KEMPOWER

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INDERES CORPORATE CUSTOMER

COMPANY REPORT



No turnaround in sight yet in this challenging market

Market demand has weakened significantly as charge point operators seek to strengthen the profitability of their operations rather than make new investments. On the other hand, Kempower has continued its upward trajectory in market share development, which supports long-term value creation opportunities. However, a turnaround in demand is not yet in sight, and at the same time, a significant oversupply of chargers is putting pressure on margins, hindering the profitability turnaround the company is seeking to achieve through significant cost-saving measures. The company's balance sheet cannot sustain loss-making operations indefinitely, though the situation remains stable in the short term due to strong liquidity. We reiterate our Reduce recommendation and lower our target price to EUR 6 (previously EUR 9) in light of significant downward revisions to our forecasts.

Market demand was disappointing, balance sheet has also weakened

The Q3 report was clearly weaker than expected in terms of both orders and the main lines of the income statement. Order intake decreased by 19% year-on-year (we estimated -10%) as charge point operators restricted investments and focused on increasing the utilization of existing charging stations. However, in our view, Kempower's market share has at least remained unchanged, if not strengthened. Weak demand was also reflected in revenue (-10% y/y, we estimated it to be flat) and adjusted EBIT (-1.7 MEUR, Q3'25: 0.2 MEUR, we estimated 0.0 MEUR). One positive takeaway from the report is the growth in service sales (83%), which increased the service revenue proportion to 8%. Although gross margin remained stable at 45.9%, in line with our estimate, we believe it has not yet fully reflected the impact of the current weak market environment. The ballooning of net working capital has led to an increase in net gearing to 19% (covenant limit 100%), but the company has total liquidity of 91 MEUR (of which financial assets are 27 MEUR), so the financial position is unlikely to cause issues yet in the short term.

No turnaround in sight yet, despite strong EV sales in Europe

Kempower lowered its guidance for the current year, based on which Q4 is expected to be weak (revenue will decrease by ~13% and earnings will clearly deteriorate, partly due to temporary reasons). The company raised the target of its fixed cost savings program to 15 MEUR (previously 5 MEUR), which, in our view, will support profitability in 2027 by around 10 MEUR (savings in full effect starting from Q3'27). The company expects weak demand to persist in the near term. We expect market demand to turn around by mid-2027, supported by factors such as robust EV sales figures in Europe (+42% YTD). We forecast a 7% revenue increase in 2027, which, together with savings, could push earnings into slightly positive territory despite our forecast of a decreasing gross profit margin. We expect growth to accelerate to 16–20% per year in 2028–2029, which would drive profitability more clearly into positive territory.

Valuation not attractive enough relative to risks

Despite the market's long-term growth outlook and Kempower's upward trajectory in market share, it is clear that the current weak charge point operator demand makes it harder for Kempower to achieve its revenue growth target (15-25%/year) for the 2026-30 strategy period. The oversupply of chargers is also weighing on margins and making the profitability turnaround more difficult. If the turnaround is delayed, the balance sheet situation could even necessitate a share issue, though we do not foresee this as a concern over the next 12 months yet. The earnings-based valuation of the share only turns favorable based on estimates for 2029–2030 (EV/EBIT of 12x and 9x), for which visibility is currently weak. If significant players (though weaker than Kempower) were to drop out of the market, it could ease price pressure and improve the outlook for profitability. However, this may still take several years.

Recommendation
Reduce
(was Reduce)

Target price:
EUR 6.00
(was EUR 9.00)

Share price:
EUR 6.45

Business risk



Valuation risk



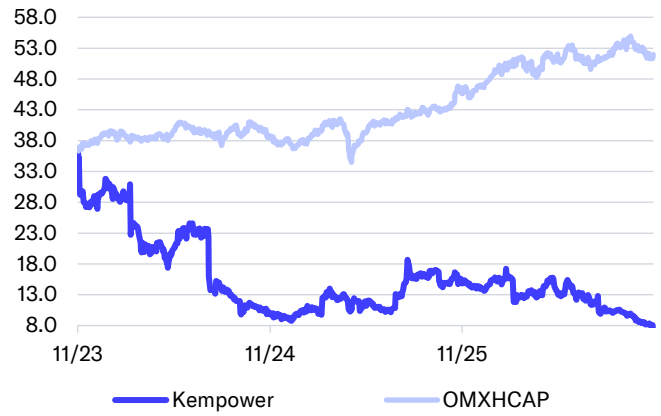
	2025	2026e	2027e	2028e
Revenue	251.3	263.9	282.3	338.8
growth-%	12%	5%	7%	20%
EBIT adj.	-12.4	-15.5	1.0	18.7
EBIT-% adj.	-4.9 %	-5.9 %	0.3 %	5.5 %
Net Income	-12.4	-14.6	-2.6	11.6
EPS (adj.)	-0.19	-0.25	-0.05	0.21
P/E (adj.)	neg.	neg.	neg.	30.7
P/B	8.3	4.1	4.2	3.7
Dividend yield-%	0.0 %	0.0 %	0.0 %	0.0 %
EV/EBIT (adj.)	neg.	neg.	>100	20.1
EV/EBITDA	neg.	neg.	23.9	11.1
EV/S	3.3	1.4	1.3	1.1

Source: Inderes

Guidance (Downgraded)

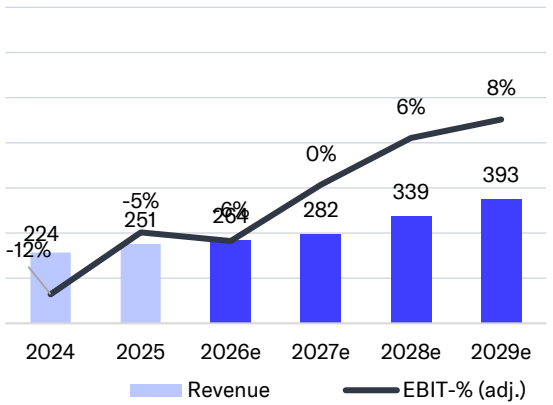
2026 revenue is expected to grow approximately 5%. Operative EBIT is expected to decrease from 2025 (-12.4 MEUR).

Share price



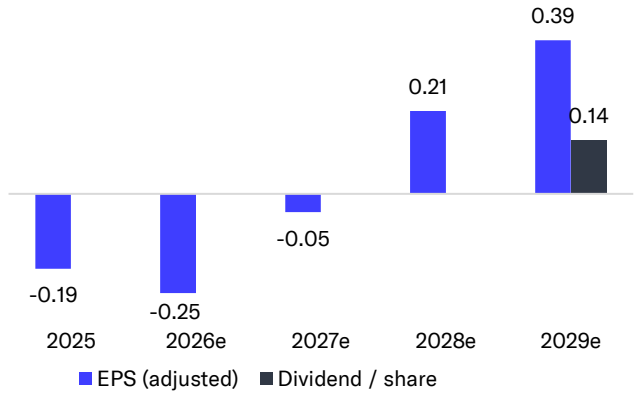
Source: Millistream Market Data AB

Revenue and EBIT-% (adj.)



Source: Inderes

EPS and DPS



Source: Inderes

Value drivers

- The electrification of transport creates a significant need for efficient charging capacity
- Competitive products provide strong margins and support market position
- Growing the customer base and expanding into new markets
- Strength in heavy-duty charging solutions
- Scalable cost structure

Risk factors

- Restoring profitability requires significant growth
- Uncertainty about long-term profitability levels in the industry
- Changes in technological competitiveness could threaten growth and pricing
- A high valuation based on long-term earnings growth carries significant risk
- If the turnaround in profitability is delayed, the balance sheet may need strengthening

Valuation	2026e	2027e	2028e
Share price	6.45	6.45	6.45
Number of shares, millions	55.4	55.4	55.4
Market cap	357	357	357
EV	371	376	377
P/E (adj.)	neg.	neg.	30.7
P/E	neg.	neg.	30.7
P/B	4.1	4.2	3.7
P/S	1.4	1.3	1.1
EV/Sales	1.4	1.3	1.1
EV/EBITDA	neg.	23.9	11.1
EV/EBIT (adj.)	neg.	>100	20.1
Payout ratio (%)	0.0 %	0.0 %	0.0 %
Dividend yield-%	0.0 %	0.0 %	0.0 %

Source: Inderes

Demand has decreased more sharply than expected

Orders weakened along with the market

Orders received fell 19% year-on-year in Q3, which was a steeper decline than forecast (we had forecast -10%; the consensus -4%). The company views market activity and customer demand as having weakened sharply, as charge point operators prioritize improving utilization and profitability over building new capacity. Growth financing for CPOs has become less available due to rising interest rates, among other things. Industry consolidation also delays investment decisions. Electrification continues in the commercial vehicle sector, but closing deals is taking longer than before and some investments are being postponed. Kempower expects challenging market conditions to persist in the near term.

The decrease in order intake was driven largely by the Nordics (–21%) and North America (–59%). In Europe outside Nordics, order intake decreased by only 8%, and revenue even increased by 10%.

Kempower performed relatively well in the competition

The company noted that charging point installations in Europe decreased by 22% in Q3, whereas Kempower's revenue in the region decreased by only 5%, meaning the company has even strengthened its market share. We also noted in ABB's Q3 report that orders for the company's e-Mobility unit fell by an estimated 26% in Q3, which corroborates Kempower's message. In North America, market share also grew in January–September, despite a relatively sharp decline in revenue in Q3.

Weak demand reflected in revenue and earnings figures

Revenue was 66.2 MEUR in Q3, down 10% year-on-year. This was 10% below our estimate (11% below consensus). Growth remained weak relative to the order book (order book +18% y/y at the end of Q2), which also reflects the importance of short-delivery-time orders in the company's business.

The gross margin was stable at 45.9% and thus in line with our estimate. However, we estimate that the recent price erosion has not yet been reflected in the Q3 figures. The company reported that price erosion had accelerated amid weak demand and oversupply.

Adjusted EBIT was -1.7 MEUR, which was weaker than expected (we forecast 0.0 MEUR, consensus 0.6 MEUR), mainly due to revenue falling short of our forecasts.

Significant amount of cash committed to receivables

Also notable in the Q3 report was the decline in cash flow due to working capital commitments. In Q3, cash flow from operating activities was -6 MEUR (Q3'25 +4 MEUR). Cash flow In January-September was -19 MEUR (Q1-Q3'25: 0 MEUR), since around 22 MEUR more working capital was tied up than in the comparison period. This is due to the use of distribution partners, from whom cash flow arrival is slower than from direct customer relationships. However, we do not believe such a trend will be sustained. The company intends to improve working capital efficiency by tightening payment terms and lowering inventory levels, among other things.

Estimates	Q3'25	Q3'26	Q3'26e	Q3'26e	Difference (%)	2026e
MEUR / EUR	Comparison	Actualized	Inderes	Consensus	Act. vs. inderes	Inderes
Revenue	73.7	66.2	73.7	74.4	-10%	264
Order intake	74.7	60.8	60.8	71.5	0%	269
Gross margin-%	45.8 %	45.9 %	45.9 %	47.4 %	0 pp	45.1 %
EBIT (adj.)	0.2	-1.7	0.0	0.6		-15.5
EPS (reported)	0.00	-0.06	0.00	0.00		-0.26
Revenue growth-%	40.9 %	-10.2 %	0.0 %	0.9 %	-10.2 pp	5.0 %
EBIT-% (adj.)	0.2 %	-2.6 %	0.0 %	0.8 %	-2.6 pp	-5.9 %

Source: Inderes & Modular Finance (consensus: 7 analysts)

Kempower, Webcast, Q3'26



Earnings turnaround delayed, but long-term opportunities still exist

We significantly lowered our estimates following a weak Q3

- Weak demand has had a greater impact on sales this year than we had anticipated, despite a strong order book (Q3'26 order book: +9% y/y). We lowered our revenue forecast for this year by 12%. Our revenue estimates for 2027-28 decreased by 7%. We now expect a turnaround in demand around mid-2027, which will significantly impact revenue growth, especially in 2028.
- The company raised the savings target for its fixed-cost efficiency program to 15 MEUR (previously 5 MEUR) and expects the savings to take full effect starting in Q3'27. Our forecasts now include 10 MEUR in fixed-cost savings for all of 2027. We estimate that the cost savings will further boost profitability in 2028, though we expect revenue growth to drive up the cost base alongside the realized savings by then.
- We reduced our gross margin estimates due to weak demand. We expect price erosion to accelerate, as the balance between supply and demand in the market is out of equilibrium. We interpret that prices are currently falling by even double-digit percentages. At the same time, we believe the company can still offset this to some extent through improving production efficiency. Our gross profit estimate for Q4 is low, as we expect inventory write-downs following weakened demand. For 2027-28, we estimate a gross margin of 44.7% (Jan–Sep 2026: 46.2%).
- Our long-term (2030) EBIT-% estimate decreased to 8.7% (previously 9.6%).
- Working capital commitments weigh on the short-term net debt estimate.

Operational earnings drivers

- Demand from charge point operators has temporarily slowed down due to financing challenges and a focus on profitability, among other things.
- We estimate that demand will turn to strong growth over the medium term, supported by, in part, recent robust EV sales figures in Europe (Q3: +55%, YTD: +42% y/y). Furthermore, the electrification of heavy-duty transport is a key driver for Kempower because the company is relatively competitive in the commercial vehicle segment.
- Overcapacity in supply and demand weighs on selling prices and margins.
- Growth in service revenue will support the predictability and profitability of the business in the long term (Q3 share of services 8%, growth of 83% y/y).

Estimate revisions	2026e	2026e	Change	2027e	2027e	Change	2028e	2028e	Change
MEUR / EUR	Old	New	%	Old	New	%	Old	New	%
Revenue	299	264	-12%	305	282	-7%	366	339	-7%
EBITDA	15.1	-1.4	-109%	22.0	15.8	-28%	40.5	34.0	-16%
EBIT (exc. NRIs)	1.0	-15.5	-1675%	8.3	1.0	-88%	25.8	18.7	-27%
EBIT	0.5	-16.2	-3439%	8.3	1.0	-88%	25.8	18.7	-27%
PTP	-0.2	-18.7	-8653%	7.9	-3.2	-141%	25.9	14.7	-43%
EPS (excl. NRIs)	0.01	-0.25	-4275%	0.11	-0.05	-141%	0.37	0.21	-43%
DPS	0.00	0.00		0.00	0.00		0.00	0.00	

Source: Inderes

Overcapacity and weak demand weigh on future years

Strong value creation potential has not vanished

Kempower has a strong long-term growth and value creation investment profile, where the key factors are 1) strong market growth, 2) good market competitiveness, and 3) a capital-light business model. Recent share price volatility has been driven particularly by market changes, such as the industry inventory cycle in 2023-2024 and financing challenges faced by charge point operators due to rising interest rates in 2026. Although expectations for the pace of transport electrification have suffered somewhat due to erratic political decision-making, among other factors, the share of fully electric vehicles in the car fleet is growing, and we believe that the long-term growth outlook for the target market is assured.

Forecasting the development of Kempower's competitiveness is more challenging because the industry is still relatively young, and changes in the technological environment or geopolitics, for example, could destabilize existing competitive landscapes. However, it currently appears that Kempower has established itself among the globally leading DC charger manufacturers and is gaining market share. Profitability is still low in the current development phase, as the company has invested heavily in production facilities and personnel. Nevertheless, the current cost structure should enable strong revenue growth in the coming years if the market environment improves, which would lead to significant scalability of profitability. Increasing the share of services also plays a key role in the long-term profitability outlook.

Delayed earnings turnaround has weakened fair value; it may take time to achieve solid returns

In our valuation of Kempower, we emphasize earnings-based valuation multiples (EV/EBIT). We estimate that a capital-light growth company will command valuation multiples of 15–20x over the medium term.

With low earnings in the coming years, attractive valuation multiples are not yet within reach. We estimate that the valuation will only decrease towards a fair level around 2029 (EV/EBIT of 12x is close to a fair level when discounting is taken into account). We estimate that the annual return on ownership will not become attractive until the 2030 forecast, when the annual return would increase to 14–22% with EV/EBIT multiples of 15–20x. However, we see significant uncertainty associated with forecasts that extend this far into the future. Disappointing short-term earnings may act as a negative driver of the stock price, and the company's balance sheet does not provide an indefinite amount of time to turn earnings around. This, in turn, weighs on the stock's risk/reward ratio.

In practice, we estimate that achieving the strong earnings growth forecast by the end of the decade would require a shift in market dynamics facilitated by a) the withdrawal of weaker competitors and b) a recovery in demand growth.

DCF model shows no upside

Our DCF model indicates a fair value of EUR 6.0 per share, which is below the current market price. The DCF model assumptions include, among other things, high average revenue growth of 17% in 2028-2030 and an EBIT margin of 8.5% in the terminal period (we decreased the assumption, previously 9%). The WACC assumption used in the calculation is 9.7%, slightly higher than that of other listed companies of similar scale, due to the company's relatively early stage of business development. For a growth company, the DCF model is very sensitive to changes in long-term assumptions.

Valuation	2026e	2027e	2028e
Share price	6.45	6.45	6.45
Number of shares, millions	55.4	55.4	55.4
Market cap	357	357	357
EV	371	376	377
P/E (adj.)	neg.	neg.	30.7
P/E	neg.	neg.	30.7
P/B	4.1	4.2	3.7
P/S	1.4	1.3	1.1
EV/Sales	1.4	1.3	1.1
EV/EBITDA	neg.	23.9	11.1
EV/EBIT (adj.)	neg.	>100	20.1
Payout ratio (%)	0.0 %	0.0 %	0.0 %
Dividend yield-%	0.0 %	0.0 %	0.0 %

Source: Inderes

Detailed estimates

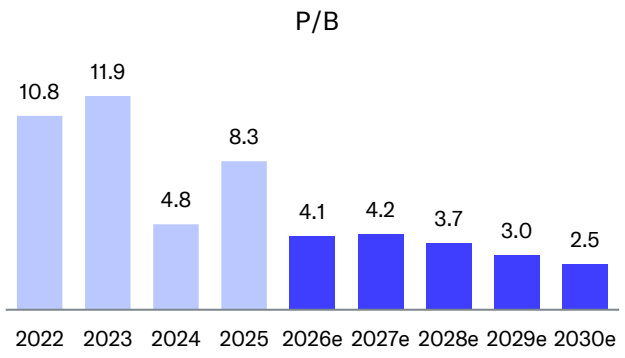
MEUR	2018	2019	2020	2021	2022	2023	2024	2025	2026e	2027e	2028e	2029e	2030e	Terminal period
Order intake			7	37	209	275	218	304	269					
- growth %				427%	459%	32%	-21%	39%	-12%					
Order book			4	14	119	111	95	141	135					
				261%	768%	-7%	-14%	49%	-4%					
Revenue	0	0	3	27	104	284	224	251	264	282	339	393	452	
- growth %		68%	909%	730%	278%	174%	-21%	12%	5%	7%	20%	16%	15%	3%
Revenue by geography														
Nordics			2	23	58	114	98	79	63	63	73			
- growth %					150%	97%	-14%	-19%	-20%	0%	15%			
Rest of Europe			1	4	41	144	95	124	145	159	191			
- growth %					893%	254%	-34%	31%	17%	10%	20%			
North America					2	11	21	38	38	38	52			
- growth %							84%	84%	0%	0%	35%			
Rest of World					4	14	10	10	17	21	23			
- growth %							-26%	-1%	71%	23%	8%			
Gross margin %			54.5 %	47.1 %	46.5 %	52.1 %	48.7 %	47.6 %	45.1 %	44.7 %	44.7 %	44.1 %	43.5 %	
Fixed costs				-13	-39	-101	-127	-120	-120	-110	-118	-128	-141	
EBITDA	-0.6	-2.2	-2.1	0.5	9.5	47.1	-18.0	-0.5	-1.4	15.8	34.0	45.8	56.0	
- % of revenue				1.8 %	9.2 %	16.6 %	-8.0 %	-0.2 %	-0.5 %	5.6 %	10.0 %	11.7 %	12.4 %	
Depreciation and amortization	0.0	0.0	-0.1	-1.1	-3.4	-6.5	-10.8	-13.8	-14.8	-14.8	-15.2	-16.0	-16.8	
EBIT	-0.6	-2.2	-2.2	-0.7	6.1	40.6	-28.8	-14.3	-16.2	1.0	18.7	29.8	39.2	
- % of revenue				-2.6 %	5.9 %	14.3 %	-12.9 %	-5.7 %	-6.1 %	0.3 %	5.5 %	7.6 %	8.7 %	8.5 %
Financing expenses				-0.2	-1.3	2.5	0.6	-0.7	-2.5	-4.2	-4.0	-2.5	-1.0	
Taxes				1.1	-1.2	-9.3	5.0	2.6	4.1	0.7	-3.1	-5.7	-8.0	
- Tax rate %				122%	25%	22%	18%	17%	22%	21%	21%	21%	21%	21%
Net profit				0.3	3.6	33.7	-23.2	-12.4	-14.6	-2.6	11.6	21.6	30.1	
EPS (EUR)				0.01	0.07	0.61	-0.38	-0.19	-0.25	-0.05	0.21	0.39	0.54	
Investments (incl. capitalization of leasing contracts)			0	4	23	23	29	9	19	21	21	22	22	
Net working capital			3	4	21	18	27	30	50	49	56	63	70	
Net cash assets			1	89	58	75	24	19	-13	-19	-20	-11	-1	

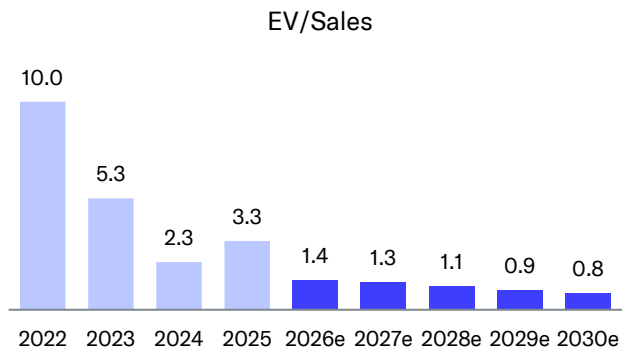
Source: Inderes

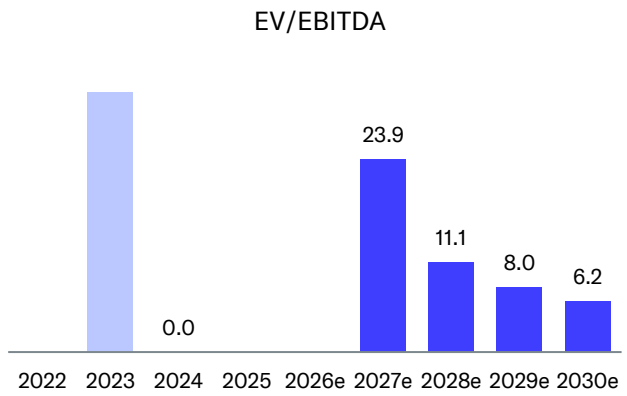
Valuation table

Valuation	2022	2023	2024	2025	2026e	2027e	2028e	2029e	2030e
Share price	19.6	28.7	9.68	15.3	6.45	6.45	6.45	6.45	6.45
Number of shares, millions	55.5	55.3	55.3	55.4	55.4	55.4	55.4	55.4	55.4
Market cap	1091	1588	535	846	357	357	357	357	357
EV	1033	1513	511	827	371	376	377	368	350
P/E (adj.)	>100	46.9	neg.	neg.	neg.	neg.	30.7	16.6	11.9
P/E	>100	47.0	neg.	neg.	neg.	neg.	30.7	16.6	11.9
P/B	10.8	11.9	4.8	8.3	4.1	4.2	3.7	3.0	2.5
P/S	10.5	5.6	2.4	3.4	1.4	1.3	1.1	0.9	0.8
EV/Sales	10.0	5.3	2.3	3.3	1.4	1.3	1.1	0.9	0.8
EV/EBITDA	>100	32.1	neg.	neg.	neg.	23.9	11.1	8.0	6.2
EV/EBIT (adj.)	>100	37.2	neg.	neg.	neg.	>100	20.1	12.4	8.9
Payout ratio (%)	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	35.0 %	35.0 %
Dividend yield-%	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	2.1 %	3.0 %

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
Tesla	1407087	1375180	334.2	430.9	117.0	108.5	16.2	14.3	246.0	237.3			16.6
Zaptec	520	486	64.6	23.8	44.4	19.8	3.4	2.5	119.0	32.9	0.1	1.0	7.4
Alfen	227	220	43.2	124.6	8.7	10.5	0.5	0.5	54.8				1.5
ABB	143845	145277	26.5	21.7	23.5	19.2	4.8	4.3	35.1	24.2	1.2	1.4	10.1
Sinexcel Electric	1284	1260	18.9	14.2	16.6	13.0	2.7	2.2	20.5	15.8	1.8	2.1	4.3
ChargePoint	259	385					1.0	1.1					1.7
EVGo	514	1044					3.3	2.9					
Fastned	659	1015			80.3	29.6	7.5	5.2					7.3
Kempower (Inderes)	357	371	-23.9	388.1	-259.6	23.9	1.4	1.3	-25.7	-140.0	0.0	0.0	4.1
Average			97.5	123.0	48.4	33.4	4.2	3.5	95.1	77.5	1.0	1.5	7.0
Median			43.2	23.8	33.9	19.5	3.0	2.4	54.8	28.5	1.2	1.4	7.3
Diff-% to median			-155%	1533%	-865%	22%	-53%	-43%	-147%	-591%	-100%	-100%	-44%

Source: Refinitiv / Inderes

Income statement

Income statement	2023	2024	Q1'25	Q2'25	Q3'25	Q4'25	2025	Q1'26	Q2'26	Q3'26	Q4'26e	2026e	2027e	2028e	2029e
Revenue	284	224	43.5	62.2	73.7	71.9	251	66.8	68.6	66.2	62.3	264	282	339	393
EBITDA	47.1	-18.1	-4.0	0.6	3.5	-0.6	-0.5	-0.2	1.5	1.9	-4.6	-1.4	15.8	34.0	45.8
Depreciation	-6.5	-10.8	-3.4	-3.4	-3.4	-3.5	-13.8	-3.5	-3.7	-3.8	-3.8	-14.8	-14.8	-15.2	-16.0
EBIT (excl. NRI)	40.7	-26.4	-7.3	-1.7	0.2	-3.6	-12.4	-3.5	-1.9	-1.7	-8.4	-15.5	1.0	18.7	29.8
EBIT	40.6	-28.9	-7.3	-2.9	0.1	-4.2	-14.3	-3.7	-2.2	-1.9	-8.4	-16.2	1.0	18.7	29.8
Net financial items	2.5	0.6	-0.2	-0.2	0.0	-0.3	-0.7	-0.8	0.3	-1.1	-0.9	-2.5	-4.2	-4.0	-2.5
PTP	43.1	-28.3	-7.5	-3.1	0.1	-4.5	-15.0	-4.5	-1.9	-3.0	-9.3	-18.7	-3.2	14.7	27.3
Taxes	-9.3	5.0	1.4	0.5	-0.4	1.2	2.6	0.8	0.3	-0.6	3.6	4.1	0.7	-3.1	-5.7
Net earnings	33.8	-23.3	-6.2	-2.7	-0.3	-3.3	-12.4	-3.7	-1.6	-3.6	-5.7	-14.6	-2.6	11.6	21.6
EPS (adj.)	0.61	-0.38	-0.11	-0.03	0.00	-0.05	-0.19	-0.06	-0.02	-0.06	-0.10	-0.25	-0.05	0.21	0.39
EPS (rep.)	0.61	-0.42	-0.11	-0.05	-0.01	-0.06	-0.22	-0.07	-0.03	-0.06	-0.10	-0.26	-0.05	0.21	0.39

Key figures	2023	2024	Q1'25	Q2'25	Q3'25	Q4'25	2025	Q1'26	Q2'26	Q3'26	Q4'26e	2026e	2027e	2028e	2029e
Revenue growth-%	173.7 %	-21.1 %	2.1 %	8.9 %	40.9 %	0.3 %	12.3 %	53.6 %	10.3 %	-10.2 %	-13.4 %	5.0 %	7.0 %	20.0 %	16.0 %
Adjusted EBIT growth-%													-106%	1832.0 %	59.0 %
EBITDA-%			-9.1 %	0.9 %	4.8 %	-0.9 %	-0.2 %	-0.3 %	2.2 %	2.9 %	-7.5 %	-0.5 %	5.6 %	10.0 %	11.7 %
Adjusted EBIT-%			-16.9 %	-2.7 %	0.2 %	-4.9 %	-4.9 %	-5.2 %	-2.8 %	-2.5 %	-13.6 %	-5.9 %	0.3 %	5.5 %	7.6 %
Net earnings-%			-14.2 %	-4.3 %	-0.4 %	-4.6 %	-4.9 %	-5.5 %	-2.3 %	-5.4 %	-9.2 %	-5.5 %	-0.9 %	3.4 %	5.5 %

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	67.4	67.3	64.8	68.7	74.7
Goodwill	0.0	0.0	0.0	0.0	0.0
Intangible assets	4.2	7.7	11.2	14.7	18.2
Tangible assets	54.0	45.9	46.6	49.0	51.5
Associated companies	0.0	0.0	0.0	0.0	0.0
Other investments	0.0	0.0	0.0	0.0	0.0
Other non-current assets	0.1	0.0	0.0	0.0	0.0
Deferred tax assets	9.1	13.7	7.0	5.0	5.0
Current assets	163	180	195	201	235
Inventories	57.5	58.5	60.7	62.1	71.1
Other current assets	0.0	0.0	0.0	0.0	0.0
Receivables	40.5	66.1	76.5	77.6	89.8
Cash and equivalents	65.4	54.9	57.6	61.7	74.0
Balance sheet total	231	247	260	270	310

Source: Inderes

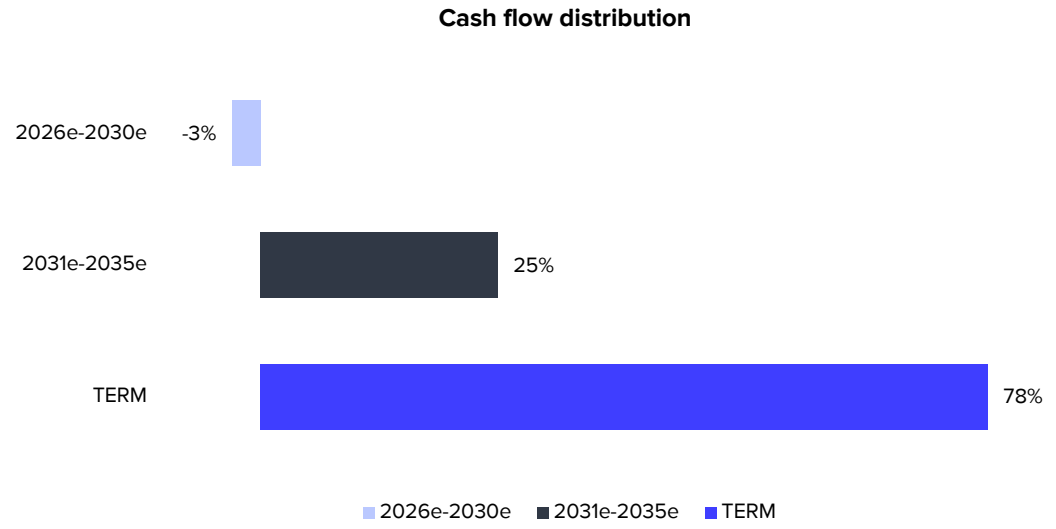
Liabilities & equity	2024	2025	2026e	2027e	2028e
Equity	112	102	87.3	84.7	96.4
Share capital	0.1	0.1	0.1	0.1	0.1
Retained earnings	21.5	9.7	-4.9	-7.5	4.2
Hybrid bonds	0.0	0.0	0.0	0.0	0.0
Revaluation reserve	0.0	0.0	0.0	0.0	0.0
Other equity	90.3	92.1	92.1	92.1	92.1
Minorities	0.0	0.0	0.0	0.0	0.0
Non-current liabilities	31.2	31.6	48.5	53.2	59.5
Deferred tax liabilities	0.0	0.0	0.0	0.0	0.0
Provisions	6.0	14.4	14.4	14.4	14.4
Interest bearing debt	25.1	17.2	34.1	38.8	45.1
Convertibles	0.0	0.0	0.0	0.0	0.0
Other long term liabilities	0.1	0.0	0.0	0.0	0.0
Current liabilities	87.7	113	124	132	154
Interest bearing debt	16.5	18.6	36.8	41.9	48.7
Payables	71.2	94.7	87.1	90.3	105
Other current liabilities	0.0	0.0	0.0	0.0	0.0
Balance sheet total	231	247	260	270	310

DCF-calculation

DCF model	2025	2026e	2027e	2028e	2029e	2030e	2031e	2032e	2033e	2034e	2035e	TERM
Revenue growth-%	12.3 %	5.0 %	7.0 %	20.0 %	16.0 %	15.0 %	11.0 %	9.0 %	6.0 %	5.0 %	3.0 %	3.0 %
EBIT-%	-5.7 %	-6.1 %	0.3 %	5.5 %	7.6 %	8.7 %	8.7 %	8.7 %	8.7 %	8.5 %	8.5 %	8.5 %
EBIT (operating profit)	-14.3	-16.2	1.0	18.7	29.8	39.2	43.5	47.4	50.2	51.7	53.3	
+ Depreciation	13.8	14.8	14.8	15.2	16.0	16.8	17.6	18.0	18.3	18.4	18.5	
- Paid taxes	-2.0	10.8	2.7	-3.1	-5.7	-8.0	-9.3	-10.2	-10.8	-11.1	-11.4	
- Tax, financial expenses	-0.1	-0.6	-0.9	-0.8	-0.5	-0.2	0.2	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	-3.1	-20.2	0.7	-6.5	-7.0	-7.2	-6.2	-5.2	-3.1	-2.4	-2.6	
Operating cash flow	-5.8	-11.4	18.3	23.6	32.6	40.6	45.8	50.2	54.8	56.9	58.0	
+ Change in other long-term liabilities		0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
- Gross CAPEX		-19.0	-20.7	-21.2	-21.6	-22.0	-22.3	-22.3	-22.3	-22.3	-21.0	
Free operating cash flow		-30.4	-2.4	2.4	11.0	18.6	23.5	27.9	32.5	34.6	37.0	
+/- Other		0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
FCFF		-30.4	-2.4	2.4	11.0	18.6	23.5	27.9	32.5	34.6	37.0	568
Discounted FCFF		-30.0	-2.2	1.9	8.2	12.6	14.6	15.8	16.7	16.3	15.9	243
Sum of FCFF present value		313	343	345	343	335	322	308	292	275	259	243
Enterprise value DCF		313										
- Interest bearing debt		-35.8										
+ Cash and cash equivalents		54.9										
+ Associated companies		0.0										
-Minorities		0.0										
-Dividend/capital return		0.0										
Equity value DCF		332										
Equity value DCF per share		6.0										

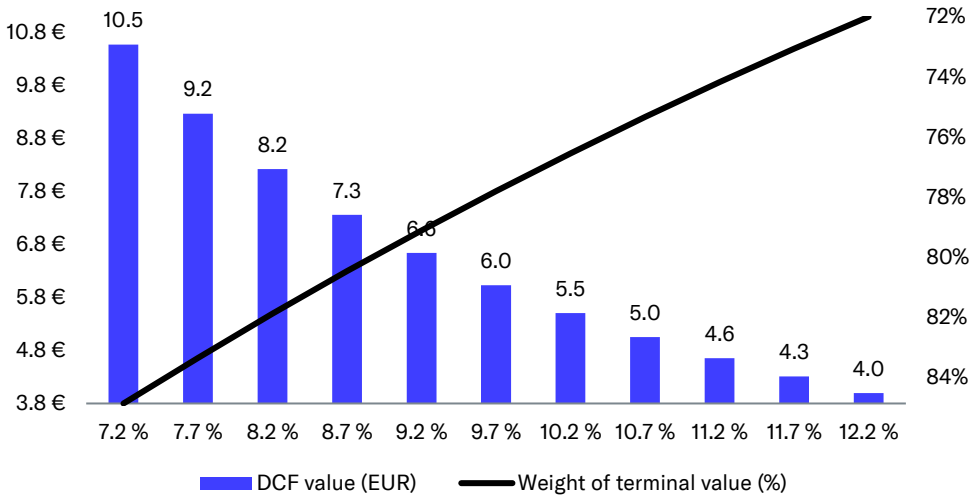
WACC	
Tax-% (WACC)	22.0 %
Target debt ratio (D/(D+E)	10.0 %
Cost of debt	5.0 %
Equity Beta	1.55
Market risk premium	4.75%
Liquidity premium	0.00%
Risk free interest rate	3.0 %
Cost of equity	10.4 %
Weighted average cost of capital (WACC)	9.7 %

Source: Inderes

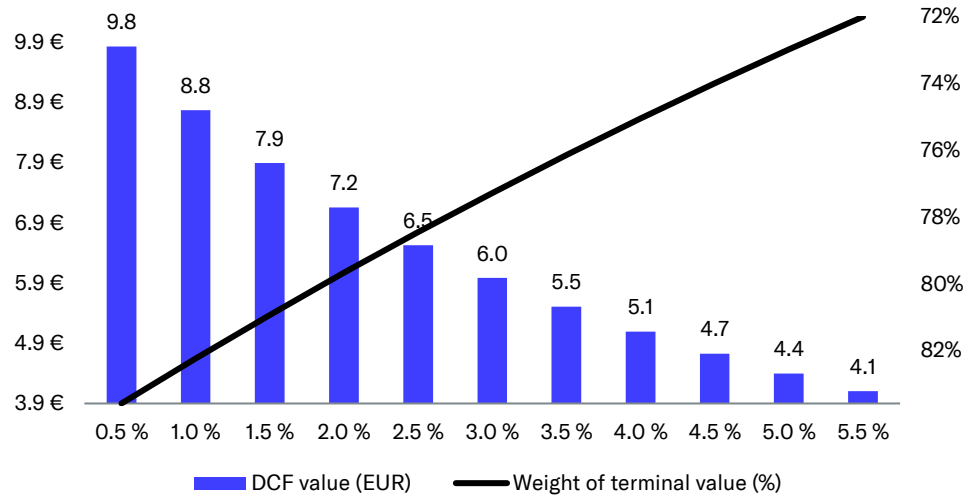


DCF sensitivity calculations and key assumptions in graphs

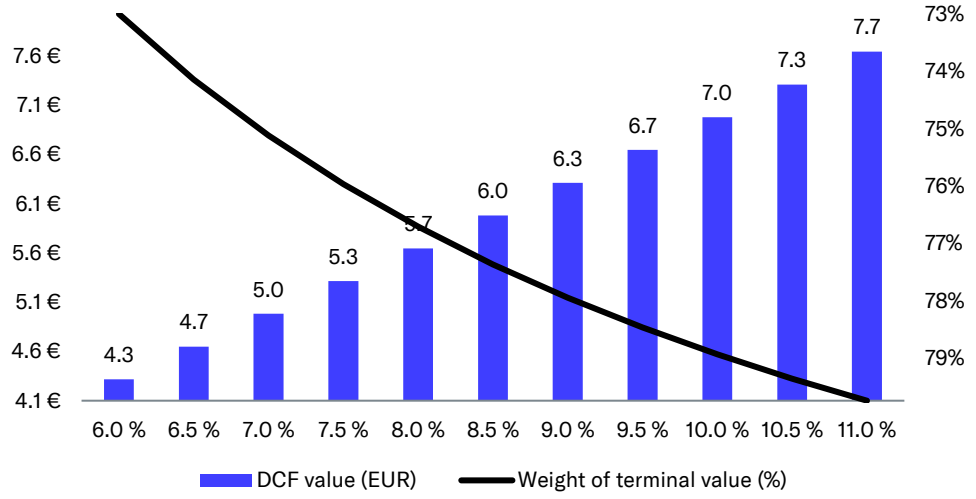
Sensitivity of DCF to changes in the WACC-%



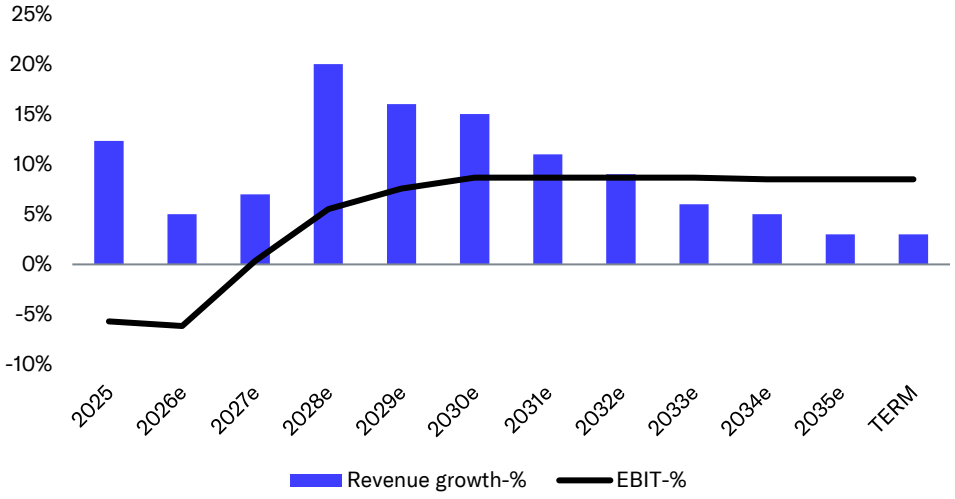
Sensitivity of DCF to changes in the risk-free rate



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	283.6	223.7	251.3	263.9	282.3
EBITDA	47.1	-18.1	-0.5	-1.4	15.8
EBIT	40.6	-28.9	-14.3	-16.2	1.0
PTP	43.1	-28.3	-15.0	-18.7	-3.2
Net Income	33.8	-23.3	-12.2	-14.6	-2.6
Extraordinary items	-0.1	-2.5	-1.9	-0.7	0.0

Balance sheet	2023	2024	2025	2026e	2027e
Balance sheet total	237.7	230.8	246.8	259.7	270.2
Equity capital	132.9	111.9	101.9	87.3	84.7
Goodwill	0.0	0.0	0.0	0.0	0.0
Net debt	-74.6	-23.8	-19.1	13.2	19.0

Cash flow	2023	2024	2025	2026e	2027e
EBITDA	47.1	-18.1	-0.5	-1.4	15.8
Change in working capital	2.8	-8.8	-3.1	-20.2	0.7
Operating cash flow	38.5	-28.1	-5.8	-11.4	18.3
CAPEX	-24.2	-27.7	-9.1	-19.0	-20.7
Free cash flow	15.8	-53.6	-6.3	-30.4	-2.4

Valuation multiples	2023	2024	2025	2026e	2027e
EV/S	5.3	2.3	3.3	1.4	1.3
EV/EBITDA	32.1	neg.	neg.	neg.	23.9
EV/EBIT (adj.)	37.2	neg.	neg.	neg.	>100
P/E (adj.)	46.9	neg.	neg.	neg.	neg.
P/B	11.9	4.8	8.3	4.1	4.2
Dividend-%	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %

Source: Inderes

Per share data	2023	2024	2025	2026e	2027e
EPS (reported)	0.61	-0.42	-0.22	-0.26	-0.05
EPS (adj.)	0.61	-0.38	-0.19	-0.25	-0.05
OCF / share	0.70	-0.51	-0.10	-0.21	0.33
OFCF / share	0.29	-0.97	-0.11	-0.55	-0.04
Book value / share	2.40	2.02	1.84	1.58	1.53
Dividend / share	0.00	0.00	0.00	0.00	0.00

Growth and profitability	2023	2024	2025	2026e	2027e
Revenue growth-%	174%	-21%	12%	5%	7%
EBITDA growth-%	396%	-138%	97%	-167%	1205%
EBIT (adj.) growth-%	507%	-165%	53%	-25%	106%
EPS (adj.) growth-%	718%	-161%	50%	-33%	82%
EBITDA-%	16.6 %	-8.1 %	-0.2 %	-0.5 %	5.6 %
EBIT (adj.)-%	14.4 %	-11.8 %	-4.9 %	-5.9 %	0.3 %
EBIT-%	14.3 %	-12.9 %	-5.7 %	-6.1 %	0.3 %
ROE-%	28.9 %	-19.0 %	-11.6 %	-15.4 %	-3.0 %
ROI-%	29.6 %	-18.5 %	-9.8 %	-11.0 %	0.6 %
Equity ratio	55.9 %	48.5 %	41.3 %	33.6 %	31.4 %
Gearing	-56.1 %	-21.3 %	-18.7 %	15.2 %	22.4 %
Net debt/EBITDA	-1.6	1.3	35.8	-9.3	1.2
EBITDA/net financials	-19.2	30.1	-0.8	-0.6	3.8

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
8/15/2022	Accumulate	20.00 €	18.35 €
10/30/2022	Accumulate	22.00 €	19.64 €
2/15/2023	Reduce	27.00 €	27.56 €
4/14/2023	Accumulate	30.00 €	27.30 €
4/20/2023	Accumulate	32.00 €	28.80 €
7/19/2023	Accumulate	43.00 €	41.68 €
7/25/2023	Reduce	43.00 €	42.84 €
9/18/2023	Accumulate	52.00 €	46.10 €
10/19/2023	Accumulate	44.00 €	37.88 €
10/31/2023	Buy	44.00 €	29.59 €
2/9/2024	Buy	41.00 €	28.72 €
2/15/2024	Buy	32.00 €	22.72 €
3/25/2024	Buy	32.00 €	19.55 €
4/25/2024	Buy	28.00 €	17.37 €
7/12/2024	Reduce	19.00 €	22.40 €
7/24/2024	Accumulate	16.00 €	13.17 €
9/2/2024	Reduce	10.00 €	12.00 €
10/3/2024	Reduce	10.00 €	11.60 €
10/31/2024	Reduce	10.00 €	9.86 €
2/12/2025	Accumulate	13.00 €	11.48 €
4/28/2025	Accumulate	12.50 €	10.36 €
7/25/2025	Reduce	15.00 €	17.59 €
10/30/2025	Accumulate	17.00 €	14.73 €
1/27/2026	Accumulate	17.50 €	15.88 €
2/12/2026	Accumulate	15.00 €	12.58 €
4/30/2026	Reduce	15.00 €	15.06 €
5/18/2026	Accumulate	15.00 €	12.98 €
7/24/2026	Reduce	11.00 €	10.56 €
10/1/2026	Reduce	9.00 €	9.26 €
11/4/2026	Reduce	6.00 €	6.45 €



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