

# Incap

## Company report

04/27/2023



**Antti Viljakainen**  
+358 44 591 2216  
antti.viljakainen@inderes.fi

✓ Inderes corporate customer

This report is a summary translation of the report “Osake on edullinen, jos ongelmat ovat väliaikaisia” published on 04/27/2023 at 7:35 am.

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# Share price already attractive if the problems are temporary

We reiterate our EUR 12.00 target price and Accumulate recommendation for Incap. Following the company's Q1 report, we made only very minor changes to our near-term earnings estimates. In the short term, there are few positive drivers for the stock, as the inventory adjustment related to the largest customer will push growth and earnings growth into a clear downward spiral, at least for the rest of the year. However, we don't believe that the problems with the largest customer are structural, while Incap's long-standing strengths (excellent cost competitiveness and lean organization) haven't disappeared. In our view, the stock offers a buying opportunity for brave and patient investors at the current valuation (2023e: EV/EBIT 9x).

## Q1 was still excellent

Incap's Q1 revenue increased by 36% to EUR 73 million, well above our lowered estimates after the profit warning in April. The strong growth was driven by strong demand and improved delivery capacity through capacity investments. Therefore, the high inventory level of the largest customer (Victron Energy) and the resulting slowdown in demand will only be reflected in the figures from Q2 onwards. In Q1, Incap's adjusted operating profit increased by 64% compared to the satisfactory comparison period and amounted to EUR 11.4 million. The operating result also exceeded our estimate. Profitability (adj. EBIT%) remained at a good level of 15.8%, driven by strong sales and a favorable product mix. Incap's Q1 EPS increased to EUR 0.29, which exceeded our estimate in line with the operating result.

## Guidance reiterated, no changes to our estimates at annual level

Incap reiterated its guidance that was updated in connection with the profit warning in April, and the company's expects revenue and operating profit (EBIT) in 2023 to be lower than in 2022. In 2022, Incap achieved an operating profit of EUR 39 million on a revenue of EUR 264 million. The better-than-expected performance in Q1 was positive, with more room for maneuver for the rest of the year. Given the impending and as of yet unknown gap, we increased the safety margin in our Q2-Q4 estimates and kept our full-year estimate unchanged despite the strong-than-expected Q1. Our estimates correspond to a 10% decline in revenue and a 20% drop in EBIT, which is around the midpoint of Incap's range for revenue and at the lower end of the earnings guidance range. Given the company's narrow guidance ranges, Victron Energy's dominant share of revenue and Victron Energy's apparently limited visibility in its own business, we don't believe that meeting the guidance is a foregone conclusion. We still expect Incap to return to an upward trajectory in both growth and earnings growth next year and to reach almost the 2022 earnings level. We base our estimates on a scenario in which Victor Energy's destocking lasts until around next winter and other customers continue to grow for the foreseeable future, despite the economic risks. Of course, our estimate for 2024 is entirely subordinate to the growth in Victron Energy's deliveries. In our view, the main risks to our earnings estimates are individual large customers and increased competition.

## With our baseline scenario, we already see the expected return as attractive for patient and brave investors

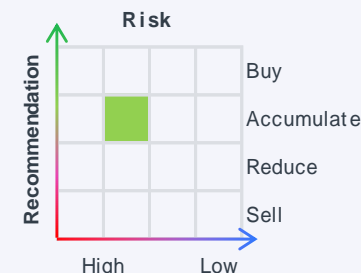
Incap's P/E ratios for 2023 and 2024 based on our estimates are 13x and 10x, while the corresponding EV/EBIT ratios are 9x and 7x. In our view, the valuation is cautiously attractive given not only the client risk but also the company's strong competitiveness and longer track-record as an industry elite. Thus, in our view, the expected return on the stock already exceeds our required return, but of course the realization of the expected return requires that the problems are not prolonged from our estimate scenario. The upside to the DCF value is also already quite clear. In our view, the valuation and our confidence in Incap's structural competitiveness are already tempting to be bold on the stock, even though we are aware that the short-term upside drivers for the stock are likely to be very limited.

## Recommendation

**Accumulate**  
(previous Accumulate)

**EUR 12.00**  
(previous EUR 12.00)

**Share price:**  
EUR 10.36



## Key figures

	2022	2023e	2024e	2025e
<b>Revenue</b>	263.8	236.7	265.2	291.7
<b>growth-%</b>	55%	-10%	12%	10%
<b>EBIT adj.</b>	40.0	31.1	38.3	42.9
<b>EBIT-% adj.</b>	15.2 %	13.1 %	14.5 %	14.7 %
<b>Net Income</b>	27.6	22.7	28.9	32.6
<b>EPS (adj.)</b>	0.98	0.79	0.99	1.12
<b>P/E (adj.)</b>	17.5	13.2	10.4	9.2
<b>P/B</b>	5.7	2.8	2.3	1.9
<b>Dividend yield-%</b>	0.0 %	1.4 %	1.9 %	2.4 %
<b>EV/EBIT (adj.)</b>	12.8	9.0	6.8	5.6
<b>EV/EBITDA</b>	12.0	7.9	6.0	5.1
<b>EV/S</b>	1.9	1.2	1.0	0.8

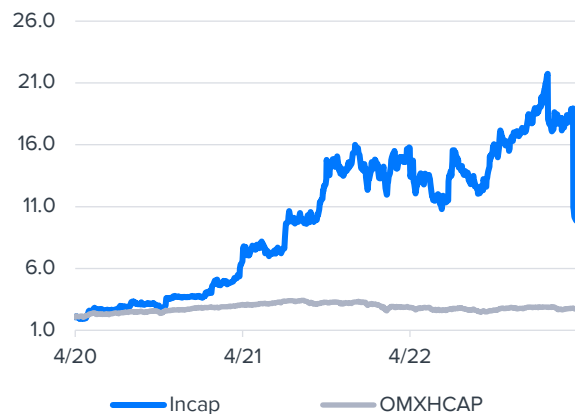
Source: Inderes

## Guidance

(Lowered April 18)

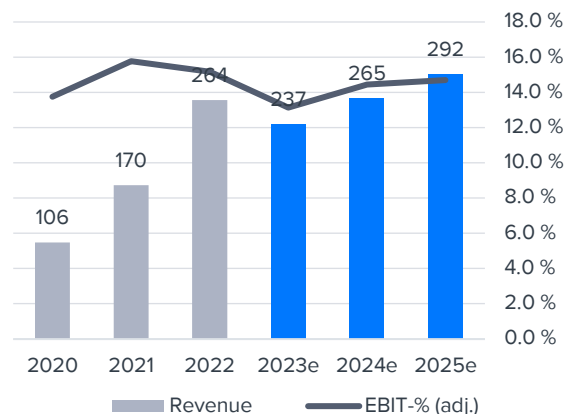
Incap estimates that its revenue and operating profit (EBIT) for 2023 will be lower than in 2022. The decrease in the revenue and operating profit estimate is related to Incap's largest customer, who has decided to reduce inventory levels.

## Share price



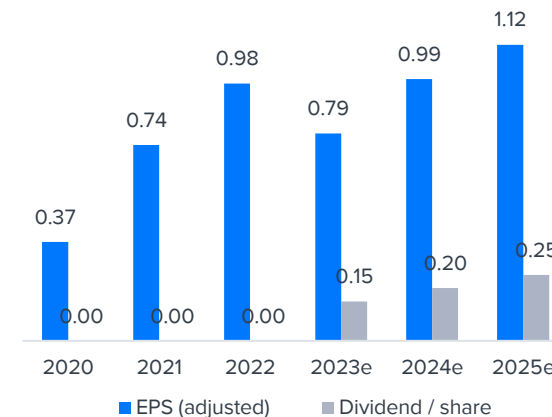
Source: Millstream Market Data AB

## Revenue and EBIT %



Source: Inderes

## EPS and dividend



Source: Inderes



## Value drivers

- Organic growth in the electronics market, supported by global megatrends and increased outsourcing rate
- Light organization and cost structure enable a high profitability level
- Quick decision-making supports new customer procurement
- Accelerating growth with acquisitions



## Risk factors

- Mutually challenging value chain position upholds a brutal competitive situation
- Cyclical nature of customer industries
- Tightening competitive situation
- Company's cost efficiency deteriorating
- Disruptions in the supply chain
- A very large single customer and an otherwise concentrated customer structure

Valuation	2023e	2024e	2025e
Share price	10.36	10.36	10.36
Number of shares, millions	29.3	29.3	29.3
Market cap	303	303	303
EV	279	259	240
P/E (adj.)	13.2	10.4	9.2
P/E	13.3	10.5	9.3
P/FCF	7.8	12.5	12.2
P/B	2.8	2.3	1.9
P/S	1.3	1.1	1.0
EV/Sales	1.2	1.0	0.8
EV/EBITDA	7.9	6.0	5.1
EV/EBIT (adj.)	9.0	6.8	5.6
Payout ratio (%)	19.3 %	20.2 %	22.4 %
Dividend yield-%	1.4 %	1.9 %	2.4 %

Source: Inderes

# Estimates and estimate revisions

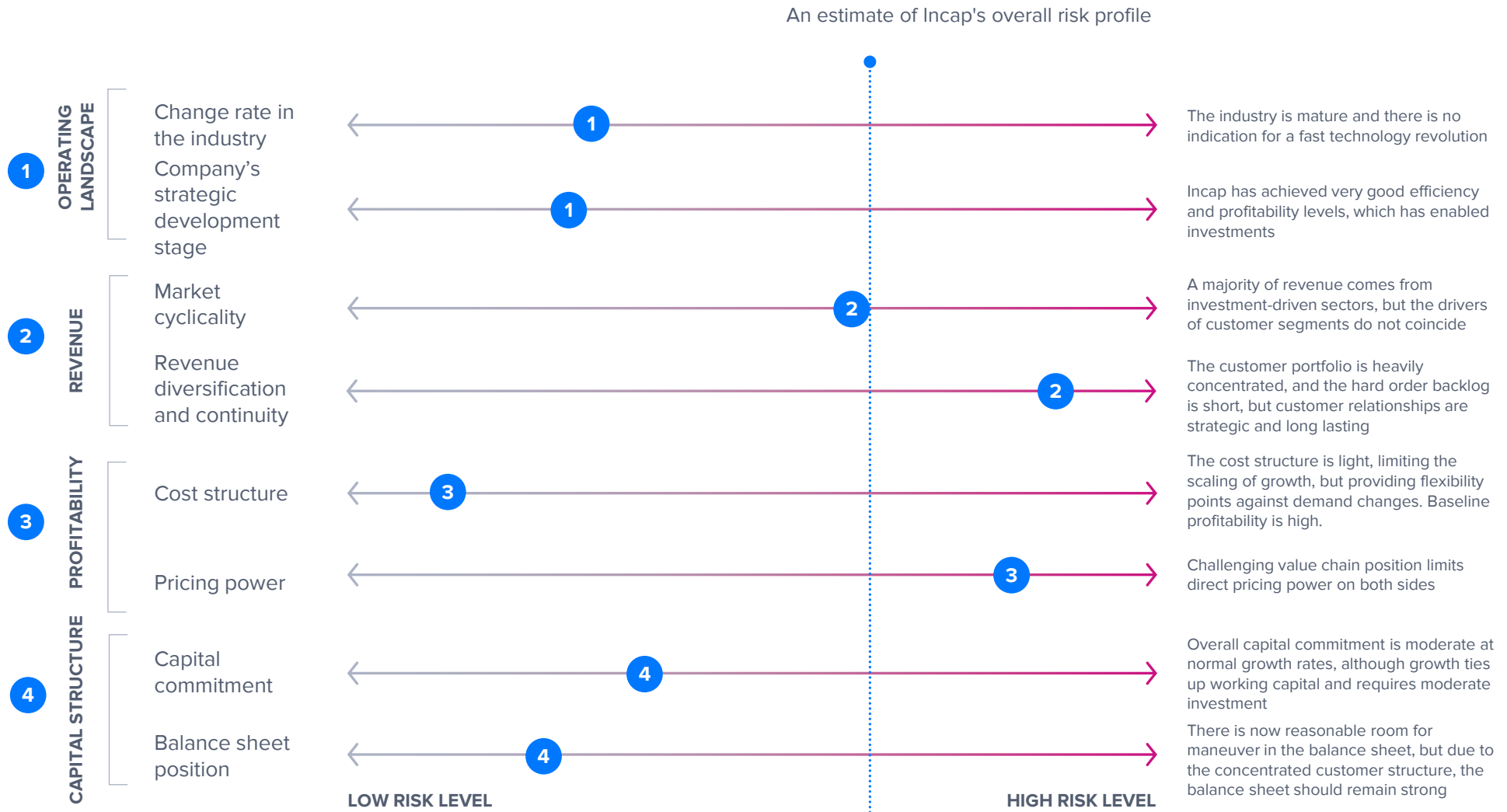
Estimates MEUR / EUR	Q1'22	Q1'23	Q1'23e	Q1'23e	Consensus		Difference (%)	2023e
	Comparison	Actualized	Inderes	Consensus	Low	High	Act. vs. inderes	Inderes
Revenue	53.3	72.7	66.0				10%	237
EBIT (adj.)	6.9	11.4	9.0				27%	31.1
EBIT	6.8	11.3	8.9				27%	30.8
EPS (reported)	0.19	0.29	0.22				32%	0.78
Revenue growth-%	41.4 %	36.3 %	23.8 %				12.5 pp	-10.3 %
EBIT-% (adj.)	12.9 %	15.7 %	13.6 %				2 pp	13.1 %

Source: Inderes

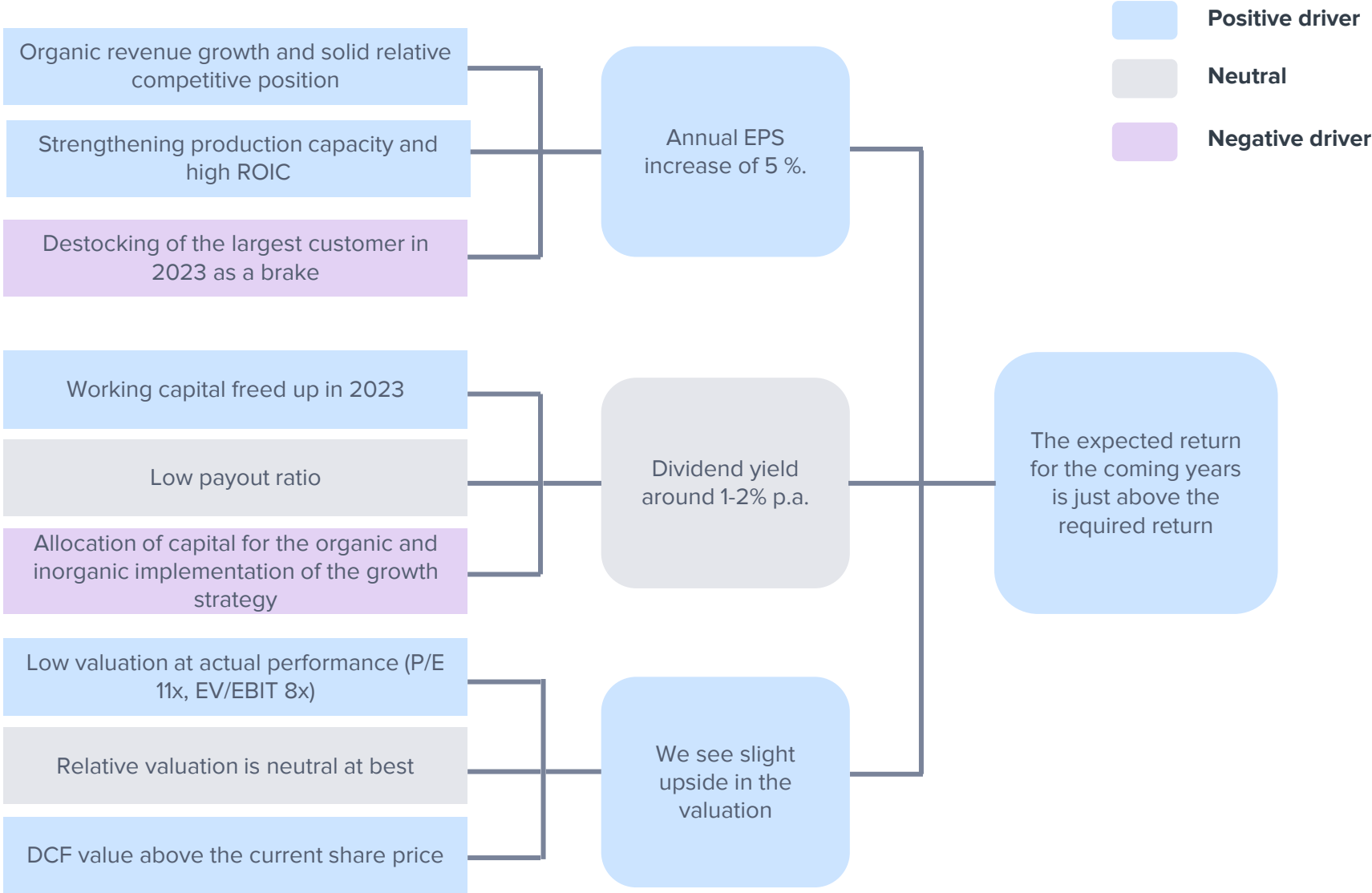
Estimate revisions MEUR / EUR	2023e	2023e	Change	2024e	2024e	Change	2025e	2025e	Change
	Old	New	%	Old	New	%	Old	New	%
Revenue	237	237	0%	266	265	0%	293	292	0%
EBIT	30.7	30.8	0%	37.9	38.0	0%	42.5	42.6	0%
PTP	29.7	29.8	0%	37.2	37.3	0%	41.8	41.9	0%
EPS (reported)	0.77	0.79	2%	0.96	0.97	1%	1.08	1.09	1%
DPS	0.15	0.15	0%	0.20	0.20	0%	0.25	0.25	0%

Source: Inderes

# Risk profile of the business model



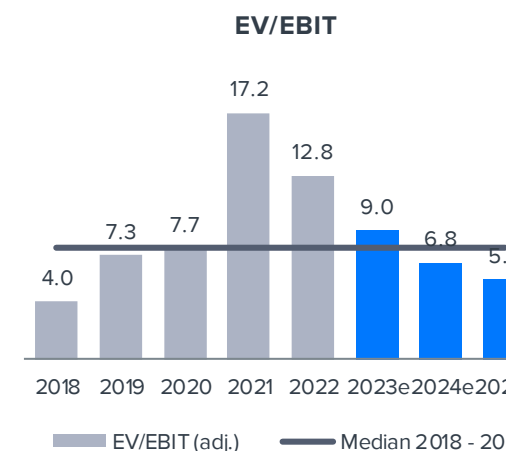
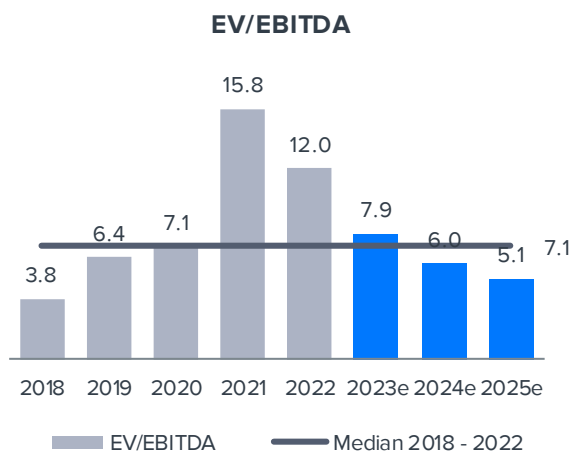
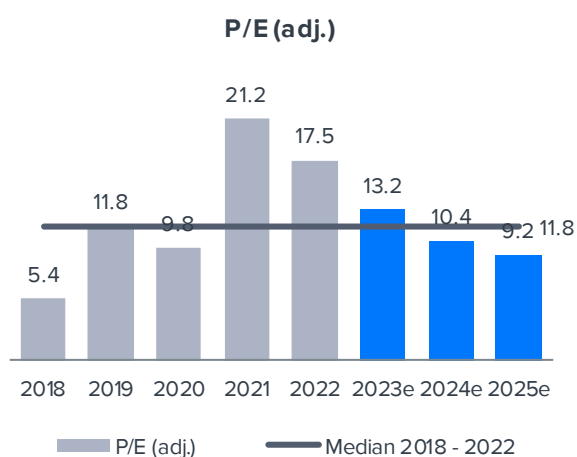
# EPS drivers 2022-2025e



# Valuation table

Valuation	2018	2019	2020	2021	2022	2023e	2024e	2025e	2026e
Share price	1.45	3.38	3.69	15.70	17.10	10.36	10.36	10.36	10.36
Number of shares, millions	21.9	21.9	29.1	29.2	29.3	29.3	29.3	29.3	29.3
Market cap	32	74	107	459	500	303	303	303	303
EV	35	73	113	461	514	279	259	240	216
P/E (adj.)	5.4	11.8	9.8	21.2	17.5	13.2	10.4	9.2	8.1
P/E	5.4	11.8	11.6	21.8	18.1	13.3	10.5	9.3	8.1
P/FCF	13.7	11.4	neg.	>100	neg.	7.8	12.5	12.2	10.1
P/B	2.0	3.4	2.8	7.3	5.7	2.8	2.3	1.9	1.6
P/S	0.5	1.0	1.0	2.7	1.9	1.3	1.1	1.0	1.0
EV/Sales	0.6	1.0	1.1	2.7	1.9	1.2	1.0	0.8	0.7
EV/EBITDA	3.8	6.4	7.1	15.8	12.0	7.9	6.0	5.1	4.1
EV/EBIT (adj.)	4.0	7.3	7.7	17.2	12.8	9.0	6.8	5.6	4.4
Payout ratio (%)	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	19.3 %	20.2 %	22.4 %	23.4 %
Dividend yield-%	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	1.4 %	1.9 %	2.4 %	2.9 %

Source: Inderes



# Peer group valuation

Peer group valuation	Market cap	EV	EV/EBIT		EV/EBITDA		EV/S		P/E		Dividend yield-%		P/B
Company	MEUR	MEUR	2023e	2024e	2023e	2024e	2023e	2024e	2023e	2024e	2023e	2024e	2023e
Cicor Technologies	155	261	14.1	12.4	6.6	6.0	0.7	0.6	24.2	16.8			1.2
Integrated Micro-Electronics	182	406	16.5	12.7	6.2	5.4	0.3	0.3	22.5	11.3			0.4
Data Modul	206	218	6.5	5.3	5.8	4.9	0.6	0.6	10.8	9.7	0.2	0.2	1.4
Hanza	267	317	12.6	9.0	5.0	4.3	0.4	0.4	18.8	16.3	1.4	1.7	1.1
Kitron	592	903	18.6	16.8	14.4	13.3	1.4	1.3	17.9	15.5	2.1	2.7	3.8
Lacroix Group SA	151	321	10.9	9.0	6.4	5.6	0.4	0.4	9.4	7.1	3.2	4.2	0.8
Jabil	9154	10772	7.0	6.8	4.5	4.4	0.3	0.3	9.1	8.4	0.4	0.4	3.5
Scanfil	614	699	12.3	11.7	9.3	9.0	0.8	0.8	14.3	13.4	2.4	2.5	2.4
Fabrinet	3154	2684	10.4	9.6	9.0	8.4	1.1	1.0	12.3	11.4			2.3
Hana Microelectronics	864	775	12.7	10.6	7.2	6.4	1.0	0.9	13.4	11.2	3.5	4.5	1.3
SVI	548	635	13.8	12.2	10.8	9.9	0.8	0.8	12.2	11.0	2.8	3.1	2.6
TT Electronics	343	503	8.9	8.1	6.6	6.1	0.7	0.7	9.3	8.3	3.9	4.3	1.0
Katek Se	199	276	28.5	16.6	12.0	6.8	0.4	0.4		23.5			1.2
Nolato AB	1286	1367	18.2	14.1	11.0	9.3	1.5	1.4	21.4	16.8	3.8	3.4	2.6
Celestica	1258	1614	4.6	4.4	3.6	3.4	0.2	0.2	5.6	5.2			0.8
<b>Incap (Inderes)</b>	<b>303</b>	<b>279</b>	<b>9.0</b>	<b>6.8</b>	<b>7.9</b>	<b>6.0</b>	<b>1.2</b>	<b>1.0</b>	<b>13.2</b>	<b>10.4</b>	<b>1.4</b>	<b>1.9</b>	<b>2.8</b>
<b>Average</b>			<b>13.0</b>	<b>10.6</b>	<b>7.9</b>	<b>6.9</b>	<b>0.7</b>	<b>0.7</b>	<b>14.4</b>	<b>12.4</b>	<b>2.4</b>	<b>2.7</b>	<b>1.8</b>
<b>Median</b>			<b>12.6</b>	<b>10.6</b>	<b>6.6</b>	<b>6.4</b>	<b>0.7</b>	<b>0.6</b>	<b>12.8</b>	<b>11.3</b>	<b>2.6</b>	<b>2.9</b>	<b>1.3</b>
<i>Diff.% to median</i>			<b>-29%</b>	<b>-37%</b>	<b>19%</b>	<b>-5%</b>	<b>71%</b>	<b>53%</b>	<b>3%</b>	<b>-7%</b>	<b>-44%</b>	<b>-33%</b>	<b>113%</b>

Source: Refinitiv / Inderes



# Income statement

Income statement	H1'21	H2'21	2021	H1'22	H2'22	2022	H1'23e	H2'23e	2023e	2024e	2025e	2026e
<b>Revenue</b>	<b>71.3</b>	<b>98.5</b>	<b>170</b>	<b>115</b>	<b>149</b>	<b>264</b>	<b>130</b>	<b>107</b>	<b>237</b>	<b>265</b>	<b>292</b>	<b>315</b>
Incap	71.3	98.5	170	115	149	264	130	107	237	265	292	315
<b>EBITDA</b>	<b>11.3</b>	<b>17.9</b>	<b>29.3</b>	<b>17.2</b>	<b>25.6</b>	<b>42.8</b>	<b>19.4</b>	<b>16.0</b>	<b>35.4</b>	<b>42.7</b>	<b>47.1</b>	<b>53.2</b>
Depreciation	-1.6	-1.7	-3.3	-1.8	-2.0	-3.8	-2.2	-2.4	-4.6	-4.6	-4.5	-4.6
<b>EBIT (excl. NRI)</b>	<b>10.2</b>	<b>16.6</b>	<b>26.8</b>	<b>15.6</b>	<b>24.4</b>	<b>40.0</b>	<b>17.4</b>	<b>13.7</b>	<b>31.1</b>	<b>38.3</b>	<b>42.9</b>	<b>48.9</b>
<b>EBIT</b>	<b>9.8</b>	<b>16.2</b>	<b>26.0</b>	<b>15.4</b>	<b>23.6</b>	<b>39.0</b>	<b>17.2</b>	<b>13.6</b>	<b>30.8</b>	<b>38.0</b>	<b>42.6</b>	<b>48.6</b>
Net financial items	-0.3	0.1	-0.3	-0.8	-1.5	-2.3	-0.7	-0.3	-1.0	-0.7	-0.7	-0.7
<b>PTP</b>	<b>9.4</b>	<b>16.3</b>	<b>25.7</b>	<b>14.6</b>	<b>22.1</b>	<b>36.7</b>	<b>16.6</b>	<b>13.3</b>	<b>29.8</b>	<b>37.3</b>	<b>41.9</b>	<b>47.9</b>
Taxes	-1.6	-3.0	-4.7	-3.4	-5.7	-9.0	-3.9	-3.2	-7.1	-9.1	-10.3	-11.8
Minority interest	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>Net earnings</b>	<b>7.8</b>	<b>13.3</b>	<b>21.1</b>	<b>11.2</b>	<b>16.4</b>	<b>27.6</b>	<b>12.6</b>	<b>10.1</b>	<b>22.7</b>	<b>28.2</b>	<b>31.6</b>	<b>36.1</b>
<b>EPS (adj.)</b>	<b>0.28</b>	<b>0.46</b>	<b>0.74</b>	<b>0.39</b>	<b>0.59</b>	<b>0.98</b>	<b>0.44</b>	<b>0.35</b>	<b>0.79</b>	<b>0.97</b>	<b>1.09</b>	<b>1.24</b>
<b>EPS (rep.)</b>	<b>0.27</b>	<b>0.45</b>	<b>0.72</b>	<b>0.38</b>	<b>0.57</b>	<b>0.94</b>	<b>0.43</b>	<b>0.34</b>	<b>0.78</b>	<b>0.96</b>	<b>1.08</b>	<b>1.23</b>

Key figures	H1'21	H2'21	2021	H1'22	H2'22	2022	H1'23e	H2'23e	2023e	2024e	2025e	2026e
<b>Revenue growth-%</b>	52.2 %	65.1 %	59.4 %	60.6 %	51.6 %	55.4 %	13.2 %	-28.3 %	-10.3 %	12.0 %	10.0 %	8.0 %
<b>Adjusted EBIT growth-%</b>	83.5 %	82.3 %	82.8 %	53.1 %	47.1 %	49.4 %	11.6 %	-43.9 %	-22.3 %	23.2 %	11.8 %	14.2 %
<b>EBITDA-%</b>	15.9 %	18.2 %	17.2 %	15.0 %	17.2 %	16.2 %	15.0 %	14.9 %	14.9 %	16.1 %	16.1 %	16.9 %
<b>Adjusted EBIT-%</b>	14.3 %	16.8 %	15.8 %	13.6 %	16.4 %	15.2 %	13.4 %	12.8 %	13.1 %	14.5 %	14.7 %	15.5 %
<b>Net earnings-%</b>	10.9 %	13.5 %	12.4 %	9.8 %	11.0 %	10.5 %	9.7 %	9.4 %	9.6 %	10.6 %	10.8 %	11.5 %

Lähde: Inderes

# Balance sheet

Assets	2021	2022	2023e	2024e	2025e
<b>Non-current assets</b>	<b>23</b>	<b>33</b>	<b>32</b>	<b>31</b>	<b>31</b>
Goodwill	8	7	7	7	7
Intangible assets	0	4	4	3	3
Tangible assets	14	20	20	20	20
Associated companies	0	0	0	0	0
Other investments	0	0	0	0	0
Other non-current assets	0	1	1	1	1
Deferred tax assets	1	0	0	0	0
<b>Current assets</b>	<b>102</b>	<b>136</b>	<b>154</b>	<b>187</b>	<b>221</b>
Inventories	59	92	71	78	85
Other current assets	0	0	0	0	0
Receivables	34	36	45	50	58
Cash and equivalents	9	8	38	58	77
<b>Balance sheet total</b>	<b>130</b>	<b>168</b>	<b>186</b>	<b>218</b>	<b>251</b>

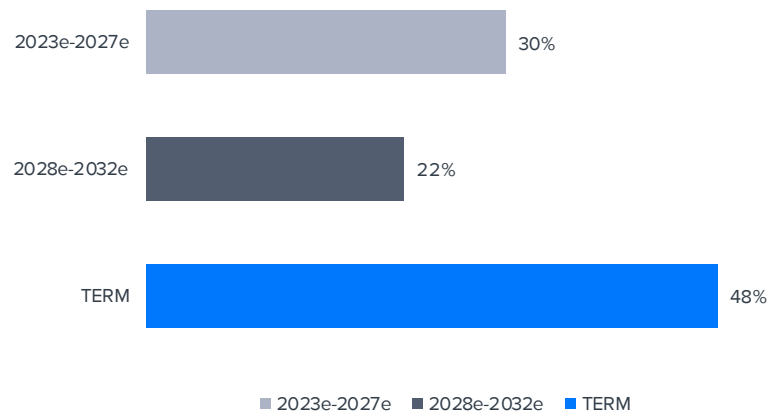
Source: Inderes

Liabilities & equity	2021	2022	2023e	2024e	2025e
<b>Equity</b>	<b>63</b>	<b>87</b>	<b>110</b>	<b>135</b>	<b>161</b>
Share capital	1	1	1	1	1
Retained earnings	42	70	92	117	144
Hybrid bonds	0	0	0	0	0
Revaluation reserve	-2	-5	-5	-5	-5
Other equity	22	22	22	22	22
Minorities	0	0	0	0	0
<b>Non-current liabilities</b>	<b>6</b>	<b>13</b>	<b>13</b>	<b>13</b>	<b>13</b>
Deferred tax liabilities	1	1	1	1	1
Provisions	2	2	2	2	2
Long term debt	4	11	10	10	10
Convertibles	0	0	0	0	0
Other long term liabilities	0	0	0	0	0
<b>Current liabilities</b>	<b>60</b>	<b>68</b>	<b>64</b>	<b>71</b>	<b>77</b>
Short term debt	7	11	4	4	4
Payables	53	57	59	66	73
Other current liabilities	0	1	1	1	1
<b>Balance sheet total</b>	<b>130</b>	<b>168</b>	<b>186</b>	<b>218</b>	<b>251</b>

# DCF calculation

DCF model	2022	2023e	2024e	2025e	2026e	2027e	2028e	2029e	2030e	2031e	2032e	TERM
Revenue growth-%	55.4 %	-10.3 %	12.0 %	10.0 %	8.0 %	5.0 %	4.0 %	3.5 %	3.0 %	3.0 %	2.0 %	2.0 %
EBIT-% (adj.)	14.8 %	13.0 %	14.3 %	14.6 %	15.4 %	14.5 %	14.0 %	14.0 %	13.5 %	13.0 %	13.0 %	13.0 %
<b>EBIT (operating profit)</b>	<b>39.0</b>	<b>30.8</b>	<b>38.0</b>	<b>42.6</b>	<b>48.6</b>	<b>48.0</b>	<b>48.2</b>	<b>49.9</b>	<b>49.5</b>	<b>49.1</b>	<b>50.1</b>	
+ Depreciation	3.8	4.6	4.8	4.8	4.7	4.8	5.1	5.1	5.3	5.3	4.8	
- Paid taxes	-8.8	-7.1	-9.1	-10.3	-11.8	-11.8	-11.9	-12.4	-12.4	-12.3	-12.6	
- Tax, financial expenses	-0.6	-0.3	-0.2	-0.2	-0.2	-0.2	-0.2	-0.2	-0.2	-0.2	-0.2	
+ Tax, financial income	0.0	0.0	0.2	0.2	0.3	0.4	0.5	0.6	0.7	0.7	0.8	
- Change in working capital	-30.7	14.7	-5.5	-7.7	-7.2	-2.2	-3.2	-2.9	-2.6	-2.6	-1.8	
<b>Operating cash flow</b>	<b>2.8</b>	<b>42.7</b>	<b>28.2</b>	<b>29.4</b>	<b>34.5</b>	<b>39.0</b>	<b>38.5</b>	<b>40.1</b>	<b>40.3</b>	<b>40.0</b>	<b>41.1</b>	
+ Change in other long-term liabilities	0.3	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
- Gross CAPEX	-9.7	-4.0	-4.0	-4.5	-4.5	-5.0	-5.0	-5.0	-5.0	-5.0	-5.6	
<b>Free operating cash flow</b>	<b>-6.7</b>	<b>38.7</b>	<b>24.2</b>	<b>24.9</b>	<b>30.0</b>	<b>34.0</b>	<b>33.5</b>	<b>35.1</b>	<b>35.3</b>	<b>35.0</b>	<b>35.5</b>	
+/- Other	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
FCFF	-6.7	38.7	24.2	24.9	30.0	34.0	33.5	35.1	35.3	35.0	35.5	468
<b>Discounted FCFF</b>		<b>36.3</b>	<b>20.7</b>	<b>19.4</b>	<b>21.3</b>	<b>22.0</b>	<b>19.7</b>	<b>18.9</b>	<b>17.3</b>	<b>15.6</b>	<b>14.4</b>	<b>190</b>
Sum of FCFF present value		396	360	339	320	298	276	256	238	220	205	190
<b>Enterprise value DCF</b>		<b>396</b>										
- Interesting bearing debt		-21.2										
+ Cash and cash equivalents		7.6										
-Minorities		0.0										
-Dividend/capital return		0.0										
<b>Equity value DCF</b>		<b>382</b>										
<b>Equity value DCF per share</b>		<b>13.1</b>										

Cash flow distribution



WACC	
Tax-% (WACC)	25.0 %
Target debt ratio (D/(D+E))	10.0 %
Cost of debt	5.0 %
Equity Beta	1.40
Market risk premium	4.75%
Liquidity premium	1.25%
Risk free interest rate	2.5 %
<b>Cost of equity</b>	<b>10.4 %</b>
<b>Weighted average cost of capital (WACC)</b>	<b>9.7 %</b>

Source: Inderes

# Summary

Income statement	2020	2021	2022	2023e	2024e	Per share data	2020	2021	2022	2023e	2024e
Revenue	106.5	169.8	263.8	<b>236.7</b>	<b>265.2</b>	EPS (reported)	0.32	0.72	0.94	<b>0.78</b>	<b>0.99</b>
EBITDA	15.9	29.3	42.8	<b>35.4</b>	<b>42.9</b>	EPS (adj.)	0.37	0.74	0.98	<b>0.79</b>	<b>0.99</b>
EBIT	12.6	26.0	39.0	<b>30.8</b>	<b>38.0</b>	OCF / share	0.12	0.24	0.09	<b>1.46</b>	<b>0.96</b>
PTP	11.5	25.7	36.7	<b>29.8</b>	<b>38.0</b>	FCF / share	-0.44	0.03	-0.23	<b>1.32</b>	<b>0.83</b>
Net Income	9.2	21.1	27.6	<b>22.7</b>	<b>28.9</b>	Book value / share	1.32	2.15	2.99	<b>3.76</b>	<b>4.60</b>
Extraordinary items	-2.1	-0.8	-1.0	<b>-0.3</b>	<b>-0.3</b>	Dividend / share	0.00	0.00	0.00	<b>0.15</b>	<b>0.20</b>
Balance sheet	2020	2021	2022	2023e	2024e	Growth and profitability	2020	2021	2022	2023e	2024e
Balance sheet total	76.4	129.5	168.4	<b>186.4</b>	<b>218.0</b>	Revenue growth-%	50%	59%	55%	<b>-10%</b>	<b>12%</b>
Equity capital	38.5	62.9	87.4	<b>110.1</b>	<b>134.7</b>	EBITDA growth-%	39%	84%	46%	<b>-17%</b>	<b>21%</b>
Goodwill	7.1	7.5	7.2	<b>7.2</b>	<b>7.2</b>	EBIT (adj.) growth-%	45%	83%	49%	<b>-22%</b>	<b>23%</b>
Net debt	5.9	2.0	13.6	<b>-24.4</b>	<b>-44.2</b>	EPS (adj.) growth-%	30%	98%	31%	<b>-19%</b>	<b>26%</b>
Cash flow	2020	2021	2022	2023e	2024e	EBITDA-%	15%	17%	16%	<b>15%</b>	<b>16%</b>
EBITDA	15.9	29.3	42.8	<b>35.4</b>	<b>42.9</b>	EBIT (adj.)-%	14%	16%	15%	<b>13%</b>	<b>14%</b>
Change in working capital	-10.0	-17.4	-30.7	<b>14.7</b>	<b>-5.5</b>	EBIT-%	12%	15%	15%	<b>13%</b>	<b>14%</b>
Operating cash flow	3.6	7.0	2.8	<b>42.7</b>	<b>28.2</b>	ROE-%	31%	42%	37%	<b>23%</b>	<b>24%</b>
CAPEX	-18.1	-6.2	-9.7	<b>-4.0</b>	<b>-4.0</b>	ROI-%	33%	42%	43%	<b>27%</b>	<b>28%</b>
Free cash flow	-12.9	0.8	-6.7	<b>38.7</b>	<b>24.2</b>	Equity ratio	50%	52%	52%	<b>59%</b>	<b>62%</b>
						Gearing	15%	3%	16%	<b>-22%</b>	<b>-33%</b>
Valuation multiples	2020	2021	2022	2023e	2024e						
EV/S	1.1	2.7	1.9	<b>1.2</b>	<b>1.0</b>						
EV/EBITDA (adj.)	7.1	15.8	12.0	<b>7.9</b>	<b>6.0</b>						
EV/EBIT (adj.)	7.7	17.2	12.8	<b>9.0</b>	<b>6.8</b>						
P/E (adj.)	9.8	21.2	17.5	<b>13.2</b>	<b>10.4</b>						
P/B	2.8	7.3	5.7	<b>2.8</b>	<b>2.3</b>						
Dividend-%	0.0 %	0.0 %	0.0 %	<b>1.4 %</b>	<b>1.9 %</b>						

Source: Inderes

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Sell	The 12-month risk-adjusted expected shareholder return of the share is very weak

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Date	Recommendation	Target	Share price
5/12/2020	Accumulate	2.60 €	2.40 €
5/25/2020	Accumulate	2.80 €	2.57 €
8/27/2020	Accumulate	4.00 €	3.71 €
9/17/2020	Accumulate	4.00 €	3.60 €
10/27/2020	Accumulate	3.50 €	3.02 €
11/12/2020	Accumulate	3.80 €	3.40 €
11/26/2020	Accumulate	4.00 €	3.60 €
2/25/2021	Accumulate	5.40 €	4.88 €
4/28/2021	Accumulate	7.60 €	7.05 €
7/29/2021	Accumulate	9.20 €	8.58 €
9/16/2021	Accumulate	11.00 €	10.12 €
10/28/2021	Reduce	14.00 €	14.78 €
2/25/2022	Accumulate	14.40 €	13.42 €
3/23/2022	Reduce	14.80 €	15.08 €
4/27/2022	Reduce	14.80 €	14.00 €
7/28/2022	Accumulate	16.00 €	14.66 €
10/19/2022	Accumulate	17.00 €	15.08 €
10/28/2022	Reduce	17.00 €	16.06 €
11/18/2022	Reduce	17.00 €	16.18 €
2/23/2023	Reduce	17.00 €	18.04 €
4/19/2023	Accumulate	12.00 €	10.92 €
4/27/2023	Accumulate	12.00 €	10.36 €



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### Inderes Oyj

Itämerentori 2

FI-00180 Helsinki, Finland

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