SITOWISE

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COMPANY REPORT



Turnaround still under construction

Sitowise's Q3 result exceeded our expectations, thanks to strong growth in the Infra and Buildings business units, and the Digital Solutions business also performed better than we expected in terms of profitability. However, order intake remained sluggish, and the order book decreased slightly from the previous quarter. Taking into account the still subdued outlook for the Buildings and Digital Solutions businesses, we scaled back our forecasts for the coming years slightly. Based on next year's estimates, the valuation is at the upper end of the neutral range, and the expected return depends on continuing the earnings turnaround in 2028–2029. We reiterate our Reduce recommendation for Sitowise and revise our target price to EUR 2.5 (was EUR 2.90) in line with changes in our estimates and an increased required return.

Profitability in Q3 surprised positively

Sitowise's revenue from continuing operations increased by 5.3% to 37.6 MEUR, while our forecast was 36.0 MEUR. Growth was driven by the Infrastructure and Buildings business areas, which grew by around 8% each. Growth in the Buildings business was driven by data center projects, though the housing market remained extremely weak. Revenue in Digital Solutions decreased by 3% amid weak demand conditions.

The adjusted EBITA increased to 3.7 MEUR (Q3'25 3.2 MEUR), or 9.8% of revenue, while our estimate was 3.0 MEUR. According to our estimate, the beat is primarily due to higher-than-expected volume. The profitability of the Buildings business improved as the billing rate increased significantly but remained clearly below the target level. The Digital Solutions business area's profitability rose above the target level, supported by the seasonal weight of SaaS products and personnel reductions in Q2.

The loss from discontinued operations related to the divestment of the Swedish business was slightly lower than our forecast and, as expected, mostly consisted of translation differences with no impact on cash flow. Indebtedness is still high (net debt/adj. EBITDA 4.1x).

Order intake remained sluggish

Orders received decreased to 32.3 MEUR (Q3'25: 36.2 MEUR), and the order book decreased to 140 MEUR at the end of September (Q2'26: 145 MEUR), whereas we expected it to remain roughly at the Q2 level. Order intake in the Infra and Buildings businesses was higher than in the comparison period, so the decline must have come from the Digital Solutions business. At the same time, the company's number of employees was 2.5% lower year-on-year at the end of the reporting period.

Revisions to estimates focus on future years

Sitowise still did not provide any guidance, but it outlined its outlook for next year. The company expects the market to remain mixed next year as well, driven by investments in data centers and energy, while residential construction, the completion of alliance projects in Infra, and sluggish demand in the Digital Solutions business will act as a drag. This outlook aligns with our assessment that the earnings turnaround in the Buildings and Digital Solutions businesses is progressing slowly.

On a comparable basis, our estimate for this year's adjusted EBITA remained practically unchanged at 12.7 MEUR, as we lowered our Q4 estimate to offset the strong Q3. We lowered our adjusted EBITA estimates for 2027 and 2028 by 6% and 11%.

Expected return relies on earnings turnaround in 2027–2028

Based on our estimates for next year, Sitowise's EV/EBITDA multiple is around 8x, and its P/E multiple is around 15x, which is at the upper end of the range that we consider neutral for the company. Assuming the earnings turnaround proceeds as we estimate, the EV/EBITDA and P/E multiples will decrease to around 6x and 10x based on our 2028 estimates, which is the lower limit of our accepted valuation range. We do not yet find the risk-adjusted expected return attractive enough, as the high leverage and uncertainty surrounding the earnings turnaround keep the share's risk profile high.

Recommendation
Reduce
(was Reduce)

Target price:
EUR 2.50
(was EUR 2.90)

Share price:
EUR 2.28

Business risk



Valuation risk



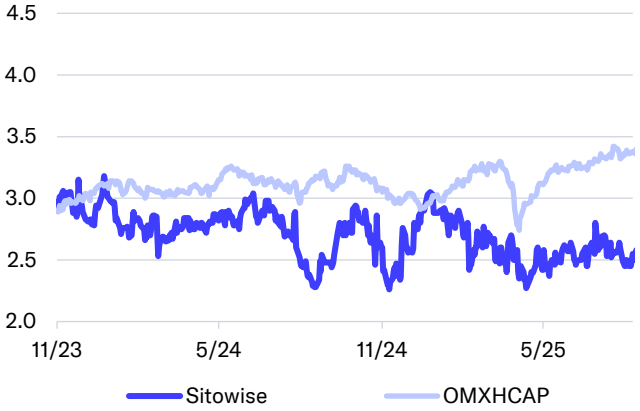
	2025	2026e	2027e	2028e
Revenue	162.3	166.5	173.7	180.0
growth-%	2%	3%	4%	4%
EBITA adj.	12.4	12.7	14.3	16.7
EBITA-% adj.	7.6 %	7.6 %	8.3 %	9.3 %
Net Income	-42.4	-1.3	5.5	8.1
EPS (adj.)	-0.01	0.07	0.15	0.23
P/E (adj.)	neg.	32.7	14.9	10.0
P/B	1.2	1.1	1.0	1.0
Dividend yield-%	0.0 %	0.0 %	1.3 %	3.1 %
EV/EBIT (adj.)	38.0	16.8	11.9	9.2
EV/EBITDA	11.4	11.5	7.6	6.3
EV/S	0.9	0.9	0.8	0.8

Source: Inderes. Revenue and adj. EBITA are from continuing operations.

Guidance (Unchanged)

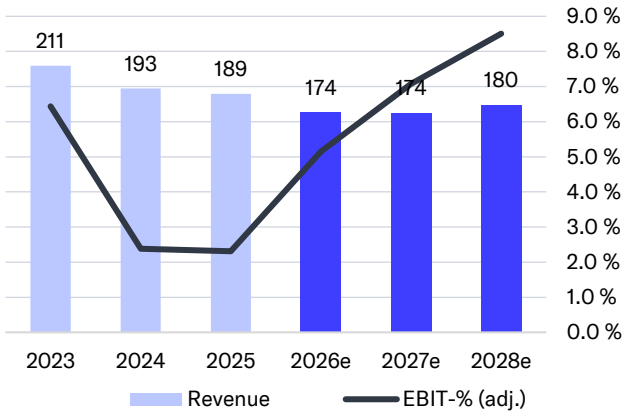
No guidance due to market uncertainty

Share price



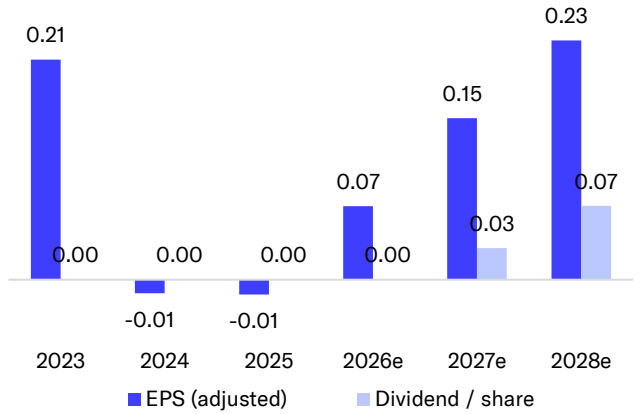
Source: Millistream Market Data AB

Revenue and EBIT-% (adj.)



Source: Inderes

EPS and DPS



Source: Inderes

Value drivers

- Growth in a recovering market
- Return to strong profitability
- Strong cash flow and low investment need in a normal market
- Efficient business model as well as digitalization expertise create competitive advantage
- Increasing share of consulting and design in the construction value chain driven by megatrends
- Opportunities created by sustainable development regulation

Risk factors

- Cyclicality of the underlying construction market
- Uncertainty related to the normal profitability level
- A clear and prolonged market downturn after good years
- Failure in acquisitions
- Leverage and growth financing

Valuation	2026e	2027e	2028e
Share price	2.28	2.28	2.28
Number of shares, millions	35.8	35.8	35.8
Market cap	82	82	82
EV	151	146	140
P/E (adj.)	32.7	14.9	10.0
P/B	1.1	1.0	1.0
EV/Sales	0.9	0.8	0.8
EV/EBITDA	11.5	7.6	6.3
EV/EBIT (adj.)	16.8	11.9	9.2
Payout ratio (%)	0.0 %	19.6 %	30.8 %
Dividend yield-%	0.0 %	1.3 %	3.1 %

Source: Inderes

Profitability surprised positively

Infra and Buildings grew faster than expected

Revenue from continuing operations increased by 5.3% to 37.6 MEUR (Q3'25 35.7 MEUR), while our forecast was 36.0 MEUR. Revenue from the Infrastructure business grew by 8.2% to 17.4 MEUR (forecast: 16.6 MEUR), supported by previously secured tramway and transport infrastructure projects, as well as green transition projects contracted this year.

The Buildings business area's revenue grew by 7.6% to 12.1 MEUR, whereas we expected it to remain at the level of the comparison period (11.3 MEUR). While we estimated that support from data centers would be offset by weak residential construction, the workload of data center projects was high and drove the segment to clear growth. According to the CEO, the share of data centers in the revenue of the Buildings business is growing quarter by quarter, and their share of order book growth has been even larger than revenue growth.

Revenue in Digital Solutions decreased by 3.4% to 8.0 MEUR (forecast 8.1 MEUR). ARR growth slowed to 2.3% (Q2'26 3.9%), and according to the company, growth slowed further due to market saturation of the largest product, Foresta.

Profitability exceeded our expectations clearly

The adjusted EBITA rose to 3.7 MEUR (Q3'25 3.2 MEUR), or 9.8% of revenue, while our estimate was 3.0 MEUR (8.4%). We attribute the overperformance primarily to higher-than-expected volumes in the Infra and Buildings businesses. Profitability of the Infra business was above the 12% target level. The profitability of the Buildings business improved as the billing rate increased but remained below 5%.

The profitability of the Digital Solutions business rose above the target level (Q2'26 below the target level), as Q3 is typically the segment's most profitable quarter due to SaaS products, and the personnel reductions in Q2 supported earnings. The group's utilization rate remained at 74.3%, the same as in the comparison period.

Items affecting comparability totaled 0.3 MEUR, (Q3'25 0.1 MEUR), and EBIT rose to 2.5 MEUR (forecast: 2.2 MEUR). Net financial expenses were 1.5 MEUR, and earnings per share from continuing operations were EUR 0.02 (forecast EUR 0.02).

Loss of Sweden was smaller than expected

The loss from discontinued operations was 3.5 MEUR (forecast: 4.0 MEUR). As expected, most of this amount was a translation difference accumulated in Sweden (2.8 MEUR), recognized in earnings upon transaction completion and not affecting cash flow. According to our calculations, the reported EPS was EUR -0.07 (forecast EUR -0.09).

Cash flow from operating activities before financing items and taxes was -0.3 MEUR due to changes in working capital (Q3'25: -2.9 MEUR). Net debt at the end of September was 70.9 MEUR, and net debt/adj. EBITDA fell to 4.1x (Q2'26 4.2x). Leverage remains far above the company's target of under 3x, and the financing package matures in summer 2028.

Estimates	Q3'25	Q3'26	Q3'26e	Difference (%)	2026e
MEUR / EUR	Comparison	Actualized	Inderes	Act. vs. inderes	Inderes
Revenue	35.7	37.6	36.0	4%	166.5
EBITA (adj.)	3.2	3.7	3.0	23%	12.7
EBIT	2.2	2.5	2.2	13%	4.2
EPS (reported)	-0.02	-0.07	-0.09	22%	-0.18
Revenue growth-%	-1.0 %	5.3 %	0.9 %	4.4 pp	2.6 %
EBITA-% (adj.)	8.9 %	9.8 %	8.4 %	1.4 pp	7.6 %

Source: Inderes

We lowered ambition levels in our estimates for the coming years

Outlook remains mixed

Sitowise still did not provide numerical guidance for 2026. The business-specific market outlooks remained unchanged: the market for the Infra business is stable, the market for the Buildings business is weak but improving, and the market for the Digital Solutions business is weak. The company expects the technical consulting market to remain mixed in late 2026 and 2027, as investments in data centers, energy, and industry support demand, while residential construction remains at a record low. Additionally, the company expects items affecting comparability to more than double from last year (2.0 MEUR), which would mean significant items for the fourth quarter as well, following the 2.3 MEUR in January through September.

Order intake remained sluggish

Orders received during the quarter decreased to 32.3 MEUR (Q3'25: 36.2 MEUR, Q2'26: 50.8 MEUR), and the order book at the end of September was 140.0 MEUR (Q2'26: 145.3 MEUR). According to the company, order intake was higher than in the comparison period for the Infra and Buildings businesses, indicating that the decline originated from Digital Solutions.

Estimate revisions

Our estimate for this year's adjusted EBITA remained virtually unchanged at 12.7 MEUR on a comparable basis. To offset the stronger-than-expected Q3, we lowered our fourth-quarter adjusted EBITA forecast to 3.4 MEUR (prev. 4.0 MEUR). This estimate requires an improvement of approximately 0.6 MEUR from the comparison period (Q4 2025: 2.8 MEUR), which is roughly equivalent to the earnings impact of having one more working day than in the comparison period (0.6–0.7 MEUR according to the company). Additionally, our forecast includes 2.0 MEUR of items affecting comparability for Q4 from change negotiations in the Buildings business and a legal dispute settlement related to an old project that the company expects in Q4.

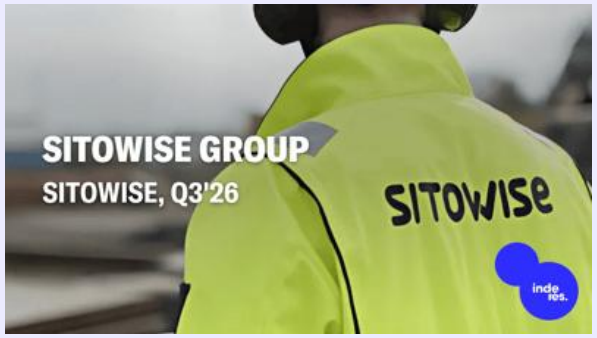
We now forecast revenue from continuing operations to grow by ~3% this year (prev. ~1.5%) and the adjusted EBITA margin to be 7.6% (2025 7.7%), which aligns with our previous estimate. One-off items and Sweden's Q1 weigh on reported EBIT.

We lowered our 2027 revenue estimate by 2% and our adjusted EBITA estimate by 6%, taking into account the continued sluggish outlook for the Buildings and Digital Solutions business areas. We now forecast that the revenue of continuing operations will increase by around 4% next year and that its adjusted EBITA margin will rise to 8.3% (prev. 8.6%).

For the same reasons, we decreased our adjusted EBITA estimate for 2028 by 11%. In our estimate, the adjusted EBITA margin will rise to 9.3% (prev. 10.2%), indicating that it will still remain below the company's target of over 10%. We lowered our dividend forecasts for 2027 and 2028 to EUR 0.03 and EUR 0.07 (prev. EUR 0.05 and EUR 0.08), and we do not expect a dividend payout from this year's earnings.

Estimate revisions	2026e	2026e	Change	2027e	2027e	Change	2028e	2028e	Change
MEUR / EUR	Old	New	%	Old	New	%	Old	New	%
Revenue	165	167	1%	177	174	-2%	184	180	-2%
EBITA (adj.)	12.7	12.7	0%	15.3	14.3	-6%	18.7	16.7	-11%
EBIT	6.5	4.2	-35%	13.2	12.3	-7%	17.4	15.3	-12%
PTP	0.6	-1.8	neg.	8.0	6.9	-14%	12.3	10.2	-17%
EPS (excl. NRIs)	0.07	0.07	2%	0.18	0.15	-14%	0.28	0.23	-17%
DPS	0.02	0.00	-100%	0.05	0.03	-40%	0.08	0.07	-13%

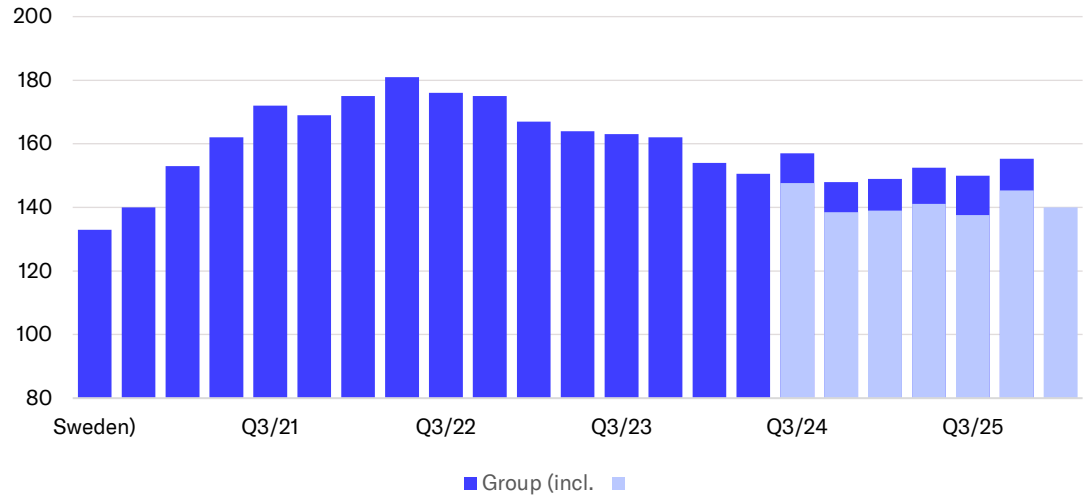
Sitowise, Q3'26



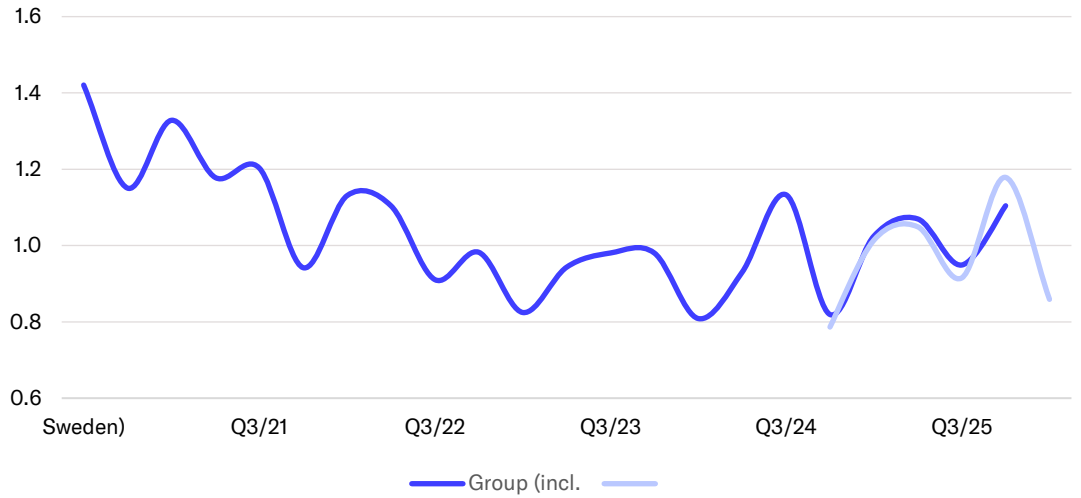
Source: Inderes The old revenue and adj. EBITA for 2026 has been restated as figures for continuing operations.

Order book and capacity do not yet signal significant growth

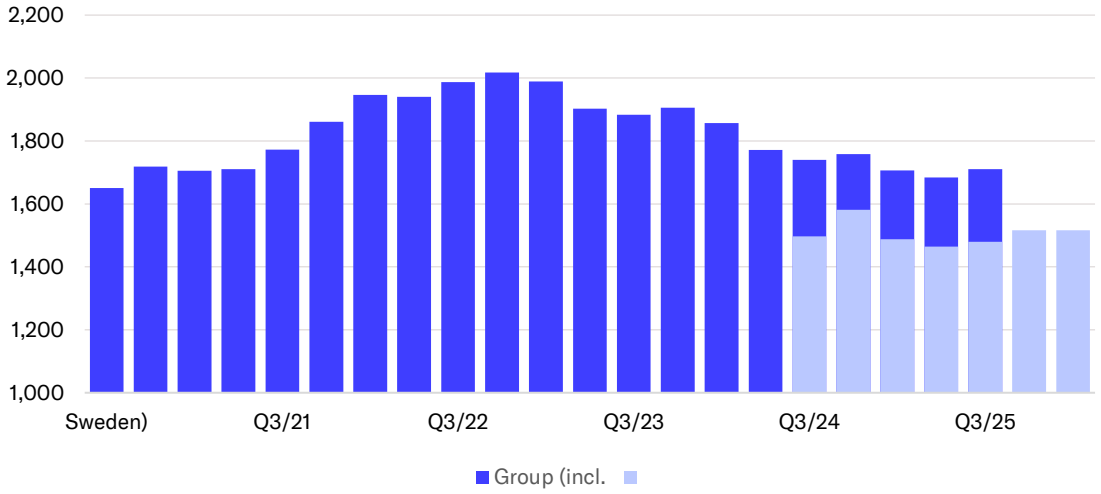
Order book at the end of the period, MEUR



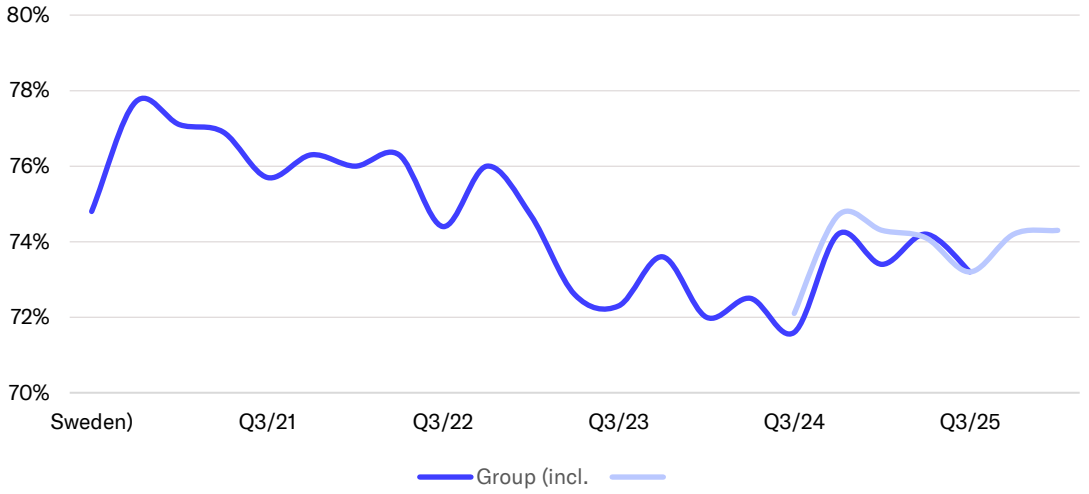
Book-to-bill by quarter



FTEs on average



Utilization rate by quarter



Source: Sitowise, Inderes. The group includes Sweden (order book Q2/26 imputed). Book-to-bill = imputed order intake/revenue.

Expected return relies on continued earnings turnaround

Next year's multiples at the upper end of the neutral range

Sitowise's valuation remains high in 2026e due to weak earnings performance and one-off items (EV/EBITDA 11x, P/E 33x). We expect Sitowise's performance and earnings to gradually improve in 2027 towards the company's normal earnings level, which is why we believe the 2027 valuation (EV/EBITDA 8x, P/E 15x) and the 2028 valuation (EV/EBITDA 6x, P/E 10x) better reflect Sitowise's valuation based on normalized earnings. We consider an EV/EBITDA multiple of 6–8x and a P/E multiple of 10–14x to be a neutral valuation range for the company, meaning next year's multiples will still be at roughly the upper end of the range.

The key question for the investment case and the expected return on the share is the company's normal margin level. There is more uncertainty than usual associated with that because we believe the Buildings market, which is important to the company, will remain lower than in its peak years for a long time to come. The strong profitability of Digital Solutions in Q3 was partly seasonal, and the segment's demand outlook remains weak, meaning the sustainability of its profitability still requires further evidence.

Expected return relies on continued earnings turnaround

We look at the expected return on the share through earnings growth, dividend yield, and changes in valuation multiples. According to our forecasts, Sitowise’s adjusted EBITDA from continuing operations will grow from approximately 18 MEUR this year to approximately 24 MEUR in 2029, representing an average annual growth rate of approximately 10%. Earnings growth and the debt reduction it enables are the most important drivers of the expected return, but they require the continuation of the earnings turnaround in the Buildings business and the preservation of profitability in the Digital Solutions business in a weak market. Based on our estimates, the dividend yield will remain at around 1–3% between 2027 and 2029 because we anticipate that the payout ratio will remain near the lower limit of the dividend policy due to indebtedness. Conversely, we anticipate downward pressure on the valuation multiple. This year's EV/EBITDA multiple is over 11x with reported EBITDA and around 8x when considering non-recurring items, whereas we consider the lower bound of the neutral range, i.e., 6x, to be appropriate given the high level of indebtedness (net debt/adj. EBITDA of 4.1x) and the uncertainty surrounding the earnings turnaround. Multiple contraction will consume most of the earnings growth, and the expected return, including the dividend, will fall below our required return.

Valuation higher than peers

Based on the EV/EBITDA multiples for 2026e and 2027e, Sitowise is valued at approximately 37% and 17% above the median of its peers (approximately 30% and 10% in the Q2 report). The valuation premium is more evident when measured by P/E ratios (2027e approximately 35%), as financing costs eat into a large portion of operating profit.

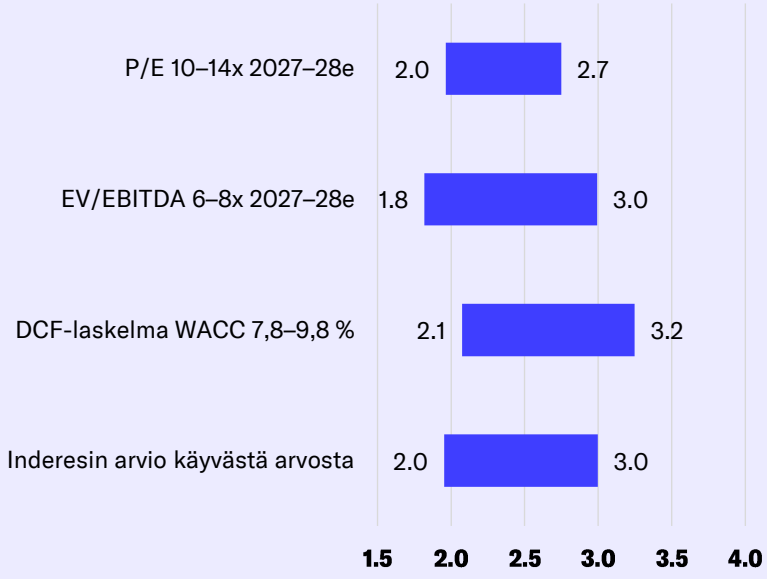
DCF value decreased

Our DCF calculation puts the stock's value at EUR 2.5 (EUR 3.1 in the Q2 report). This decline is due to our lower earnings forecasts for 2027–2028 and the increase in the cost of capital to 8.8% (prev. 8.4%). The cost of capital increased when we raised our risk-free interest rate assumption to 3.0% (prev. 2.5%). According to our forecasts, free cash flow will grow from approximately 6 MEUR this year to approximately 14 MEUR in 2030, as the EBIT margin rises to 10%. For the terminal period, we assume an EBIT margin of 9% and 1% growth, and the terminal period accounts for approximately half of the debt-free value. Therefore, the DCF value depends heavily on the company’s ability to turn its earnings around and raise its profitability to close to its target level.

Valuation	2026e	2027e	2028e
Share price	2.28	2.28	2.28
Number of shares, millions	35.8	35.8	35.8
Market cap	82	82	82
EV	151	146	140
P/E (adj.)	32.7	14.9	10.0
P/B	1.1	1.0	1.0
EV/Sales	0.9	0.8	0.8
EV/EBITDA	11.5	7.6	6.3
EV/EBIT (adj.)	16.8	11.9	9.2
Payout ratio (%)	0.0 %	19.6 %	30.8 %
Dividend yield-%	0.0 %	1.3 %	3.1 %

Source: Inderes

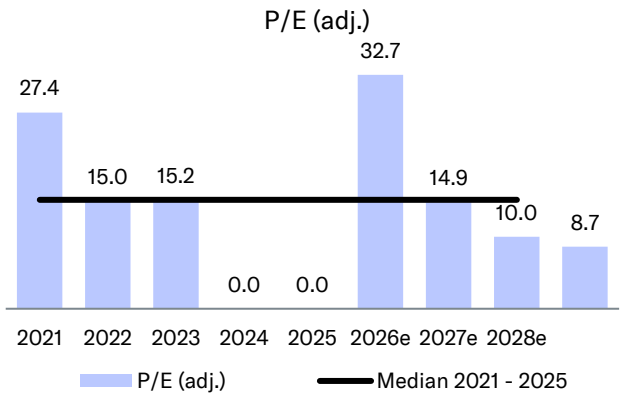
Valuation summary

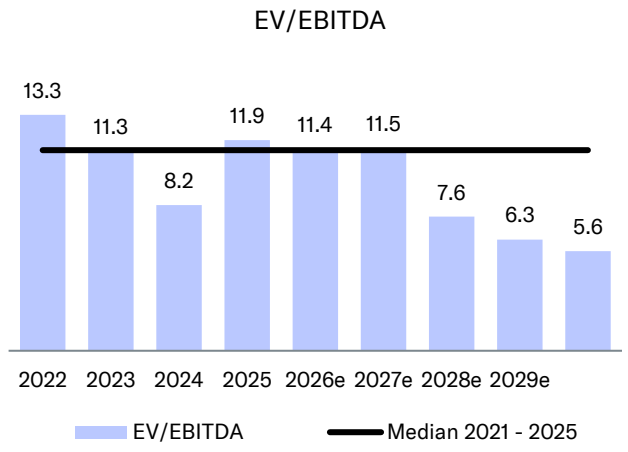


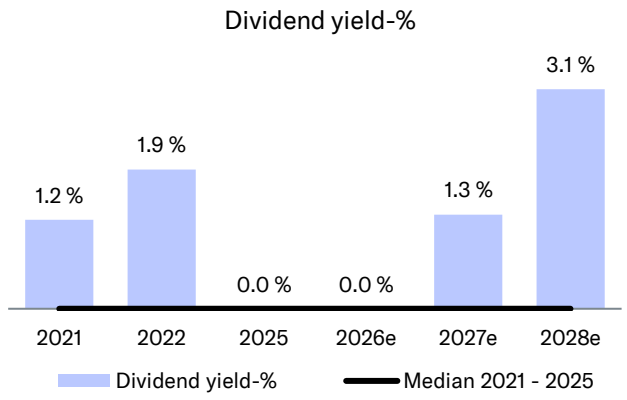
Valuation table

Valuation	2021	2022	2023	2024	2025	2026e	2027e	2028e	2029e
Share price	8.05	5.14	3.18	3.05	2.59	2.28	2.28	2.28	2.28
Number of shares, millions	35.4	35.5	35.6	35.8	35.8	35.8	35.8	35.8	35.8
Market cap	285	182	113	109	93	82	82	82	82
EV	345	268	197	186	165	151	146	140	135
P/E (adj.)	27.4	15.0	15.2	neg.	neg.	32.7	14.9	10.0	8.7
P/B	2.5	1.6	0.9	0.9	1.2	1.1	1.0	1.0	0.9
EV/Sales	1.9	1.3	0.9	1.0	0.9	0.9	0.8	0.8	0.7
EV/EBITDA	13.3	11.3	8.2	11.9	11.4	11.5	7.6	6.3	5.6
EV/EBIT (adj.)	18.2	15.4	14.5	40.6	38.0	16.8	11.9	9.2	8.0
Payout ratio (%)	45.2 %	45.2 %	0.0 %	0.0 %	0.0 %	0.0 %	19.6 %	30.8 %	40.0 %
Dividend yield-%	1.2 %	1.9 %	0.0 %	0.0 %	0.0 %	0.0 %	1.3 %	3.1 %	4.6 %

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
Sweco AB	4734	5351	16.8	15.1	12.6	11.6	1.8	1.6	19.9	18.1	2.7	3.0	3.7
Afry AB	1354	1918	12.6	10.6	8.5	7.4	0.8	0.8	13.5	10.8	4.5	5.1	1.1
Rejlers AB	292	389	12.5	9.7	7.5	6.5	0.8	0.8	11.7	9.5	4.0	4.3	1.5
Solwers Oyj	10	37	67.4	18.5	8.3	5.6	0.5	0.5					0.3
Etteplan Oyj	179	253	15.3	10.8	7.6	6.3	0.7	0.7	17.7	11.3	3.0	4.5	1.4
Norconsult ASA	1075	1300	14.0	11.1	8.6	7.5	1.2	1.1	15.1	12.2	4.7	5.7	3.4
Sitowise (Inderes)	82	151	16.8	11.9	11.5	7.6	0.9	0.8	32.7	14.9	0.0	1.3	1.1
Average			21.3	12.0	8.5	7.2	0.9	0.9	15.4	12.1	3.9	4.8	2.0
Median			14.0	10.8	8.3	6.5	0.8	0.8	14.9	11.1	4.3	4.8	1.5
Diff-% to median			20%	11%	37%	17%	5%	7%	120%	35%	-100%	-73%	-23%

Source: Refinitiv / Inderes

Income statement

Income statement	2024	Q1'25	Q2'25	Q3'25	Q4'25	2025	Q1'26	Q2'26	Q3'26	Q4'26e	2026e	2027e	2028e	2029e
Revenue	192.9	48.1	49.8	40.5	50.3	188.7	49.0	43.1	37.6	44.6	174.3	173.7	180.0	185.4
Revenue (continuing operations)	159.3	41.1	42.6	35.7	42.8	162.3	41.2	43.1	37.6	44.6	166.5	173.7	180.0	185.4
Group	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Infra	68.4	17.6	19.2	16.1	20.2	73.1	18.8	20.2	17.4	20.8	77.2	79.5	81.1	83.5
Buildings	57.4	14.2	14.1	11.3	13.3	52.9	13.2	13.8	12.1	14.2	53.3	57.1	59.9	61.7
Digital Solutions	33.6	9.3	9.4	8.3	9.4	36.4	9.3	9.1	8.1	9.6	36.1	37.2	39.0	40.2
Sweden	33.6	7.0	7.2	4.8	7.4	26.4	7.7	0.0	0.0	0.0	7.7	0.0	0.0	0.0
EBITDA	15.6	2.8	4.1	3.5	4.1	14.5	2.8	3.3	4.5	2.6	13.2	19.3	22.3	23.9
Depreciation	-13.2	-3.1	-3.0	-3.0	-42.9	-52.0	-2.8	-2.1	-2.0	-2.0	-8.9	-7.0	-7.0	-7.1
EBIT	2.5	-0.3	1.0	0.5	-38.8	-37.5	0.0	1.2	2.5	0.6	4.2	12.3	15.3	16.8
EBITA (adj.)		3.1	3.3	3.2	2.8	12.4	2.5	3.2	3.7	3.4	12.7	14.3	16.7	17.6
Net financial items	-5.8	-1.6	-1.6	-1.5	-1.5	-6.1	-1.7	-1.4	-1.5	-1.4	-6.0	-5.4	-5.1	-5.0
PTP	-3.4	-1.8	-0.6	-1.0	-40.3	-43.7	-1.7	-0.2	1.0	-0.8	-1.8	6.9	10.2	11.8
Taxes	0.7	0.4	0.1	0.3	0.2	1.1	0.4	0.0	-0.1	0.2	0.5	-1.4	-2.0	-2.4
Minority interest	0.1	0.0	0.0	0.0	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net earnings	-0.1	0.0	0.0	0.0	-1.1	-1.2	0.0	-0.1	-0.1	0.0	-0.2	0.2	0.2	0.3
Net earnings	-2.6	-1.4	-0.4	-0.7	-39.9	-42.4	-1.3	-1.8	-2.6	-0.7	-6.4	5.5	8.1	9.4
EPS (adj.)	-0.01	0.01	-0.01	-0.02	0.00	-0.01	-0.01	0.03	0.03	0.03	0.07	0.15	0.23	0.26
EPS (rep.)	-0.07	-0.04	-0.01	-0.02	-1.11	-1.18	-0.04	-0.05	-0.07	-0.02	-0.18	0.15	0.23	0.26

Key figures	2024	Q1'25	Q2'25	Q3'25	Q4'25	2025	Q1'26	Q2'26	Q3'26	Q4'26e	2026e	2027e	2028e	2029e
Revenue growth-%	-8.5 %	-6.6 %	-2.2 %	-3.1 %	3.3 %	-2.2 %	1.9 %	-13.5 %	-7.2 %	-11.3 %	-7.6 %	-0.3 %	3.6 %	3.0 %
Adjusted EBITA growth-%							-19.4 %	-3.4 %	14.8 %	20.5 %	2.7 %	12.7 %	16.1 %	5.9 %
EBITDA-%	8.1 %	5.9 %	8.2 %	8.6 %	8.2 %	7.7 %	5.7 %	7.5 %	12.1 %	5.8 %	7.5 %	11.1 %	12.4 %	12.9 %

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	198	158	150	151	152
Goodwill	159	121	121	121	121
Intangible assets	11.6	9.1	5.9	3.9	2.5
Tangible assets	25.3	26.4	22.5	25.7	28.4
Associated companies	0.0	0.0	0.0	0.0	0.0
Other investments	1.9	0.3	0.3	0.3	0.3
Other non-current assets	0.0	0.0	0.0	0.0	0.0
Deferred tax assets	0.8	1.8	0.2	0.2	0.2
Current assets	68.8	71.5	66.2	66.0	68.3
Inventories	0.0	0.0	0.0	0.0	0.0
Other current assets	0.6	0.9	0.9	0.9	0.9
Receivables	50.7	48.1	44.4	44.3	45.9
Cash and equivalents	17.5	22.6	20.9	20.8	21.6
Balance sheet total	267	230	216	217	220

Source: Inderes

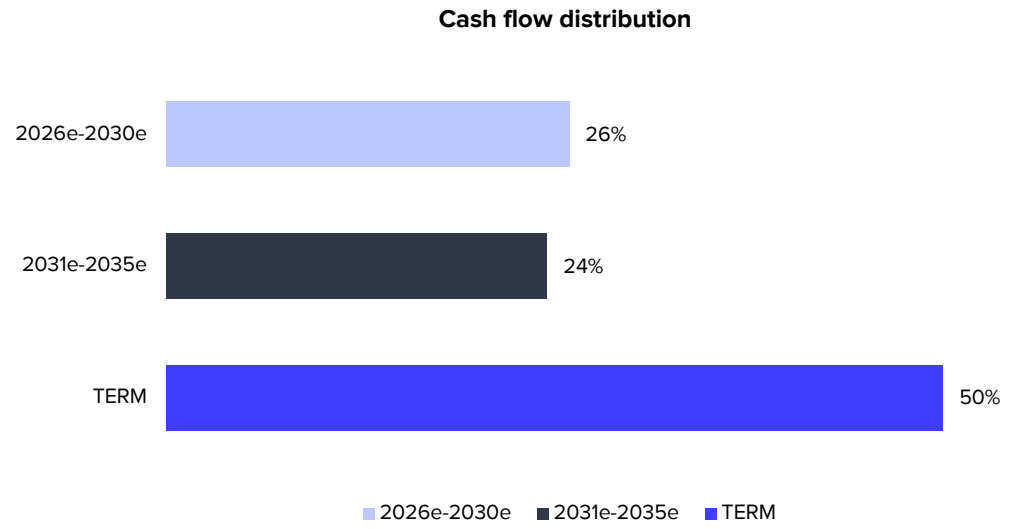
Liabilities & equity	2024	2025	2026e	2027e	2028e
Equity	115	76.9	73.3	78.8	85.9
Share capital	0.1	0.1	0.1	0.1	0.1
Retained earnings	23.3	-17.1	-23.4	-17.9	-10.9
Hybrid bonds	0.0	0.0	0.0	0.0	0.0
Revaluation reserve	-0.1	-3.5	-0.6	-0.6	-0.6
Other equity	92.0	97.3	97.3	97.3	97.3
Minorities	0.0	0.0	0.0	0.0	0.0
Non-current liabilities	87.5	87.4	80.7	75.7	75.7
Deferred tax liabilities	1.0	0.6	0.6	0.6	0.6
Provisions	0.0	0.0	0.0	0.0	0.0
Interest bearing debt	86.2	86.7	80.0	75.0	75.0
Convertibles	0.0	0.0	0.0	0.0	0.0
Other long term liabilities	0.3	0.1	0.1	0.1	0.1
Current liabilities	64.3	65.5	61.8	62.3	58.9
Interest bearing debt	8.4	8.5	9.8	10.4	5.2
Payables	55.5	55.5	50.5	50.4	52.2
Other current liabilities	0.4	1.5	1.5	1.5	1.5
Balance sheet total	267	230	216	217	220

DCF-calculation

DCF model	2025	2026e	2027e	2028e	2029e	2030e	2031e	2032e	2033e	2034e	2035e	TERM
Revenue growth-%	-2.2 %	-7.6 %	-0.3 %	3.6 %	3.0 %	2.5 %	2.0 %	1.0 %	1.0 %	1.0 %	1.0 %	1.0 %
EBIT-%	-19.9 %	2.4 %	7.1 %	8.5 %	9.0 %	10.0 %	10.0 %	10.0 %	10.0 %	10.0 %	9.0 %	9.0 %
EBIT (operating profit)	-37.5	4.2	12.3	15.3	16.8	19.0	19.4	19.6	19.8	20.0	18.2	
+ Depreciation	52.0	8.9	7.0	7.0	7.1	7.3	7.5	7.8	8.0	8.2	8.5	
- Paid taxes	-0.4	2.1	-1.4	-2.0	-2.4	-2.8	-2.9	-2.9	-3.0	-3.0	-2.6	
- Tax, financial expenses	-1.8	-1.7	-1.1	-1.0	-1.0	-1.0	-1.0	-1.0	-1.0	-1.0	-1.0	
+ 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	3.5	-1.4	0.0	0.2	0.2	0.2	0.1	0.1	0.1	0.1	0.1	
Operating cash flow	15.8	12.2	16.8	19.5	20.7	22.7	23.2	23.5	23.9	24.3	23.1	
+ Change in other long-term liabilities	-0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
- Gross CAPEX	-11.0	-7.0	-8.2	-8.3	-8.5	-8.7	-8.8	-9.0	-9.2	-9.4	-9.6	
Free operating cash flow	4.6	5.2	8.7	11.1	12.2	14.0	14.3	14.5	14.7	14.9	13.5	
+/- Other	0.0	0.5	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
FCFF	4.6	5.7	8.7	11.1	12.2	14.0	14.3	14.5	14.7	14.9	13.5	175
Discounted FCFF		5.7	7.9	9.3	9.4	9.9	9.3	8.6	8.1	7.5	6.3	81.1
Sum of FCFF present value		163	157	149	140	131	121	112	103	94.8	87.3	81.1
Enterprise value DCF		163										
- Interest bearing debt		-95.2										
+ Cash and cash equivalents		22.6										
+ Associated companies		0.0										
-Minorities		0.0										
-Dividend/capital return		0.0										
Equity value DCF		90.3										
Equity value DCF per share		2.5										

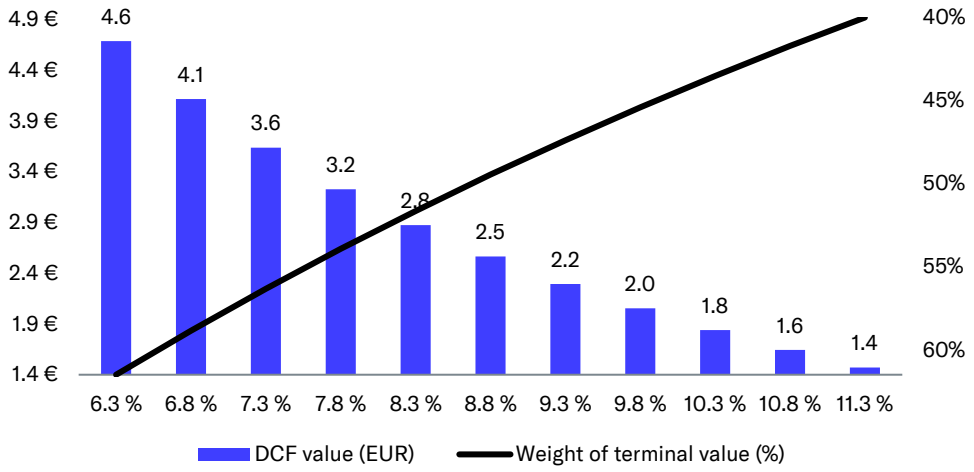
WACC	
Tax-% (WACC)	20.0 %
Target debt ratio (D/(D+E)	20.0 %
Cost of debt	5.5 %
Equity Beta	1.45
Market risk premium	4.75%
Liquidity premium	0.00%
Risk free interest rate	3.0 %
Cost of equity	9.9 %
Weighted average cost of capital (WACC)	8.8 %

Source: Inderes

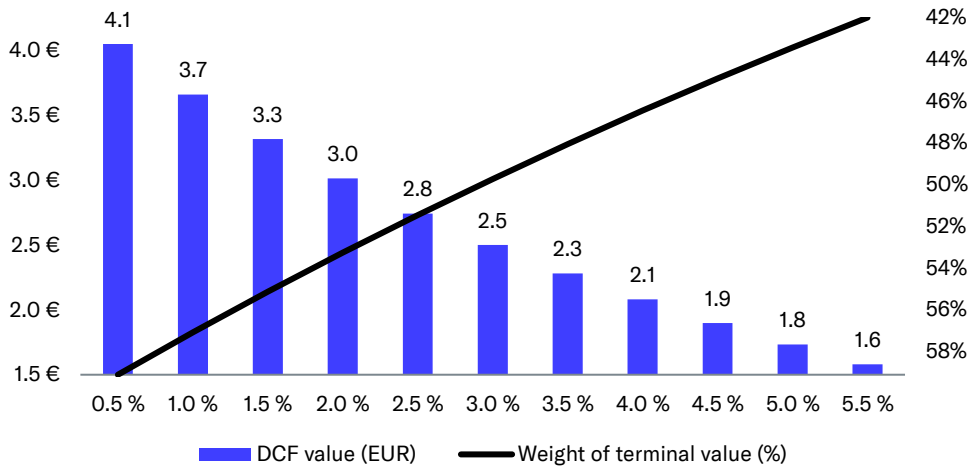


DCF sensitivity calculations and key assumptions in graphs

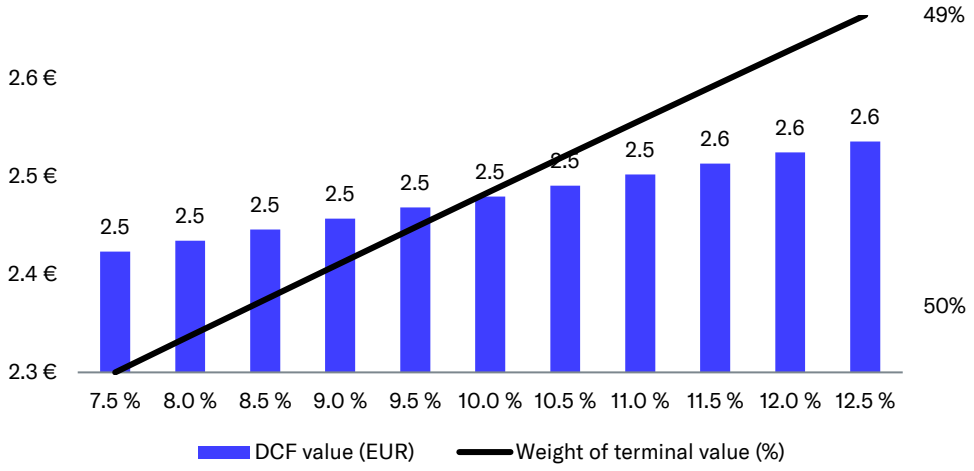
Sensitivity of DCF to changes in the WACC-%



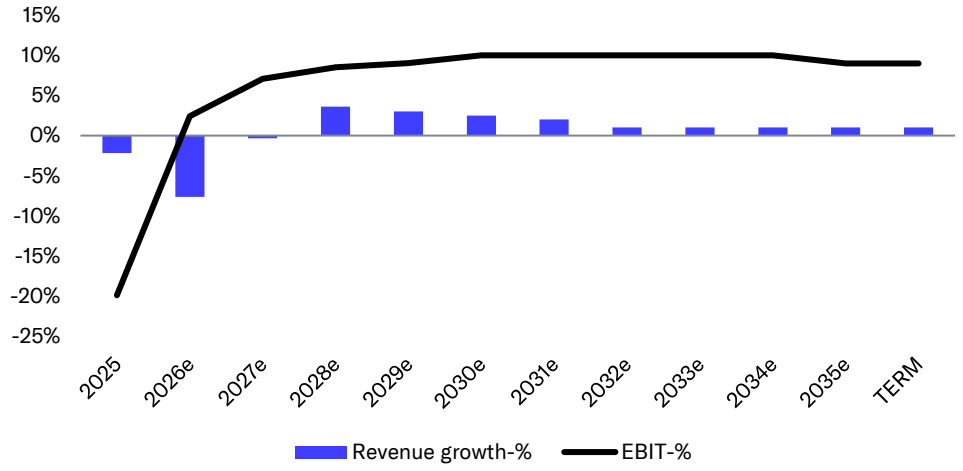
Sensitivity of DCF to changes in the risk-free rate



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	210.9	192.9	188.7	174.3	173.7
EBITDA	23.2	15.6	14.5	13.2	19.3
EBIT	11.7	2.5	-37.5	4.2	12.3
PTP	7.1	-3.4	-43.7	-1.8	6.9
Net Income	5.6	-2.6	-42.4	-6.4	5.5
Extraordinary items	-1.9	-2.1	-41.9	-4.8	0.0

Balance sheet	2023	2024	2025	2026e	2027e
Balance sheet total	278.4	267.1	229.8	215.8	216.8
Equity capital	119.6	115.3	76.9	73.3	78.8
Goodwill	158.0	158.6	120.7	120.7	120.7
Net debt	83.1	77.1	72.6	68.9	64.6

Cash flow	2023	2024	2025	2026e	2027e
EBITDA	23.2	15.6	14.5	13.2	19.3
Change in working capital	-0.7	6.9	3.5	-1.4	0.0
Operating cash flow	20.1	21.4	15.8	12.2	16.8
CAPEX	-11.1	-9.6	-11.0	-7.0	-8.2
Free cash flow	9.0	11.7	4.6	5.7	8.7

Valuation multiples	2023	2024	2025	2026e	2027e
EV/S	0.9	1.0	0.9	0.9	0.8
EV/EBITDA	8.2	11.9	11.4	11.5	7.6
EV/EBIT (adj.)	14.5	40.6	38.0	16.8	11.9
P/E (adj.)	15.2	neg.	neg.	32.7	14.9
P/B	0.9	0.9	1.2	1.1	1.0
Dividend-%	0.0 %	0.0 %	0.0 %	0.0 %	1.3 %

Source: Inderes

Per share data	2023	2024	2025	2026e	2027e
EPS (reported)	0.16	-0.07	-1.18	-0.18	0.15
EPS (adj.)	0.21	-0.01	-0.01	0.07	0.15
OCF / share	0.56	0.60	0.44	0.34	0.47
OFCF / share	0.25	0.33	0.13	0.16	0.24
Book value / share	3.35	3.22	2.14	2.05	2.20
Dividend / share	0.00	0.00	0.00	0.00	0.03

Growth and profitability	2023	2024	2025	2026e	2027e
Revenue growth-%	3%	-9%	-2%	-8%	0%
EBITDA growth-%	-2%	-33%	-7%	-9%	47%
EBIT (adj.) growth-%	-22%	-66%	-5%	106%	37%
EPS (adj.) growth-%	-39%	-106%	-12%	592%	119%
EBITDA-%	11.0 %	8.1 %	7.7 %	7.5 %	11.1 %
EBIT (adj.)-%	6.4 %	2.4 %	2.3 %	5.2 %	7.1 %
EBIT-%	5.5 %	1.3 %	-19.9 %	2.4 %	7.1 %
ROE-%	4.7 %	-2.2 %	-44.1 %	-8.5 %	7.2 %
ROI-%	5.4 %	1.2 %	-19.7 %	2.5 %	7.5 %
Equity ratio	42.9 %	43.2 %	33.4 %	34.0 %	36.4 %
Gearing	69.5 %	66.9 %	94.4 %	93.9 %	81.9 %
Net debt/EBITDA	3.6	4.9	5.0	5.2	3.3
EBITDA/net financials	5.1	2.7	2.4	2.2	3.6

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
3/29/2021	Reduce	8.60 €	8.50 €
5/20/2021	Accumulate	9.30 €	8.78 €
8/26/2021	Accumulate	9.30 €	8.27 €
11/11/2021	Accumulate	9.30 €	8.33 €
3/3/2022	Accumulate	7.60 €	6.50 €
5/4/2022	Accumulate	7.20 €	6.05 €
5/19/2022	Buy	7.20 €	5.74 €
8/18/2022	Accumulate	6.50 €	5.50 €
10/27/2022	Buy	5.50 €	3.90 €
11/2/2022	Buy	5.50 €	4.15 €
11/29/2022	Accumulate	5.50 €	4.75 €
3/1/2023	Accumulate	5.40 €	4.89 €
5/10/2023	Accumulate	5.10 €	4.40 €
8/17/2023	Buy	5.00 €	4.00 €
9/5/2023	Buy	5.00 €	3.99 €
10/20/2023	Accumulate	4.00 €	3.38 €
11/3/2023	Accumulate	3.30 €	2.88 €
2/28/2024	Accumulate	3.00 €	2.65 €
5/10/2024	Accumulate	3.20 €	2.88 €
7/15/2024	Reduce	2.90 €	2.80 €
8/1/2024	Reduce	2.70 €	2.89 €
8/14/2024	Reduce	2.50 €	2.42 €
11/8/2024	Reduce	2.50 €	2.41 €
1/24/2025	Reduce	2.70 €	2.85 €
2/13/2025	Reduce	2.50 €	2.42 €
5/14/2025	Reduce	2.40 €	2.37 €
8/14/2025	Reduce	2.30 €	2.45 €
	Analyst changed		
11/7/2025	Reduce	2.20 €	2.38 €
1/13/2026	Reduce	2.20 €	2.35 €
2/12/2026	Accumulate	2.60 €	2.34 €
5/7/2026	Accumulate	2.60 €	2.39 €
6/10/2026	Reduce	3.10 €	2.94 €
	Analyst changed		
8/13/2026	Reduce	2.90 €	2.64 €
11/6/2026	Reduce	2.50 €	2.28 €



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