

# Enento Group

## Company report

12/9/2024 12:05 noon EET



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✓ Inderes corporate customer

This report is a summary translation of the report “Palaamme takaisin osakkeen kyytiin” published on 12/9/2024 at 7:50 am EET.

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# Getting back on board

Enento's stock has been under pressure since our last update. There is still considerable uncertainty about the new normal in the Swedish credit market, but the slightly lower valuation and the continued decline in interest rates make the stock more attractive in our view. We reiterate our EUR 19.0 target price but raise our recommendation to Accumulate (was Reduce).

## Interest rate cuts should gradually support demand outlook

Enento has had a challenging few years, partly due to the substantial increase in interest rates and the resulting significant decrease in demand for consumer credit information services, especially in Sweden. In addition, there have been structural changes in the Swedish credit market as lenders and brokers have left the market. Tightening measures that are likely to come into effect next year, such as the interest rate cap, cost cap on loans and the removal of tax deductibility for loans, are creating uncertainty about what the "new normal" for the market will be. At the same time, however, the drop in interest rates seen this fall should gradually start to support the demand outlook. In the context of the Q3'24 results, the company did not yet see any significant concrete signs of this. The mood is still expectant, but we also think it is natural that there is a slight delay in the pick-up. On a positive note, Enento's Business Insight segment has been much more stable in recent years and has returned to growth this year.

## Return to earnings growth expected next year

In this update, we have added some extra caution, especially in our early 2025 forecasts. However, we still expect the company to return to growth in both revenue and earnings next year. For 2025, we forecast top line to grow by 3% to 157 MEUR. We expect growth in both segments, but Consumer Insight's revenue (2025e 63.8 MEUR) is still far from the business area's peak years (2022: 75.4 MEUR). As a result, our expectations for the recovery of the business are quite modest. We expect adjusted operating profit to increase to 43.8 MEUR (2024e: 41.3 MEUR), mainly driven by higher transaction volumes. However, it should be noted that the company will still have to record significant one-off items (forecast at 5 MEUR) related to the IT consolidation project next year and that the actual cash flow result will be below the adjusted figures.

## Valuation turned to the attractive side

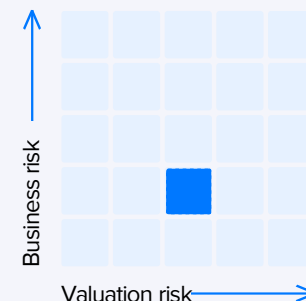
Enento's stock is down 8% since we downgraded our recommendation to Reduce (October 16). Since then, there have been no concrete signs of a recovery in the market and uncertainty about the future of the Swedish market remains. However, with interest rates continuing to fall and valuations moderating, we think the risk/reward is much better than before. Enento's adjusted EV/EBIT multiples for 2024-2025 are 13.6x-13x and the corresponding P/E multiples are 19x-16x (P/E multiples adjusted for PPA depreciation only). We think the multiples are tight for the current year, but we expect the company to bottom out this year. Next year in particular, the P/E ratio will already decline to a moderate level due to the improvement in operating income, slightly lower one-off items and declining financing costs. Of course, there is some uncertainty about the outlook, but we believe the company has the potential to return to earnings growth after a challenging few years.

## Recommendation

**Accumulate**  
(was Reduce)

**19.00 EUR**  
(was EUR 19.00)

**Share price:**  
17.52



## Key figures

|                         | 2023   | 2024e  | 2025e  | 2026e  |
|-------------------------|--------|--------|--------|--------|
| <b>Revenue</b>          | 155.9  | 151.8  | 157.0  | 164.0  |
| <b>growth-%</b>         | -7%    | -3%    | 3%     | 5%     |
| <b>EBIT adj.</b>        | 46.0   | 41.3   | 43.8   | 47.2   |
| <b>EBIT-% adj.</b>      | 29.5 % | 27.2 % | 27.9 % | 28.8 % |
| <b>Net Income</b>       | 17.6   | 15.0   | 19.0   | 25.2   |
| <b>EPS (adj.)</b>       | 1.05   | 0.91   | 1.07   | 1.32   |
| <b>P/E (adj.)</b>       | 18.5   | 19.3   | 16.4   | 13.2   |
| <b>P/B</b>              | 1.6    | 1.5    | 1.5    | 1.5    |
| <b>Dividend yield-%</b> | 5.1 %  | 5.7 %  | 5.7 %  | 6.0 %  |
| <b>EV/EBIT (adj.)</b>   | 13.4   | 13.6   | 12.8   | 11.7   |
| <b>EV/EBITDA</b>        | 12.1   | 12.0   | 11.0   | 9.5    |
| <b>EV/S</b>             | 3.9    | 3.7    | 3.6    | 3.4    |

Source: Inderes

## Guidance

(Unchanged)

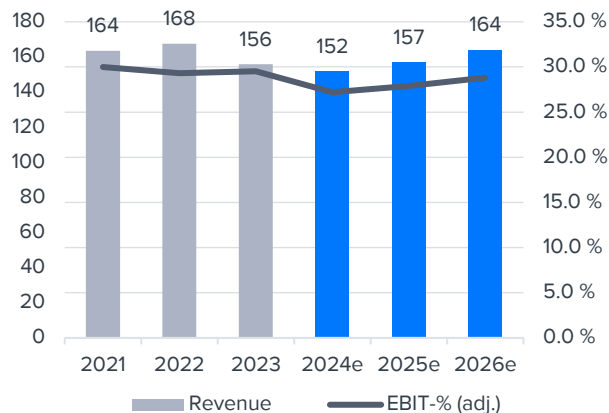
Enento's year-on-year revenue development is expected to improve in the second half of the financial year compared to the development in the first half of the year. For the full year 2024, Enento expects revenue to decline compared to 2023 (at comparable exchange rates and excluding the impact from the discontinued Tambur service).

## Share price



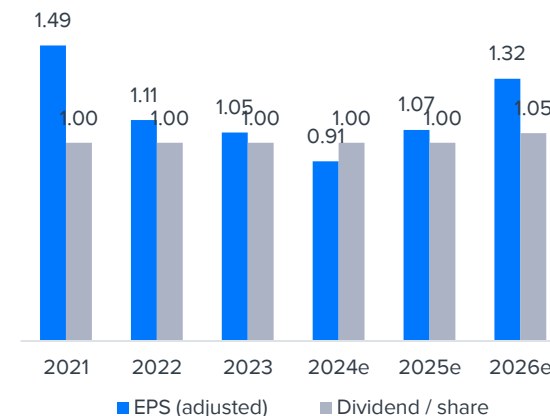
Source: Millstream Market Data AB

## Revenue and EBIT-%



Source: Inderes

## EPS and dividend



Source: Inderes



## Value drivers

- Steady growth and strong profitability
- Stable cash flow enables investments for growth
- Well-known and respected brands in the Nordic countries
- Mainly defensive income streams
- Potential longer-term efficiency gains from building the new technology platform
- M&A option (potential buyer and target)



## Risk factors

- In the short term, the growth outlook is weak in a challenging market environment
- Dependence on the Nordic banking sector
- Failure to build a unified technology platform
- Regulatory changes can lead to changes in the operating environment

| Valuation                  | 2024e   | 2025e   | 2026e  |
|----------------------------|---------|---------|--------|
| Share price                | 17.5    | 17.5    | 17.5   |
| Number of shares, millions | 23.6    | 23.6    | 23.6   |
| Market cap                 | 413     | 413     | 413    |
| EV                         | 560     | 559     | 552    |
| P/E (adj.)                 | 19.3    | 16.4    | 13.2   |
| P/E                        | 27.5    | 21.7    | 16.4   |
| P/B                        | 1.5     | 1.5     | 1.5    |
| P/S                        | 2.7     | 2.6     | 2.5    |
| EV/Sales                   | 3.7     | 3.6     | 3.4    |
| EV/EBITDA                  | 12.0    | 11.0    | 9.5    |
| EV/EBIT (adj.)             | 13.6    | 12.8    | 11.7   |
| Payout ratio (%)           | 157.1 % | 123.9 % | 98.4 % |
| Dividend yield-%           | 5.7 %   | 5.7 %   | 6.0 %  |

Source: Inderes

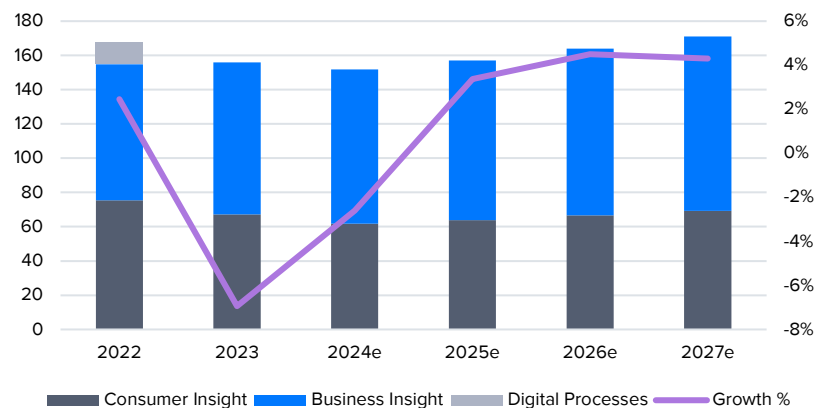
# Estimate revisions

| Estimate revisions | 2024e | 2024e | Change | 2025e | 2025e | Change | 2026e | 2026e | Change |
|--------------------|-------|-------|--------|-------|-------|--------|-------|-------|--------|
| MEUR / EUR         | Old   | New   | %      | Old   | New   | %      | Old   | New   | %      |
| Revenue            | 152   | 152   | 0%     | 158   | 157   | -1%    | 166   | 164   | -1%    |
| EBITDA             | 46.9  | 46.9  | 0%     | 51.9  | 51.0  | -2%    | 58.7  | 58.1  | -1%    |
| EBIT (exc. NRIs)   | 41.4  | 41.3  | 0%     | 44.2  | 43.8  | -1%    | 47.6  | 47.2  | -1%    |
| EBIT               | 26.6  | 26.6  | 0%     | 31.5  | 31.0  | -1%    | 38.0  | 37.6  | -1%    |
| PTP                | 19.1  | 19.1  | 0%     | 24.7  | 24.3  | -2%    | 32.4  | 32.0  | -1%    |
| EPS (excl. NRIs)   | 0.91  | 0.91  | 0%     | 1.08  | 1.07  | -1%    | 1.34  | 1.32  | -1%    |
| DPS                | 1.00  | 1.00  | 0%     | 1.00  | 1.00  | 0%     | 1.05  | 1.05  | 0%     |

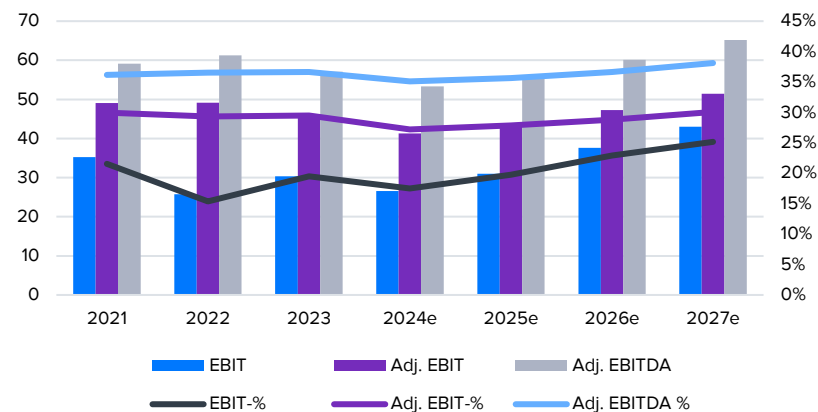
Source: Inderes

# Summary of estimates

Revenue and growth, %



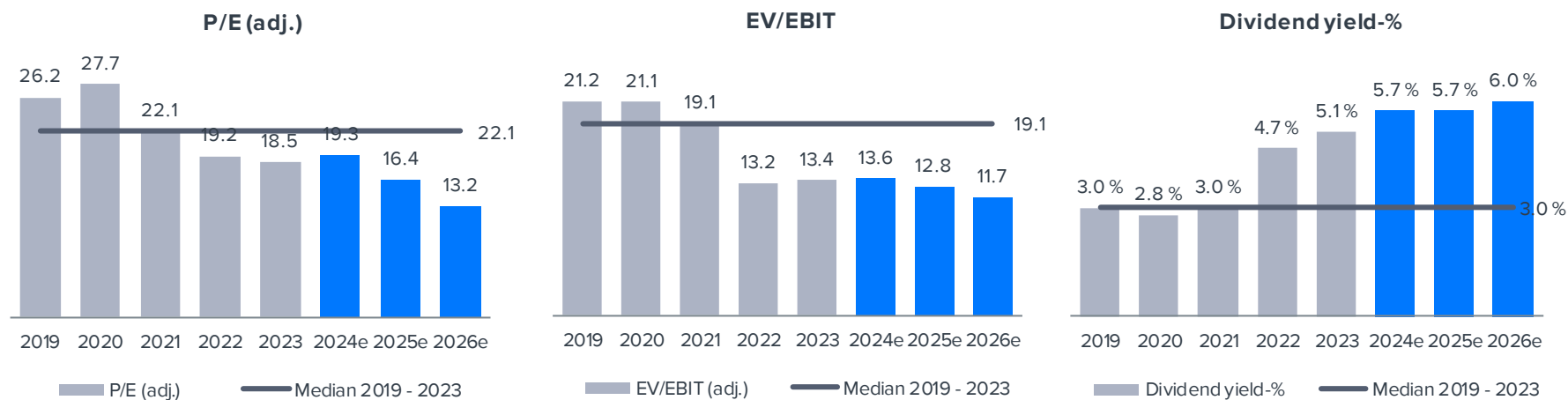
Development of earnings and profitability



# Valuation table

| Valuation                  | 2019    | 2020    | 2021   | 2022    | 2023    | 2024e   | 2025e   | 2026e  | 2027e  |
|----------------------------|---------|---------|--------|---------|---------|---------|---------|--------|--------|
| Share price                | 31.5    | 33.6    | 33.0   | 21.4    | 19.5    | 17.5    | 17.5    | 17.5   | 17.5   |
| Number of shares, millions | 24.0    | 24.0    | 24.0   | 24.0    | 23.8    | 23.6    | 23.6    | 23.6   | 23.6   |
| Market cap                 | 756     | 807     | 793    | 514     | 464     | 413     | 413     | 413    | 413    |
| EV                         | 904     | 950     | 935    | 646     | 615     | 560     | 559     | 552    | 542    |
| P/E (adj.)                 | 26.2    | 27.7    | 22.1   | 19.2    | 18.5    | 19.3    | 16.4    | 13.2   | 11.7   |
| P/E                        | 38.3    | 41.5    | 30.7   | 29.6    | 26.4    | 27.5    | 21.7    | 16.4   | 14.0   |
| P/B                        | 2.4     | 2.6     | 2.5    | 1.7     | 1.6     | 1.5     | 1.5     | 1.5    | 1.5    |
| P/S                        | 5.2     | 5.3     | 4.9    | 3.1     | 3.0     | 2.7     | 2.6     | 2.5    | 2.4    |
| EV/Sales                   | 6.2     | 6.3     | 5.7    | 3.9     | 3.9     | 3.7     | 3.6     | 3.4    | 3.2    |
| EV/EBITDA                  | 18.7    | 19.3    | 16.1   | 11.6    | 12.1    | 12.0    | 11.0    | 9.5    | 8.4    |
| EV/EBIT (adj.)             | 21.2    | 21.1    | 19.1   | 13.2    | 13.4    | 13.6    | 12.8    | 11.7   | 10.5   |
| Payout ratio (%)           | 115.6 % | 117.3 % | 92.9 % | 138.5 % | 135.5 % | 157.1 % | 123.9 % | 98.4 % | 88.0 % |
| Dividend yield-%           | 3.0 %   | 2.8 %   | 3.0 %  | 4.7 %   | 5.1 %   | 5.7 %   | 5.7 %   | 6.0 %  | 6.3 %  |

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       | 2024e       | 2025e       | 2024e       | 2025e       | 2024e       | 2025e       | 2024e       | 2025e       | 2024e            | 2025e      | 2024e       |
| Dun & Bradstreet              | 5195       | 8396       | 11.1        | 11.7        | 9.4         | 8.9         | 3.7         | 3.5         | 12.3        | 11.3        | 1.6              | 3.0        | 1.6         |
| Fair Isaac Corp               | 54667      | 56626      | 70.2        | 56.7        | 66.0        | 53.5        | 34.9        | 29.8        | 99.9        | 79.6        |                  |            |             |
| Equifax Inc                   | 31308      | 36183      | 30.2        | 23.7        | 20.7        | 17.3        | 6.7         | 6.0         | 36.6        | 29.0        | 0.6              | 0.7        | 6.5         |
| Experian Plc                  | 41163      | 45647      | 25.5        | 23.5        | 19.6        | 18.1        | 6.8         | 6.4         | 32.6        | 29.9        | 1.2              | 1.3        | 9.6         |
| TransUnion                    | 18389      | 22789      | 33.8        | 24.6        | 16.1        | 14.5        | 5.8         | 5.4         | 25.5        | 22.0        | 0.4              | 0.5        | 4.4         |
| Moody's Corp                  | 84866      | 89067      | 31.0        | 28.7        | 28.1        | 26.0        | 13.5        | 12.6        | 40.8        | 37.1        | 0.7              | 0.8        | 23.2        |
| Intrum AB                     | 278        | 4713       | 11.7        | 10.8        | 8.2         | 7.4         | 3.0         | 3.0         | 19.9        | 3.3         |                  |            | 0.2         |
| Credit Corp Group Ltd         | 728        | 956        | 13.2        | 9.7         | 11.6        | 8.9         | 3.3         | 2.8         | 17.0        | 12.6        | 2.9              | 4.0        | 1.5         |
| Kruk S.A.                     | 1984       | 3318       | 9.4         | 8.6         | 8.1         | 8.2         | 4.7         | 4.4         | 7.5         | 7.5         | 4.1              | 4.5        | 1.8         |
| Alma Media                    | 940        | 1078       | 14.1        | 13.3        | 11.8        | 11.0        | 3.4         | 3.3         | 17.0        | 16.1        | 4.0              | 4.1        | 3.7         |
| F-Secure                      | 321        | 489        | 10.2        | 9.8         | 9.2         | 8.6         | 3.4         | 3.2         | 11.3        | 10.6        | 3.8              | 4.4        | 5.9         |
| <b>Enento Group (Inderes)</b> | <b>413</b> | <b>560</b> | <b>13.6</b> | <b>12.8</b> | <b>12.0</b> | <b>11.0</b> | <b>3.7</b>  | <b>3.6</b>  | <b>19.3</b> | <b>16.4</b> | <b>5.7</b>       | <b>5.7</b> | <b>1.5</b>  |
| <b>Average</b>                |            |            | <b>23.7</b> | <b>20.1</b> | <b>19.0</b> | <b>16.6</b> | <b>8.1</b>  | <b>7.3</b>  | <b>29.1</b> | <b>23.5</b> | <b>2.2</b>       | <b>2.6</b> | <b>5.8</b>  |
| <b>Median</b>                 |            |            | <b>14.1</b> | <b>13.3</b> | <b>11.8</b> | <b>11.0</b> | <b>4.7</b>  | <b>4.4</b>  | <b>19.9</b> | <b>16.1</b> | <b>1.6</b>       | <b>3.0</b> | <b>4.0</b>  |
| <b>Diff-% to median</b>       |            |            | <b>-4%</b>  | <b>-4%</b>  | <b>1%</b>   | <b>0%</b>   | <b>-22%</b> | <b>-18%</b> | <b>-3%</b>  | <b>2%</b>   | <b>255%</b>      | <b>93%</b> | <b>-63%</b> |

Source: Refinitiv / Inderes

# Income statement

| Income statement                     | 2022        | Q1'23       | Q2'23       | Q3'23       | Q4'23       | 2023        | Q1'24       | Q2'24       | Q3'24       | Q4'24e      | 2024e       | 2025e       | 2026e       | 2027e       |
|--------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| <b>Revenue</b>                       | <b>168</b>  | <b>40.0</b> | <b>39.7</b> | <b>37.3</b> | <b>38.9</b> | <b>156</b>  | <b>37.3</b> | <b>38.5</b> | <b>36.8</b> | <b>39.3</b> | <b>152</b>  | <b>157</b>  | <b>164</b>  | <b>171</b>  |
| Business Insight                     | 92.1        | 22.4        | 22.8        | 20.9        | 22.6        | 88.6        | 22.2        | 23.0        | 21.5        | 23.4        | 90.1        | 93.2        | 97.4        | 102         |
| Consumer Insight                     | 75.4        | 17.6        | 16.8        | 16.5        | 16.3        | 67.3        | 15.1        | 15.4        | 15.4        | 15.9        | 61.7        | 63.8        | 66.6        | 69.3        |
| <b>Adjusted EBITDA</b>               | <b>61.2</b> | <b>14.7</b> | <b>14.5</b> | <b>14.5</b> | <b>13.4</b> | <b>57.1</b> | <b>12.4</b> | <b>14.1</b> | <b>13.8</b> | <b>13.0</b> | <b>53.3</b> | <b>56.0</b> | <b>60.1</b> | <b>65.2</b> |
| Depreciation                         | -29.8       | -5.2        | -5.1        | -5.1        | -5.3        | -20.6       | -5.1        | -5.3        | -5.0        | -4.9        | -20.3       | -19.9       | -20.5       | -21.2       |
| <b>EBIT (excl. NRI)</b>              | <b>49.1</b> | <b>12.0</b> | <b>11.8</b> | <b>11.8</b> | <b>10.5</b> | <b>46.0</b> | <b>9.4</b>  | <b>10.9</b> | <b>10.9</b> | <b>10.1</b> | <b>41.3</b> | <b>43.8</b> | <b>47.2</b> | <b>51.5</b> |
| <b>EBIT</b>                          | <b>25.8</b> | <b>6.9</b>  | <b>8.7</b>  | <b>8.9</b>  | <b>5.9</b>  | <b>30.4</b> | <b>5.2</b>  | <b>7.8</b>  | <b>7.2</b>  | <b>6.3</b>  | <b>26.6</b> | <b>31.0</b> | <b>37.6</b> | <b>43.0</b> |
| Group                                | 25.8        | 6.9         | 8.7         | 8.9         | 5.9         | 30.4        | 0.0         | 0.0         | 0.0         | 0.0         | 0.0         | 0.0         | 0.0         | 0.0         |
| Share of profits in assoc. companies | -0.9        | -0.3        | -0.2        | -0.1        | -0.2        | -0.8        | -0.2        | -0.1        | -0.1        | -0.2        | -0.6        | -0.6        | -0.6        | -0.6        |
| Net financial items                  | -2.7        | -1.3        | -1.4        | -1.9        | -2.8        | -7.4        | -1.2        | -2.1        | -2.0        | -1.7        | -7.0        | -6.2        | -5.0        | -5.0        |
| <b>PTP</b>                           | <b>22.1</b> | <b>5.3</b>  | <b>7.1</b>  | <b>6.9</b>  | <b>2.9</b>  | <b>22.2</b> | <b>3.9</b>  | <b>5.6</b>  | <b>5.1</b>  | <b>4.4</b>  | <b>19.1</b> | <b>24.3</b> | <b>32.0</b> | <b>37.5</b> |
| Taxes                                | -4.8        | -1.1        | -1.5        | -1.5        | -0.7        | -4.7        | -0.8        | -1.3        | -0.9        | -1.0        | -4.0        | -5.2        | -6.8        | -8.0        |
| <b>Net earnings</b>                  | <b>17.4</b> | <b>4.3</b>  | <b>5.6</b>  | <b>5.4</b>  | <b>2.2</b>  | <b>17.6</b> | <b>3.1</b>  | <b>4.4</b>  | <b>4.2</b>  | <b>3.4</b>  | <b>15.0</b> | <b>19.0</b> | <b>25.2</b> | <b>29.5</b> |
| <b>EPS (adj.)</b>                    | <b>1.11</b> | <b>0.26</b> | <b>0.31</b> | <b>0.31</b> | <b>0.17</b> | <b>1.05</b> | <b>0.20</b> | <b>0.26</b> | <b>0.24</b> | <b>0.21</b> | <b>0.91</b> | <b>1.07</b> | <b>1.32</b> | <b>1.50</b> |
| <b>EPS (rep.)</b>                    | <b>0.72</b> | <b>0.18</b> | <b>0.24</b> | <b>0.23</b> | <b>0.09</b> | <b>0.74</b> | <b>0.13</b> | <b>0.19</b> | <b>0.18</b> | <b>0.14</b> | <b>0.64</b> | <b>0.81</b> | <b>1.07</b> | <b>1.25</b> |

| Key figures                   | 2022   | Q1'23  | Q2'23  | Q3'23   | Q4'23   | 2023   | Q1'24   | Q2'24  | Q3'24  | Q4'24e | 2024e   | 2025e  | 2026e  | 2027e  |
|-------------------------------|--------|--------|--------|---------|---------|--------|---------|--------|--------|--------|---------|--------|--------|--------|
| <b>Revenue growth-%</b>       | 2.5 %  | -1.7 % | -8.7 % | -7.8 %  | -9.3 %  | -6.9 % | -6.8 %  | -3.0 % | -1.3 % | 0.9 %  | -2.6 %  | 3.4 %  | 4.5 %  | 4.3 %  |
| <b>Adjusted EBIT growth-%</b> | 0.2 %  | 26.6 % | -7.8 % | -13.4 % | -20.9 % | -6.3 % | -21.7 % | -7.5 % | -7.1 % | -4.0 % | -10.3 % | 5.9 %  | 8.0 %  | 8.9 %  |
| <b>EBITDA-%</b>               | 33.2 % | 30.4 % | 34.7 % | 37.6 %  | 28.6 %  | 32.7 % | 27.7 %  | 34.2 % | 33.2 % | 28.5 % | 30.9 %  | 32.5 % | 35.4 % | 37.5 % |
| <b>Adjusted EBITDA-%</b>      | 36.6 % | 36.8 % | 36.5 % | 38.9 %  | 34.4 %  | 36.6 % | 33.3 %  | 36.7 % | 37.5 % | 33.0 % | 35.1 %  | 35.6 % | 36.7 % | 38.1 % |
| <b>Adjusted EBIT-%</b>        | 29.3 % | 29.9 % | 29.8 % | 31.5 %  | 27.0 %  | 29.5 % | 25.1 %  | 28.4 % | 29.7 % | 25.7 % | 27.2 %  | 27.9 % | 28.8 % | 30.1 % |
| <b>Net earnings-%</b>         | 10.4 % | 10.7 % | 14.2 % | 14.5 %  | 5.7 %   | 11.3 % | 8.2 %   | 11.4 % | 11.3 % | 8.6 %  | 9.9 %   | 12.1 % | 15.4 % | 17.2 % |

Source: Inderes

# Balance sheet

| Assets                     | 2022        | 2023        | 2024e       | 2025e       | 2026e       |
|----------------------------|-------------|-------------|-------------|-------------|-------------|
| <b>Non-current assets</b>  | <b>449</b>  | <b>443</b>  | <b>434</b>  | <b>428</b>  | <b>423</b>  |
| Goodwill                   | 341         | 341         | 341         | 341         | 341         |
| Intangible assets          | 98.0        | 88.7        | 80.4        | 74.9        | 69.9        |
| Tangible assets            | 6.1         | 10.5        | 10.0        | 9.4         | 8.7         |
| Associated companies       | 3.9         | 3.2         | 3.2         | 3.2         | 3.2         |
| Other investments          | 0.0         | 0.0         | 0.0         | 0.0         | 0.0         |
| Other non-current assets   | 0.0         | 0.1         | 0.0         | 0.0         | 0.0         |
| Deferred tax assets        | 0.0         | 0.0         | 0.0         | 0.0         | 0.0         |
| <b>Current assets</b>      | <b>50.3</b> | <b>47.0</b> | <b>40.1</b> | <b>44.4</b> | <b>46.1</b> |
| Inventories                | 0.0         | 0.0         | 0.0         | 0.0         | 0.0         |
| Other current assets       | 0.0         | 0.0         | 0.0         | 0.0         | 0.0         |
| Receivables                | 29.5        | 29.7        | 26.4        | 27.2        | 28.0        |
| Cash and equivalents       | 20.8        | 17.4        | 13.7        | 17.3        | 18.0        |
| <b>Balance sheet total</b> | <b>499</b>  | <b>490</b>  | <b>474</b>  | <b>473</b>  | <b>469</b>  |

Source: Inderes

| Liabilities & equity           | 2022        | 2023        | 2024e       | 2025e       | 2026e       |
|--------------------------------|-------------|-------------|-------------|-------------|-------------|
| <b>Equity</b>                  | <b>295</b>  | <b>283</b>  | <b>274</b>  | <b>270</b>  | <b>271</b>  |
| Share capital                  | 0.1         | 0.1         | 0.1         | 0.1         | 0.1         |
| Retained earnings              | 38.3        | 55.8        | 47.1        | 42.5        | 44.1        |
| 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                   | 256         | 227         | 227         | 227         | 227         |
| Minorities                     | 0.0         | 0.0         | 0.0         | 0.0         | 0.0         |
| <b>Non-current liabilities</b> | <b>169</b>  | <b>170</b>  | <b>164</b>  | <b>168</b>  | <b>163</b>  |
| Deferred tax liabilities       | 18.0        | 15.6        | 15.6        | 15.6        | 15.6        |
| Provisions                     | 0.1         | 0.4         | 0.0         | 0.0         | 0.0         |
| Interest bearing debt          | 151         | 154         | 148         | 152         | 147         |
| Convertibles                   | 0.0         | 0.0         | 0.0         | 0.0         | 0.0         |
| Other long term liabilities    | 0.0         | 0.0         | 0.0         | 0.0         | 0.0         |
| <b>Current liabilities</b>     | <b>34.9</b> | <b>37.0</b> | <b>36.5</b> | <b>35.4</b> | <b>34.8</b> |
| Interest bearing debt          | 1.4         | 2.6         | 4.6         | 3.1         | 1.5         |
| Payables                       | 33.5        | 34.4        | 31.9        | 32.3        | 33.3        |
| Other current liabilities      | 0.0         | 0.0         | 0.0         | 0.0         | 0.0         |
| <b>Balance sheet total</b>     | <b>499</b>  | <b>490</b>  | <b>474</b>  | <b>473</b>  | <b>469</b>  |

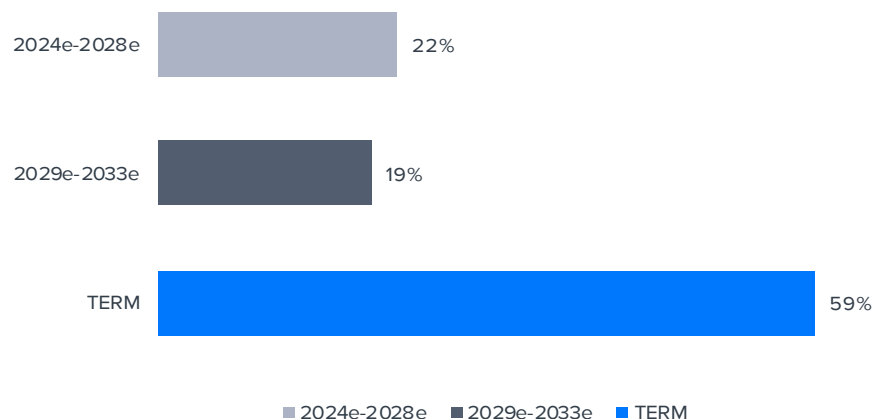


# DCF calculation

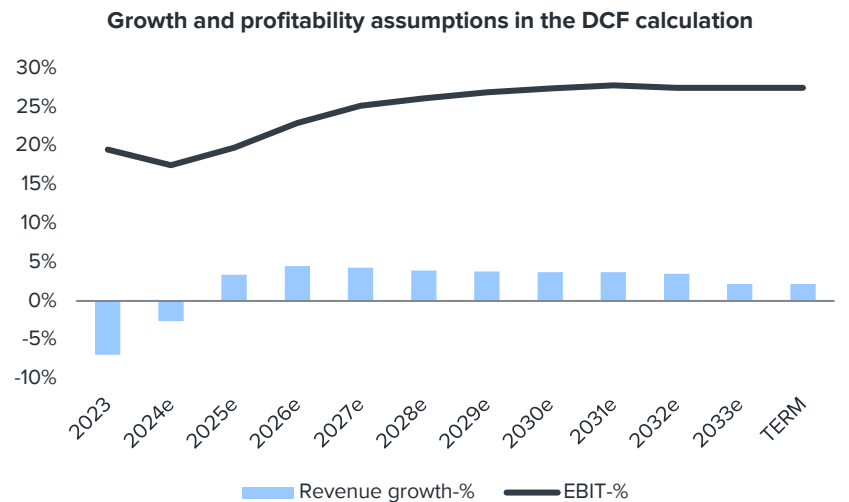
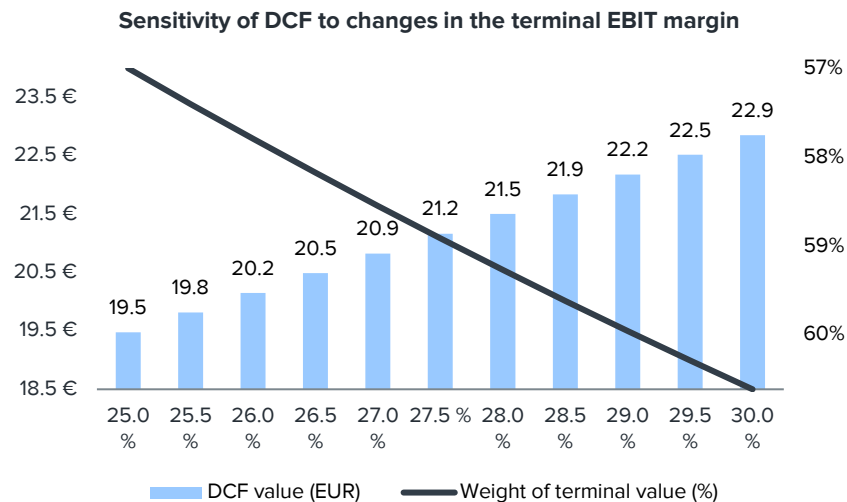
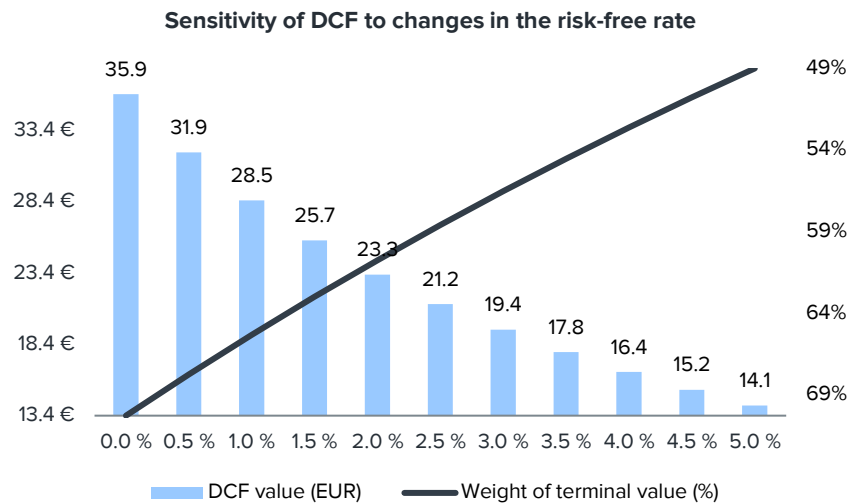
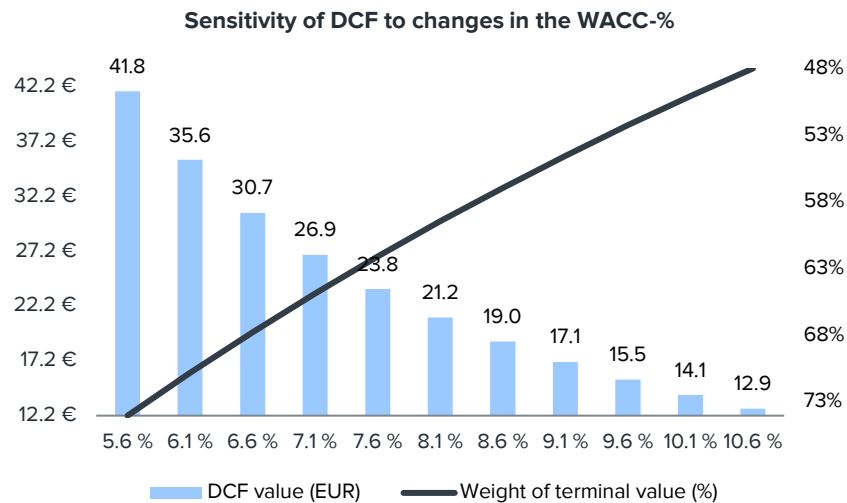
| DCF model                                      | 2023        | 2024e        | 2025e       | 2026e       | 2027e       | 2028e       | 2029e       | 2030e       | 2031e       | 2032e       | 2033e       | TERM       |
|--|-------------|--------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|------------|
| Revenue growth-%                               | -6.9 %      | -2.6 %       | 3.4 %       | 4.5 %       | 4.3 %       | 3.9 %       | 3.8 %       | 3.7 %       | 3.7 %       | 3.5 %       | 2.2 %       | 2.2 %      |
| EBIT-%   | 19.5 %      | 17.5 %       | 19.8 %      | 22.9 %      | 25.2 %      | 26.1 %      | 26.9 %      | 27.4 %      | 27.8 %      | 27.5 %      | 27.5 %      | 27.5 %     |
| <b>EBIT (operating profit)</b>                 | <b>30.4</b> | <b>26.6</b>  | <b>31.0</b> | <b>37.6</b> | <b>43.0</b> | <b>46.4</b> | <b>49.6</b> | <b>52.4</b> | <b>55.2</b> | <b>56.5</b> | <b>57.7</b> |            |
| + Depreciation                                 | 20.6        | 20.3         | 19.9        | 20.5        | 21.2        | 20.5        | 20.1        | 19.6        | 18.4        | 17.6        | 17.4        |            |
| - Paid taxes                                   | -7.1        | -4.0         | -5.2        | -6.8        | -8.0        | -8.9        | -9.6        | -10.2       | -10.7       | -11.0       | -11.5       |            |
| - Tax, financial expenses                      | -1.5        | -1.4         | -1.3        | -1.1        | -1.1        | -0.8        | -0.8        | -0.8        | -0.8        | -0.8        | -0.6        |            |
| + 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                    | 0.7         | 0.7          | -0.3        | 0.1         | -0.3        | 0.4         | 0.2         | 0.2         | 0.2         | 0.2         | 0.1         |            |
| <b>Operating cash flow</b>                     | <b>43.2</b> | <b>42.2</b>  | <b>44.1</b> | <b>50.3</b> | <b>54.9</b> | <b>57.5</b> | <b>59.6</b> | <b>61.3</b> | <b>62.2</b> | <b>62.5</b> | <b>63.2</b> |            |
| + Change in other long-term liabilities        | 0.3         | -0.4         | 0.0         | 0.0         | 0.0         | 0.0         | 0.0         | 0.0         | 0.0         | 0.0         | 0.0         |            |
| - Gross CAPEX                                  | -15.9       | -11.4        | -13.9       | -14.9       | -16.0       | -16.5       | -16.8       | -17.0       | -17.0       | -17.0       | -17.0       |            |
| <b>Free operating cash flow</b>                | <b>27.5</b> | <b>30.4</b>  | <b>30.2</b> | <b>35.4</b> | <b>38.9</b> | <b>41.0</b> | <b>42.8</b> | <b>44.3</b> | <b>45.2</b> | <b>45.5</b> | <b>46.2</b> |            |
| +/- Other                                      | -5.0        | -3.8         | 0.0         | 0.0         | 0.0         | 0.0         | 0.0         | 0.0         | 0.0         | 0.0         | 0.0         |            |
| FCFF   | 22.5        | 26.6         | 30.2        | 35.4        | 38.9        | 41.0        | 42.8        | 44.3        | 45.2        | 45.5        | 46.2        | 802        |
| <b>Discounted FCFF</b>                         |             | <b>26.5</b>  | <b>27.9</b> | <b>30.2</b> | <b>30.7</b> | <b>29.9</b> | <b>28.9</b> | <b>27.6</b> | <b>26.1</b> | <b>24.3</b> | <b>22.8</b> | <b>397</b> |
| Sum of FCFF present value                      |             | 672          | 645         | 617         | 587         | 556         | 526         | 498         | 470         | 444         | 420         | 397        |
| <b>Enterprise value DCF</b>                    |             | <b>672</b>   |             |             |             |             |             |             |             |             |             |            |
| - Interest bearing debt                        |             | -157.0       |             |             |             |             |             |             |             |             |             |            |
| + Cash and cash equivalents                    |             | 17.4         |             |             |             |             |             |             |             |             |             |            |
| -Minorities                                    |             | 0.0          |             |             |             |             |             |             |             |             |             |            |
| -Dividend/capital return                       |             | -23.8        |             |             |             |             |             |             |             |             |             |            |
| <b>Equity value DCF</b>                        |             | <b>500</b>   |             |             |             |             |             |             |             |             |             |            |
| <b>Equity value DCF per share</b>              |             | <b>21.2</b>  |             |             |             |             |             |             |             |             |             |            |
| <b>WACC</b>                                    |             |              |             |             |             |             |             |             |             |             |             |            |
| Tax-% (WACC)                                   |             | 21.0 %       |             |             |             |             |             |             |             |             |             |            |
| Target debt ratio (D/(D+E))                    |             | 18.0 %       |             |             |             |             |             |             |             |             |             |            |
| Cost of debt                                   |             | 5.0 %        |             |             |             |             |             |             |             |             |             |            |
| Equity Beta                                    |             | 1.05         |             |             |             |             |             |             |             |             |             |            |
| Market risk premium                            |             | 4.75%        |             |             |             |             |             |             |             |             |             |            |
| Liquidity premium                              |             | 1.50%        |             |             |             |             |             |             |             |             |             |            |
| Risk free interest rate                        |             | 2.5 %        |             |             |             |             |             |             |             |             |             |            |
| <b>Cost of equity</b>                          |             | <b>9.0 %</b> |             |             |             |             |             |             |             |             |             |            |
| <b>Weighted average cost of capital (WACC)</b> |             | <b>8.1 %</b> |             |             |             |             |             |             |             |             |             |            |

Source: Inderes

Cash flow distribution



# DCF sensitivity calculations and key assumptions in graphs



Source: Inderes. Note that the weight of the terminal value (%) is shown on an inverse scale for clarity.

# Summary

| Income statement          | 2022  | 2023  | 2024e | 2025e | 2026e | Per share data           | 2022   | 2023   | 2024e  | 2025e  | 2026e  |
|---------------------------|-------|-------|-------|-------|-------|--------------------------|--------|--------|--------|--------|--------|
| Revenue                   | 167.5 | 155.9 | 151.8 | 157.0 | 164.0 | EPS (reported)           | 0.72   | 0.74   | 0.64   | 0.81   | 1.07   |
| EBITDA                    | 55.6  | 51.1  | 46.9  | 51.0  | 58.1  | EPS (adj.)               | 1.11   | 1.05   | 0.91   | 1.07   | 1.32   |
| EBIT                      | 25.8  | 30.4  | 26.6  | 31.0  | 37.6  | OCF / share              | 1.76   | 1.82   | 1.79   | 1.87   | 2.13   |
| PTP                       | 22.1  | 22.2  | 19.1  | 24.3  | 32.0  | FCF / share              | 2.18   | 0.95   | 1.13   | 1.28   | 1.50   |
| Net Income                | 17.4  | 17.6  | 15.0  | 19.0  | 25.2  | Book value / share       | 12.27  | 11.89  | 11.62  | 11.42  | 11.49  |
| Extraordinary items       | -23.4 | -5.0  | -3.1  | -2.8  | -4.6  | Dividend / share         | 1.00   | 1.00   | 1.00   | 1.00   | 1.05   |
| Balance sheet             | 2022  | 2023  | 2024e | 2025e | 2026e | Growth and profitability | 2022   | 2023   | 2024e  | 2025e  | 2026e  |
| Balance sheet total       | 499.1 | 490.3 | 474.4 | 472.7 | 468.8 | Revenue growth-%         | 2%     | -7%    | -3%    | 3%     | 5%     |
| Equity capital            | 294.9 | 282.9 | 274.2 | 269.6 | 271.2 | EBITDA growth-%          | -4%    | -8%    | -8%    | 9%     | 14%    |
| Goodwill                  | 340.7 | 340.9 | 340.9 | 340.9 | 340.9 | EBIT (adj.) growth-%     | 0%     | -6%    | -10%   | 6%     | 8%     |
| Net debt                  | 131.8 | 139.7 | 139.1 | 137.9 | 130.6 | EPS (adj.) growth-%      | -25%   | -6%    | -14%   | 17%    | 24%    |
| Cash flow                 | 2022  | 2023  | 2024e | 2025e | 2026e | EBITDA-%                 | 33.2 % | 32.7 % | 30.9 % | 32.5 % | 35.4 % |
| EBITDA                    | 55.6  | 51.1  | 46.9  | 51.0  | 58.1  | EBIT (adj.)-%            | 29.3 % | 29.5 % | 27.2 % | 27.9 % | 28.8 % |
| Change in working capital | -3.2  | 0.7   | 0.7   | -0.3  | 0.1   | EBIT-%                   | 15.4 % | 19.5 % | 17.5 % | 19.8 % | 22.9 % |
| Operating cash flow       | 42.4  | 43.2  | 42.2  | 44.1  | 50.3  | ROE-%                    | 5.7 %  | 6.1 %  | 5.4 %  | 7.0 %  | 9.3 %  |
| CAPEX                     | 13.6  | -15.9 | -11.4 | -13.9 | -14.9 | ROI-%                    | 5.3 %  | 6.7 %  | 6.0 %  | 7.2 %  | 8.8 %  |
| Free cash flow            | 52.3  | 22.5  | 31.6  | 30.2  | 35.4  | Equity ratio             | 60.3 % | 57.7 % | 57.8 % | 57.0 % | 57.9 % |
|                           |       |       |       |       |       | Gearing                  | 44.7 % | 49.4 % | 50.7 % | 51.2 % | 48.2 % |
| Valuation multiples       | 2022  | 2023  | 2024e | 2025e | 2026e |                          |        |        |        |        |        |
| EV/S                      | 3.9   | 3.9   | 3.7   | 3.6   | 3.4   |                          |        |        |        |        |        |
| EV/EBITDA                 | 11.6  | 12.1  | 12.0  | 11.0  | 9.5   |                          |        |        |        |        |        |
| EV/EBIT (adj.)            | 13.2  | 13.4  | 13.6  | 12.8  | 11.7  |                          |        |        |        |        |        |
| P/E (adj.)                | 19.2  | 18.5  | 19.3  | 16.4  | 13.2  |                          |        |        |        |        |        |
| P/B                       | 1.7   | 1.6   | 1.5   | 1.5   | 1.5   |                          |        |        |        |        |        |
| Dividend-%                | 4.7 % | 5.1 % | 5.7 % | 5.7 % | 6.0 % |                          |        |        |        |        |        |

Source: Inderes

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|            |  |
|------------|--|
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| 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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| Date       | Recommendation | Target  | Share price |
|------------|----------------|---------|-------------|
| 9/1/2023   | Accumulate     | 24.50 € | 23.15 €     |
| 10/11/2023 | Accumulate     | 21.00 € | 18.22 €     |
| 10/30/2023 | Buy            | 21.00 € | 16.50 €     |
| 2/6/2024   | Accumulate     | 21.00 € | 19.34 €     |
| 2/12/2024  | Accumulate     | 20.00 € | 18.26 €     |
| 4/24/2024  | Accumulate     | 19.00 € | 16.82 €     |
| 7/17/2024  | Accumulate     | 19.00 € | 17.10 €     |
| 10/16/2024 | Reduce         | 19.00 € | 19.10 €     |
| 10/30/2024 | Reduce         | 19.00 € | 18.72 €     |
| 12/9/2024  | Accumulate     | 19.00 € | 17.52 €     |



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