ENERSENSE

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INDERES CORPORATE CUSTOMER

COMPANY REPORT



Year-end is the proving ground

In our view, Enersense's Q3 report was on the soft side overall, given the operating margin, the order book trend, and cash flow. Timing factors partly explain these, but the unchanged full-year guidance still requires a rather strong finish to the year. This creates timing-related risks to the guidance, and the company also still has much to prove on its profitability recovery. Following the sharp share price reaction, we still see the share's risk-adjusted expected return rising to an attractive level over a 12-month horizon, driven by the earnings growth we forecast. We reiterate our Accumulate recommendation but lower our target price to EUR 5.2 (prev. EUR 6.2), reflecting estimate cuts and a higher required return.

Still more to prove

Enersense's Q3 adjusted EBITDA was 5.5 MEUR, short of our 6.0 MEUR forecast despite a revenue beat. Relative to our forecasts, earnings were weighed down by Connectivity's weaker revenue mix and the slow ramp-up of Energy Transition's large Aquatech project. Power's earnings slightly beat our forecast, but its margin was still pressured by the slowdown in the Estonian market. The company reiterated that the program's benefits will materialize gradually through 2027. The company reiterated that the program's benefits will materialize gradually through 2027. On the negative side, the order book declined, and cash flow was slightly negative due to project schedules. The order book is, however, inherently affected by the timing of larger projects. On the sales side, it was positive that the company said its tender pipeline is growing in both size and quality.

Estimates lowered following the report

As expected, the company reiterated its full-year guidance for adjusted EBITDA of 19–23 MEUR. Enersense expects several projects to accelerate in Q4 and therefore anticipates a strong end to the year. This is also critical for meeting the guidance (Q3'26 YTD adj. EBITDA: 10.1 MEUR). The Q4 weighting came as no surprise, but it keeps the timing-related risks to the guidance, such as weather and project schedules, high. At this stage, we consider it most likely that this year's earnings will land around the lower end of the guidance range, with the final outcome also depending on external factors. Our full-year adjusted EBITDA forecast is now at the bottom of the range, at 19.0 MEUR (prev. 20.0 MEUR). Even if a potential guidance cut were driven solely by timing shifts, we would still consider it at least a mild disappointment for the turnaround story. We expect earnings growth to continue next year, driven by a favorable market environment and larger efficiency gains (adj. EBITDA 2027e: 22.7 MEUR).

Expected return relies on earnings growth materializing

In our view, this year's EV-based multiples are slightly elevated (2026e EV/EBIT 11x, EV/EBITDA 6x) following a report that somewhat increased uncertainty. At this point in the year, however, we are already looking ahead to next year, when the multiples (2027e EV/EBIT 8x, EV/EBITDA 5x) fall to the lower end of our acceptable ranges (EV/EBIT 8x–12x, EV/EBITDA 5x–7x). In our view, a neutral valuation for the share currently sits between the lower end and the midpoint of these ranges. We therefore estimate that the expected return driven by earnings growth remains attractive over the next 12 months, despite the risk of a profit warning. We also see upside in the valuation as the earnings track record builds. Other methods also support our positive view, despite lower estimates and a higher required return (DCF ~EUR 5.7 per share).

Recommendation
Accumulate
(was Accumulate)

Target price:
EUR 5.20
(was EUR 6.20)

Share price:
EUR 4.48

Business risk



Valuation risk



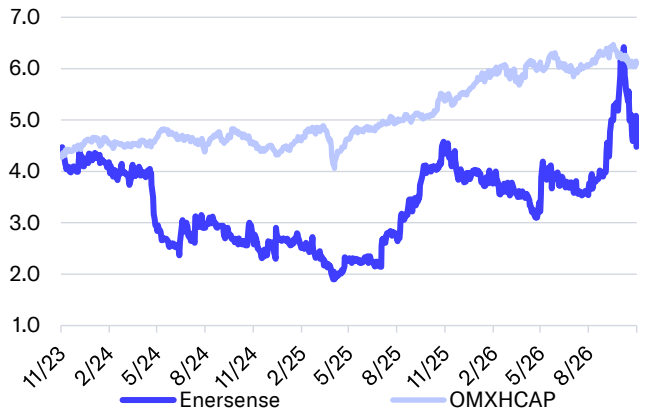
	2025	2026e	2027e	2028e
Revenue	307	322	363	390
growth-%	-28%	5%	13%	8%
EBIT adj.	9.9	11.1	14.4	16.6
EBIT-% adj.	3.2 %	3.4 %	4.0 %	4.3 %
Net Income	1.2	-2.3	5.5	11.6
EPS (adj.)	-0.35	0.08	0.40	0.55
P/E (adj.)	neg.	54.6	11.3	8.2
P/B	2.9	4.0	3.5	2.4
Dividend yield-%	0.0 %	0.0 %	0.0 %	4.5 %
EV/EBIT (adj.)	10.0	10.7	7.9	6.2
EV/EBITDA	5.2	6.2	5.0	4.1
EV/S	0.3	0.4	0.3	0.3

Source: Inderes

Guidance (Unchanged)

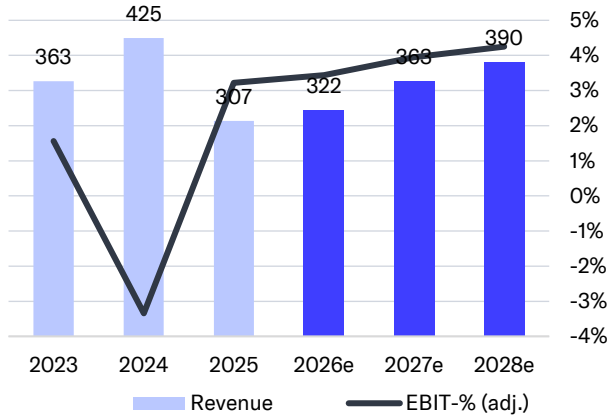
Enersense expects its adjusted EBITDA to be 19-23 MEUR (2025: 18.8 MEUR) in 2026.

Share price



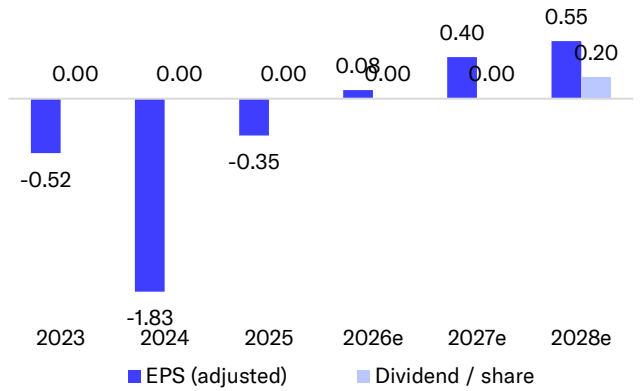
Source: Millistream Market Data AB

Revenue and EBIT-% (adj.)



Source: Inderes

EPS and DPS



Source: Inderes

Value drivers

- Successful implementation of the strategy and a stronger transition to a lifecycle partner, which would increase the share of recurring and more stable revenue
- Improving profitability, which would also support cash flow
- The energy transition in industry supports growth prospects
- Investment outlook for the Power business

Risk factors

- Low entry barrier and tight competition in many of the company's markets
- Contractual and credit loss risks
- Failure in project pricing and fluctuation in profitability
- Revenue dependence on investments
- Weak transparency in contract structures and project pipeline development

Valuation	2026e	2027e	2028e
Share price	4.48	4.48	4.48
Number of shares, millions	16.5	16.5	16.5
Market cap	74	74	74
EV	118	113	103
P/E (adj.)	54.6	11.3	8.2
P/E	neg.	25.2	8.2
P/B	4.0	3.5	2.4
P/S	0.2	0.2	0.2
EV/Sales	0.4	0.3	0.3
EV/EBITDA	6.2	5.0	4.1
EV/EBIT (adj.)	10.7	7.9	6.2
Payout ratio (%)	0.0 %	0.0 %	28.5 %
Dividend yield-%	0.0 %	0.0 %	4.5 %

Source: Inderes

Still more to prove

Revenue clearly ahead of our estimate

Revenue grew by 7% year-on-year to 87.1 MEUR. Similarly, excluding operations sold or discontinued in 2025 (closed units of Energy Transition), revenue grew by 14% to 87.0 MEUR. In our view, comparable revenue reflects organic growth well, but on the other hand, unit closures are part of the business, and therefore we evaluate the performance especially against reported growth. By business unit, Power's revenue grew by as much as 68%. Overall growth was held back, however, particularly by reported revenue declines in Energy Transition (-53% y/y) and Connectivity (-19% y/y). Relative to our forecasts, Power exceeded our expectations, while Connectivity and Energy Transition fell short.

At the end of Q3, the company's order book was on a downward trend (318 MEUR vs. Q3'25: 379 MEUR), which was also explained by Power's exceptionally strong comparison period. The order book of Connectivity does not develop evenly either, as the majority of its sales consist of framework agreements. Therefore, it should be noted that larger orders can cause fluctuations in the order book.

Operating earnings fell short of our forecasts

Adjusted EBITDA was 5.5 MEUR, short of our 6.0 MEUR forecast. By business unit, Power's result slightly exceeded our expectations, while Connectivity and especially Energy Transition, which remained slightly loss-making, fell short. Energy Transition was affected by the slower start of the Aquatech project, which we had already flagged in our preview. Connectivity's earnings, meanwhile, were pressured by lower demand for fiber-optic projects. In Power, the Estonian business continued to weigh on the result, by 0.9 MEUR. Items not allocated to business areas, by contrast, were positive once again. These reflect timing differences in the accrual and allocation of shared costs. In our view, the segment figures therefore do not give a complete picture of the businesses' actual performance. Reported EBITDA was weighed down by significantly higher-than-expected one-off items related to the strategy renewal, the new ERP system, and Power's discontinued and reorganized operations in Estonia. The cost burden of the bottom lines was largely in line with our estimates.

Operating cash flow has been well in the red

Operating cash flow after lease payments was as much as -16.5 MEUR in January–September.
The weakness was driven mainly by a one-off 12.5 MEUR change in VAT liabilities. In Q3, cash flow was also partly weighed down by project timing, and we expect the company to release working capital in the coming quarters. Reflecting the weak cash flow, interest-bearing net debt (excl. hybrid bond) stood at 16.5 MEUR at the end of Q3. This corresponds to 1.2x LTM EBITDA (covenant: 2.5x). Leverage is thus comfortably within limits, but a sustained improvement in operating cash flow is also central to the investment story.

Estimates	Q3'25	Q3'26	Q3'26e	Q3'26e	Consensus		Difference (%)	2026e
MEUR / EUR	Comparison	Actualized	Inderes	Consensus	Low	High	Act. vs. inderes	Inderes
Revenue	81.1	87.1	77.7				12%	322
EBITDA	5.8	2.9	5.0				-42%	13.0
EBITDA (adj.)	9.2	5.5	6.0				-7%	19.0
EBIT	3.8	1.0	2.9				-66%	5.0
PTP	1.6	-0.3	1.7				-117%	-1.3
EPS (reported)	0.10	-0.05	0.05				-200%	-0.29
Revenue growth-%	-27.3 %	7.4 %	-4.2 %				11.6 pp	4.9 %
EBITDA-% (adj.)	11.3 %	6.4 %	7.7 %				-1.3 pp	5.9 %

Source: Inderes

Profitability forecasts down

Guidance and outlook reiterated

Enersense reiterated its guidance for the current year, as we expected, and estimates its adjusted EBITDA to be 19–23 MEUR (2025: 18.8 MEUR). The company expects several projects to accelerate in Q4 and therefore anticipates a strong end to the year. At the same time, this is also critical for meeting the guidance (Q3'26 YTD adj. EBITDA: 10.1 MEUR). The Q4 weighting came as no surprise, but it keeps the timing-related risks to the guidance, such as weather and project schedules, significant, as the CEO also acknowledged in the interview.

Market commentary was largely unchanged. Enersense expects conditions in the key market segments of its strategy to remain favorable in 2026. According to the company, investments are being made in the capacity and reliability of electricity and telecommunications networks in Finland and Sweden. Data center investments in particular are increasing the need for capacity. The Baltic market, by contrast, slowed in H1 and is expected to remain subdued for the rest of the year. In our view, Power continues to have the strongest market. The company said its tender pipeline has grown significantly both year-on-year and since Q2, which it believes creates a strong foundation for the future. Based on its comments, the number of bids has also increased in Connectivity and Energy Transition. The company also said the quality of these pipelines has improved. Overall, the company seemed confident about its near-term sales pipeline.

Declining forecasts

We nevertheless lower our growth forecasts for Connectivity and Energy Transition. We still expect the Aquatech contract to support performance significantly in the coming quarters, but clear drivers for Energy Transition projects beyond that are still conspicuously absent until actual orders are announced. For Connectivity, we now expect the decline in home fiber-optic volumes to have an even greater impact than we previously assumed. By contrast, we raise our Power estimates once again to reflect high market activity. Based on actual performance, we also trim our margin forecasts, though the absolute changes are limited. In our view, timing factors mean that broad conclusions should not be drawn from a single quarter. We do, however, clearly raise our near-term one-off cost forecasts based on actual costs, and the company said the ERP project is currently in an intensive phase that will continue into next year. We also clearly raise our financial expense estimates, as the company expects expenses to remain at their current level in the coming quarters, whereas we had previously expected them to decline. Our EPS estimates therefore come under clear pressure, also reflecting our still low net income estimates in absolute terms. We now forecast this year's adjusted EBITDA at the lower end of the guidance, at 19.0 MEUR (prev. 20.0 MEUR).

Estimate revisions	2026e	2026e	Change	2027e	2027e	Change	2028e	2028e	Change
MEUR / EUR	Old	New	%	Old	New	%	Old	New	%
Revenue	317	322	2%	368	363	-1%	396	390	-1%
EBITDA	16.6	13.0	-21%	23.1	18.3	-21%	26.1	25.1	-4%
EBIT (exc. NRIs)	11.9	11.1	-7%	15.8	14.4	-9%	17.6	16.6	-6%
EBIT	8.4	5.0	-41%	14.8	10.0	-33%	17.6	16.6	-6%
PTP	2.2	-1.3	-160%	12.2	6.6	-46%	15.8	13.8	-13%
EPS (excl. NRIs)	0.13	0.08	-39%	0.52	0.40	-23%	0.65	0.55	-16%
DPS	0.00	0.00		0.10	0.00	-100%	0.20	0.20	0%

Source: Inderes

Enersense, Webcast, Q3'26



Valuation uptick requires realization of earnings growth

Valuation is attractive if earnings growth materializes

In our view, Enersense should be valued primarily using earnings-based multiples and sum-of-the-parts calculations, which also consider assets outside the core business. We consider an acceptable valuation of the share to be, for the time being, around 10x-14x P/E, 8x-12x EV/EBIT and 5x-7x EV/EBITDA. Following the Q3 report and a slightly higher required return, reflecting increased interest rate expectations, we estimate that the acceptable valuation sits between the lower end and the midpoint of the ranges. In our view, the valuation is supported by the earnings growth outlook for the coming years, underpinned by strong demand prospects and the efficiency measures implemented in recent years. On the other hand, the valuation is held back by the risk of a profit warning this year and still limited evidence that operating earnings can be lifted above recent levels.

Based on our forecasts, we consider the current year's EV-based multiples (including the hybrid bond as debt) slightly elevated overall (2026e EV/EBIT 11x, EV/EBITDA 6x). P/E, by contrast, is remarkably high (55x), even after adjusting for non-cash items related to the renewable energy portfolio. In our view, this reflects net profit that is low in absolute terms and still weighed down by high financing costs. Net income-based multiples are consequently very sensitive to even small changes in forecasts. Looking ahead to next year, however, the EV multiples fall to the lower end of our acceptable ranges (2027e EV/EBIT 8x, EV/EBITDA 5x). We believe the share's valuation is also justifiably held back by the numerous one-off items related to structural changes and strategy in recent years. These will continue, although most of them should soon relate to the ongoing ERP project. Overall, the company's reported earnings have been very volatile. Together with the headwinds in Estonia and project timing (such as Aquatech), this has partly overshadowed the progress made on the operational side. In our view, a higher valuation still requires concrete evidence of earnings growth. As the earnings turnaround, including cash flow, progresses and one-off items decline, we see clear upside in the valuation.

Our sum-of-the-parts also supports our positive view

In our view, Enersense's valuation and fair value can also be assessed through a sum-of-the-parts calculation, the more detailed parameters of which we have discussed in our extensive report. With our updated estimates (2026e-27e), we arrive at a value of 79.9 MEUR, or EUR 4.8 per share, for the core businesses (using an EV/EBITDA multiple of 6x). Similarly, considering items outside the core businesses, the value would be EUR 6.1 per share. However, we do not rely on the realization of the value of these assets in the short term, but overall, the sum of the parts supports our positive view of the share.

DCF model is clearly above the current share price

Our positive stance on the share is also supported by our DCF model, which provides an indication of longer-term potential and is currently well above the current share price of around EUR 5.7 per share. We therefore see the longer-term potential as also supporting our positive view of the share, provided the earnings growth we forecast materializes at least roughly in line with our expectations. Given the relatively limited visibility of the business, however, we use this method mainly as a supporting element in our valuation.

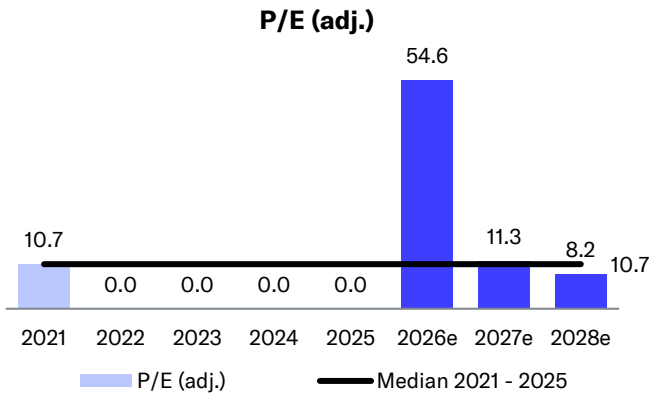
Valuation	2026e	2027e	2028e
Share price	4.48	4.48	4.48
Number of shares, millions	16.5	16.5	16.5
Market cap	74	74	74
EV	118	113	103
P/E (adj.)	54.6	11.3	8.2
P/E	neg.	25.2	8.2
P/B	4.0	3.5	2.4
P/S	0.2	0.2	0.2
EV/Sales	0.4	0.3	0.3
EV/EBITDA	6.2	5.0	4.1
EV/EBIT (adj.)	10.7	7.9	6.2
Payout ratio (%)	0.0 %	0.0 %	28.5 %
Dividend yield-%	0.0 %	0.0 %	4.5 %

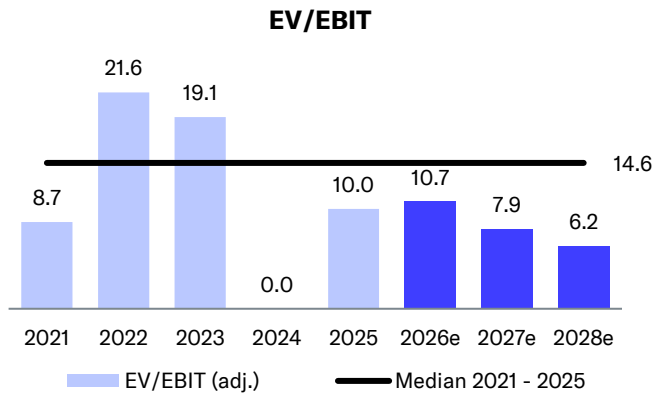
Source: Inderes

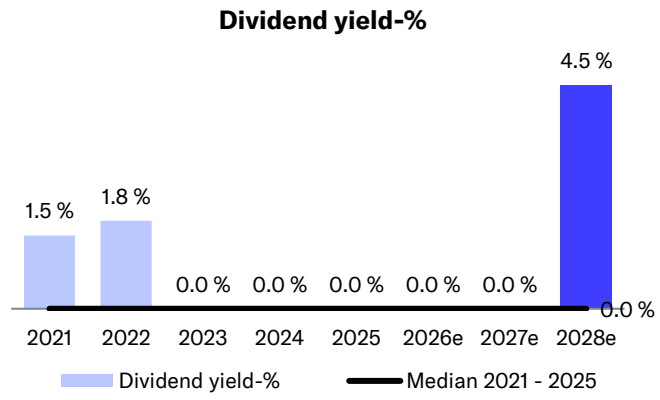
Valuation table

Valuation	2021	2022	2023	2024	2025	2026e	2027e	2028e	2029e
Share price	6.84	5.69	4.35	2.65	4.00	**4.48**	**4.48**	**4.48**	**4.48**
Number of shares, millions	13	16	16	16.5	16.5	**16.5**	**16.5**	**16.5**	**16.5**
Market cap	92	94	72	44	66	**74**	**74**	**74**	**74**
EV	95	106	109	74	99	**118**	**113**	**103**	**93**
P/E (adj.)	10.7	neg.	neg.	neg.	neg.	**54.6**	**11.3**	**8.2**	**5.8**
P/E	23.1	neg.	neg.	neg.	65.2	**neg.**	**25.2**	**8.2**	**5.8**
P/B	1.9	1.5	1.4	1.9	2.9	**4.0**	**3.5**	**2.4**	**1.9**
P/S	0.4	0.3	0.2	0.1	0.2	**0.2**	**0.2**	**0.2**	**0.2**
EV/Sales	0.4	0.4	0.3	0.2	0.3	**0.4**	**0.3**	**0.3**	**0.2**
EV/EBITDA	5.7	8.7	7.4	5.1	5.2	**6.2**	**5.0**	**4.1**	**3.5**
EV/EBIT (adj.)	8.7	21.6	19.1	neg.	10.0	**10.7**	**7.9**	**6.2**	**5.2**
Payout ratio (%)	33.7 %	neg.	0.0 %	0.0 %	0.0 %	**0.0 %**	**0.0 %**	**28.5 %**	**32.2 %**
Dividend yield-%	1.5 %	1.8 %	0.0 %	0.0 %	0.0 %	**0.0 %**	**0.0 %**	**4.5 %**	**5.6 %**

Source: Inderes







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

Peer group valuation

Peer group valuation	Market cap	EV	EV/EBIT		EV/EBITDA		EV/S		P/E		Dividend yield-%		P/B
Company	**MEUR**	**MEUR**	**2026e**	**2027e**	**2026e**	**2027e**	**2026e**	**2027e**	**2026e**	**2027e**	**2026e**	**2027e**	**2026e**
Bilfinger SE	2324	2327	11.6	7.8	6.6	5.3	0.4	0.4	15.4	11.1	3.9	4.8	1.7
Bravida Holding	2845	3080	16.5	14.1	12.6	11.1	1.1	1.0	20.1	17.0	2.7	2.9	3.2
Eltel AB	232	425	16.3	12.4	7.5	6.5	0.5	0.5	22.7	13.4	0.3	1.4	1.4
Instalco	1035	1513	17.8	13.8	11.0	9.2	1.1	1.0	18.1	13.4	1.6	2.1	3.1
Netel	14	111	11.5	10.1	6.6	6.1	0.5	0.4	10.1	4.5			0.2
Spie SA	7785	10289	13.1	11.9	9.1	8.4	0.9	0.9	14.6	13.1	2.8	3.1	3.2
Transtema Group	16	63		13.8	6.6	4.2	0.3	0.3		9.1			0.3
Viafin Service	75	70	10.0	8.8	7.8	7.8	0.7	0.7	13.1	12.3	3.9	3.9	2.5
Vinci SA	64843	90477	9.3	8.9	6.5	6.3	1.2	1.1	12.3	11.3	4.7	5.1	1.9
Enersense (Inderes)	**74**	**118**	**10.7**	**7.9**	**6.2**	**5.0**	**0.4**	**0.3**	**54.6**	**11.3**	**0.0**	**0.0**	**4.0**
Average			**13.3**	**11.3**	**8.2**	**7.2**	**0.7**	**0.7**	**15.8**	**11.7**	**2.8**	**3.3**	**1.9**
Median			**12.3**	**11.9**	**7.5**	**6.5**	**0.7**	**0.7**	**15.0**	**12.3**	**2.8**	**3.1**	**1.9**
Diff-% to median			**-13%**	**-33%**	**-16%**	**-23%**	**-45%**	**-53%**	**265%**	**-8%**	**-100%**	**-100%**	**108%**

Source: Refinitiv / Inderes

Income statement

Income statement	Q1'25	Q2'25	Q3'25	Q4'25	2025	Q1'26	Q2'26	Q3'26	Q4'26e	2026e	2027e	2028e	2029e
Revenue	**69.7**	**76.9**	**81.1**	**79.2**	**307**	**61.1**	**73.1**	**87.1**	**101**	**322**	**363**	**390**	**409**
Energy Transition	22.3	21.9	21.8	17.7	83.7	13.1	10.3	10.4	23.0	57	68	80	86
Power	37.1	35.3	34.3	32.3	139	36.7	45.1	55.3	57.0	194	219	236	250
Connectivity	10.3	19.7	25.0	29.2	84.3	11.3	17.7	21.4	20.6	71.1	75.4	74.7	73.2
EBITDA	**21.2**	**2.9**	**5.8**	**-4.6**	**25.3**	**1.4**	**1.2**	**2.9**	**7.5**	**13.0**	**18.3**	**25.1**	**26.7**
Depreciation	-2.3	-2.6	-2.0	-2.0	-8.9	-2.0	-2.1	-2.0	-2.1	-8.0	-8.3	-8.5	-8.8
EBIT (excl. NRI)	**-0.4**	**0.9**	**7.2**	**2.3**	**9.9**	**-0.5**	**1.0**	**3.6**	**6.9**	**11.1**	**14.4**	**16.6**	**17.9**
EBIT	**18.9**	**0.2**	**3.8**	**-6.6**	**16.4**	**-0.6**	**-0.9**	**1.0**	**5.4**	**5.0**	**10.0**	**16.6**	**17.9**
Net financial items	-1.8	-2.5	-2.2	-7.6	-14.0	-1.9	-2.0	-1.3	-1.1	-6.3	-3.4	-2.8	-2.2
PTP	**17.2**	**-2.2**	**1.6**	**-14.1**	**2.4**	**-2.5**	**-2.9**	**-0.3**	**4.3**	**-1.3**	**6.6**	**13.8**	**15.7**
Taxes	0.0	0.2	0.0	-1.5	-1.2	-0.2	0.0	0.0	-0.8	-1.0	-1.0	-2.2	-2.9
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
Net earnings	**17.2**	**-2.0**	**1.6**	**-15.6**	**1.2**	**-2.7**	**-2.9**	**-0.3**	**3.5**	**-2.3**	**5.5**	**11.6**	**12.8**
EPS (adj.)	**-0.13**	**-0.09**	**0.29**	**-0.42**	**-0.35**	**-0.14**	**-0.10**	**0.07**	**0.25**	**0.08**	**0.40**	**0.55**	**0.77**
EPS (rep.)	**1.04**	**-0.12**	**0.10**	**-0.96**	**0.06**	**-0.20**	**-0.21**	**-0.05**	**0.18**	**-0.29**	**0.18**	**0.55**	**0.77**

Key figures	Q1'25	Q2'25	Q3'25	Q4'25	2025	Q1'26	Q2'26	Q3'26	Q4'26e	2026e	2027e	2028e	2029e
Revenue growth-%	-29.0 %	-23.7 %	-27.3 %	-30.7 %	-27.7 %	-12.4 %	-5.0 %	7.4 %	27.2 %	4.9 %	12.8 %	7.5 %	4.7 %
Adjusted EBIT growth-%					169.7 %	-4.3 %	22.4 %	-50.4 %	205.1 %	12.0 %	29.5 %	15.7 %	8.0 %
EBITDA-%	30.4 %	3.7 %	7.1 %	-5.8 %	8.2 %	2.3 %	1.6 %	3.4 %	7.4 %	4.0 %	5.0 %	6.4 %	6.5 %
Adjusted EBIT-%	-0.6 %	1.1 %	8.9 %	2.9 %	3.2 %	-0.7 %	1.4 %	4.1 %	6.9 %	3.4 %	4.0 %	4.3 %	4.4 %
Net earnings-%	24.7 %	-2.6 %	2.0 %	-19.7 %	0.4 %	-4.4 %	-4.0 %	-0.3 %	3.5 %	-0.7 %	1.5 %	3.0 %	3.1 %

Source: Inderes

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

Balance sheet

Assets	2024	2025	2026e	2027e	2028e
Non-current assets	**75.3**	**90.8**	**90.7**	**91.7**	**92.7**
Goodwill	26.1	26.1	26.1	26.1	26.1
Intangible assets	11.1	6.7	5.4	4.4	3.6
Tangible assets	20.1	14.9	17.3	19.3	21.1
Associated companies	13.1	1.0	1.0	1.0	1.0
Other investments	0.0	0.0	0.0	0.0	0.0
Other non-current assets	3.7	39.4	38.3	38.3	38.3
Deferred tax assets	1.3	2.7	2.7	2.7	2.7
Current assets	**119**	**91.5**	**85.3**	**96.2**	**99.6**
Inventories	15.8	19.8	16.1	18.2	19.5
Other current assets	20.9	0.0	0.0	0.0	0.0
Receivables	62.6	48.3	49.9	56.3	60.5
Cash and equivalents	19.8	23.4	19.3	21.8	19.5
Balance sheet total	**194**	**182**	**176**	**188**	**192**

Source: Inderes

Liabilities & equity	2024	2025	2026e	2027e	2028e
Equity	**22.5**	**52.4**	**47.7**	**50.6**	**59.6**
Share capital	0.1	0.1	0.1	0.1	0.1
Retained earnings	-40.3	-39.1	-43.8	-40.9	-31.9
Hybrid bonds	0.0	29.4	29.4	29.4	29.4
Revaluation reserve	0.0	0.0	0.0	0.0	0.0
Other equity	62.7	62.1	62.1	62.1	62.1
Minorities	0.0	0.0	0.0	0.0	0.0
Non-current liabilities	**42.2**	**24.7**	**25.2**	**23.5**	**15.4**
Deferred tax liabilities	4.7	1.3	1.3	1.3	1.3
Provisions	3.6	2.2	2.2	2.2	2.2
Interest bearing debt	7.7	21.0	21.5	19.8	11.7
Convertibles	26.0	0.0	0.0	0.0	0.0
Other long term liabilities	0.3	0.2	0.2	0.2	0.2
Current liabilities	**130**	**105**	**103**	**114**	**117**
Interest bearing debt	16.7	5.8	12.9	12.1	7.9
Payables	111	99.4	90.1	102	109
Other current liabilities	2.5	0.0	0.0	0.0	0.0
Balance sheet total	**195**	**182**	**176**	**188**	**192**

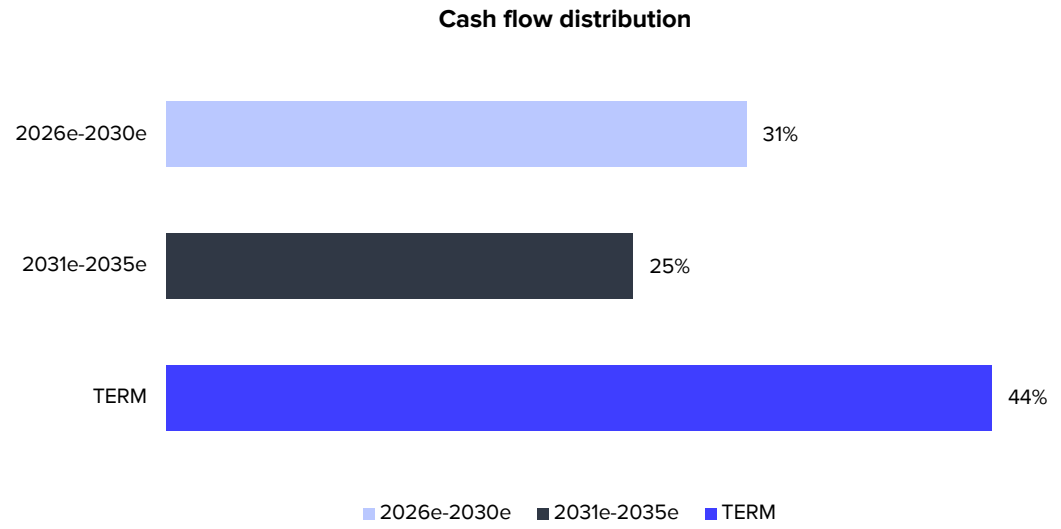
DCF calculation

DCF model	2025	2026e	2027e	2028e	2029e	2030e	2031e	2032e	2033e	2034e	2035e	TERM
Revenue growth-%	-27.7 %	4.9 %	12.8 %	7.5 %	4.7 %	4.0 %	3.5 %	3.0 %	2.5 %	2.0 %	2.0 %	2.0 %
EBIT-%	5.3 %	1.5 %	2.7 %	4.3 %	4.4 %	4.2 %	3.7 %	3.5 %	3.3 %	3.0 %	3.0 %	3.0 %
EBIT (operating profit)	**16.4**	**5.0**	**10.0**	**16.6**	**17.9**	**17.9**	**16.3**	**15.9**	**15.1**	**14.2**	**14.5**	
+ Depreciation	8.9	8.0	8.3	8.5	8.8	9.0	9.1	9.4	9.6	9.7	9.8	
- Paid taxes	-6.1	-1.0	-1.0	-2.2	-2.9	-2.9	-2.7	-2.7	-2.6	-2.5	-2.5	
- Tax, financial expenses	-2.7	-1.2	-0.5	-0.4	-0.4	-0.4	-0.3	-0.2	-0.2	-0.2	-0.2	
+ 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	17.5	-7.1	3.1	2.0	1.4	1.2	1.1	1.0	0.8	0.7	0.7	
Operating cash flow	**33.9**	**3.6**	**19.8**	**24.5**	**24.8**	**24.8**	**23.5**	**23.3**	**22.7**	**22.0**	**22.3**	
+ Change in other long-term liabilities	-1.4	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
- Gross CAPEX	-35.0	-7.9	-9.3	-9.5	-9.6	-9.7	-9.8	-9.9	-9.9	-9.9	-10.2	
Free operating cash flow	**-2.4**	**-4.3**	**10.5**	**15.0**	**15.2**	**15.1**	**13.7**	**13.4**	**12.8**	**12.1**	**12.1**	
+/- Other	4.3	1.8	-0.4	-0.4	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
FCFF	1.9	-2.5	10.1	14.6	15.2	15.1	13.7	13.4	12.8	12.1	12.1	
Discounted FCFF		**-2.4**	**9.0**	**11.7**	**11.0**	**9.9**	**8.1**	**7.2**	**6.2**	**5.3**	**4.8**	**55.7**
Sum of FCFF present value		126	129	120	108	97.2	87.3	79.1	72.0	65.8	60.5	55.7

Enterprise value DCF	**126**
- Interest bearing debt	-56
+ Cash and cash equivalents	23.4
+ Associated companies	0.0
-Minorities	0.0
-Dividend/capital return	0.0
Equity value DCF	**93.7**
Equity value DCF per share	**5.7**

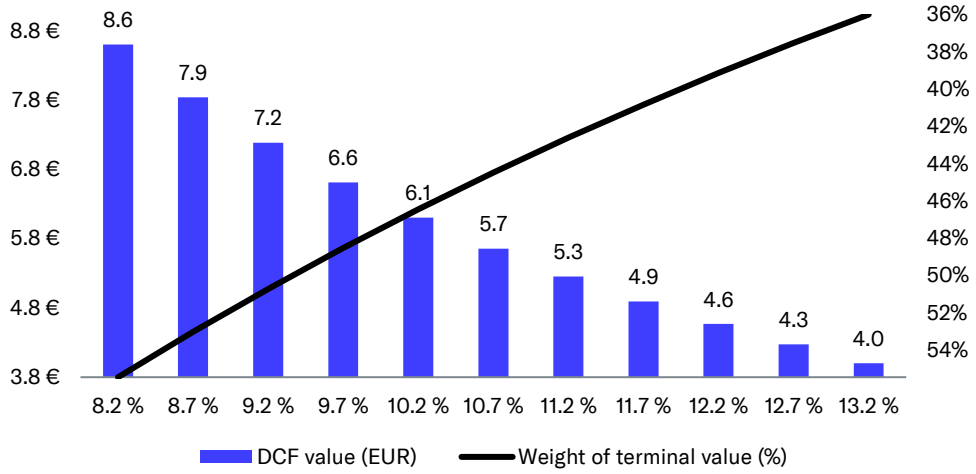
WACC	
Tax-% (WACC)	19.5 %
Target debt ratio (D/(D+E)	25.0 %
Cost of debt	8.0 %
Equity Beta	1.50
Market risk premium	4.75%
Liquidity premium	2.0 %
Risk free interest rate	3.0 %
Cost of equity	**12.1 %**
Weighted average cost of capital (WACC)	**10.7 %**

Source: Inderes

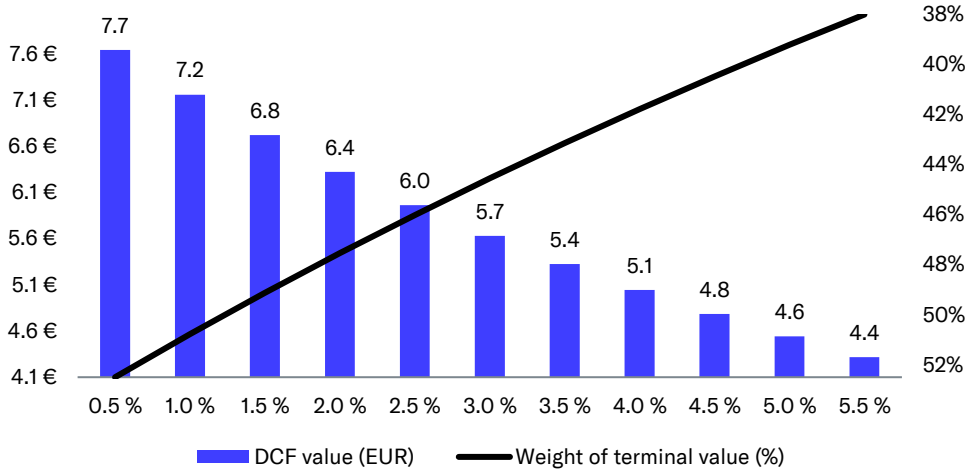


DCF sensitivity calculations and key assumptions in graphs

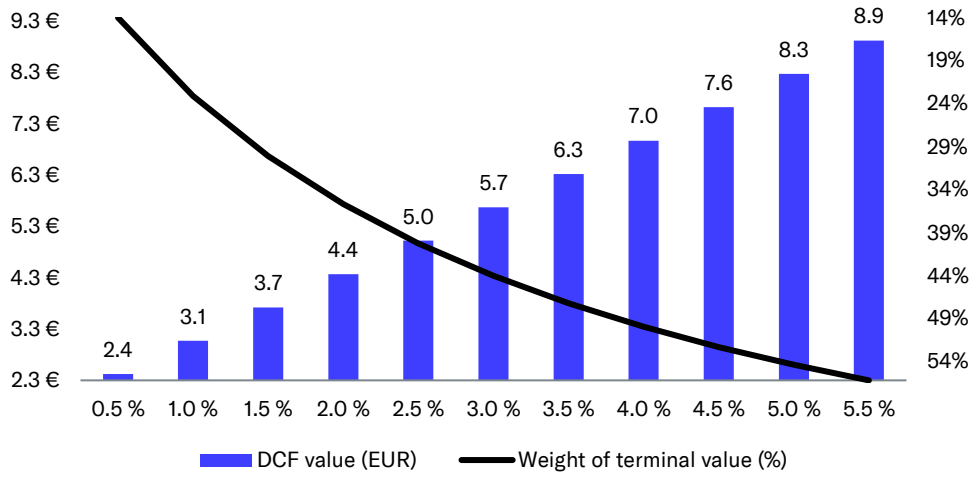
Sensitivity of DCF to changes in the WACC-%



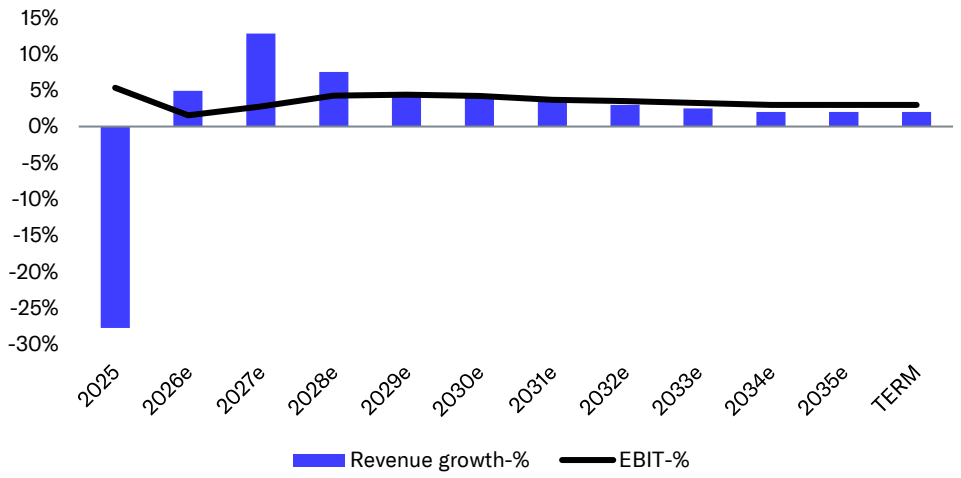
Sensitivity of DCF to changes in the risk-free rate



Sensitivity of DCF to changes in the terminal EBIT margin



Growth and profitability assumptions in the DCF calculation



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

Summary

Income statement	2023	2024	2025	2026e	2027e
Revenue	363.3	424.7	306.9	**321.9**	**363.2**
EBITDA	14.7	14.5	25.3	**13.0**	**18.3**
EBIT	5.3	-14.1	16.4	**5.0**	**10.0**
PTP	-8.5	-28.4	2.4	**-1.3**	**6.6**
Net Income	-8.9	-30.2	1.2	**-2.3**	**5.5**
Extraordinary items	-0.4	0.1	6.5	**-6.1**	**-4.4**

Balance sheet	2023	2024	2025	2026e	2027e
Balance sheet total	213.7	194.5	182.3	**176.0**	**187.9**
Equity capital	52.1	22.5	52.4	**47.7**	**50.6**
Goodwill	27.8	26.1	26.1	**26.1**	**26.1**
Net debt	36.6	30.6	3.4	**15.1**	**10.1**

Cash flow	2023	2024	2025	2026e	2027e
EBITDA	14.7	14.5	25.3	**13.0**	**18.3**
Change in working capital	-13.8	0.6	17.5	**-7.1**	**3.1**
Operating cash flow	0.7	13.6	33.9	**3.6**	**19.8**
CAPEX	-5.7	4.0	-35.0	**-7.9**	**-9.3**
Free cash flow	-16.3	5.7	1.9	**-2.5**	**10.1**

Valuation multiples	2023	2024	2025	2026e	2027e
EV/S	0.3	0.2	0.3	**0.4**	**0.3**
EV/EBITDA	7.4	5.1	5.2	**6.2**	**5.0**
EV/EBIT (adj.)	19.1	neg.	10.0	**10.7**	**7.9**
P/E (adj.)	neg.	neg.	neg.	**54.6**	**11.3**
P/B	1.4	1.9	2.9	**4.0**	**3.5**
Dividend-%	0.0 %	0.0 %	0.0 %	**0.0 %**	**0.0 %**

Source: Inderes

Per share data	2023	2024	2025	2026e	2027e
EPS (reported)	-0.54	-1.83	0.06	**-0.29**	**0.18**
EPS (adj.)	-0.52	-1.83	-0.35	**0.08**	**0.40**
OCF / share	0.04	0.83	2.06	**0.22**	**1.20**
OFCF / share	-0.99	0.35	0.11	**-0.15**	**0.61**
Book value / share	3.15	1.36	3.18	**2.89**	**3.07**
Dividend / share	0.00	0.00	0.00	**0.00**	**0.00**

Growth and profitability	2023	2024	2025	2026e	2027e
Revenue growth-%	29%	17%	-28%	**5%**	**13%**
EBITDA growth-%	20%	-1%	74%	**-49%**	**40%**
EBIT (adj.) growth-%	15%	-350%	170%	**12%**	**30%**
EPS (adj.) growth-%	-10%	-255%	81%	**123%**	**382%**
EBITDA-%	4.0 %	3.4 %	8.2 %	**4.0 %**	**5.0 %**
EBIT (adj.)-%	1.6 %	-3.3 %	3.2 %	**3.4 %**	**4.0 %**
EBIT-%	1.4 %	-3.3 %	5.3 %	**1.5 %**	**2.7 %**
ROE-%	-15.6 %	-81.1 %	3.1 %	**-4.7 %**	**11.3 %**
ROI-%	4.9 %	-16.3 %	21.6 %	**6.2 %**	**12.1 %**
Equity ratio	26.0 %	12.7 %	32.1 %	**30.4 %**	**30.0 %**
Gearing	70.2 %	136.2 %	6.5 %	**31.8 %**	**20.0 %**
Net debt/EBITDA	2.5	2.1	0.1	**1.2**	**0.6**
EBITDA/net financials	1.1	1.0	1.8	**2.1**	**5.4**

The market cap and enterprise value in the table consider the expected change in the number of shares and net debt for the forecast years. Per-share figures are calculated using the number of shares at year-end.

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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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Recommendation history (>12 mo)

Date	Recommendation	Target	Share price
3/16/2021	Accumulate	9.00 €	8.50 €
5/5/2021	Accumulate	10.50 €	9.60 €
5/17/2021	Buy	10.50 €	8.94 €
8/16/2021	Buy	12.00 €	10.15 €
9/23/2021	Accumulate	11.00 €	9.56 €
11/3/2021	Reduce	8.00 €	7.88 €
12/21/2021	Reduce	7.00 €	6.54 €
12/23/2021	Accumulate	7.00 €	6.36 €
3/1/2022	Reduce	7.00 €	6.94 €
5/2/2022	Reduce	7.00 €	7.64 €
7/28/2022	Sell	5.00 €	6.40 €
8/5/2022	Sell	5.00 €	6.20 €
	Analyst changed		
10/13/2022	Reduce	6.00 €	6.00 €
10/31/2022	Reduce	6.00 €	6.12 €
1/19/2023	Reduce	6.00 €	6.26 €
1/24/2023	Reduce	6.00 €	6.74 €
2/28/2023	Reduce	6.00 €	6.09 €
5/9/2023	Accumulate	6.00 €	5.32 €
8/4/2023	Reduce	6.00 €	6.10 €
10/30/2023	Reduce	4.70 €	4.47 €
3/1/2024	Reduce	4.40 €	4.15 €
4/29/2024	Reduce	4.20 €	3.74 €
5/6/2024	Reduce	3.10 €	2.96 €
8/5/2024	Accumulate	3.40 €	2.92 €
10/29/2024	Accumulate	3.40 €	2.95 €
12/20/2024	Accumulate	3.60 €	2.90 €
1/29/2025	Accumulate	3.20 €	2.80 €
3/3/2025	Reduce	2.70 €	2.43 €
4/23/2025	Accumulate	2.40 €	2.01 €
4/29/2025	Buy	2.80 €	2.15 €
8/8/2025	Buy	3.50 €	2.64 €
8/13/2025	Buy	3.70 €	2.84 €
10/10/2025	Accumulate	4.70 €	4.00 €
11/3/2025	Accumulate	5.20 €	4.50 €
12/29/2025	Buy	5.20 €	3.85 €
2/13/2026	Buy	5.20 €	3.76 €
4/28/2026	Buy	4.90 €	3.10 €
5/8/2026	Buy	5.20 €	3.55 €
8/6/2026	Buy	5.20 €	3.54 €
8/14/2026	Buy	5.20 €	3.66 €
10/21/2026	Accumulate	6.20 €	5.36 €
11/6/2026	Accumulate	5.20 €	4.48 €



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