

CapMan

Investment Companies
Finland

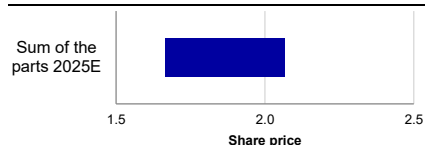
KEY DATA

Stock country	Finland
Bloomberg	CAPMAN FH
Reuters	CAPMAN.HE
Share price (close)	EUR 1.77
Free float	75%
Market cap. (bn)	EUR 0.31/EUR 0.31
Website	www.capman.com
Next report date	09 May 2025

PERFORMANCE



VALUATION APPROACH (EUR)



ESTIMATE CHANGES

Year	2025E	2026E	2027E
Sales	3%	3%	3%
EBIT (adj)	-5%	4%	4%

Source: Nordea estimates

Positive tailwinds from new investments

Ahead of CapMan's Q1 2025 report due on 9 May, we revise our estimates to reflect expected fair value changes and AuM growth. We believe CapMan's balance sheet investments will be negatively affected by recent market turbulence, which will especially have an impact on external VC funds. On the group level, we cut adjusted EBIT by 5% for 2025E but increase our estimates by 4% for 2026-27, reflecting the Midstar Fastigheter acquisition and the expected closing of the NRE IV flagship fund (we expect Q2). Following our estimate changes, we derive a slightly higher SOTP-based fair value range of EUR 1.7-2.1 (1.6-2.0).

No major surprises expected for Q1

For Q1, we model 9% y/y growth in management and service fees, driven by the Dasos acquisition completed in March 2024. We pencil in EUR 0.7m of fee profit, down slightly from EUR 1.1m in Q1 2024. We expect adjusted EBIT of EUR -0.6m, as we forecast no carry bookings and EUR -1.3m of fair value changes, mainly owing to external VC funds, exposed to USD fluctuations. We expect the Midstar Fastigheter acquisition, which should boost AuM by EUR ~0.4bn, to increase fee income more materially starting in Q2 2025. We model EUR 6.6bn of AuM for Q1, up from EUR 6.1bn in Q4.

Revising estimates due to AuM increase and fair value changes

We revise our estimates to reflect the Midstar Fastigheter acquisition and expected fair value changes. On an underlying level (previously referred to as the management company business), we hike our adjusted EBIT estimates by 9-10% for 2025-27. However, on the group level, we trim 2025E adjusted EBIT by 5%, owing to expected fair value changes. For 2026E-27E, our group level adjusted EBIT increases by 4%. We expect Nordic Real Estate IV fund's first close in to be Q2 2025, which should support the fee income going forward and bring a boost in Q2, although the timing could be uncertain due to the current turbulent market conditions.

Fair value raised to EUR 1.7-2.1 (1.6-2.0) reflecting new estimates

Following the discontinuation of segment reporting, we reorganise our SOTP components, although the increase in fair value range is purely due to estimate hikes. We use a 2025E EV/EBIT range of 10-12x to value fee profit before group costs, which we consider the most accurate reflection of the underlying business. We derive a higher fair value range of EUR 1.7-2.1 (1.6-2.0) per CapMan share.

Nordea IB & Equity - Analysts

Jukka-Pekka Pesonen
AnalystJoni Sandvall
Analyst

SUMMARY TABLE - KEY FIGURES

EURt	2021	2022	2023	2024	2025E	2026E	2027E
Total revenue	52,787	67,537	49,305	57,620	67,687	67,671	70,805
EBITDA (adj)	46,121	59,889	2,235	21,478	33,288	34,765	36,162
EBIT (adj)	44,645	55,708	841	19,033	30,595	32,031	33,386
EBIT (adj) margin	84.6%	82.5%	1.7%	33.0%	45.2%	47.3%	47.2%
EPS (adj, EUR)	0.22	0.27	0.02	0.41	0.12	0.13	0.13
EPS (adj) growth	564.6%	22.6%	-92.0%	1,806.7%	-71.0%	6.1%	5.5%
DPS (ord, EUR)	0.15	0.17	0.10	0.14	0.12	0.13	0.14
EV/Sales	9.4	6.9	8.4	5.5	5.0	4.9	4.8
EV/EBIT (adj)	11.1	8.3	494.3	16.8	11.0	10.3	10.1
P/E (adj)	13.8	10.1	n.m.	4.2	14.9	14.1	13.3
P/BV	3.8	3.0	3.2	1.5	1.6	1.6	1.6
Dividend yield (ord)	4.9%	6.3%	4.4%	8.2%	6.8%	7.3%	7.9%
FCF Yield bef A&D, lease	2.1%	1.1%	3.1%	0.7%	6.5%	8.5%	7.4%
Net debt	17,801	37,395	52,839	12,391	16,788	11,399	15,331
Net debt/EBITDA	0.4	0.7	275.6	0.6	0.5	0.3	0.4
ROIC after tax	23.5%	25.8%	0.4%	7.7%	11.0%	11.5%	11.9%

Source: Company data and Nordea estimates

Estimate revisions

Estimate revisions prior to Q1 report

CapMan changed its reporting structure starting from Q1, discontinuing the segment reporting. We have adjusted our valuation and detailed estimates to reflect the change, but present estimate revisions using the previous structure prior to the Q1 report.

We revise our estimates to reflect the Hotels II fund's acquisition of Midstar Fastigheter. We raise 2025E-27E EBIT by 9-10% on an underlying level (management company business excluding carried interest). Otherwise we revise our estimates due to expected fair value changes, especially in the external VC funds which are exposed to the USD, leading us to lower 2025E group EBIT by 5% and raise 2026E-27E EBIT by 4%. We now expect EUR -1.3m in fair value changes for Q1. We expect no carry for Q1, but model EUR 8m for 2025.

ESTIMATE REVISIONS PRIOR TO THE Q1 2025 REPORT

EURm	New estimates				Old estimates				Difference, %			
	Q1/25E	2025E	2026E	2027E	Q1/25E	2025E	2026E	2027E	Q1/25E	2025E	2026E	2027E
Sales	13.2	67.7	67.7	70.8	13.1	65.9	65.7	68.8	1%	3%	3%	3%
Adj. EBIT	-0.6	30.6	32.0	33.4	3.1	32.4	30.7	32.0	-118%	-5%	4%	4%
Adj. EBIT margin	-4.3%	45.2%	47.3%	47.2%	2.6%	49.1%	46.6%	46.5%	-6.9pp	-3.9pp	0.7pp	0.7pp
Adj. EPS (EUR)	-0.01	0.12	0.13	0.13	0.01	0.13	0.12	0.13	-219%	-7%	5%	5%
DPS (EUR)		0.12	0.13	0.14		0.12	0.13	0.14		0%	0%	0%
Net sales by segment												
Management company	13.0	67.1	67.0	70.1	12.9	65.2	65.1	68.1	1%	3%	3%	3%
- excluding carried interest	13.0	59.1	62.0	65.1	12.9	57.2	60.1	63.1	1%	3%	3%	3%
- carried interest	0.0	8.0	5.0	5.0	0.0	8.0	5.0	5.0	n.m.	0%	0%	0%
Services business	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.m.	n.m.	n.m.	n.m.
Other	0.2	0.6	0.7	0.7	0.2	0.6	0.7	0.7	0%	0%	0%	0%
EBIT by segment												
Management company	3.2	25.9	25.1	26.8	3.1	24.3	23.5	25.1	3%	7%	7%	7%
- excluding carried interest	3.2	17.9	20.1	21.8	3.1	16.3	18.5	20.1	3%	10%	9%	9%
- carried interest	0.0	8.0	5.0	5.0	0.0	8.0	5.0	5.0	n.m.	0%	0%	0%
Services business	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	n.m.	n.m.	n.m.	n.m.
Investments	-1.5	10.9	13.9	13.8	2.3	14.2	14.2	14.1	-165%	-24%	-2%	-2%
Other	-2.7	-7.5	-8.4	-8.6	-2.7	-7.5	-8.4	-8.6	0%	0%	0%	0%

Source: Nordea estimates

Valuation

Using a sum-of-the-parts valuation, we derive a fair value range of EUR 1.7-2.1 (1.6-2.0) per share.

SOTP valuation of EUR 1.7-2.1 (1.6-2.0) per share

We modify our SOTP valuation framework to reflect the change in CapMan's reporting structure. Our fair value range increases slightly to EUR 1.7-2.1 (1.6-2.0.)

We use a 2025E EV/EBIT range of 10-12x to value fee profit before group costs, which we consider the most accurate reflection of the underlying business, previously "Management company business". We use a 4-6x EV/EBIT range to value carried interest and 9-11x EV/EBIT to value group costs. We use the reported book value of balance sheet investments as a proxy. We deduct net debt and upcoming dividends. We arrive at an equity value of EUR 295-366m, or EUR 1.7-2.1 per CapMan share.

SUM-OF-THE-PARTS VALUATION BASED ON 2025 ESTIMATES (EURm AND EUR)

Based on 2025 estimates	Sales	Adj. EBIT	Valuation method	EV Range
Total excl. group costs and investments		21.9	EV/EBIT 7.8x - 9.8x	171 - 214
Fee profit before group costs		13.9	EV/EBIT 10x - 12x	139 - 166
Carried interest		8.0	EV/EBIT 4x - 6x	32 - 48
Balance sheet investments (FV Changes)		11.7	Book value Dec 2024	151 - 185
Group costs		-3.0	EV/EBIT 9x - 11x	-27 - -33
Group Total	67.7	30.6	EV/EBIT 9.6x - 12x	295 - 366
Net debt 2024				12
2024 dividends*				12
Equity value				295 - 366
Number of shares (m)				176.9
Equity per share, EUR				1.7 - 2.1

Source: Company data and Nordea estimates

DCF valuation suggests EUR 2.2-2.7 per share

In our DCF model, we assume a sales CAGR of 3.9% for 2025-31, followed by 2.5% growth in perpetuity. We also assume CapMan will have a long-term adjusted EBIT margin of 50%. We use a 4% cost of debt and a 3.5% risk-free interest rate in our DCF model. We also assign a long-term equity weight of 70% in our DCF model. We believe DCF is not particularly well suited for CapMan's valuation, as it is based on the assumption of future, unannounced funds.

WACC COMPONENTS

WACC components	
Risk-free interest rate	3.5%
Market risk premium	4.0%
Forward looking asset beta	nm
Beta debt	0.1
Forward looking equity beta	1.5-2
Cost of equity	9.5-11.5%
Cost of debt	4.0%
Tax-rate used in WACC	20%
Equity weight	70%
WACC	7.6-9%

Source: Nordea estimates

DCF VALUE (EURm AND EUR PER SHARE)

DCF value	Value	Per share
NPV FCFF	399-487	2.3-2.8
(Net debt)	-12	-0.1
Time value	12	0.1
Market value of associates	0	0.0
(Market value of minorities)	-4	0.0
Surplus values	0	0.0
(Market value preference shares)	0	0.0
Share based adjustments	0	0.0
Other adjustments	0	0.0
DCF Value	395-483	2.2-2.7

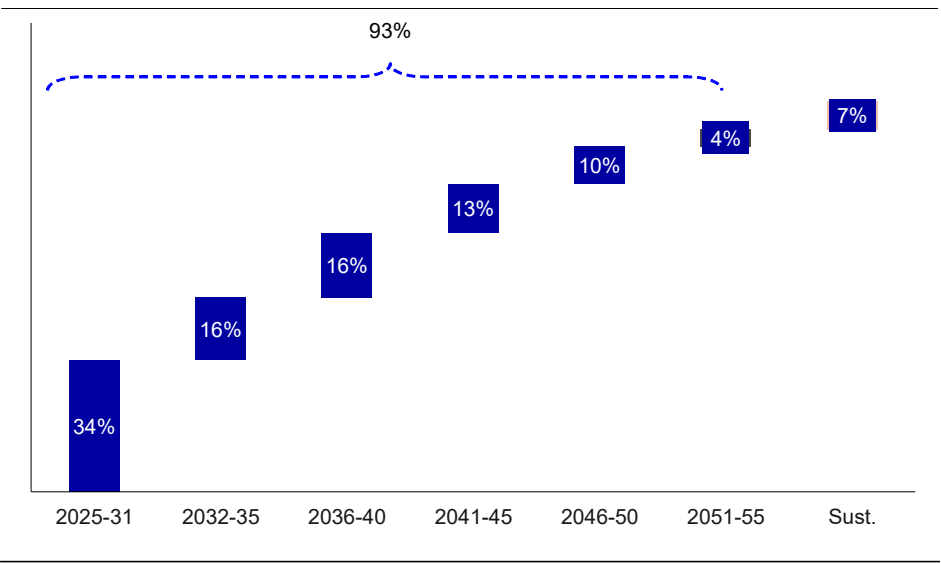
Source: Nordea estimates

DCF ASSUMPTIONS AT MIDPOINT

Averages and assumptions	2025-31	2032-35	2036-40	2041-45	2046-50	2051-55	Sust.
Sales growth, CAGR	3.9%	2.5%	2.5%	2.5%	2.5%	2.5%	
EBIT-margin, excluding associates	46.3%	50.0%	50.0%	50.0%	50.0%	15.0%	
Capex/depreciation, x	1.0	1.0	1.0	1.0	1.0	1.0	
Capex/sales	3.8%	3.8%	3.8%	3.8%	3.8%	3.8%	
NWC/sales	3%	3%	3%	3%	3%	3%	
FCFF, CAGR	5.8%	4.4%	2.5%	2.5%	2.5%	-21.5%	2.5%

Source: Nordea estimates

DCF VALUATION DISTRIBUTION



Main risks

We believe the greatest risks for CapMan's operations are macroeconomic and market-related, as an economic slowdown could hamper the performance of fund companies and thus affect their valuations. Changes in interest rates could affect the company's ability to raise funds, and a slowing transaction market could hinder its ability to make new investments or exit assets. The performance of its existing funds can also materially affect CapMan's ability to raise money for its subsequent funds.

Detailed estimates

ANNUAL ESTIMATES (EURm)

	2020	2021	2022	2023R	2024	2025E	2026E	2027E
Management and service fees	42.1	49.9	57.9	46.2	53.3	59.7	62.7	65.8
Growth %	0%	19%	16%	-20%	15%	12%	5%	5%
Carried interest	0.9	2.9	9.6	3.1	4.3	8.0	5.0	5.0
Revenue	43.0	52.8	67.5	49.3	57.6	67.7	67.7	70.8
Growth %	-12%	23%	28%	-27%	17%	17%	0%	5%
Operating expenses	35.1	42.1	51.0	44.4	48.8	50.2	51.8	53.5
Fair value changes	4.4	33.9	36.5	-6.1	7.8	11.7	14.8	14.7
Operating profit	12.3	44.6	53.1	-1.2	16.7	29.2	30.7	32.0
Margin %	29%	85%	79%	-2%	29%	43%	45%	45%
Growth %	-36%	262%	19%	-102%	-1486%	76%	5%	4%
Items affecting comparability	0.0	0.0	2.6	2.0	2.4	1.4	1.4	1.4
Comparable operating expenses	35.1	42.1	48.4	42.4	46.4	48.8	50.4	52.1
Comparable operating profit	12.3	44.6	55.7	0.8	19.0	30.6	32.0	33.4
Carried interest & fair value changes	5.3	36.8	46.2	-3.0	12.1	19.7	19.8	19.7
Fee profit	7.1	7.9	9.5	3.8	6.9	10.8	12.2	13.7
Margin %	16%	15%	14%	8%	12%	16%	18%	19%
Group costs	n.a.	n.a.	n.a.	-3.2	-3.0	-3.0	-3.1	-3.1
Fee profit before group costs	n.a.	n.a.	n.a.	7.0	9.9	13.9	15.3	16.8
Margin %				14%	17%	20%	23%	24%

Note: 2020-22 figures not adjusted to reflect the sale of CaPS, 2023 figures restated.

Source: Company data and Nordea estimates

QUARTERLY ESTIMATES (EURm)

	Q1/23R	Q2/23R	Q3/23R	Q4/23R	Q1/24R	Q2/24R	Q3/24	Q4/24	Q1/25E	Q2/25E	Q3/25E	Q4/25E
Management and service fees	12.7	11.1	11.1	11.3	12.1	15.0	12.8	13.4	13.2	15.9	14.3	16.3
Growth %					-5%	36%	16%	19%	9%	6%	12%	21%
Carried interest	0.0	2.8	0.3	0.1	3.5	0.3	0.0	0.5	0.0	1.0	1.5	5.5
Revenue	12.7	13.9	11.3	11.4	15.6	15.3	12.8	13.9	13.2	16.9	15.8	21.8
Growth %					23%	11%	13%	22%	-15%	10%	23%	57%
Operating expenses	11.1	11.0	8.8	13.4	12.3	12.8	10.3	13.4	12.8	12.7	10.6	14.1
Fair value changes	-2.4	-0.3	0.9	-4.3	2.3	1.2	-0.8	5.1	-1.3	3.3	3.3	6.4
Operating profit	-0.8	2.5	3.4	-6.3	5.6	3.8	1.7	5.6	-0.9	7.5	8.5	14.1
Margin %	-7%	18%	30%	-55%	36%	25%	13%	40%	-7%	45%	53%	65%
Growth %						50%	-51%	-188%	-116%	99%	404%	154%
Items affecting comparability	0.0	0.0	0.0	2.0	1.3	0.3	0.4	0.4	0.3	0.3	0.3	0.3
Comparable operating expenses	11.1	11.0	8.8	11.4	11.0	12.4	9.9	13.0	12.5	12.4	10.3	13.7
Comparable operating profit	-0.8	2.5	3.4	-4.3	6.9	4.1	2.0	6.0	-0.6	7.9	8.8	14.5
Carried interest & fair value changes	-2.4	2.5	1.2	-4.2	5.9	1.5	-0.8	5.6	-1.3	4.3	4.8	11.9
Fee profit	1.6	0.1	2.2	-0.1	1.1	2.6	2.9	0.4	0.7	3.6	4.0	2.6
Margin %	12%	1%	20%	-1%	7%	17%	22%	3%	5%	21%	26%	12%
Group costs	-0.8	-0.8	-0.8	-0.8	-0.7	-0.7	-0.7	-0.7	-0.8	-0.8	-0.8	-0.8
Fee profit before group costs	2.4	0.9	3.0	0.7	1.8	3.4	3.6	1.1	1.4	4.3	4.8	3.3
Margin %	19%	6%	27%	6%	11%	22%	28%	8%	11%	26%	30%	15%

Note: 2023-Q2 2024 figures restated, Nordea estimated group costs (even allocation).

Source: Company data and Nordea estimates

Reported numbers and forecasts

INCOME STATEMENT

EURt	2017	2018	2019	2020	2021	2022	2023	2024	2025E	2026E	2027E
Total revenue	34,843	35,992	48,982	42,988	52,787	67,537	49,305	57,620	67,687	67,671	70,805
Revenue growth	30.6%	3.3%	36.1%	-12.2%	22.8%	27.9%	-27.0%	16.9%	17.5%	0.0%	4.6%
of which organic	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
of which FX	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
EBITDA	21,198	12,122	20,757	13,838	46,121	57,289	192	19,103	31,932	33,409	34,806
Depreciation and impairments PPE	-1,716	-171	-1,353	-1,502	-1,476	-4,181	-1,394	-2,445	-2,693	-2,734	-2,776
of which leased assets	0	0	-967	-958	-958	-987	-1,016	-1,047	-1,078	-1,111	-1,144
EBITA	19,482	11,951	19,404	12,336	44,645	53,108	-1,202	16,658	29,239	30,675	32,030
Amortisation and impairments	0	0	0	0	0	0	0	0	0	0	0
EBIT	19,482	11,951	19,404	12,336	44,645	53,108	-1,202	16,658	29,239	30,675	32,030
of which associates	0	0	0	0	0	0	0	0	0	0	0
Associates excluded from EBIT	-87	0	0	0	0	0	0	0	0	0	0
Net financials	-3,171	-2,669	-1,783	-3,120	-4,041	-5,475	-690	-4,325	-4,239	-4,154	-4,071
of which lease interest	0	0	-74	-66	-65	-67	-69	-71	-73	-75	-78
Changes in value, net	0	0	0	0	0	0	0	0	0	0	0
Pre-tax profit	16,224	9,282	17,621	9,216	40,604	47,633	-1,892	12,333	25,001	26,521	27,959
Reported taxes	-757	-801	-1,731	-2,941	-5,238	-6,584	607	-2,952	-4,250	-4,509	-4,753
Net profit from continued operations	15,467	8,481	15,890	6,275	35,366	41,049	-1,285	9,381	20,750	22,013	23,206
Discontinued operations	0	0	0	0	0	0	4,677	64,081	0	0	0
Minority interests	0	-418	-1,915	-1,136	-1,041	-1,432	-2,047	-4,893	-1,500	-1,500	-1,500
Net profit to equity	15,467	8,063	13,975	5,139	34,325	39,617	1,345	68,569	19,250	20,513	21,706
EPS, EUR	0.10	0.05	0.09	0.03	0.22	0.25	0.01	0.39	0.11	0.12	0.12
DPS, EUR	0.11	0.12	0.13	0.14	0.15	0.17	0.10	0.14	0.12	0.13	0.14
of which ordinary	0.11	0.12	0.13	0.14	0.15	0.17	0.10	0.14	0.12	0.13	0.14
of which extraordinary	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00

Profit margin in percent

EBITDA	60.8%	33.7%	42.4%	32.2%	87.4%	84.8%	0.4%	33.2%	47.2%	49.4%	49.2%
EBITA	55.9%	33.2%	39.6%	28.7%	84.6%	78.6%	-2.4%	28.9%	43.2%	45.3%	45.2%
EBIT	55.9%	33.2%	39.6%	28.7%	84.6%	78.6%	-2.4%	28.9%	43.2%	45.3%	45.2%

Adjusted earnings

EBITDA (adj)	21,198	12,122	26,410	13,838	46,121	59,889	2,235	21,478	33,288	34,765	36,162
EBITA (adj)	19,482	11,951	25,057	12,336	44,645	55,708	841	19,033	30,595	32,031	33,386
EBIT (adj)	19,482	11,951	25,057	12,336	44,645	55,708	841	19,033	30,595	32,031	33,386
EPS (adj, EUR)	0.10	0.05	0.12	0.03	0.22	0.27	0.02	0.41	0.12	0.13	0.13

Adjusted profit margins in percent

EBITDA (adj)	60.8%	33.7%	53.9%	32.2%	87.4%	88.7%	4.5%	37.3%	49.2%	51.4%	51.1%
EBITA (adj)	55.9%	33.2%	51.2%	28.7%	84.6%	82.5%	1.7%	33.0%	45.2%	47.3%	47.2%
EBIT (adj)	55.9%	33.2%	51.2%	28.7%	84.6%	82.5%	1.7%	33.0%	45.2%	47.3%	47.2%

Performance metrics

CAGR last 5 years											
Net revenue	5.0%	3.9%	4.4%	6.2%	14.6%	14.2%	6.5%	3.3%	9.5%	5.1%	0.9%
EBITDA	44.0%	24.8%	25.0%	7.6%	19.5%	22.0%	-56.4%	-1.6%	18.2%	-6.2%	-9.5%
EBIT	49.6%	29.0%	24.8%	5.9%	19.0%	22.2%	n.m.	-3.0%	18.8%	-7.2%	-9.6%
EPS	113.6%	n.m.	21.7%	-11.0%	6.2%	19.4%	-30.5%	33.8%	27.4%	-11.6%	-13.1%
DPS	n.m.	24.6%	16.7%	14.9%	10.8%	9.1%	-3.6%	1.5%	-3.0%	-2.8%	-3.8%
Average last 5 years											
Average EBIT margin	35.2%	39.0%	44.2%	43.2%	50.0%	57.0%	49.0%	46.5%	48.3%	41.5%	34.3%
Average EBITDA margin	37.2%	40.7%	46.3%	45.8%	52.9%	60.5%	52.8%	50.5%	52.4%	45.8%	38.1%

VALUATION RATIOS - ADJUSTED EARNINGS

EURt	2017	2018	2019	2020	2021	2022	2023	2024	2025E	2026E	2027E
P/E (adj)	17.0	28.2	19.8	70.2	13.8	10.1	n.m.	4.2	14.9	14.1	13.3
EV/EBITDA (adj)	13.3	18.3	14.3	27.9	10.7	7.8	186.0	14.9	10.1	9.5	9.3
EV/EBITA (adj)	14.5	18.6	15.0	31.4	11.1	8.3	494.3	16.8	11.0	10.3	10.1
EV/EBIT (adj)	14.5	18.6	15.0	31.4	11.1	8.3	494.3	16.8	11.0	10.3	10.1

VALUATION RATIOS - REPORTED EARNINGS

EURt	2017	2018	2019	2020	2021	2022	2023	2024	2025E	2026E	2027E
P/E	17.0	28.2	25.6	70.2	13.8	10.7	n.m.	4.3	16.0	15.0	14.2
EV/Sales	8.11	6.17	7.69	9.00	9.37	6.88	8.43	5.54	4.95	4.89	4.76
EV/EBITDA	13.3	18.3	18.2	27.9	10.7	8.1	2,167.9	16.7	10.5	9.9	9.7
EV/EBITA	14.5	18.6	19.4	31.4	11.1	8.7	n.m.	19.2	11.5	10.8	10.5
EV/EBIT	14.5	18.6	19.4	31.4	11.1	8.7	n.m.	19.2	11.5	10.8	10.5
Dividend yield (ord.)	6.2%	8.2%	5.5%	6.0%	4.9%	6.3%	4.4%	8.2%	6.8%	7.3%	7.9%
FCF yield	11.7%	16.1%	4.6%	1.5%	6.4%	2.0%	4.3%	20.7%	6.9%	8.9%	6.5%
FCF Yield bef A&D, lease adj	-1.5%	-2.2%	-0.5%	-3.7%	2.1%	1.1%	3.1%	0.7%	6.5%	8.5%	7.4%
Payout ratio	105.8%	229.5%	109.4%	424.4%	68.4%	63.2%	467.1%	34.3%	101.2%	103.3%	105.5%

Source: Company data and Nordea estimates

BALANCE SHEET

EURt	2017	2018	2019	2020	2021	2022	2023	2024	2025E	2026E	2027E
Intangible assets	4,755	4,789	16,111	16,039	15,773	7,986	7,896	42,523	42,523	42,523	46,523
of which R&D	0	0	0	0	0	0	0	0	0	0	0
of which other intangibles	208	85	797	725	459	100	10	12,388	12,388	12,388	12,388
of which goodwill	4,547	4,704	15,314	15,314	15,314	7,886	7,886	30,135	30,135	30,135	34,135
Tangible assets	287	317	2,470	1,661	767	2,555	3,095	1,853	1,853	1,853	1,853
of which leased assets	0	0	0	0	0	0	0	0	0	0	0
Shares associates	0	0	0	0	0	0	0	0	0	0	0
Interest bearing assets	0	0	0	191	0	0	0	0	0	0	0
Deferred tax assets	1,752	2,026	3,726	2,439	1,836	1,790	1,896	1,733	1,733	1,733	1,733
Other non-IB non-current assets	58,264	80,583	118,649	116,066	130,011	169,063	158,907	167,221	167,221	167,221	167,221
Other non-current assets	37,042	12,093	9,395	9,084	10,459	5,979	7,033	7,623	7,623	7,623	7,623
Total non-current assets	102,100	99,808	150,351	145,480	158,846	187,373	178,827	220,953	220,953	220,953	224,953
Inventory	0	0	0	0	0	0	0	0	0	0	0
Accounts receivable	8,725	12,646	10,792	14,017	15,223	20,718	20,382	27,360	31,463	30,779	31,496
Short-term leased assets	0	0	958	958	987	1,016	1,047	1,078	1,111	1,144	1,178
Other current assets	77,144	39,006	10,768	312	0	65	275	3,790	4,452	4,451	4,657
Cash and bank	23,291	54,544	43,665	58,002	65,207	55,571	41,017	90,142	81,826	87,249	83,351
Total current assets	109,160	106,196	66,183	73,289	81,417	77,370	62,721	122,370	118,852	123,623	120,683
Assets held for sale	n.a.	n.a.	n.a.	n.a.	n.a.	5,769	0	0	n.a.	n.a.	n.a.
Total assets	211,260	206,004	216,534	218,769	240,263	270,512	241,548	343,323	339,805	344,576	345,636
Shareholders equity	126,699	120,537	127,433	112,524	125,779	140,056	113,197	198,793	193,280	197,203	195,915
Of which preferred stocks	0	0	0	0	0	0	0	0	0	0	0
Of which equity part of hybrid debt	0	0	0	0	0	0	0	0	0	0	0
Minority interest	5	433	2,100	742	1,616	2,088	1,928	3,775	5,275	6,775	8,275
Total Equity	126,704	120,970	129,533	113,266	127,395	142,144	115,125	202,568	198,555	203,978	204,190
Deferred tax	8,573	3,285	2,156	2,703	4,627	8,418	5,991	8,536	8,536	8,536	8,536
Long term interest bearing debt	45,215	49,705	59,110	82,612	82,038	91,854	92,470	101,262	97,311	97,311	97,311
Pension provisions	0	0	0	0	0	0	0	0	0	0	0
Other long-term provisions	0	0	0	0	0	0	0	0	0	0	0
Other long-term liabilities	124	167	167	6,936	7,552	7,343	484	547	547	547	547
Non-current lease debt	0	0	0	0	0	0	0	0	16	33	50
Convertible debt	0	0	0	0	0	0	0	0	0	0	0
Shareholder debt	0	0	0	0	0	0	0	0	0	0	0
Hybrid debt	0	0	0	0	0	0	0	0	0	0	0
Total non-current liabilities	53,912	53,157	61,433	92,251	94,217	107,615	98,945	110,345	106,410	106,427	106,444
Short-term provisions	0	0	0	0	0	0	0	0	0	0	0
Accounts payable	26,837	16,808	20,159	11,075	16,722	18,446	24,155	19,378	22,087	21,405	21,688
Current lease debt	0	0	479	479	493	508	523	539	555	572	589
Other current liabilities	816	5,078	4,469	1,269	959	478	1,936	9,760	11,465	11,462	11,993
Short term interest bearing debt	3,000	9,989	460	429	477	604	863	732	732	732	732
Total current liabilities	30,653	31,875	25,567	13,252	18,651	20,036	27,477	30,409	34,839	34,171	35,002
Liabilities for assets held for sale	0	0	0	0	0	717	0	0	0	0	0
Total liabilities and equity	211,269	206,002	216,533	218,769	240,263	270,512	241,547	343,322	339,805	344,576	345,636
Balance sheet and debt metrics											
Net debt	24,924	5,150	16,384	25,327	17,801	37,395	52,839	12,391	16,788	11,399	15,331
of which lease debt	0	0	479	479	493	508	523	539	571	605	639
Working capital	58,216	29,766	-3,068	1,985	-2,458	1,859	-5,434	2,012	2,364	2,363	2,472
Invested capital	160,316	129,574	147,283	147,465	156,388	189,232	173,393	222,965	223,316	223,316	227,425
Capital employed	174,919	180,664	189,582	196,786	210,403	235,110	208,981	305,101	297,170	302,625	302,872
ROE	11.5%	6.5%	11.3%	4.3%	28.8%	29.8%	1.1%	44.0%	9.8%	10.5%	11.0%
ROIC	9.3%	6.6%	14.5%	6.7%	23.5%	25.8%	0.4%	7.7%	11.0%	11.5%	11.9%
ROCE	10.1%	6.7%	13.5%	6.4%	21.9%	25.0%	0.4%	7.4%	10.2%	10.7%	11.0%
Net debt/EBITDA	1.2	0.4	0.8	1.8	0.4	0.7	275.6	0.6	0.5	0.3	0.4
Interest coverage	6.1	4.5	11.4	4.0	11.2	9.8	-1.9	3.9	7.0	7.5	8.0
Equity ratio	60.0%	58.5%	58.9%	51.4%	52.4%	51.8%	46.9%	57.9%	56.9%	57.2%	56.7%
Net gearing	19.7%	4.3%	12.6%	22.4%	14.0%	26.3%	45.9%	6.1%	8.5%	5.6%	7.5%

Source: Company data and Nordea estimates

CASH FLOW STATEMENT

EURt	2017	2018	2019	2020	2021	2022	2023	2024	2025E	2026E	2027E
EBITDA (adj) for associates	21,198	12,122	20,757	13,838	46,121	57,289	192	19,103	31,932	33,409	34,806
Paid taxes	-1,624	-3,078	-4,553	-4,277	-2,571	-3,149	-2,658	-4,391	-4,250	-4,509	-4,753
Net financials	-3,864	-2,438	-2,643	-3,197	-3,971	-3,955	-4,373	-3,661	-4,239	-4,154	-4,071
Change in provisions	0	0	0	0	0	0	0	0	0	0	0
Change in other LT non-IB	7,836	2,399	-37,068	10,950	-14,101	-34,735	2,137	-8,678	0	0	0
Cash flow to/from associates	0	0	0	0	0	0	0	0	0	0	0
Dividends paid to minorities	0	0	0	0	0	0	0	0	0	0	0
Other adj to reconcile to cash flow	-25,376	-6,807	25,649	-13,501	-18,995	863	10,729	8,446	n.a.	4,635	n.a.
Funds from operations (FFO)	-1,830	2,198	2,142	3,813	6,483	16,313	6,027	10,819	23,443	29,381	25,982
Change in NWC	-1,793	-6,884	-2,504	-15,720	4,542	-10,269	6,056	-7,635	-352	1	-109
Cash flow from operations (CFO)	-3,623	-4,686	-362	-11,907	11,025	6,044	12,083	3,184	23,092	29,382	25,873
Capital expenditure	-260	-77	-561	-389	-140	-333	-26	-47	-1,615	-1,623	-1,632
Free cash flow before A&D	-3,883	-4,763	-923	-12,296	10,885	5,711	12,057	3,137	21,477	27,759	24,241
Proceeds from sale of assets	2,800	1,039	8,652	846	1,701	580	5,035	61,577	0	0	0
Acquisitions	31,151	38,650	8,816	17,005	17,609	2,195	-1,557	-2,038	0	0	-4,000
Free cash flow	30,068	34,926	16,545	5,555	30,195	8,486	15,535	62,676	21,477	27,759	20,241
Free cash flow bef A&D, lease adj	-3,883	-4,763	-1,890	-13,254	9,927	4,724	11,041	2,090	20,399	26,648	23,097
Dividends paid	-13,047	-16,079	-18,958	-21,854	-22,244	-25,073	-29,194	-22,004	-24,763	-21,225	-22,994
Equity issues / buybacks	0	0	0	0	0	0	0	0	0	0	0
Net change in debt	0	0	-9,870	31,134	140	8,271	11	9,566	-3,951	0	0
Other financing adjustments	0	0	0	0	-976	-1,189	-1,165	-1,267	-1,079	-1,111	-1,144
Other non-cash adjustments	-38,731	12,406	1,404	-498	90	-131	259	154	0	0	0
Change in cash	-21,710	31,253	-10,879	14,337	7,205	-9,636	-14,554	49,125	-8,316	5,423	-3,897
Cash flow metrics											
Capex/D&A	15.2%	45.0%	41.5%	25.9%	9.5%	8.0%	1.9%	1.9%	60.0%	59.4%	58.8%
Capex/Sales	0.7%	0.2%	1.1%	0.9%	0.3%	0.5%	0.1%	0.1%	2.4%	2.4%	2.3%
Key information											
Share price year end (/current)	2	1	2	2	3	3	2	2	2	2	2
Market cap.	257,756	216,593	358,324	360,670	475,219	424,862	360,821	303,169	313,074	313,074	313,074
Enterprise value	282,685	222,176	376,808	386,739	494,636	464,345	415,588	319,335	335,138	331,248	336,680
Diluted no. of shares, year-end (t)	145,625.0	147,142.2	152,154.7	155,796.8	156,579.6	157,065.6	158,254.8	176,878.2	176,878.2	176,878.2	176,878.2

Source: Company data and Nordea estimates

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