

CAPMAN

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INDERES CORPORATE CUSTOMER

COMPANY REPORT



Eyes still firmly on fundraising

Overall, the Q1 report was positive, and the most significant aspect was the progress of the fundraising processes despite the market uncertainty. Although we have made some negative estimate changes, we still expect strong earnings growth in the coming years, driven by new sales. If earnings growth materializes, the stock is cheap, but without it, it is fairly valued. We reiterate our EUR 2.1 target price and Accumulate recommendation.

Good start to the year

In Q1, CapMan's revenue increased by 25% to 16.3 MEUR year-on-year (Q1'25: 13.0 MEUR), exceeding our forecast of 15.3 MEUR. The estimate beat was largely due to recurring fees growing faster than expected. As expected, new sales remained sluggish in the first months of the year, with gross sales standing at 60 MEUR. Assets under management remained at the year-end level of 7.2 BEUR due to capital returns. The most crucial metric for the investment case, fee profit, improved by 48% year-on-year, hitting our estimated 2.2 MEUR exactly (Q1'25: 1.5 MEUR). The company also emphasized in its report that business scaling will occur fully when large funds reach their target size.

Comparable EBIT was 6.1 MEUR, slightly exceeding our estimate due to higher-than-expected investment income. Costs were again slightly higher than we expected, but this was offset by stronger growth in recurring fees.

The most important aspect of the report was undoubtedly the company's comments on fundraising. The comments were surprisingly positive, despite the war in Iran, as well as rising interest rates. The company now stated that it expects the first close of the Nordic Real Estate 4 and Infra 3 funds in the coming months, and overall, the company appeared even more confident than before about the progress of its fundraising efforts.

New sales are key to improving earnings

We have lowered our earnings estimates for the next few years by about 10%, primarily due to a decline in investment income and portfolio size. Forecasts for growth in the management business remain largely unchanged, and we continue to expect strong growth and scaling of earnings driven by large fundraising rounds. Carried interest income should also recover significantly in the coming years as several funds transition to the exit phase. Our confidence in the success of large fundraisings has increased somewhat based on the Q1 report, but uncertainty naturally remains high until more detailed fundraising progress information becomes available. Currently, the company's earnings mix is weak because it focuses on investment income. In our estimates, the earnings mix will improve significantly in the coming years as fee profit scales up. The scalability of fee profit is the single most important driver for the share's value. In addition to new sales, success in cost control is also paramount to ensuring scalability. Cash flow will exceed earnings in the coming years as significant capital is returned from the balance sheet. This cash flow will enable generous dividend distributions and capital allocation to growth.

Valuation is not high, provided that new sales start to pick up

At the current share price, the value of CapMan's management business stands at approximately 180 MEUR, which is a low level relative to 7.2 BEUR in assets under management. However, the challenge at the moment is that AUM performance is very modest and far from its potential. It is difficult to justify a higher valuation than the current one based on actual earnings, but if earnings scale as expected, the stock will start to appear cheap. Relative and absolute multiples also support this view. Once an improvement in earnings materializes, the stock will be cheap, and the expected return, formed by earnings growth and a strong dividend, will be excellent. We are still holding back on taking a stronger stance as we want to see concrete progress in fundraising.

Recommendation

Accumulate

(was Accumulate)

Target price:

EUR 2.10

(was EUR 2.10)

Share price:

EUR 1.80

Business risk



Valuation risk



| | 2025 | 2026e | 2027e | 2028e |
|------------------|--------|--------|--------|--------|
| Revenue | 63.0 | 73.3 | 88.6 | 85.0 |
| growth-% | 9% | 16% | 21% | -4% |
| EBIT adj. | 25.8 | 34.4 | 46.5 | 40.7 |
| EBIT-% adj. | 41.0 % | 47.0 % | 52.5 % | 47.8 % |
| Net Income | 13.2 | 21.6 | 28.5 | 23.8 |
| EPS (adj.) | 0.09 | 0.13 | 0.17 | 0.15 |
| P/E (adj.) | 21.4 | 13.4 | 10.4 | 12.2 |
| P/B | 1.8 | 1.7 | 1.7 | 1.7 |
| Dividend yield-% | 6.3 % | 7.2 % | 7.8 % | 8.3 % |
| EV/EBIT (adj.) | 13.4 | 9.4 | 6.9 | 7.7 |
| EV/EBITDA | 13.2 | 9.1 | 6.8 | 7.6 |
| EV/S | 5.5 | 4.4 | 3.6 | 3.7 |

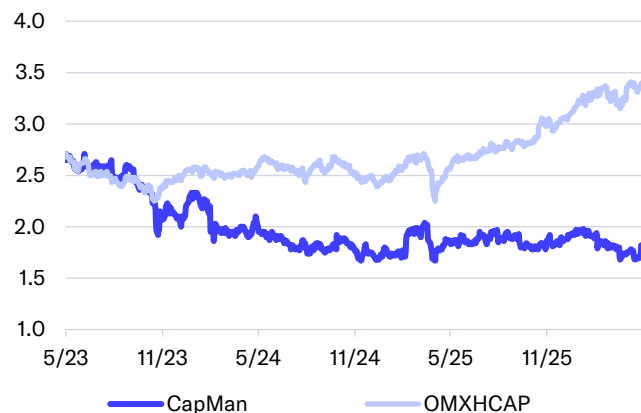
Source: Inderes

Guidance

(Unchanged)

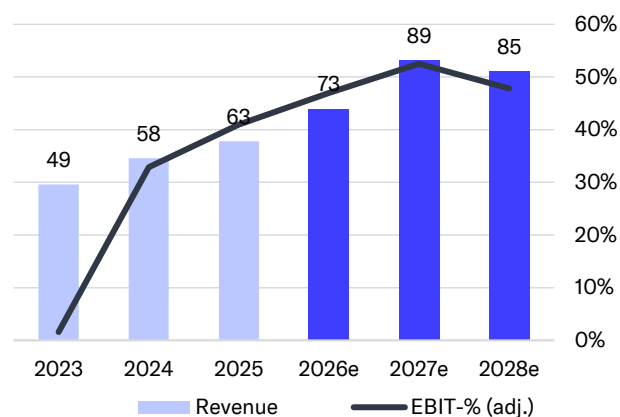
CapMan estimates assets under management to grow in 2026. The company also expects the profitability of commission income from continuing operations to grow during 2026. The estimates do not include possible items affecting comparability.

Share price



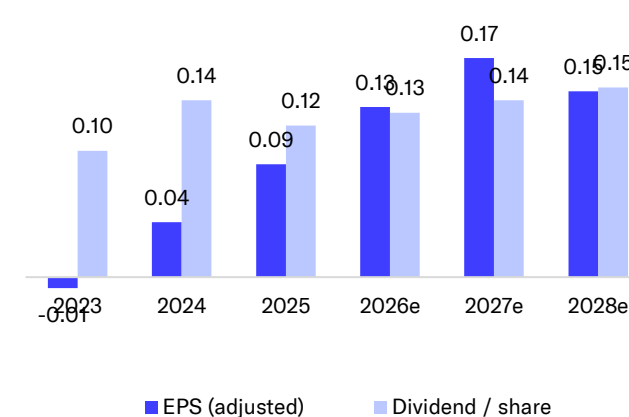
Source: Millstream Market Data AB

Revenue and EBIT % (adj.)



Source: Inderes

EPS and dividend



Source: Inderes

Value drivers

- Growth in product sizes in core strategies
- New products
- Profitability scaling with growth
- Improving cost-efficiency
- Good investment returns will be accompanied by rising carried interest income and balance sheet investment income
- M&A

Risk factors

- Weakening investment income and falling short of customer expectations
- Failure of cost control
- A general decline in the attractiveness of alternative asset classes
- High dependency of earnings on investment returns

| Valuation | 2026e | 2027e | 2028e |
|----------------------------|-------|-------|-------|
| Share price | 1.80 | 1.80 | 1.80 |
| Number of shares, millions | 177.4 | 177.9 | 178.4 |
| Market cap | 319 | 320 | 321 |
| EV | 322 | 323 | 314 |
| P/E (adj.) | 13.4 | 10.4 | 12.2 |
| P/E | 14.8 | 11.3 | 13.5 |
| P/B | 1.7 | 1.7 | 1.7 |
| P/S | 4.4 | 3.6 | 3.8 |
| EV/Sales | 4.4 | 3.6 | 3.7 |
| EV/EBITDA | 9.1 | 6.8 | 7.6 |
| EV/EBIT (adj.) | 9.4 | 6.9 | 7.7 |
| Payout ratio (%) | 107% | 88% | 112% |
| Dividend yield-% | 7.2 % | 7.8 % | 8.3 % |

Source: Inderes

Good start to the year

Revenue growth was brisker than expected

CapMan's revenue increased by 25% to 16.3 MEUR year-on-year (Q1'25: 13.0 MEUR), exceeding our forecast of 15.3 MEUR. The forecast beat was largely driven by recurring fees, which again grew faster than we expected. Subdued new sales do not explain this difference, and we believe that the explanation again lies with the Midstar arrangement of the hotel fund. Additionally, the company recorded marginal carried interest income of 0.3 MEUR for the first part of the year, whereas we had anticipated it to be zero.

As expected, new sales were sluggish in the first months of the year, and gross sales totaled 60 MEUR. Due to capital returns, assets under management remained at the year-end level of 7.2 BEUR, as expected.

Adjusted EBIT exceeded expectations

Although the company's comparable EBIT decreased slightly from the strong comparison period, it still reached

6.1 MEUR, surpassing our expectation of 4.9 MEUR. This earnings beat was primarily due to higher-than-expected investment income. Despite market uncertainty, investment income was at a moderate level. We note that, due to its nature, the focus for investment income should be on a longer time horizon. For the last 12 months, investment income is slightly over 7%, which is still below the company's target level of 10%.

The essential core of the investment case, fee profit, improved by 48% year-on-year, landing exactly at our estimated 2.2 MEUR (Q1'25: 1.5 MEUR). Fee profit for the last 12 months is 8.1 MEUR (+11% vs. previous 12 months). Costs were again slightly higher than we expected, but this was offset by stronger-than-expected growth. Regarding costs, monitoring them has been complicated by arrangements implemented last year that continue to significantly increase the cost level. Starting in H2, cost growth should thus slow down significantly as inorganic growth subsides. The company states in its report that the

scalability of the business will be fully realized when large funds reach their target size. There were no surprises in the income statement's bottom lines, and EPS was 2 cents (Q1'26e: 1 cent).

Market outlook better than feared

CapMan reiterated its familiar estimate for the current year's outlook: "CapMan estimates assets under management to grow in 2026. The company estimates fee profit also to grow in 2026." The company's comments on the fundraising market were surprisingly positive, despite the war in Iran and rising interest rates. This supports our view that investors are becoming increasingly tolerant of geopolitical uncertainty. The company also stated that it expects the first close of the Nordic Real Estate 4 and Infra 3 funds in the coming months. This was the report's key takeaway, and the company also appeared to be more confident than before about its fundraising progress for its funds. The schedule for Infra is especially rapid, indicating strong demand for the fund.

| Estimates MEUR / EUR | Q1'25 | Q1'26 | Q1'26e | Q1'26e | Consensus | | Difference (%) | 2026e |
|-------------------------|------------|------------|---------|-----------|-----------|------|------------------|---------|
| | Comparison | Actualized | Inderes | Consensus | Low | High | Act. vs. Inderes | Inderes |
| Revenue | 13.0 | 16.3 | 15.3 | | | | 7% | 73.3 |
| EBIT (adj.) | 7.3 | 6.1 | 4.9 | | | | 26% | 34.4 |
| EBIT | 6.9 | 5.6 | 4.3 | | | | 32% | 32.1 |
| EPS (adj.) | 0.03 | 0.02 | 0.01 | | | | 38% | 0.13 |
| Revenue growth-% | -16.8 % | 25.5 % | 17.6 % | | | | 8 pp | 16.3 % |
| EBIT-% (adj.) | 56.2 % | 37.4 % | 31.8 % | | | | 5.6 pp | 47.0 % |

Source: Inderes

Estimates revised downwards for investment income

Estimate revisions

- We have lowered our earnings estimates for the coming years by around 10% following the Q1 report. The most significant change to our estimates is the company's investment income, which we have revised to 10%, providing a more accurate reflection of the company's own guidance and the portfolio's shift towards real assets. Additionally, we have lowered our portfolio size estimate, as more capital will be returned from the portfolio in the coming years than the company will invest in new funds. At the same time, we expect the company to also repay its loans, which will lessen financing costs.
- We have also made minor downward revisions to carried interest, particularly for real estate funds. Our revenue estimates for the management business have risen slightly due to a better-than-expected fee structure for the current AUM. However, this growth has been overshadowed by increased cost estimates.
- Nevertheless, our overall estimates remain unchanged in the big picture. We expect strong new sales from the company in 2026-2027, as the market situation eases and the company's fundraising processes progress. The company has a clear opportunity to prove itself in sales this year, and success in this will largely determine the success of the strategy period. Carried interest income should also increase clearly in the coming years, as several successful funds move into the exit phase.

Operational earnings drivers

- For investors, the most important earnings component for the coming years is profitability based on management fees, i.e. fee income. The fee income is currently quite modest and has significant scalability potential. As several investment areas move into a more mature phase, the profitability of the management business should scale from its current level. To realize this, the company needs both new sales and maintaining the cost efficiency.
- The 2026 earnings will see a level correction due to new sales, scalable profitability, and increasing carried interest income. We estimate that 2027 earnings will be above the normal level, due to the concentration of carried interest income and retrospective fees from large funds in connection with the final closings.
- The earnings mix is forecast to continue to improve as profitability from continuing operations, which is the most valuable area for investors, increases. Between 2025 and 2028, around 50% of revenue growth is expected to translate into earnings on average. In our opinion, this bar is not particularly high as long as revenue grows significantly. Naturally, the company must also succeed in cost control to some extent, but with even stronger cost control, the company has the potential for even higher levels. Historically, cost control has not been one of CapMan's greatest strengths, and this, along with the rate of new sales in the coming years, are the key uncertainties in our estimates.

| Estimate revisions | 2026e | 2026e | Change | 2027e | 2027e | Change | 2028e | 2028e | Change |
|--------------------|-------|-------|--------|-------|-------|--------|-------|-------|--------|
| MEUR / EUR | Old | New | % | Old | New | % | Old | New | % |
| Revenue | 73.2 | 73.3 | 0% | 86.8 | 88.6 | 2% | 83.6 | 85.0 | 2% |
| EBIT (exc. NRIs) | 36.8 | 34.4 | -6% | 49.1 | 46.5 | -5% | 43.0 | 40.7 | -5% |
| EBIT | 34.4 | 32.1 | -7% | 47.1 | 44.1 | -6% | 41.0 | 38.3 | -7% |
| PTP | 29.6 | 27.6 | -7% | 42.3 | 39.7 | -6% | 37.1 | 34.2 | -8% |
| EPS (excl. NRIs) | 0.15 | 0.13 | -10% | 0.19 | 0.17 | -9% | 0.16 | 0.15 | -8% |
| DPS | 0.13 | 0.13 | 0% | 0.14 | 0.14 | 0% | 0.15 | 0.15 | 0% |

Source: Inderes

CapMan, Webcast, Q1'26



If growth materializes, the stock is cheap

In our valuation of CapMan, we have given main weight to the sum-of-the-parts calculation, as due to CapMan's large investment portfolio, the sum of the parts offers a better picture of the reasonable valuation of the stock and the distribution of value than Group-level figures. Absolute and relative multiples also work relatively well for CapMan. Due to the large role of the investment portfolio, the applicability of the DCF model is weak. This is because there may be significant delays in the timing of accounting revenue and cash flows from investments. In addition, annual fluctuations in investment income can be significant.

The AUM price tag is not high

At the end of Q1'26, CapMan had some 40 MEUR in interest-bearing debt. In addition, CapMan has an investment portfolio of around 180 MEUR, meaning that the price tag for the business is around 180 MEUR with the current market capitalization of ~320 MEUR. The price relative to assets under management is below 3%, which is a rather low level given the high quality of the capital (high capital retention, strong fee level, performance fee potential, etc.). In our view, a clearly higher value for AUM could be warranted for CapMan, although in CapMan's case, it is important to note the large minority interests in several investment areas. However, we believe a value of 4-6% of CapMan's AUM would be warranted, depending on the AUM mix and its performance fee potential.

The challenge at the moment, however, is that the earnings generated by AUM are far from their potential, which is reflected in the fee profit of around 8 MEUR for the last 12 months, some of which still belongs to minorities. In relation to this, an EV/EBIT of +20x is very

high both absolutely and relatively. As the management business scales up in the coming years, its valuation will quickly decrease, and based on our estimate for 2027, the EV/EBIT will be around 10x, which is already quite low. In our view, CapMan's management company business should trade at a premium to the average Nasdaq Helsinki asset manager due to the previously mentioned factors related to AUM quality. Thus, there would be considerable upside in the valuation, provided that a sustainable earnings improvement comes through.

Absolute multiples tell the same story

With 2025 adjusted earnings, CapMan's P/E ratio is around 20x, which is a high level both absolutely and relatively. With a strong earnings improvement in 2026, the P/E will fall to ~13x, which can be considered very moderate for CapMan. In addition, the stock offers a dividend yield of nearly 7%. Relative to the peers, the story is unchanged. Based on 2025 figures, the share trades at a premium, but for 2026, the valuation already falls to a discount, which is hard to justify. Dividend yield is at the top of the group and above an average company. Relative and absolute multiples send the same message as the sum-of-the-parts. Once the earnings improvement is realized, the stock is cheap and the expected return is excellent. We think the current multiples would also support a stronger view, but first we want to see more concrete evidence of accelerating new sales and improved cost efficiency.

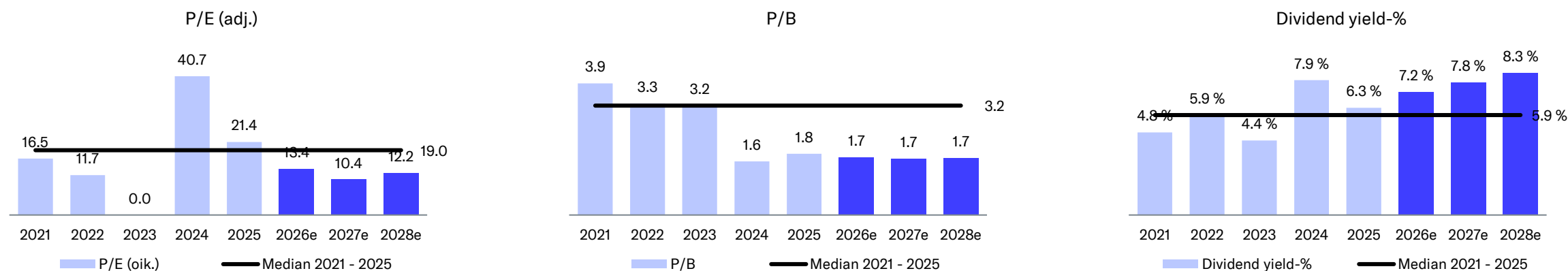
| Valuation | 2026e | 2027e | 2028e |
|----------------------------|-------|-------|-------|
| Share price | 1.80 | 1.80 | 1.80 |
| Number of shares, millions | 177.4 | 177.9 | 178.4 |
| Market cap | 319 | 320 | 321 |
| EV | 322 | 323 | 314 |
| P/E (oik.) | 13.4 | 10.4 | 12.2 |
| P/E | 14.8 | 11.3 | 13.5 |
| P/B | 1.7 | 1.7 | 1.7 |
| P/S | 4.4 | 3.6 | 3.8 |
| EV/Sales | 4.4 | 3.6 | 3.7 |
| EV/EBITDA | 9.1 | 6.8 | 7.6 |
| EV/EBIT (adj.) | 9.4 | 6.9 | 7.7 |
| Payout ratio (%) | 107% | 88% | 112% |
| Dividend yield-% | 7.2 % | 7.8 % | 8.3 % |

Source: Inderes

Valuation table

| Valuation | 2021 | 2022 | 2023 | 2024 | 2025 | 2026e | 2027e | 2028e | 2029e |
|----------------------------|-------|-------|-------|-------|--------|--------|-------|--------|-------|
| Share price | 3.10 | 2.90 | 2.29 | 1.77 | 1.91 | 1.80 | 1.80 | 1.80 | 1.80 |
| Number of shares, millions | 156.6 | 158.1 | 158.6 | 176.9 | 176.9 | 177.4 | 177.9 | 178.4 | 178.9 |
| Market cap | 486 | 458 | 363 | 313 | 338 | 319 | 320 | 321 | 322 |
| EV | 513 | 506 | 426 | 289 | 347 | 322 | 323 | 314 | 306 |
| P/E (oik.) | 16.5 | 11.7 | neg. | 40.7 | 21.4 | 13.4 | 10.4 | 12.2 | 11.9 |
| P/E | 16.5 | 12.5 | neg. | 4.6 | 25.6 | 14.8 | 11.3 | 13.5 | 12.9 |
| P/B | 3.9 | 3.3 | 3.2 | 1.6 | 1.8 | 1.7 | 1.7 | 1.7 | 1.7 |
| P/S | 10.6 | 7.8 | 7.4 | 5.4 | 5.4 | 4.4 | 3.6 | 3.8 | 3.6 |
| EV/Sales | 11.2 | 8.6 | 8.6 | 5.0 | 5.5 | 4.4 | 3.6 | 3.7 | 3.4 |
| EV/EBITDA | 12.5 | 9.3 | >100 | 15.2 | 13.2 | 9.1 | 6.8 | 7.6 | 7.3 |
| EV/EBIT (adj.) | 12.9 | 9.6 | >100 | 15.2 | 13.4 | 9.4 | 6.9 | 7.7 | 7.5 |
| Payout ratio (%) | 80.1% | 73.4% | neg. | 36.0% | 161.0% | 106.9% | 87.5% | 112.2% | 90.0% |
| Dividend yield-% | 4.8% | 5.9% | 4.4% | 7.9% | 6.3% | 7.2% | 7.8% | 8.3% | 7.0% |

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 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 | |
| Alexandria | 116 | 101 | 7.2 | 6.9 | 6.2 | 5.9 | 1.8 | 1.7 | 11.4 | 10.9 | 8.2 | 8.6 | 3.0 |
| Aktia | 821 | 821 | | | | | | | 10.4 | 9.3 | 6.3 | 6.7 | 1.2 |
| eQ | 412 | 385 | 12.0 | 11.9 | 11.6 | 11.5 | 5.7 | 5.5 | 16.3 | 16.0 | 6.2 | 6.5 | 5.7 |
| Evli | 618 | 589 | 10.6 | 9.7 | 10.0 | 9.2 | 4.6 | 4.3 | 15.8 | 14.0 | 5.6 | 6.1 | 3.7 |
| Taaleri | 215 | 173 | 7.3 | 5.6 | 7.0 | 5.5 | 2.9 | 2.6 | 14.1 | 9.4 | 5.3 | 5.8 | 0.9 |
| Titanium | 67 | 55 | 9.1 | 12.1 | 8.3 | 10.5 | 2.7 | 2.8 | 13.7 | 17.2 | 7.0 | 5.6 | 4.5 |
| United Bankers | 213 | 212 | 12.0 | 10.0 | 10.3 | 8.8 | 3.5 | 3.1 | 16.2 | 13.3 | 6.2 | 6.8 | 3.3 |
| Mandatum | 3408 | 3272 | 18.4 | 18.6 | 18.4 | 18.6 | 18.0 | 18.1 | 23.9 | 21.8 | 12.6 | 8.4 | 3.9 |
| CapMan (Inderes) | 319 | 322 | 9.4 | 6.9 | 9.1 | 6.8 | 4.4 | 3.6 | 13.4 | 10.4 | 7.2 | 7.8 | 1.7 |
| Average | | | 11.0 | 10.7 | 10.3 | 10.0 | 5.6 | 5.4 | 15.2 | 14.0 | 7.2 | 6.8 | 3.3 |
| Median | | | 10.6 | 10.0 | 10.0 | 9.2 | 3.5 | 3.1 | 14.9 | 13.7 | 6.3 | 6.6 | 3.5 |
| Diff-% to median | | | -12% | -31% | -9% | -26% | 27% | 17% | -10% | -24% | 15% | 18% | -51% |

Source: Refinitiv / Inderes

Income statement

| Income statement | 2024 | Q1'25 | Q2'25 | Q3'25 | Q4'25 | 2025 | Q1'26 | Q2'26e | Q3'26e | Q4'26e | 2026e | 2027e | 2028e | 2029e |
|-----------------------------|------|-------|-------|-------|-------|------|-------|--------|--------|--------|-------|-------|-------|-------|
| Revenue | 57.6 | 13.0 | 14.1 | 15.4 | 20.5 | 63.0 | 16.3 | 18.0 | 16.4 | 22.6 | 73.3 | 88.6 | 85.0 | 89.3 |
| Management company business | 56.8 | 13.0 | 14.1 | 15.4 | 20.5 | 63.0 | 16.3 | 18.0 | 16.4 | 22.6 | 73.3 | 88.6 | 85.0 | 89.3 |
| Service business | 0.3 | 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 |
| Investment business | 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 |
| Other | 0.6 | 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 |
| EBITDA | 19.1 | 7.6 | 3.1 | 8.6 | 6.9 | 26.2 | 6.4 | 9.5 | 8.2 | 11.3 | 35.3 | 47.4 | 41.4 | 41.8 |
| Depreciation | -2.4 | -0.7 | -0.7 | -0.8 | -0.8 | -3.0 | -0.8 | -0.8 | -0.8 | -0.8 | -3.2 | -3.2 | -3.2 | -3.1 |
| EBIT (excl. NRI) | 19.0 | 7.3 | 3.3 | 8.5 | 6.7 | 25.8 | 6.1 | 9.3 | 8.0 | 11.1 | 34.4 | 46.5 | 40.7 | 40.7 |
| EBIT | 16.7 | 6.9 | 2.4 | 7.8 | 6.1 | 23.2 | 5.6 | 8.7 | 7.4 | 10.5 | 32.1 | 44.1 | 38.3 | 38.7 |
| Management company business | 17.2 | 1.2 | 0.5 | 3.1 | 2.9 | 7.7 | 2.0 | 3.3 | 3.1 | 6.3 | 14.7 | 26.6 | 20.3 | 21.7 |
| Service business | 0.3 | 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 |
| Investment business | 6.9 | 5.7 | 1.9 | 4.8 | 3.1 | 15.5 | 3.6 | 5.4 | 4.3 | 4.3 | 17.5 | 17.5 | 18.0 | 17.0 |
| Other | -7.7 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Net financial items | -4.3 | -1.4 | -1.6 | -1.3 | -1.9 | -6.1 | -0.9 | -1.2 | -1.2 | -1.2 | -4.5 | -4.5 | -4.1 | -2.8 |
| PTP | 76.6 | 5.6 | 0.8 | 6.6 | 4.2 | 17.1 | 4.7 | 7.5 | 6.2 | 9.3 | 27.6 | 39.7 | 34.2 | 35.9 |
| Taxes | -3.0 | -0.6 | -0.2 | -0.4 | -0.1 | -1.3 | -0.5 | -0.7 | -0.6 | -0.8 | -2.6 | -7.5 | -6.5 | -6.8 |
| Minority interest | -4.9 | -0.8 | -0.5 | -0.8 | -0.5 | -2.6 | -0.9 | -0.9 | -0.7 | -1.0 | -3.5 | -3.7 | -3.9 | -4.1 |
| Net earnings | 68.8 | 4.1 | 0.1 | 5.4 | 3.5 | 13.2 | 3.3 | 5.9 | 4.9 | 7.5 | 21.6 | 28.5 | 23.8 | 25.0 |
| EPS (adj.) | 0.04 | 0.03 | 0.01 | 0.03 | 0.02 | 0.09 | 0.02 | 0.04 | 0.03 | 0.05 | 0.13 | 0.17 | 0.15 | 0.15 |
| EPS (rep.) | 0.39 | 0.02 | 0.00 | 0.03 | 0.02 | 0.07 | 0.02 | 0.03 | 0.03 | 0.04 | 0.12 | 0.16 | 0.13 | 0.14 |

| Key figures | 2024 | Q1'25 | Q2'25 | Q3'25 | Q4'25 | 2025 | Q1'26 | Q2'26e | Q3'26e | Q4'26e | 2026e | 2027e | 2028e | 2029e |
|------------------------|----------|---------|--------|---------|---------|--------|---------|---------|--------|--------|--------|--------|---------|--------|
| Revenue growth-% | 16.8 % | -16.8 % | -8.2 % | 20.6 % | 48.2 % | 9.4 % | 25.2 % | 27.3 % | 6.7 % | 10.4 % | 16.3 % | 20.9 % | -4.1 % | 5.0 % |
| Adjusted EBIT growth-% | 2330.9 % | 7.8 % | 24.8 % | 400.0 % | -14.2 % | 36.2 % | -16.5 % | 182.5 % | -6.5 % | 64.7 % | 33.3 % | 35.2 % | -12.6 % | 0.0 % |
| EBITDA-% | 33.1 % | 58.5 % | 21.9 % | 56.0 % | 33.7 % | 41.6 % | 39.4 % | 52.7 % | 49.6 % | 50.0 % | 48.2 % | 53.4 % | 48.7 % | 46.8 % |
| Adjusted EBIT-% | 32.9 % | 56.2 % | 23.3 % | 55.1 % | 32.9 % | 41.0 % | 37.5 % | 51.6 % | 48.3 % | 49.1 % | 47.0 % | 52.5 % | 47.8 % | 45.5 % |
| Net earnings-% | 119.4 % | 31.9 % | 1.0 % | 35.0 % | 17.1 % | 20.9 % | 20.4 % | 32.8 % | 29.7 % | 33.0 % | 29.4 % | 32.1 % | 28.0 % | 28.0 % |

Source: Inderes

Balance sheet

| Assets | 2024 | 2025 | 2026e | 2027e | 2028e |
|--------------------------|------|------|-------|-------|-------|
| Non-current assets | 215 | 237 | 231 | 235 | 224 |
| Goodwill | 30.1 | 32.5 | 32.5 | 32.5 | 32.5 |
| Intangible assets | 12.4 | 16.7 | 15.1 | 13.6 | 12.2 |
| Tangible assets | 2.9 | 6.4 | 6.8 | 7.2 | 7.6 |
| Associated companies | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Other investments | 168 | 179 | 175 | 180 | 170 |
| Other non-current assets | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Deferred tax assets | 1.7 | 1.8 | 1.8 | 1.8 | 1.8 |
| Current assets | 128 | 101 | 115 | 111 | 89.6 |
| Inventories | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Other current assets | 7.1 | 5.4 | 5.4 | 5.4 | 5.4 |
| Receivables | 27.4 | 31.0 | 35.9 | 43.4 | 41.7 |
| Cash and equivalents | 93.9 | 64.5 | 73.3 | 62.1 | 42.5 |
| Balance sheet total | 343 | 338 | 346 | 346 | 314 |

Source: Inderes

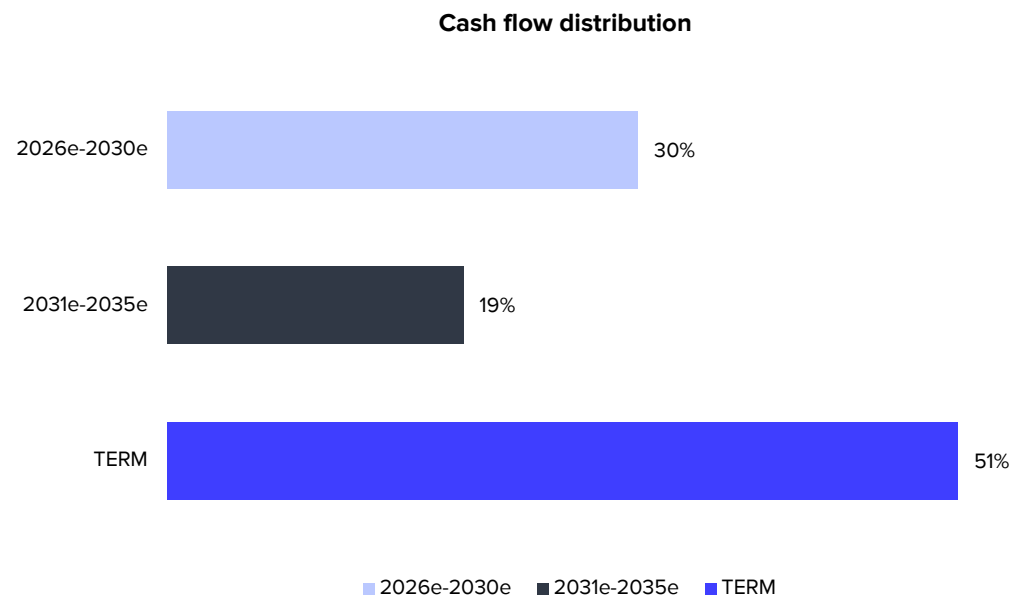
| Liabilities & equity | 2024 | 2025 | 2026e | 2027e | 2028e |
|-----------------------------|------|------|-------|-------|-------|
| Equity | 203 | 194 | 195 | 200 | 199 |
| Share capital | 35.2 | 35.2 | 35.2 | 35.2 | 35.2 |
| Retained earnings | 104 | 93.3 | 93.7 | 99.1 | 98.0 |
| Hybrid bonds | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Revaluation reserve | 38.4 | 38.4 | 38.4 | 38.4 | 38.4 |
| Other equity | 21.1 | 21.1 | 21.1 | 21.1 | 21.1 |
| Minorities | 3.8 | 6.3 | 6.3 | 6.3 | 6.3 |
| Non-current liabilities | 110 | 116 | 120 | 108 | 78.7 |
| Deferred tax liabilities | 8.5 | 9.3 | 9.3 | 9.3 | 9.3 |
| Provisions | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Interest bearing debt | 101 | 105 | 109 | 97.1 | 67.6 |
| Convertibles | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Other long term liabilities | 0.5 | 1.8 | 1.8 | 1.8 | 1.8 |
| Current liabilities | 30.4 | 27.1 | 31.5 | 37.8 | 36.1 |
| Interest bearing debt | 1.3 | 1.1 | 0.1 | 0.4 | 0.1 |
| Payables | 19.4 | 23.2 | 28.6 | 34.6 | 33.2 |
| Other current liabilities | 9.8 | 2.8 | 2.8 | 2.8 | 2.8 |
| Balance sheet total | 343 | 338 | 346 | 346 | 314 |

DCF-calculation

| DCF model | 2025 | 2026e | 2027e | 2028e | 2029e | 2030e | 2031e | 2032e | 2033e | 2034e | 2035e | TERM |
|---|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Revenue growth-% | 9.4 % | 16.3 % | 20.9 % | -4.1 % | 5.0 % | 5.0 % | 5.0 % | 3.0 % | 3.0 % | 3.0 % | 2.5 % | 2.5 % |
| EBIT-% | 36.9 % | 43.8 % | 49.8 % | 45.0 % | 43.3 % | 43.0 % | 42.0 % | 41.0 % | 40.0 % | 40.0 % | 40.0 % | 40.0 % |
| EBIT (operating profit) | 23.2 | 32.1 | 44.1 | 38.3 | 38.7 | 40.3 | 41.3 | 41.6 | 41.8 | 43.0 | 44.1 | |
| + Depreciation | 3.0 | 3.2 | 3.2 | 3.2 | 3.1 | 3.1 | 3.1 | 3.1 | 3.1 | 3.1 | 3.1 | |
| - Paid taxes | -0.6 | -2.6 | -7.5 | -6.5 | -6.8 | -7.2 | -7.4 | -7.5 | -7.6 | -7.9 | -8.1 | |
| - Tax, financial expenses | -0.5 | -0.4 | -1.2 | -1.0 | -0.7 | -0.7 | -0.7 | -0.7 | -0.6 | -0.6 | -0.5 | |
| + Tax, financial income | 0.0 | 0.0 | 0.3 | 0.2 | 0.2 | 0.2 | 0.2 | 0.2 | 0.2 | 0.3 | 0.3 | |
| - Change in working capital | -5.2 | 0.5 | -1.5 | 0.4 | -0.4 | -0.4 | -0.5 | -0.3 | -0.3 | -0.3 | -0.3 | |
| Operating cash flow | 20.0 | 32.8 | 37.4 | 34.5 | 34.0 | 35.3 | 36.1 | 36.5 | 36.6 | 37.7 | 38.6 | |
| + Change in other long-term liabilities | 1.3 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | |
| - Gross CAPEX | -24.5 | 2.2 | -7.1 | 7.8 | 7.7 | -2.4 | -2.5 | -2.6 | -2.7 | -2.8 | -2.7 | |
| Free operating cash flow | -3.3 | 35.0 | 30.3 | 42.3 | 41.7 | 32.9 | 33.6 | 33.9 | 33.9 | 34.9 | 36.0 | |
| +/- Other | 3.0 | -3.0 | -2.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | |
| FCFF | -0.3 | 32.0 | 28.3 | 42.3 | 41.7 | 32.9 | 33.6 | 33.9 | 33.9 | 34.9 | 36.0 | 551 |
| Discounted FCFF | | 30.2 | 24.5 | 33.5 | 30.3 | 21.9 | 20.4 | 18.9 | 17.3 | 16.3 | 15.4 | 236 |
| Sum of FCFF present value | | 464 | 434 | 410 | 376 | 346 | 324 | 304 | 285 | 267 | 251 | 236 |
| Enterprise value DCF | | 464 | | | | | | | | | | |
| - Interest bearing debt | | -106.1 | | | | | | | | | | |
| + Cash and cash equivalents | | 64.5 | | | | | | | | | | |
| + Associated companies | | 64.1 | | | | | | | | | | |
| -Minorities | | -31.5 | | | | | | | | | | |
| -Dividend/capital return | | -21.2 | | | | | | | | | | |
| Equity value DCF | | 434 | | | | | | | | | | |
| Equity value DCF per share | | 2.4 | | | | | | | | | | |

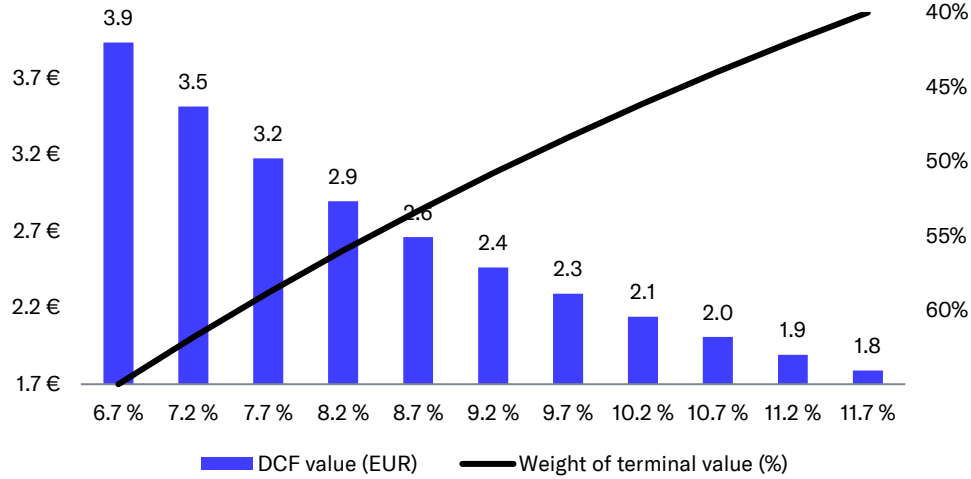
| WACC | |
|---|--------|
| Tax-% (WACC) | 20.0 % |
| Target debt ratio (D/(D+E)) | 20.0 % |
| Cost of debt | 5.5 % |
| Equity Beta | 1.45 |
| Market risk premium | 4.75% |
| Liquidity premium | 1.00% |
| Risk free interest rate | 2.5 % |
| Cost of equity | 10.4 % |
| Weighted average cost of capital (WACC) | 9.2 % |

Source: Inderes

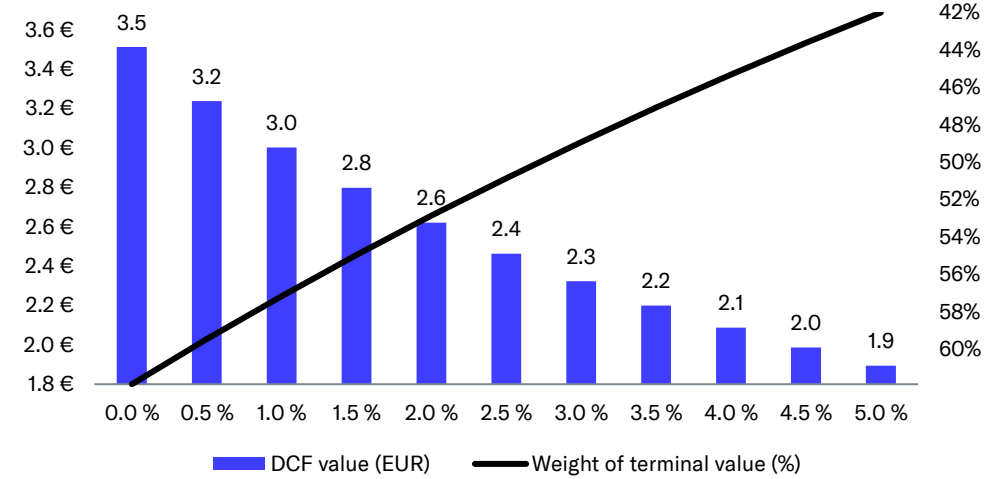


DCF sensitivity calculations and key assumptions in graphs

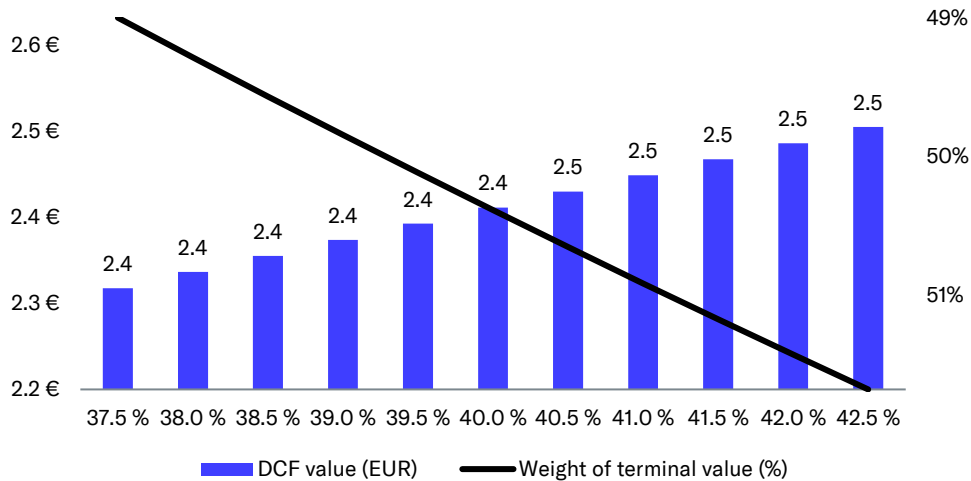
Sensitivity of DCF to changes in the WACC-%



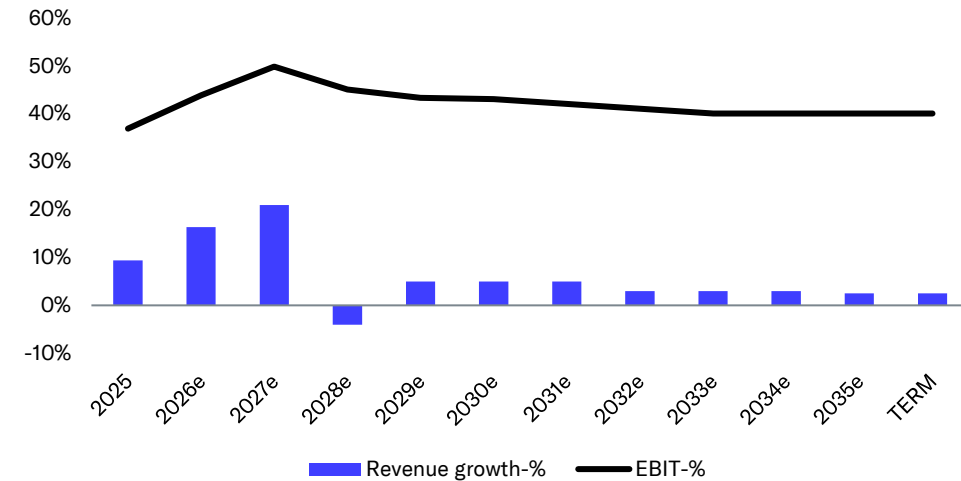
Sensitivity of DCF to changes in the risk-free rate



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 | Per share data | 2023 | 2024 | 2025 | 2026e | 2027e |
|---------------------------|-------|-------|-------|-------|-------|--------------------------|--------|--------|--------|--------|--------|
| Revenue | 49.3 | 57.6 | 63.0 | 73.3 | 88.6 | EPS (reported) | -0.02 | 0.39 | 0.07 | 0.12 | 0.16 |
| EBITDA | 0.2 | 19.1 | 26.2 | 35.3 | 47.4 | EPS (adj.) | -0.01 | 0.04 | 0.09 | 0.13 | 0.17 |
| EBIT | -1.3 | 16.7 | 23.2 | 32.1 | 44.1 | OCF / share | 0.06 | 0.08 | 0.11 | 0.19 | 0.21 |
| PTP | -2.0 | 76.6 | 17.1 | 27.6 | 39.7 | OFCF / share | 0.07 | 0.30 | 0.00 | 0.18 | 0.16 |
| Net Income | -3.4 | 68.8 | 13.2 | 21.6 | 28.5 | Book value / share | 0.71 | 1.12 | 1.06 | 1.06 | 1.09 |
| Extraordinary items | -2.0 | -2.3 | -2.6 | -2.3 | -2.4 | Dividend / share | 0.10 | 0.14 | 0.12 | 0.13 | 0.14 |
| Balance sheet | 2023 | 2024 | 2025 | 2026e | 2027e | Growth and profitability | 2023 | 2024 | 2025 | 2026e | 2027e |
| Balance sheet total | 241.4 | 343.3 | 337.6 | 345.9 | 346.0 | Revenue growth-% | -16% | 17% | 9% | 16% | 21% |
| Equity capital | 115.1 | 202.7 | 194.4 | 194.7 | 200.1 | EBITDA growth-% | -100% | 7943% | 38% | 35% | 34% |
| Goodwill | 7.9 | 30.1 | 32.5 | 32.5 | 32.5 | EBIT (adj.) growth-% | -99% | 2331% | 36% | 33% | 35% |
| Net debt | 52.8 | 8.6 | 41.6 | 35.4 | 35.4 | EPS (adj.) growth-% | -103% | -604% | 105% | 51% | 29% |
| Cash flow | 2023 | 2024 | 2025 | 2026e | 2027e | EBITDA-% | 0.5 % | 33.1 % | 41.6 % | 48.2 % | 53.4 % |
| EBITDA | 0.2 | 19.1 | 26.2 | 35.3 | 47.4 | EBIT (adj.)-% | 1.6 % | 32.9 % | 41.0 % | 47.0 % | 52.5 % |
| Change in working capital | 11.5 | -4.3 | -5.2 | 0.5 | -1.5 | EBIT-% | -2.6 % | 28.9 % | 36.9 % | 43.8 % | 49.8 % |
| Operating cash flow | 9.6 | 13.4 | 20.0 | 32.8 | 37.4 | ROE-% | -2.7 % | 44.1 % | 6.8 % | 11.5 % | 14.9 % |
| CAPEX | 8.1 | -44.2 | -24.5 | 2.2 | -7.1 | ROI-% | -0.6 % | 31.5 % | 7.7 % | 10.6 % | 15.3 % |
| Free cash flow | 10.9 | 52.3 | -0.3 | 32.0 | 28.3 | Equity ratio | 47.7 % | 59.0 % | 57.6 % | 56.3 % | 57.8 % |
| Valuation multiples | 2023 | 2024 | 2025 | 2026e | 2027e | Gearing | 45.9 % | 4.2 % | 21.4 % | 18.2 % | 17.7 % |
| EV/S | 8.6 | 5.0 | 5.5 | 4.4 | 3.6 | | | | | | |
| EV/EBITDA | >100 | 15.2 | 13.2 | 9.1 | 6.8 | | | | | | |
| EV/EBIT (adj.) | >100 | 15.2 | 13.4 | 9.4 | 6.9 | | | | | | |
| P/E (adj.) | neg. | 40.7 | 21.4 | 13.4 | 10.4 | | | | | | |
| P/B | 3.2 | 1.6 | 1.8 | 1.7 | 1.7 | | | | | | |
| Dividend-% | 4.4 % | 7.9 % | 6.3 % | 7.2 % | 7.8 % | | | | | | |

Source: Inderes

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

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Recommendation history (>12 mo)

| Date | Recommendation | Target | Share price |
|------------|----------------|--------|-------------|
| 8/9/2019 | Buy | 2.00 € | 1.75 € |
| 9/26/2019 | Accumulate | 2.00 € | 1.87 € |
| 11/1/2019 | Reduce | 2.10 € | 2.06 € |
| 1/31/2020 | Buy | 2.75 € | 2.48 € |
| 3/20/2020 | Buy | 2.00 € | 1.52 € |
| 4/7/2020 | Accumulate | 1.90 € | 1.70 € |
| 4/24/2020 | Accumulate | 1.90 € | 1.76 € |
| 8/7/2020 | Accumulate | 2.10 € | 1.96 € |
| 10/30/2020 | Accumulate | 2.10 € | 1.93 € |
| 2/5/2021 | Accumulate | 2.80 € | 2.63 € |
| 2/22/2021 | Accumulate | 2.80 € | 2.68 € |
| 4/30/2021 | Accumulate | 3.00 € | 2.78 € |
| 8/6/2021 | Accumulate | 3.30 € | 3.04 € |
| 10/28/2021 | Accumulate | 3.30 € | 2.98 € |
| 1/5/2022 | Accumulate | 3.30 € | 3.10 € |
| 2/4/2022 | Accumulate | 3.30 € | 3.00 € |
| 3/21/2022 | Accumulate | 3.10 € | 2.81 € |
| 4/29/2022 | Buy | 3.10 € | 2.62 € |
| 8/5/2022 | Accumulate | 3.30 € | 3.09 € |
| 10/28/2022 | Accumulate | 3.00 € | 2.60 € |
| 11/14/2022 | Accumulate | 3.00 € | 2.58 € |
| 2/3/2022 | Accumulate | 3.10 € | 2.89 € |
| 5/2/2023 | Accumulate | 2.90 € | 2.59 € |
| 8/4/2023 | Accumulate | 2.70 € | 2.57 € |
| 10/27/2023 | Accumulate | 2.40 € | 2.06 € |
| 2/8/2024 | Accumulate | 2.20 € | 1.96 € |
| 3/6/2024 | Accumulate | 2.20 € | 1.94 € |
| 5/6/2024 | Reduce | 2.20 € | 2.10 € |
| 6/3/2024 | Accumulate | 2.20 € | 1.91 € |
| 8/8/2024 | Accumulate | 2.10 € | 1.78 € |
| 10/7/2024 | Accumulate | 2.10 € | 1.92 € |
| 10/14/2024 | Accumulate | 2.10 € | 1.89 € |
| 11/8/2024 | Accumulate | 2.10 € | 1.77 € |
| 2/14/2025 | Accumulate | 2.10 € | 1.87 € |
| 5/12/2025 | Accumulate | 2.10 € | 1.83 € |
| 8/8/2025 | Accumulate | 2.10 € | 1.85 € |
| 11/7/2025 | Accumulate | 2.10 € | 1.85 € |
| 2/13/2026 | Accumulate | 2.10 € | 1.79 € |
| 5/7/2026 | Accumulate | 2.10 € | 1.80 € |



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