

# NIBE INDUSTRIER B

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## COMPANY REPORT



# Turning up the heat on the recovery

*NIBE's Q4 report came in somewhat below our expectations, mainly due to stronger FX headwinds than we had expected. However, the underlying organic growth and margins were strong, especially in the important Climate Solutions business area, which gives us more confidence in the current turnaround. Despite the recent surge in the share price, we still believe that the valuation (P/E 2026-2027: 25x and 21x) is attractive. As a result, we reiterate our Accumulate Recommendation but increase our target price to SEK 44 per share (prev. SEK 38 per share), mainly due to increased estimates and slightly reduced risk profile.*

## Recovery continues with strong margins

In our view, NIBE finished the year strongly, showing clear signs that the turnaround is progressing in the right direction. Climate Solutions stood out on the positive side, with organic growth adj. for currency effects at 8.7%. While reported revenue growth was slightly below our expectations due to a large negative FX impact, we view it as positive that Climate Solutions, which is the company's largest business area and where most expectations lie, continues to show a gradual recovery, especially in the European market. While the Element business area also continues to show a gradual recovery, driven by positive development in the rail-based transport and HVAC segment, Stoves remained a drag, mainly due to a weak European market.

In Q4'25, NIBE's adj. EBIT rose 27% to 1,438 MSEK, beating consensus and roughly meeting our expectations in absolute terms. In our view, Climate Solutions performed strongly and above our expectations, with a 15.7% adj. EBIT margin, returning the full-year margin to the historical 13-15% range. Stoves also surprised positively with a 10.2% margin despite sales declines and tariffs, supporting a potential return to its 10-13% target range in 2026. Element's margin improved through productivity and cost control, though it missed our estimates. In the lower

lines of the income statement, adjusted EPS increased to 0.48 SEK, in line with our expectations.

## Earnings estimates slightly up

In our view, NIBE's performance and market data continue to indicate a gradual recovery. In Germany, one of NIBE's key markets, heat pump sales rose 55% in 2025, and subsidy applications grew 29% year-over-year in Q4'25, pointing to sustained momentum. Other European markets, such as Sweden, the Netherlands, Poland, and Denmark, also show signs of recovery, with heat pump sales up by double digits in 2025. While the overall picture points to strengthening end-consumer demand across most markets, several near-term headwinds persist, including a continued sluggish new-build market, currency headwinds from a strengthening SEK, and subsidy-related uncertainty in some regions, such as the US and France.

Overall, we have slightly lowered our near-term revenue estimates, reflecting the continued strengthening of the SEK as well as a somewhat slower-than-expected recovery in Element and, in particular, Stoves during Q4. However, our EBIT estimates have been revised slightly upwards despite the lower revenue forecast, driven by better productivity and operational cost control than we had previously expected, particularly within the important Climate Solutions business area.

## We still view the risk/reward as attractive

We believe that NIBE's valuation is high on actual earnings basis (adj. P/E LTM: 32x). Although we expect downward pressure on LTM earnings multiples, we believe that the strong medium-term earnings growth, coupled with a slight dividend yield of some 1-2%, offers a total expected return above our required return. Additionally, the DCF value is also sufficiently higher than the current share price. We therefore consider the risk/reward ratio quite good at the current share price level.

## Recommendation

**Accumulate**

(prev. Accumulate)

## Business risk



## Target price:

**44.0 SEK**

(prev. 38.0 SEK)

## Share price:

38.9 SEK

## Valuation risk



	<b>2025</b>	<b>2026e</b>	<b>2027e</b>	<b>2028e</b>
<b>Revenue</b>	40,841	42,964	46,405	49,914
<b>growth-%</b>	1%	5%	8%	8%
<b>EBIT adj.</b>	4,303	5,035	5,670	6,351
<b>EBIT-% adj.</b>	10.5 %	11.7 %	12.2 %	12.7 %
<b>Net Income</b>	2,281	3,249	3,838	4,408
<b>EPS (adj.)</b>	1.22	1.61	1.90	2.19

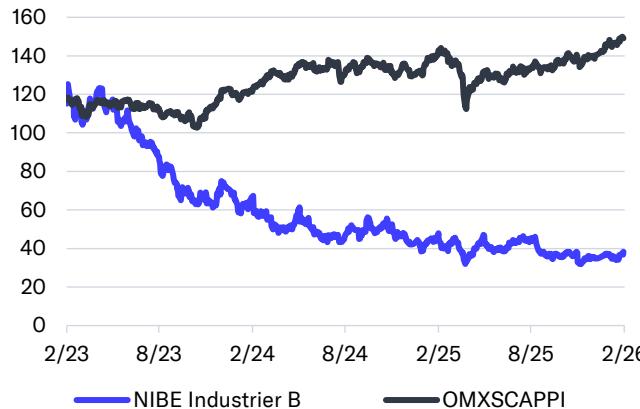
<b>P/E (adj.)</b>	29.2	24.1	20.4	17.8
<b>P/B</b>	2.4	2.4	2.2	2.0
<b>Dividend yield-%</b>	1.0 %	1.4 %	1.7 %	1.7 %
<b>EV/EBIT (adj.)</b>	20.7	18.5	15.9	13.8
<b>EV/EBITDA</b>	14.2	12.8	11.4	10.2
<b>EV/S</b>	2.2	2.2	1.9	1.8

Source: Inderes

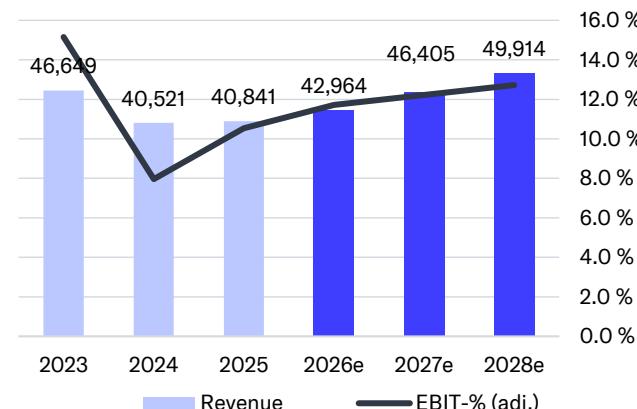
## Guidance

(NIBE does not report any guidance)

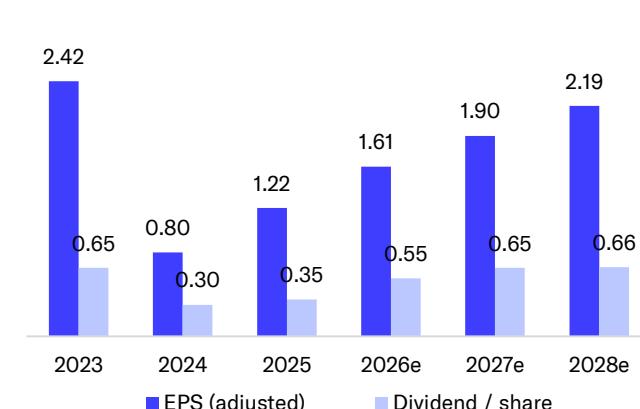
## Share price



## Revenue and EBIT-%



## EPS and dividend



## Value drivers

- Strong market position and globally well-known brands
- Good long-term prospects for renewable energy-based systems
- Energy efficiency investments support growth
- Vertical and horizontal synergies create efficiency and reduce costs

## Risk factors

- Weak new construction market and uncertainty regarding future heat pump subsidies
- Somewhat cyclical demand
- Persistently unfavorable gas-to-electricity price ratios
- Risks generated by acquisitions and/or expansion investments

Valuation	2026e	2027e	2028e
Share price	38.9	38.9	38.9
Number of shares, millions	2,016	2,016	2,016
Market cap	78,425	78,425	78,425
EV	92,985	90,331	87,382
P/E (adj.)	24.1	20.4	17.8
P/E	24.1	20.4	17.8
P/B	2.4	2.2	2.0
P/S	1.8	1.7	1.6
EV/Sales	2.2	1.9	1.8
EV/EBITDA	12.8	11.4	10.2
EV/EBIT (adj.)	18.5	15.9	13.8
Payout ratio (%)	34.1 %	34.1 %	30.0 %
Dividend yield-%	1.4 %	1.7 %	1.7 %

Source: Inderes

# Recovery continues with strong margins

## Recovery progresses despite currency headwinds

In our view, NIBE finished the year strongly, showing clear signs that the turnaround is progressing in the right direction. The company's Q4 revenue reached 11.0 BSEK, corresponding to a roughly flat growth compared to last year. This was roughly in line with consensus, but below our expectations mainly due to a bigger FX impact than we had anticipated, due to the strengthening SEK. However, organic growth adjusted for FX effects amounted to 6.8%, which we view as a positive outcome that reinforces the ongoing recovery.

At the business area level, we believe Climate Solutions (Q4'25: 7.4 BSEK) stood out on the positive side, with organic growth adj. for currency effects at 8.7%. While reported revenue growth was slightly below our expectations due to a large negative FX impact (-6%), we view it as positive that Climate Solutions, which is the company's largest business area and where most expectations lie, continues to show a gradual recovery,

especially in the European market. We believe that the Element business area (Q4'25: 2.8 BSEK) also continues to show a gradual recovery, driven by positive development in the rail-based transport and HVAC segment, although reported revenue also here was below our expectations due to a significant negative FX impact (-8%). Stoves business area (1.1 BSEK) remained a drag, mainly due to a weak European market, while the North American market showed what we consider to be a good development, which offset the weaker performance in Europe to some extent.

## Strong margins in Climate Solutions

NIBE's Q4 results are typically affected by non-operational revaluations of additional consideration for acquisitions. As a result, we believe adjusted EBIT provides a more representative measure of underlying performance. In Q4'25, NIBE's adj. EBIT rose 27% to 1,438 MSEK, beating consensus and roughly meeting our expectations in absolute terms. In our view, Climate Solutions performed

strongly and above our expectations, with a 15.7% adj. EBIT margin, returning the full-year margin to the historical 13-15% range. Stoves also surprised positively with a 10.2% margin despite sales declines and tariffs, supporting a potential return to its 10-13% target range. Element's margin improved through productivity and cost control, though it missed our estimates. In the lower lines of the income statement, adjusted EPS increased to 0.48 SEK, in line with our expectations. The board of directors proposed a dividend increase to SEK 0.35 per share, which was below both our and consensus forecasts.

## Significant acquisitions remain unlikely in the near term

Inventory levels improved sequentially but remain elevated at ~22% of LTM revenue, while net debt/EBITDA reached 2.7x. While leverage remains high, we expect it to improve alongside profitability and are not currently concerned. However, significant near-term M&A is unlikely as current leverage would likely require an equity issue.

Estimates MSEK / SEK	Q4'24 Comparison	Q4'25 Actualized	Q4'25e Inderes	Q4'25e Consensus	Consensus		Difference (%) Act. vs. Inderes	2025 Actual
					Low	High		
<b>Revenue</b>	11,025	11,000	11,426	10,988	10,709	11,426	-4%	40,841
<b>EBIT (adj.)</b>	1,129	1,438	1,472	1,357	1,274	1,472	-2%	4,303
<b>EBIT</b>	1,669	1,260	1,472	1,357	1,274	1,472	-14%	4,125
<b>PTP</b>	1,425	1,035	1,242	1,158	1,072	1,242	-17%	3,155
<b>EPS (adj.)</b>	0.45	0.48	0.48	0.45	0.41	0.54	-1%	1.22
<b>DPS</b>	0.30	0.35	0.40	0.47	0.31	0.75	-13%	0.35
<b>Revenue growth-%</b>	-5.4 %	-0.2 %	3.6 %	-0.3 %	-2.9 %	3.6 %	-3.9 pp	0.8 %
<b>EBIT-%</b>	10.2 %	13.1 %	12.9 %	12.3 %	11.9 %	12.9 %	0.2 pp	10.5 %

Source: Inderes & Infront  
(06.02.2026 11 analysts)  
(consensus)

# We have revised our earnings estimates slightly upward

## No surprises on the margin commentary

While NIBE does not provide specific numerical guidance (this quarter being no exception), the company has, over the past year, consistently repeated its ambition for all three business areas to return to their historically demonstrated operating margin ranges. Climate Solutions met this ambition, while Element fell short by around one percentage point, and Stoves was more materially below the targeted range. In our view, the fact that Climate Solutions has returned to its historical margin range is encouraging. The fact that Element and Stoves have not yet reached their respective ambitions did not come as a surprise, given the differing market and recovery dynamics across the segments. Looking ahead, NIBE reiterated its ambition in its Q4 report to accelerate organic growth and have all three business areas operate within their historical margin ranges by 2026, which was in line with our expectations.

## Revenue estimates lowered slightly

In our view, NIBE's performance and market data continue to indicate a gradual recovery. In Germany, one of NIBE's key markets, heat pump sales rose 55% in 2025, and subsidy applications grew 29% year-over-year in Q4'25, pointing to sustained momentum. Other European markets, such as Sweden, the Netherlands, Poland, and Denmark, also show signs of recovery, with heat pump sales by double digits in 2025. We also believe that underlying demand for heat pumps remains relatively stable in the US. While the overall picture points to strengthening end-consumer demand across most markets, several near-term headwinds persist, including a continued sluggish new-build market, currency headwinds from a strengthening SEK, and subsidy-related uncertainty in some regions, such as the US and France.

Overall, we have slightly lowered our near-term revenue estimates, reflecting the continued strengthening of the SEK as well as a somewhat slower-than-expected recovery in Element and, in particular, Stoves during Q4. However,

we still expect good organic growth of some 5% in 2026, accelerating to 8% in 2027, driven by increased consumer purchasing power, a gradual recovery in the new-build market, and structural growth in energy-efficient heating solutions.

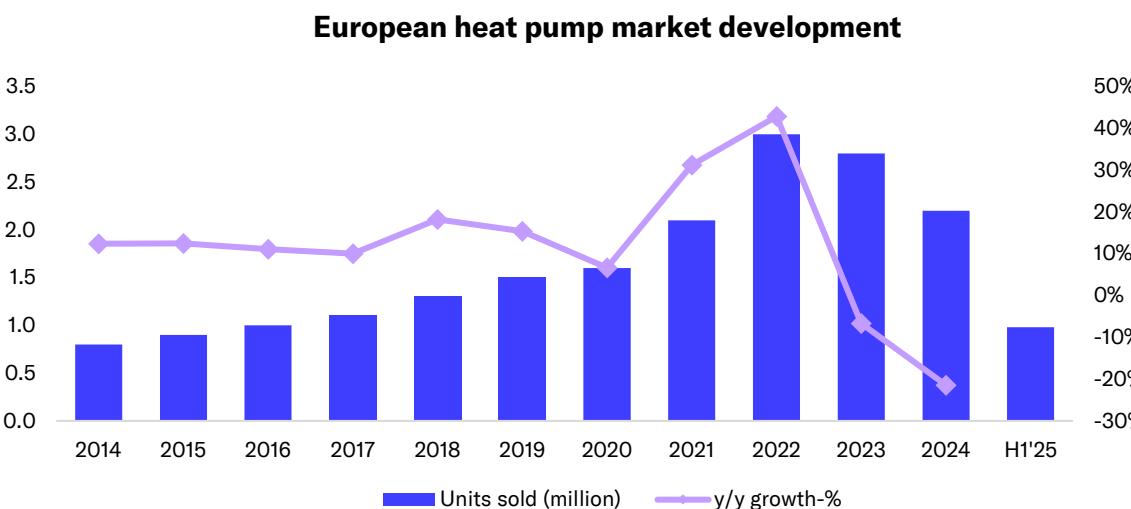
## Earnings estimates slightly up despite lower revenue estimates

Our EBIT estimates have been revised slightly upwards, driven by better productivity and operational cost control than we had previously expected, particularly within the important Climate Solutions business area. In our view, through a combination of increased sales volumes, improved productivity, and continued disciplined cost control, the company is on track to return to its historical margin ranges across all business areas by 2026. However, we expect these margins to settle at the lower end of the historical target ranges, reflecting a more gradual recovery path and the time required for volume leverage to fully offset recent headwinds.

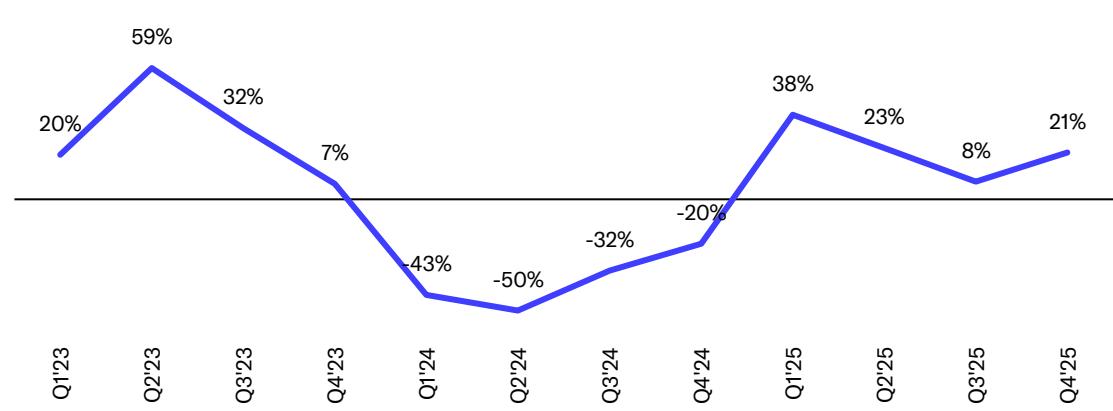
Estimate revisions	2025		2025		2026e		2026e		2027e	
	MSEK / SEK	Old	New	Change	Old	New	Change	Old	New	Change
Revenue	41,267	40,841	-1%	44,082	42,964	-3%	47,129	46,405	-2%	
EBITDA	6,505	6,271	-4%	7,207	7,260	1%	7,791	7,926	2%	
EBIT (exc. NRIs)	4,337	4,303	-1%	4,982	5,035	1%	5,458	5,670	4%	
EBIT	4,337	4,125	-5%	4,982	5,035	1%	5,458	5,670	4%	
PTP	3,362	3,155	-6%	4,112	4,165	1%	4,758	4,970	4%	
EPS (excl. NRIs)	1.22	1.22	0%	1.57	1.61	2%	1.82	1.90	4%	
DPS	0.40	0.35	-13%	0.55	0.55	0%	0.65	0.65	0%	

Source: Inderes

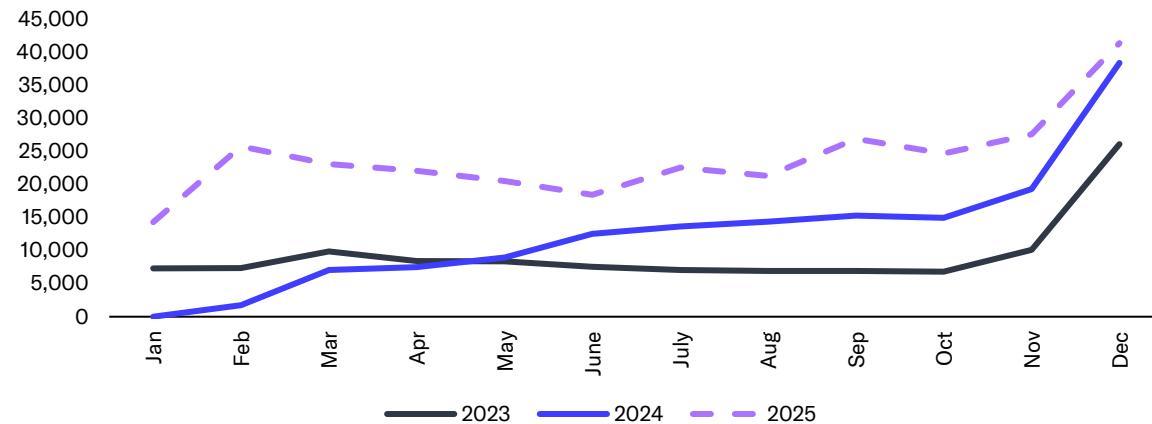
# European heat pump market figures



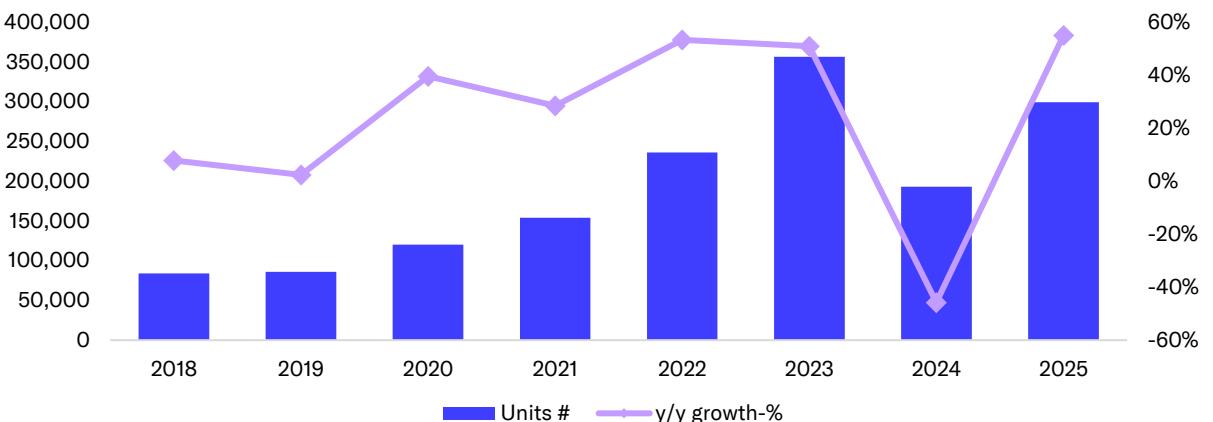
## Heat pump sales growth development in the Swedish market



## Applications for heat pump subsidies in Germany



## Heat pump sales in Germany



# We reiterate our Accumulate Recommendation

## Valuation multiples at attractive levels

NIBE is currently progressing in its turnaround, and the 2026 valuation multiples are P/E: 25x and EV/EBIT: 19x. These multiples are slightly below the company's historical long-term medians, and we view them as relatively neutral. Looking ahead, if the market environment continues to improve and our forecast of an earnings recovery continues materializing, the estimated 2027 multiples of P/E: 21x and EV/EBIT: 16x look attractive to us. However, the 2027 multiples are based on estimates that depend on substantial and still uncertain improvements in earnings. Key uncertainties include the macroeconomic environment, a sluggish construction market, and subsidy uncertainty in certain heat pump markets. In addition, intensifying competition could put pressure on pricing power over time. Nevertheless, the 2025-2026 average valuation multiples fall within our acceptable valuation range (P/E: 22-28x and EV/EBIT: 17-20x) and appear attractive to us.

## Priced roughly in line compared to peers

On a relative basis, NIBE is trading roughly in line with its peers, based on earnings multiples for 2026-27. When comparing only to its international heat pump peers (such as Carrier, Trane, Lennox, and Beijer Ref), NIBE is trading at a discount on the average of 2026-27 earnings multiples. On the one hand, we believe that NIBE holds a strong long-term track record of profitable growth and high returns on capital, which could justify a premium. On the other hand, growth outlook and margin potential are quite similar. In addition, NIBE is a smaller company compared to the overall peer group. All in all, we believe that NIBE's roughly 8% discount relative to the average 2026-27 earnings multiples of its heat pump peers suggests some potential upside in the valuation.

## DCF also suggests some upside

We also believe that the DCF model is a relevant valuation method for NIBE, given the availability of sufficient historical financial information, the stability of the industry, consistent growth, and a relatively predictable business. Overall, the model expects NIBE to grow at a high single-digit rate in the medium term and at a mid-single-digit rate in the long term. As NIBE has demonstrated a gradual recovery in both sales volumes and margins for four consecutive quarters, we have become more confident in the recovery and therefore view the risk profile as slightly lower. As a result, we have modestly decreased our cost of equity and WACC to 8.2% and 7.6% (prev. 8.7% and 8.0), to reflect lower risk premiums. With these assumptions, our DCF model arrives at an equity value of around 89 BNSEK, which translates to around SEK 44 per share (prev. SEK 38 per share). This is in line with our target price and above the current share price, suggesting some upside.

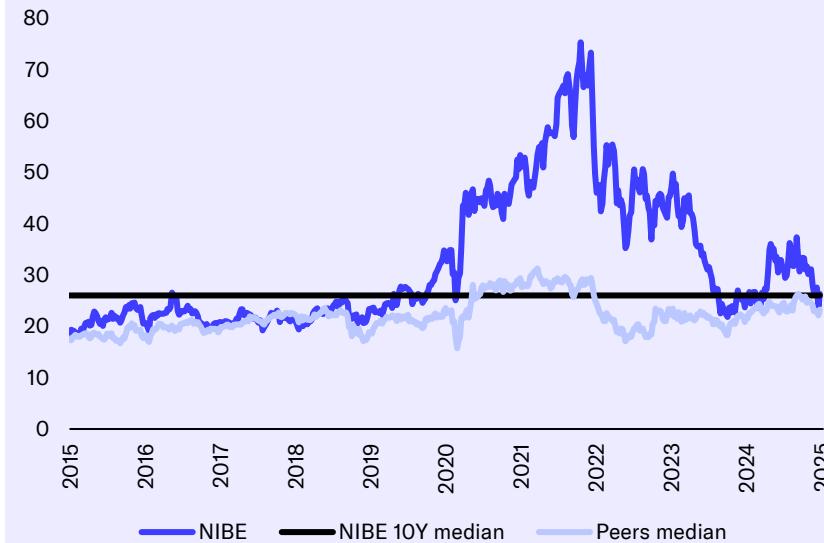
## Expected return is sufficient in the medium term

We expect investors to receive an annual dividend of about 1-2% over the next few years for the current share price. However, we do not deem dividends very significant for NIBE's expected returns, as its profile is that of a growth company. We believe that NIBE's valuation is high on an actual earnings basis (adj. P/E LTM: 32x). Although we expect some downward pressure on LTM earnings multiples, we believe that the strong medium-term earnings growth offers a total expected return above our required return. We, therefore, consider the risk/reward ratio good and reiterate our Accumulate recommendation but increase our target price to SEK 40 per share (prev. SEK 38 per share), mainly due to increased earnings estimates.

Valuation	2026e	2027e	2028e
Share price	38.9	38.9	38.9
Number of shares, millions	2,016	2,016	2,016
Market cap	78,425	78,425	78,425
EV	92,985	90,331	87,382
P/E (adj.)	24.1	20.4	17.8
P/E	24.1	20.4	17.8
P/B	2.4	2.2	2.0
P/S	1.8	1.7	1.6
EV/Sales	2.2	1.9	1.8
EV/EBITDA	12.8	11.4	10.2
EV/EBIT (adj.)	18.5	15.9	13.8
Payout ratio (%)	34.1 %	34.1 %	30.0 %
Dividend yield-%	1.4 %	1.7 %	1.7 %

Source: Inderes

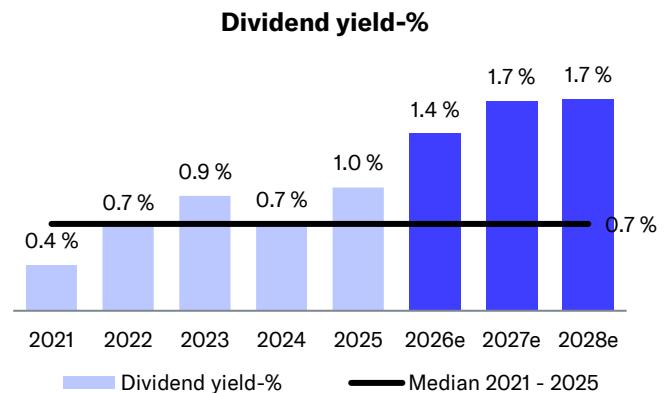
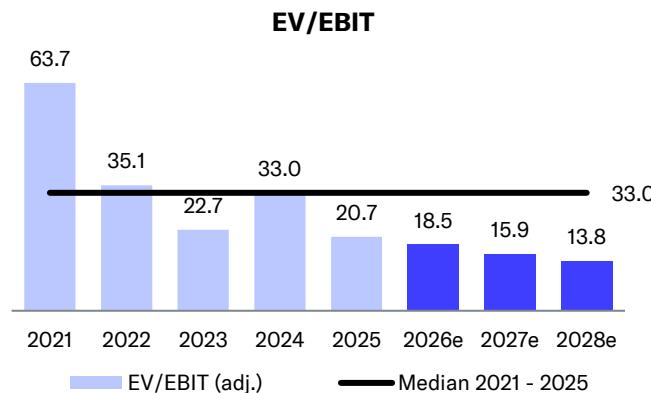
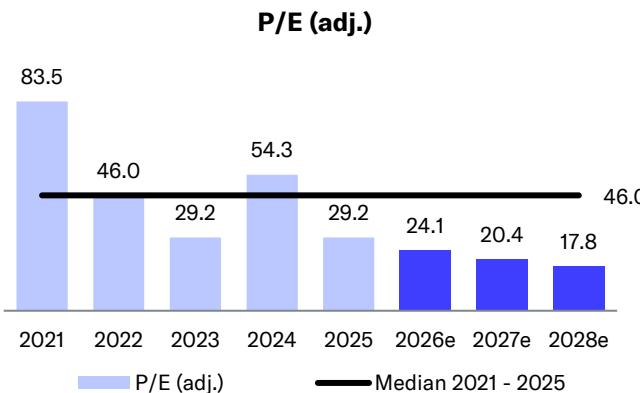
## Historical trading multiples, P/E (NTM)



# Valuation table

Valuation	2021	2022	2023	2024	2025	2026e	2027e	2028e	2029e
<b>Share price</b>	136.8	97.1	70.8	43.2	35.6	<b>38.9</b>	<b>38.9</b>	<b>38.9</b>	<b>38.9</b>
<b>Number of shares, millions</b>	2,016	2,016	2,016	2,016	2,016	<b>2,016</b>	<b>2,016</b>	<b>2,016</b>	<b>2,016</b>
<b>Market cap</b>	275,697	195,760	142,738	87,175	71,772	<b>78,425</b>	<b>78,425</b>	<b>78,425</b>	<b>78,425</b>
<b>EV</b>	283,549	202,352	160,174	106,382	88,961	<b>92,985</b>	<b>90,331</b>	<b>87,382</b>	<b>84,435</b>
<b>P/E (adj.)</b>	83.5	46.0	29.2	54.3	29.2	<b>24.1</b>	<b>20.4</b>	<b>17.8</b>	<b>15.5</b>
<b>P/E</b>	83.0	45.0	29.8	74.9	31.5	<b>24.1</b>	<b>20.4</b>	<b>17.8</b>	<b>15.5</b>
<b>P/B</b>	12.9	7.0	5.2	2.7	2.4	<b>2.4</b>	<b>2.2</b>	<b>2.0</b>	<b>1.9</b>
<b>P/S</b>	8.9	4.9	3.1	2.2	1.8	<b>1.8</b>	<b>1.7</b>	<b>1.6</b>	<b>1.5</b>
<b>EV/Sales</b>	9.2	5.0	3.4	2.6	2.2	<b>2.2</b>	<b>1.9</b>	<b>1.8</b>	<b>1.6</b>
<b>EV/EBITDA</b>	49.2	27.1	18.2	21.6	14.2	<b>12.8</b>	<b>11.4</b>	<b>10.2</b>	<b>9.2</b>
<b>EV/EBIT (adj.)</b>	63.7	35.1	22.7	33.0	20.7	<b>18.5</b>	<b>15.9</b>	<b>13.8</b>	<b>12.0</b>
<b>Payout ratio (%)</b>	30.4 %	30.1 %	27.4 %	52.0 %	30.9 %	<b>34.1 %</b>	<b>34.1 %</b>	<b>30.0 %</b>	<b>30.0 %</b>
<b>Dividend yield-%</b>	0.4 %	0.7 %	0.9 %	0.7 %	1.0 %	<b>1.4 %</b>	<b>1.7 %</b>	<b>1.7 %</b>	<b>1.9 %</b>

Source: Inderes



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

# Peer group valuation

Peer group valuation Company	Market cap MEUR	EV MEUR	EV/EBIT		EV/EBITDA		EV/S		P/E		Dividend yield-%		P/B 2026e
			2026e	2027e	2026e	2027e	2026e	2027e	2026e	2027e	2026e	2027e	
Kone	31,425	30,595	20.5	18.5	16.8	15.5	2.6	2.5	26.9	24.2	3.3	3.6	10.1
Assa Abloy	40,699	46,760	18.8	17.2	15.5	14.3	3.2	3.0	24.3	21.9	1.8	2.0	3.7
Hexagon	24,308	27,778	18.5	17.0	13.3	12.4	5.0	4.8	17.5	19.2	1.6	1.8	2.1
Beijer Ref	6,494	7,403	19.3	17.6	15.4	14.2	2.0	1.9	24.5	21.6	1.2	1.3	2.9
Tomra Systems	3,421	4,021	20.1	14.6	12.6	9.6	2.6	2.2	26.0	17.7	2.1	3.0	5.0
Thule Group	2,432	2,814	16.1	14.5	13.4	12.2	2.8	2.6	19.8	17.6	3.9	4.4	3.2
Munters Group	3,368	3,976	20.7	15.3	15.3	12.0	2.5	2.2	28.8	20.0	1.0	1.4	6.7
Trane Technologies	88,189	90,634	24.5	21.9	22.6	20.4	4.6	4.3	31.9	28.1	0.8	0.9	10.9
Carrier	47,277	56,217	19.5	18.0	15.9	14.6	3.0	2.9	23.9	21.1	1.5	1.6	4.1
Lennox International Inc	16,357	17,499	18.5	17.2	16.8	15.7	3.8	3.6	23.1	21.2	0.9	1.0	11.7
Daikin Industries	30,171	30,343			8.2	7.6	1.1	1.1	20.1	18.1	1.8	1.9	1.8
Mitsubishi Electric	67,430	65,941			18.5	15.0	2.1	2.0	33.3	26.2	1.0	1.2	2.9
<b>NIBE Industrier B (Inderes)</b>	<b>7,130</b>	<b>8,453</b>	<b>18.5</b>	<b>15.9</b>	<b>12.8</b>	<b>11.4</b>	<b>2.2</b>	<b>1.9</b>	<b>24.1</b>	<b>20.4</b>	<b>1.4</b>	<b>1.7</b>	<b>2.4</b>
<b>Average</b>			<b>19.6</b>	<b>17.2</b>	<b>15.3</b>	<b>13.6</b>	<b>2.9</b>	<b>2.8</b>	<b>25.0</b>	<b>21.4</b>	<b>1.7</b>	<b>2.0</b>	<b>5.4</b>
<b>Median</b>			<b>19.4</b>	<b>17.2</b>	<b>15.5</b>	<b>14.3</b>	<b>2.7</b>	<b>2.6</b>	<b>24.4</b>	<b>21.1</b>	<b>1.6</b>	<b>1.7</b>	<b>3.9</b>
<b>Diff-% to median</b>			<b>-5%</b>	<b>-7%</b>	<b>-17%</b>	<b>-20%</b>	<b>-20%</b>	<b>-24%</b>	<b>-1%</b>	<b>-3%</b>	<b>-9%</b>	<b>-3%</b>	<b>-38%</b>

Source: Refinitiv / Inderes

# Income statement

Income statement	2024	2025	Q1'26e	Q2'26e	Q3'26e	Q4'26e	2026e	2027e	2028e	2029e
<b>Revenue</b>	<b>40,521</b>	<b>40,841</b>	<b>9,714</b>	<b>10,457</b>	<b>10,792</b>	<b>12,001</b>	<b>42,964</b>	<b>46,405</b>	<b>49,914</b>	<b>53,742</b>
Climate Solutions	26,037	26,918	6,082	7,097	7,193	8,012	28,383	30,796	33,105	35,588
Element	11,092	11,284	2,922	2,882	2,974	3,040	11,819	12,587	13,531	14,546
Stoves	3,864	3,475	889	678	835	1,170	3,572	3,822	4,128	4,458
Eliminations	-472	-836	-180	-200	-210	-220	-810	-800	-850	-850
<b>EBITDA</b>	<b>4,916</b>	<b>6,271</b>	<b>1,404</b>	<b>1,743</b>	<b>1,904</b>	<b>2,209</b>	<b>7,260</b>	<b>7,926</b>	<b>8,561</b>	<b>9,221</b>
Depreciation	-2,245	-2,146	-545	-550	-565	-565	-2,225	-2,256	-2,210	-2,184
<b>EBIT (excl. NRI)</b>	<b>3,226</b>	<b>4,303</b>	<b>859</b>	<b>1,193</b>	<b>1,339</b>	<b>1,644</b>	<b>5,035</b>	<b>5,670</b>	<b>6,351</b>	<b>7,037</b>
<b>EBIT</b>	<b>2,671</b>	<b>4,125</b>	<b>859</b>	<b>1,193</b>	<b>1,339</b>	<b>1,644</b>	<b>5,035</b>	<b>5,670</b>	<b>6,351</b>	<b>7,037</b>
Climate Solutions	1,600	3,493	608	923	1,043	1,282	3,856	4,311	4,800	5,338
Element	362	795	205	231	238	258	931	1,070	1,218	1,309
Stoves	143	144	71	64	84	129	348	382	433	490
Eliminations	566	-307	-25	-25	-25	-25	-100	-94	-101	-101
Net financial items	-1,135	-970	-240	-220	-210	-200	-870	-700	-650	-500
<b>PTP</b>	<b>1,536</b>	<b>3,155</b>	<b>619</b>	<b>973</b>	<b>1,129</b>	<b>1,444</b>	<b>4,165</b>	<b>4,970</b>	<b>5,701</b>	<b>6,537</b>
Taxes	-374	-875	-136	-214	-248	-318	-916	-1,093	-1,254	-1,438
Minority interest	2	1	0	0	0	0	0	-38	-38	-38
<b>Net earnings</b>	<b>1,164</b>	<b>2,281</b>	<b>483</b>	<b>759</b>	<b>881</b>	<b>1,126</b>	<b>3,249</b>	<b>3,838</b>	<b>4,408</b>	<b>5,061</b>
<b>EPS (adj.)</b>	<b>0.80</b>	<b>1.22</b>	<b>0.24</b>	<b>0.38</b>	<b>0.44</b>	<b>0.56</b>	<b>1.61</b>	<b>1.90</b>	<b>2.19</b>	<b>2.51</b>
<b>EPS (rep.)</b>	<b>0.58</b>	<b>1.13</b>	<b>0.24</b>	<b>0.38</b>	<b>0.44</b>	<b>0.56</b>	<b>1.61</b>	<b>1.90</b>	<b>2.19</b>	<b>2.51</b>

Key figures	2024	2025	Q1'26e	Q2'26e	Q3'26e	Q4'26e	2026e	2027e	2028e	2029e
<b>Revenue growth-%</b>	-13.1 %	0.8 %	0.4 %	3.7 %	7.0 %	9.1 %	5.2 %	8.0 %	7.6 %	7.7 %
<b>Adjusted EBIT growth-%</b>	-54.4 %	33.4 %	9.8 %	26.3 %	17.6 %	14.3 %	17.0 %	12.6 %	12.0 %	10.8 %
<b>EBITDA-%</b>	12.1 %	15.4 %	14.5 %	16.7 %	17.6 %	18.4 %	16.9 %	17.1 %	17.2 %	17.2 %
<b>Adjusted EBIT-%</b>	8.0 %	10.5 %	8.8 %	11.4 %	12.4 %	13.7 %	11.7 %	12.2 %	12.7 %	13.1 %
<b>Net earnings-%</b>	2.9 %	5.6 %	5.0 %	7.3 %	8.2 %	9.4 %	7.6 %	8.3 %	8.8 %	9.4 %

Source: Inderes

# Balance sheet

<b>Assets</b>	<b>2024</b>	<b>2025</b>	<b>2026e</b>	<b>2027e</b>	<b>2028e</b>
<b>Non-current assets</b>	<b>46,979</b>	<b>43,404</b>	<b>42,535</b>	<b>42,324</b>	<b>42,242</b>
Goodwill	25,290	25,290	25,290	25,290	25,290
Intangible assets	6,951	4,193	4,658	5,035	5,409
Tangible assets	13,214	12,416	11,691	11,103	10,647
Associated companies	325	325	325	325	325
Other investments	23	23	31	31	31
Other non-current assets	424	405	192	192	192
Deferred tax assets	752	752	348	348	348
<b>Current assets</b>	<b>23,427</b>	<b>21,651</b>	<b>23,201</b>	<b>24,595</b>	<b>25,955</b>
Inventories	10,644	9,167	9,452	9,745	9,983
Other current assets	0	0	0	0	0
Receivables	7,176	7,026	7,304	7,889	8,485
Cash and equivalents	5,607	5,458	6,445	6,961	7,487
<b>Balance sheet total</b>	<b>70,406</b>	<b>65,055</b>	<b>65,736</b>	<b>66,919</b>	<b>68,198</b>

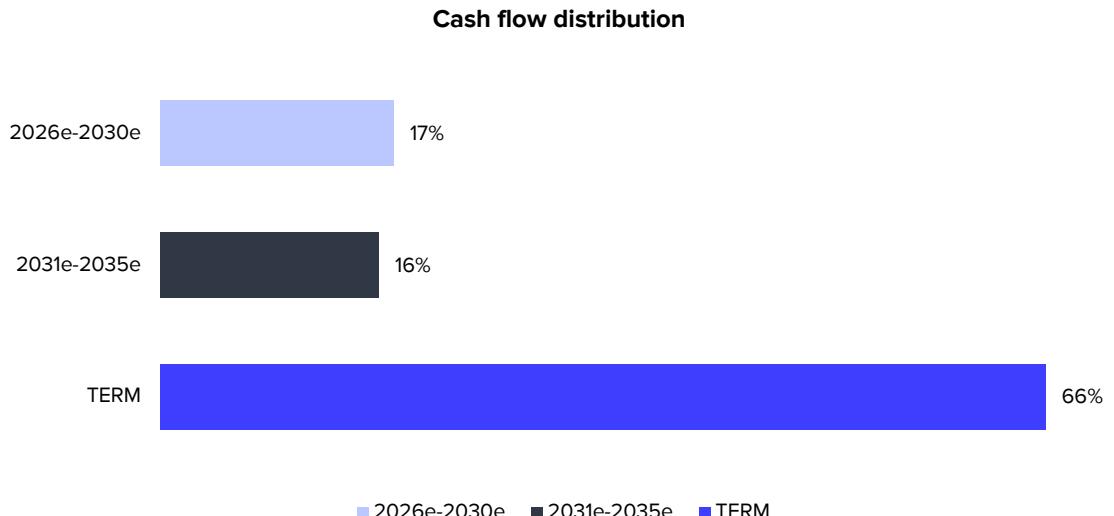
Source: Inderes

<b>Liabilities &amp; equity</b>	<b>2024</b>	<b>2025</b>	<b>2026e</b>	<b>2027e</b>	<b>2028e</b>
<b>Equity</b>	<b>32,140</b>	<b>30,290</b>	<b>32,833</b>	<b>35,562</b>	<b>38,660</b>
Share capital	79	79	79	79	79
Retained earnings	27,480	25,630	28,173	30,902	34,000
Hybrid bonds	0	0	0	0	0
Revaluation reserve	0	0	0	0	0
Other equity	4,543	4,543	4,543	4,543	4,543
Minorities	38	38	38	38	38
<b>Non-current liabilities</b>	<b>22,615</b>	<b>20,814</b>	<b>18,979</b>	<b>18,433</b>	<b>16,742</b>
Deferred tax liabilities	0	0	0	0	0
Provisions	2,787	2,787	2,787	2,787	2,787
Interest bearing debt	17,625	16,129	14,294	13,748	12,057
Convertibles	0	0	0	0	0
Other long term liabilities	2,203	1,898	1,898	1,898	1,898
<b>Current liabilities</b>	<b>15,651</b>	<b>13,951</b>	<b>13,924</b>	<b>12,924</b>	<b>12,796</b>
Interest bearing debt	7,086	6,428	6,620	5,035	4,310
Payables	8,565	7,523	7,304	7,889	8,485
Other current liabilities	0	0	0	0	0
<b>Balance sheet total</b>	<b>70,406</b>	<b>65,055</b>	<b>65,736</b>	<b>66,919</b>	<b>68,198</b>

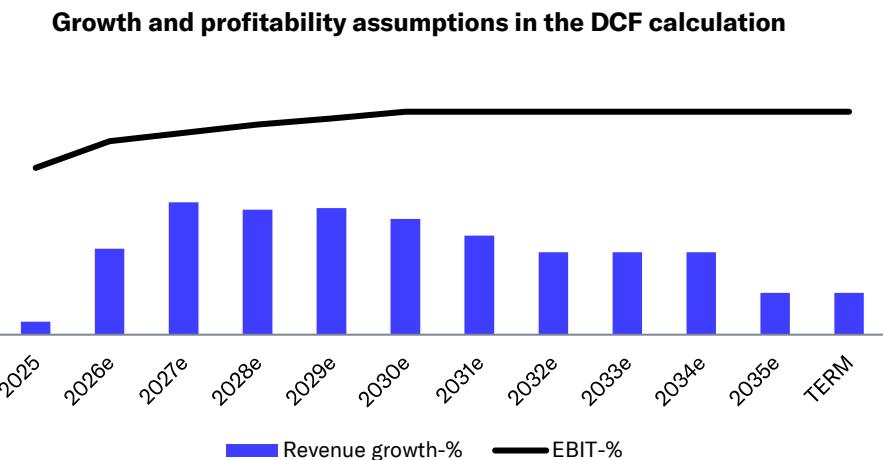
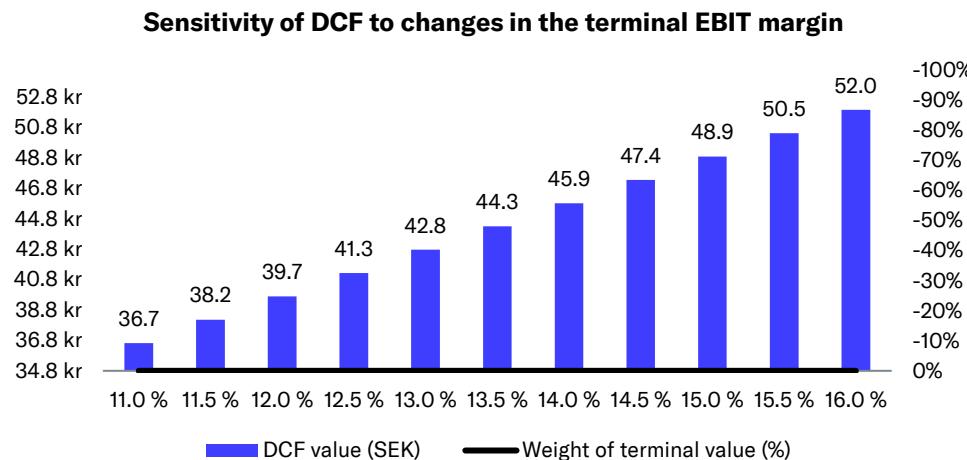
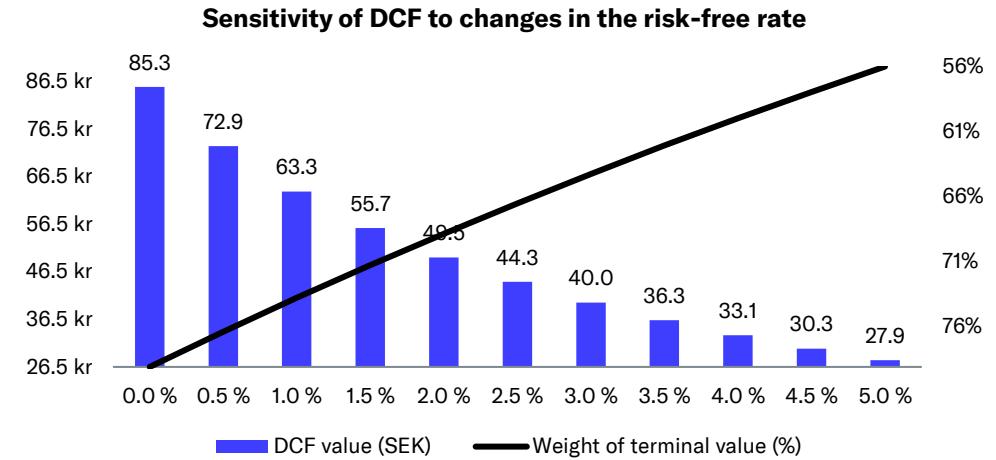
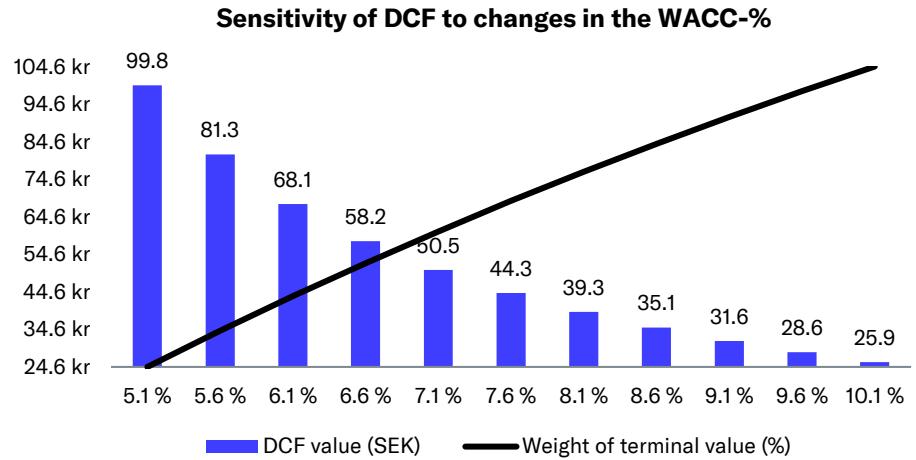
# DCF-calculation

DCF model	2025	2026e	2027e	2028e	2029e	2030e	2031e	2032e	2033e	2034e	2035e	TERM
Revenue growth-%	0.8 %	5.2 %	8.0 %	7.6 %	7.7 %	7.0 %	6.0 %	5.0 %	5.0 %	5.0 %	2.5 %	2.5 %
EBIT-%	10.1 %	11.7 %	12.2 %	12.7 %	13.1 %	13.5 %	13.5 %	13.5 %	13.5 %	13.5 %	13.5 %	13.5 %
<b>EBIT (operating profit)</b>	<b>4,125</b>	<b>5,035</b>	<b>5,670</b>	<b>6,351</b>	<b>7,037</b>	<b>7,763</b>	<b>8,229</b>	<b>8,640</b>	<b>9,072</b>	<b>9,526</b>	<b>9,768</b>	
+ Depreciation	2,146	2,225	2,256	2,210	2,184	2,177	2,238	2,252	2,284	2,332	2,345	
- Paid taxes	-875	-512	-1,093	-1,254	-1,438	-1,620	-1,744	-1,857	-1,963	-2,074	-2,136	
- Tax, financial expenses	-269	-191	-154	-143	-110	-88	-66	-44	-33	-22	-13	
+ Tax, financial income	0	0	0	0	0	0	0	0	0	0	0	
- Change in working capital	585	-782	-293	-238	-766	-752	-690	-610	-640	-672	-358	
<b>Operating cash flow</b>	<b>5,712</b>	<b>5,774</b>	<b>6,385</b>	<b>6,926</b>	<b>6,907</b>	<b>7,480</b>	<b>7,966</b>	<b>8,382</b>	<b>8,721</b>	<b>9,090</b>	<b>9,606</b>	
+ Change in other long-term liabilities	-305	0	0	0	0	0	0	0	0	0	0	
- Gross CAPEX	1,429	-1,760	-2,045	-2,129	-2,216	-2,308	-2,404	-2,500	-2,601	-2,706	-2,521	
<b>Free operating cash flow</b>	<b>6,836</b>	<b>4,014</b>	<b>4,340</b>	<b>4,797</b>	<b>4,691</b>	<b>5,172</b>	<b>5,562</b>	<b>5,882</b>	<b>6,120</b>	<b>6,384</b>	<b>7,085</b>	
+/- Other	0	0	0	0	0	0	0	0	0	0	0	
FCFF	6,836	4,014	4,340	4,797	4,691	5,172	5,562	5,882	6,120	6,384	7,085	144,857
<b>Discounted FCFF</b>	<b>3,764</b>	<b>3,784</b>	<b>3,889</b>	<b>3,536</b>	<b>3,624</b>	<b>3,624</b>	<b>3,563</b>	<b>3,447</b>	<b>3,343</b>	<b>3,450</b>	<b>70,531</b>	
Sum of FCFF present value	106,556	102,792	99,007	95,118	91,582	87,958	84,334	80,771	77,324	73,981	70,531	
<b>Enterprise value DCF</b>	<b>106,556</b>											
- Interest bearing debt	-22,557											
+ Cash and cash equivalents	5,458											
-Minorities	-91											
-Dividend/capital return	0											
<b>Equity value DCF</b>	<b>89,366</b>											
<b>Equity value DCF per share</b>	<b>44</b>											

<b>WACC</b>	
Tax-% (WACC)	22.0 %
Target debt ratio (D/(D+E))	15.0 %
Cost of debt	5.0 %
Equity Beta	1.20
Market risk premium	4.75%
Liquidity premium	0.00%
Risk free interest rate	2.5 %
<b>Cost of equity</b>	<b>8.2 %</b>
<b>Weighted average cost of capital (WACC)</b>	<b>7.6 %</b>



# DCF sensitivity calculations and key assumptions in graphs



# Summary

Income statement	2023	2024	2025	2026e	2027e	Per share data	2023	2024	2025	2026e	2027e
<b>Revenue</b>	46,649	40,521	40,841	<b>42,964</b>	<b>46,405</b>	<b>EPS (reported)</b>	2.37	0.58	1.13	<b>1.61</b>	<b>1.90</b>
<b>EBITDA</b>	8,797	4,916	6,271	<b>7,260</b>	<b>7,926</b>	<b>EPS (adj.)</b>	2.42	0.80	1.22	<b>1.61</b>	<b>1.90</b>
<b>EBIT</b>	6,973	2,671	4,125	<b>5,035</b>	<b>5,670</b>	<b>OCF / share</b>	3.22	1.86	2.83	<b>2.86</b>	<b>3.17</b>
<b>PTP</b>	6,331	1,536	3,155	<b>4,165</b>	<b>4,970</b>	<b>OFCF / share</b>	-2.59	-2.24	3.39	<b>1.99</b>	<b>2.15</b>
<b>Net Income</b>	4,785	1,164	2,281	<b>3,249</b>	<b>3,838</b>	<b>Book value / share</b>	13.58	15.92	15.01	<b>16.27</b>	<b>17.62</b>
<b>Extraordinary items</b>	-96	-555	-178	<b>0</b>	<b>0</b>	<b>Dividend / share</b>	0.65	0.30	0.35	<b>0.55</b>	<b>0.65</b>
Balance sheet	2023	2024	2025	2026e	2027e	Growth and profitability	2023	2024	2025	2026e	2027e
<b>Balance sheet total</b>	68,104	70,406	65,055	<b>65,736</b>	<b>66,919</b>	<b>Revenue growth-%</b>	16%	-13%	1%	<b>5%</b>	<b>8%</b>
<b>Equity capital</b>	27,420	32,140	30,290	<b>32,833</b>	<b>35,562</b>	<b>EBITDA growth-%</b>	18%	-44%	28%	<b>16%</b>	<b>9%</b>
<b>Goodwill</b>	22,925	25,290	25,290	<b>25,290</b>	<b>25,290</b>	<b>EBIT (adj.) growth-%</b>	23%	-54%	33%	<b>17%</b>	<b>13%</b>
<b>Net debt</b>	17,238	19,104	17,099	<b>14,469</b>	<b>11,822</b>	<b>EPS (adj.) growth-%</b>	15%	-67%	53%	<b>32%</b>	<b>18%</b>
<b>Cash flow</b>	2023	2024	2025	2026e	2027e	<b>EBITDA-%</b>	18.9 %	12.1 %	15.4 %	<b>16.9 %</b>	<b>17.1 %</b>
<b>EBITDA</b>	8,797	4,916	6,271	<b>7,260</b>	<b>7,926</b>	<b>EBIT (adj.)-%</b>	15.2 %	8.0 %	10.5 %	<b>11.7 %</b>	<b>12.2 %</b>
<b>Change in working capital</b>	-409	-306	585	<b>-782</b>	<b>-293</b>	<b>EBIT-%</b>	14.9 %	6.6 %	10.1 %	<b>11.7 %</b>	<b>12.2 %</b>
<b>Operating cash flow</b>	6,498	3,755	5,712	<b>5,774</b>	<b>6,385</b>	<b>ROE-%</b>	17.3 %	3.9 %	7.3 %	<b>10.3 %</b>	<b>11.2 %</b>
<b>CAPEX</b>	-13,837	-5,070	1,429	<b>-1,760</b>	<b>-2,045</b>	<b>ROI-%</b>	15.8 %	5.0 %	7.5 %	<b>9.4 %</b>	<b>10.5 %</b>
<b>Free cash flow</b>	-5,225	-4,522	6,836	<b>4,014</b>	<b>4,340</b>	<b>Equity ratio</b>	40.3 %	45.6 %	46.6 %	<b>49.9 %</b>	<b>53.1 %</b>
<b>Valuation multiples</b>	2023	2024	2025	2026e	2027e	<b>Gearing</b>	62.9 %	59.4 %	56.5 %	<b>44.1 %</b>	<b>33.2 %</b>
<b>EV/S</b>	3.4	2.6	2.2	<b>2.2</b>	<b>1.9</b>						
<b>EV/EBITDA</b>	18.2	21.6	14.2	<b>12.8</b>	<b>11.4</b>						
<b>EV/EBIT (adj.)</b>	22.7	33.0	20.7	<b>18.5</b>	<b>15.9</b>						
<b>P/E (adj.)</b>	29.2	54.3	29.2	<b>24.1</b>	<b>20.4</b>						
<b>P/B</b>	5.2	2.7	2.4	<b>2.4</b>	<b>2.2</b>						
<b>Dividend-%</b>	0.9 %	0.7 %	1.0 %	<b>1.4 %</b>	<b>1.7 %</b>						

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. Per-share figures are calculated using the number of shares at year-end.

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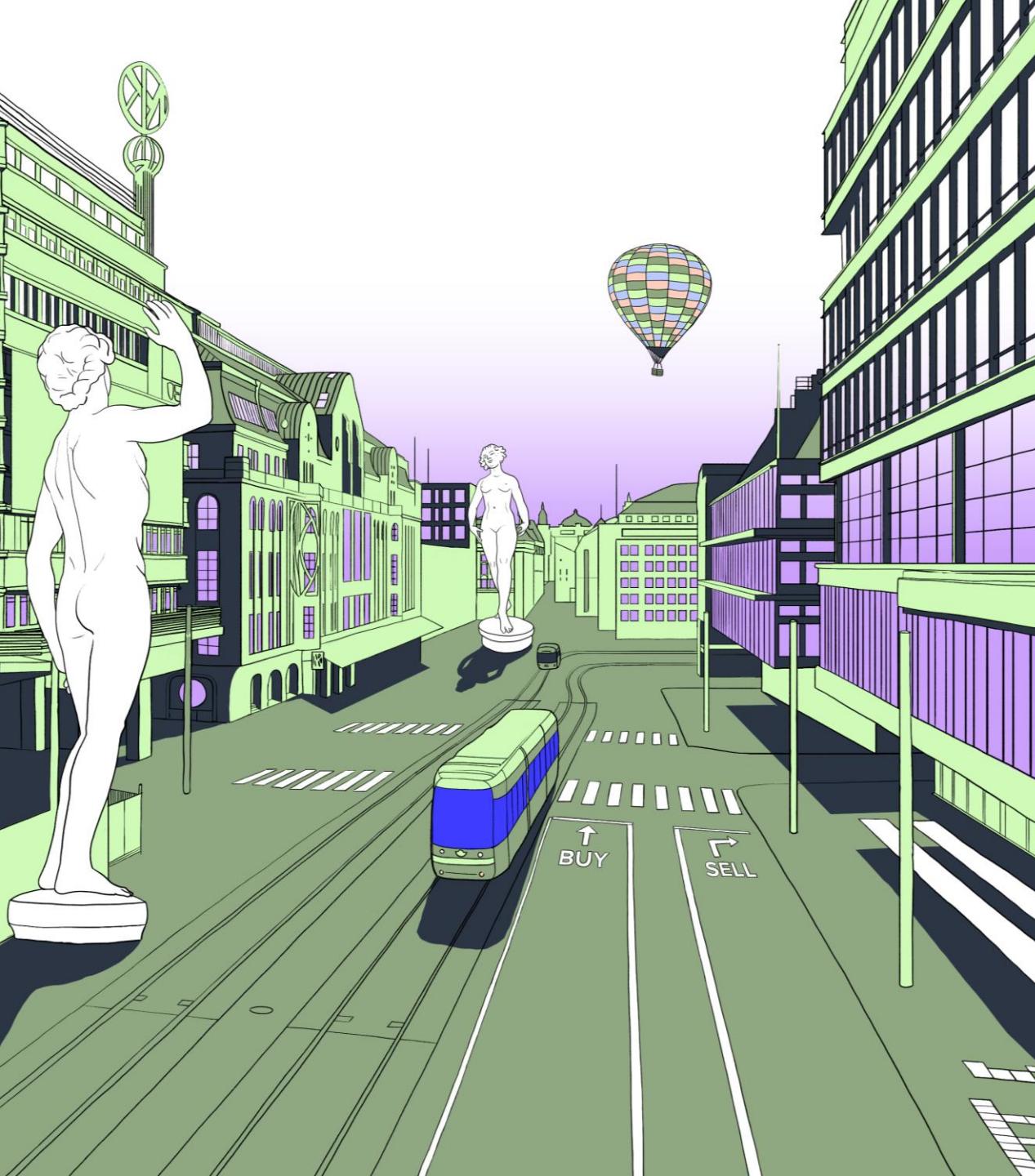
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Buy	The 12-month risk-adjusted expected shareholder return of the share is very attractive
Accumulate	The 12-month risk-adjusted expected shareholder return of the share is attractive
Reduce	The 12-month risk-adjusted expected shareholder return of 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
2023-09-20	Reduce	74.1 kr	70.5 kr
2023-11-16	Reduce	62.0 kr	67.5 kr
2023-02-13	Reduce	59.0 kr	66.5 kr
2023-02-19	Reduce	56.0 kr	59.0 kr
2024-05-17	Reduce	55.0 kr	61.3 kr
2024-08-19	Accumulate	53.0 kr	47.8 kr
2024-11-18	Reduce	52.0 kr	50.1 kr
2025-02-04	Reduce	42.0 kr	43.5 kr
2025-02-17	Reduce	44.0 kr	44.7 kr
2025-05-04	Reduce	40.0 kr	42.7 kr
2025-05-16	Reduce	40.0 kr	44.0 kr
2025-08-19	Sell	40.0 kr	44.0 kr
2025-08-25	Sell	40.0 kr	46.0 kr
2025-09-23	Reduce	40.0 kr	36.8 kr
2025-11-05	Accumulate	40.0 kr	35.9 kr
2025-11-17	Accumulate	38.0 kr	32.9 kr
2025-02-13	Accumulate	44.0 kr	38.9 kr



# CONNECTING INVESTORS AND COMPANIES.

Inderes democratizes financial information by connecting investors and listed companies. For investors, we are an investing community and a trusted source of financial information and equity research. For listed companies, we are a partner in delivering high-quality investor relations. Over 500 listed companies in Europe use our investor relations products and equity research services to provide better investor communications to their shareholders.

Our goal is to be the most investor-minded company in finance. Inderes was founded in 2009 by investors, for investors. As a Nasdaq First North-listed company, we understand the day-to-day reality of our customers.

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