associated companies                  |        | 0.0    |       |        |        |       |       |       |       |       |       |       |
| -Minorities                             |        | -9.2   |       |        |        |       |       |       |       |       |       |       |
| -Dividend/capital return                |        | -5.3   |       |        |        |       |       |       |       |       |       |       |
| Equity value DCF                        |        | 143    |       |        |        |       |       |       |       |       |       |       |
| Equity value DCF per share              |        | 16.1   |       |        |        |       |       |       |       |       |       |       |

## WACC

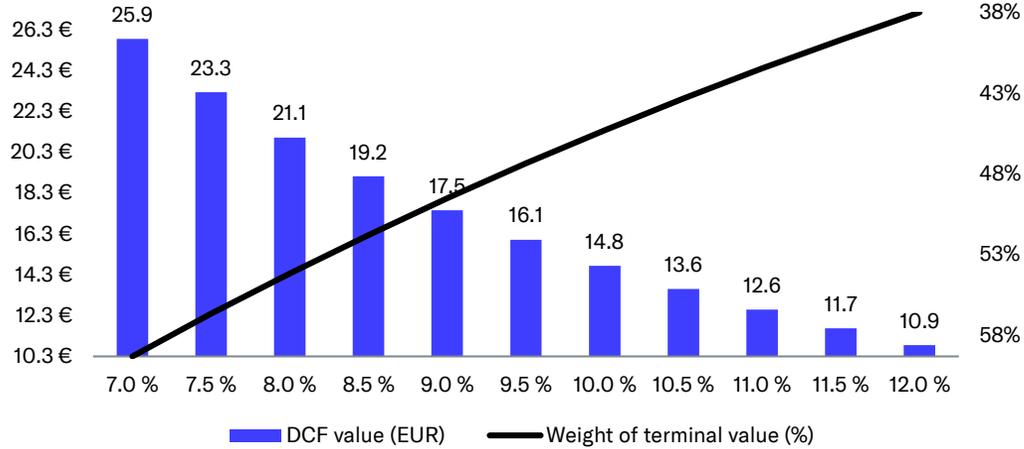
|   |        |
|---|--------|
| Tax-% (WACC)                            | 20.0 % |
| Target debt ratio (D/(D+E))             | 20.0 % |
| Cost of debt                            | 4.5 %  |
| Equity Beta                             | 1.50   |
| Market risk premium                     | 4.75%  |
| Liquidity premium                       | 1.40%  |
| Risk free interest rate                 | 2.5 %  |
| Cost of equity                          | 11.0 % |
| Weighted average cost of capital (WACC) | 9.5 %  |

## Cash flow distribution

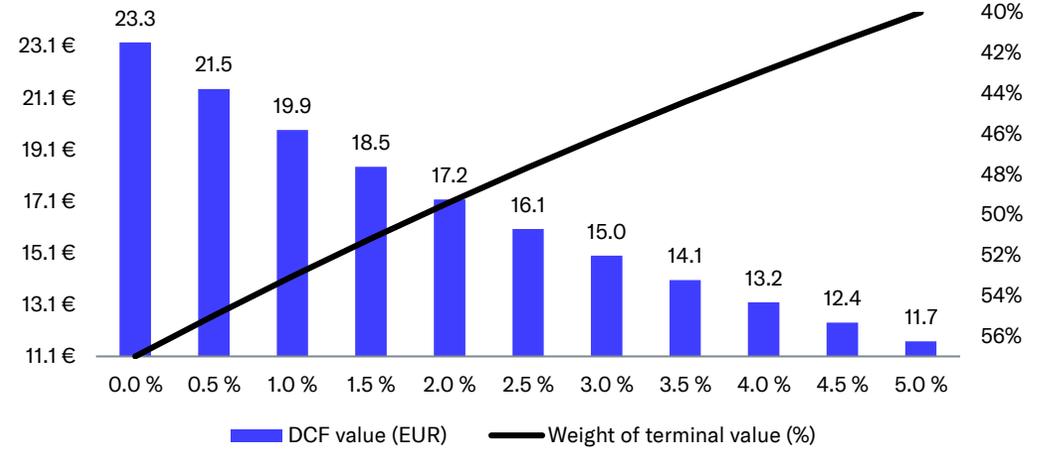


# DCF sensitivity calculations and key assumptions in graphs

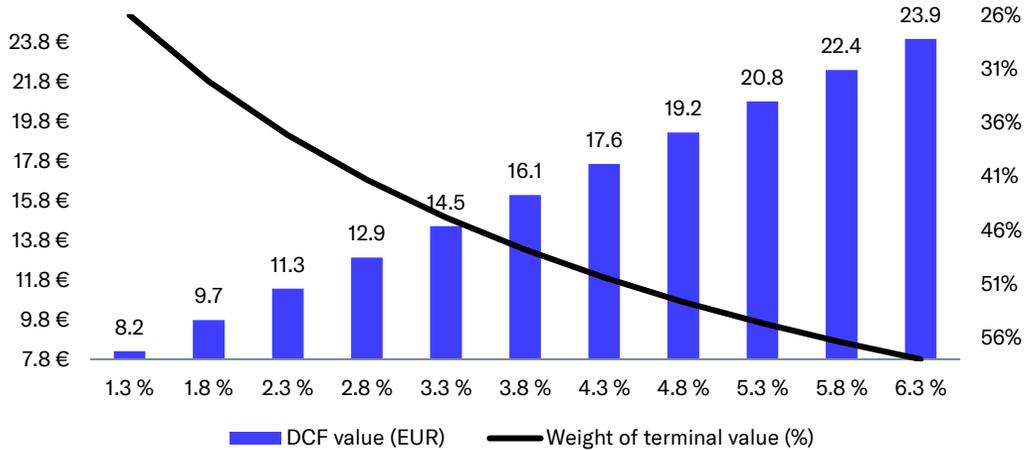
Sensitivity of DCF to changes in the WACC-%



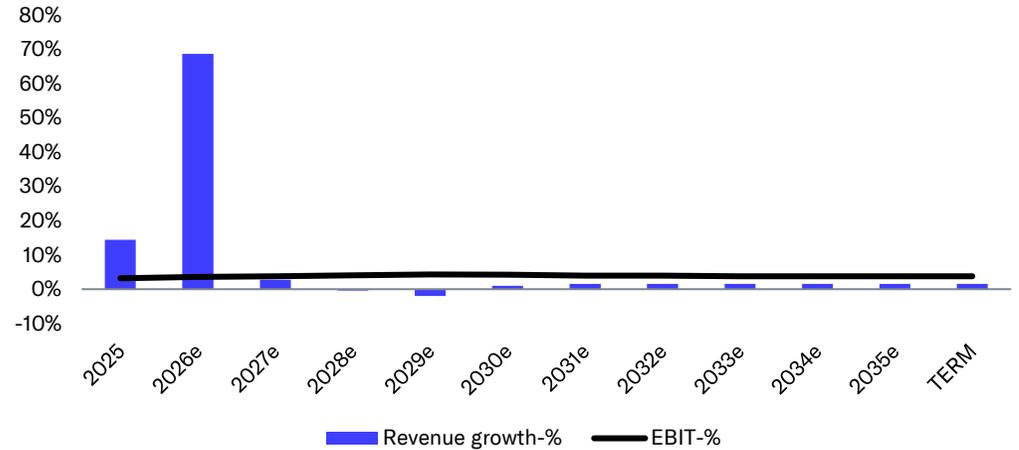
Sensitivity of DCF to changes in the risk-free rate



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          | 2024  | 2025  | 2026e | 2027e | Per share data           | 2024   | 2025   | 2026e  | 2027e  |
|---------------------------|-------|-------|-------|-------|--------------------------|--------|--------|--------|--------|
| Revenue                   | 275.5 | 315.2 | 531.8 | 546.6 | EPS (reported)           | 0.49   | 0.71   | 1.38   | 1.51   |
| EBITDA                    | 15.3  | 17.9  | 29.7  | 32.1  | EPS (adj.)               | 0.49   | 0.71   | 1.38   | 1.51   |
| EBIT                      | 8.7   | 10.0  | 19.1  | 20.7  | OCF / share              | -0.07  | 4.77   | 2.75   | 1.85   |
| PTP                       | 5.9   | 8.4   | 16.0  | 17.7  | OFCF / share             | -0.82  | 0.52   | 1.73   | 1.09   |
| Net Income                | 4.4   | 6.3   | 12.3  | 13.5  | Book value / share       | 4.87   | 5.05   | 5.83   | 6.59   |
| Extraordinary items       | 0.0   | 0.0   | 0.0   | 0.0   | Dividend / share         | 0.50   | 0.60   | 0.75   | 0.85   |
| Balance sheet             | 2024  | 2025  | 2026e | 2027e | Growth and profitability | 2024   | 2025   | 2026e  | 2027e  |
| Balance sheet total       | 131.4 | 187.6 | 220.7 | 225.6 | Revenue growth-%         | -14%   | 14%    | 69%    | 3%     |
| Equity capital            | 43.6  | 45.6  | 55.6  | 62.4  | EBITDA growth-%          | 9%     | 17%    | 66%    | 8%     |
| Goodwill                  | 40.4  | 63.3  | 70.0  | 70.0  | EBIT (adj.) growth-%     | 15%    | 15%    | 91%    | 8%     |
| Net debt                  | 29.9  | 35.9  | 32.3  | 32.4  | EPS (adj.) growth-%      | 12%    | 46%    | 94%    | 10%    |
| Cash flow                 | 2024  | 2025  | 2026e | 2027e | EBITDA-%                 | 5.5 %  | 5.7 %  | 5.6 %  | 5.9 %  |
| EBITDA                    | 15.3  | 17.9  | 29.7  | 32.1  | EBIT (adj.)-%            | 3.2 %  | 3.2 %  | 3.6 %  | 3.8 %  |
| Change in working capital | -13.9 | 26.3  | -1.5  | -11.5 | EBIT-%                   | 3.2 %  | 3.2 %  | 3.6 %  | 3.8 %  |
| Operating cash flow       | -0.6  | 42.4  | 24.4  | 16.5  | ROE-%                    | 10.1 % | 14.4 % | 25.4 % | 24.4 % |
| CAPEX                     | -6.9  | -41.4 | -27.0 | -6.7  | ROI-%                    | 10.4 % | 10.9 % | 18.3 % | 18.3 % |
| Free cash flow            | -7.3  | 4.6   | 15.4  | 9.7   | Equity ratio             | 33.2 % | 24.3 % | 25.2 % | 27.7 % |
| Valuation multiples       | 2024  | 2025  | 2026e | 2027e | Gearing                  | 68.6 % | 78.8 % | 58.1 % | 51.8 % |
| EV/S                      | 0.3   | 0.5   | 0.3   | 0.3   | Net debt/EBITDA          | 2.0    | 2.0    | 1.1    | 1.0    |
| EV/EBITDA                 | 6.1   | 8.3   | 5.6   | 5.2   | EBITDA/net financials    | 5.5    | 11.1   | 9.6    | 10.8   |
| EV/EBIT (adj.)            | 10.8  | 14.9  | 8.8   | 8.1   |                          |        |        |        |        |
| P/E (adj.)                | 14.6  | 17.6  | 10.3  | 9.4   |                          |        |        |        |        |
| P/B                       | 1.5   | 2.5   | 2.4   | 2.2   |                          |        |        |        |        |
| Dividend-%                | 7.0 % | 4.8 % | 5.3 % | 6.0 % |                          |        |        |        |        |

Source: Inderes

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

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| Date            | Recommendation | Target  | Share price |
|-----------------|----------------|---------|-------------|
| 11/22/2021      | Buy            | 13.00 € | 10.75 €     |
| 11/24/2021      | Buy            | 13.00 € | 11.45 €     |
| 1/27/2022       | Accumulate     | 13.00 € | 11.75 €     |
| 4/27/2022       | Buy            | 12.00 € | 9.00 €      |
| 7/28/2022       | Buy            | 12.00 € | 8.80 €      |
| 10/4/2022       | Buy            | 11.00 € | 8.02 €      |
| 10/27/2022      | Buy            | 11.00 € | 8.45 €      |
| 11/21/2022      | Accumulate     | 10.50 € | 8.92 €      |
| 1/12/2023       | Accumulate     | 10.50 € | 9.05 €      |
| 2/1/2023        | Accumulate     | 10.50 € | 9.30 €      |
| 5/2/2023        | Accumulate     | 9.00 €  | 7.94 €      |
| 7/12/2023       | Reduce         | 7.90 €  | 7.58 €      |
| 7/20/2023       | Accumulate     | 7.90 €  | 7.44 €      |
| 10/26/2023      | Accumulate     | 7.00 €  | 6.32 €      |
| 11/28/2023      | Accumulate     | 7.30 €  | 6.84 €      |
| 2/1/2024        | Accumulate     | 8.50 €  | 7.94 €      |
| 4/29/2024       | Accumulate     | 8.50 €  | 7.80 €      |
| 7/17/2024       | Accumulate     | 8.50 €  | 7.82 €      |
| 10/1/2024       | Accumulate     | 9.00 €  | 8.36 €      |
| 10/28/2024      | Reduce         | 8.80 €  | 8.36 €      |
| 1/13/2025       | Accumulate     | 8.00 €  | 7.30 €      |
| 2/6/2025        | Accumulate     | 8.00 €  | 7.50 €      |
| 4/25/2025       | Accumulate     | 8.60 €  | 7.92 €      |
| 7/15/2025       | Accumulate     | 9.20 €  | 8.78 €      |
| 10/6/2025       | Reduce         | 9.40 €  | 10.20 €     |
| Analyst changed |                |         |             |
| 10/23/2025      | Reduce         | 10.50 € | 10.65 €     |
| 10/29/2025      | Reduce         | 11.00 € | 11.05 €     |
| 1/9/2026        | Reduce         | 12.50 € | 13.30 €     |
| 2/8/2026        | Accumulate     | 15.00 € | 14.00 €     |
| 3/31/2026       | Accumulate     | 16.00 € | 14.20 €     |



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