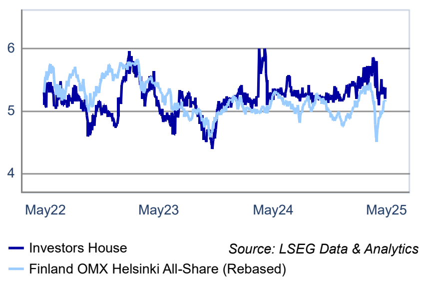
Investors House

Construction and Real Estate
Finland

KEY DATA

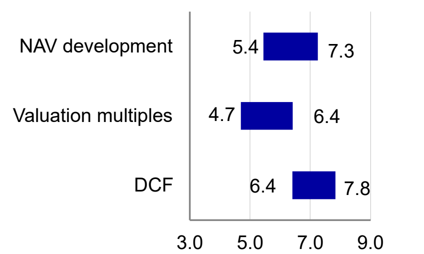
Stock country	Finland
Bloomberg	INVEST FH
Reuters	INVEST.HE
Share price (close)	EUR 5.38
Free float	
Market cap. (bn)	EUR 0.03/EUR 0.03
Website	www.investorshouse.fi
Next report date	20 Aug 2025

PERFORMANCE



Source: LSEG Data & Analytics

VALUATION APPROACH (EUR)



Source: Nordea estimates

ESTIMATE CHANGES

Year	2025E	2026E	2027E
Sales	-1%	-1%	-1%
EBIT (adj)	1%	1%	1%

Source: Nordea estimates

Nordea IB & Equity - Analysts
Svante Krokfors
Director

David Flemmich
Associate Director

Real Estate segment continues to perform well

Investors House's Q1 report was solid, with Real Estate posting slightly better results than we estimated, while the Services segment remained weaker than the company's targets. Nearly two-thirds of the Real Estate division's income derives from public tenants, and the majority is made up of long triple-net rental agreements. We argue that 2025 will be a clearly more stable year for Investors House (compared with previous years), when the portfolio is transformed into the current stable set-up. We derive a slightly higher DCF- and multiples-based fair value range of EUR 5.5-7.2 (5.4-7.0) and view the risk profile as more attractive, given the increased stability.

Q1 results in line with our estimates; 2025 guidance reiterated

Q1 2025 revenue of EUR 2.7m was 4% below our estimate, and net operating income missed our forecast by 1% on group level. The Real Estate segment beat our forecasts and saw a fair value decline of EUR 0.1m. The Services segment again posted weaker sales and EBIT than we expected; it has had weak performance in recent quarters, and we do not expect a quick recovery, as the real estate transaction market remains subdued in Finland. The equity ratio remained strong at 50%. The company guides for 2025 net profit to drop significantly from EUR 8.6m in 2024, as we also forecast, owing to a high share of non-recurring items in 2024.

We keep our 2025-27 estimates virtually unchanged

We lower our revenue estimates by 1% for 2025-27 following the Q1 2025 report, but raise adjusted EPS estimates by 1% for the same period. DPS remains strong; we expect an annual increase in the dividend of EUR 0.02, from EUR 0.35 for 2024, implying a dividend yield of 6.9-7.6% for 2025E-26E. We now expect as much as 74% of revenue to come from the Real Estate segment and its EBIT contribution for 2025E to be as high as 93% of the group's total.

Fair value range raised slightly to EUR 5.5-7.2

We base our higher fair value range of EUR 5.5-7.2 (5.4-7.0) per share on a combination of valuation methods, namely DCF, earnings multiples and NAV multiples. Investors House has released much of its hidden value, and we argue that the stable earnings profile will offer valuation support for the share in the medium term. The sustainable dividend yield of ~7% should also be supportive.

SUMMARY TABLE - KEY FIGURES

EURt	2021	2022	2023	2024	2025E	2026E	2027E
Total revenue	8,043	7,603	6,857	9,976	11,163	11,386	11,614
EBITDA (adj)	4,149	2,260	3,897	5,198	5,053	5,244	5,349
EBIT (adj)	4,149	2,260	3,897	5,198	5,053	5,244	5,349
EBIT (adj) margin	51.6%	29.7%	56.8%	52.1%	45.3%	46.1%	46.1%
EPS (adj, EUR)	0.53	0.27	0.54	0.22	0.39	0.40	0.42
EPS (adj) growth	396.5%	-49.0%	100.3%	-58.5%	74.3%	2.6%	4.7%
DPS (ord, EUR)	0.29	0.31	0.33	0.35	0.37	0.39	0.41
EV/Sales	6.4	5.7	6.0	8.6	7.8	7.7	7.7
EV/EBIT (adj)	22.6	25.5	n.m.	17.4	17.2	16.8	16.6
P/E (adj)	10.5	17.8	9.4	23.5	13.8	13.4	12.8
P/BV	1.0	1.0	1.0	0.9	0.9	0.9	0.9
Dividend yield (ord)	5.2%	6.5%	6.5%	6.6%	6.9%	7.2%	7.6%
FCF Yield bef A&D, lease	-2.1%	1.9%	-2.9%	3.7%	5.8%	6.1%	6.4%
Net debt	4,383	12,205	8,273	36,807	37,043	37,303	37,591
Net debt/EBITDA	n.m.	2.9	2.1	3.1	7.5	7.1	7.0
ROIC after tax	n.a.	4.1%	6.9%	6.2%	4.4%	4.5%	4.6%

Source: Company data and Nordea estimates

Q1 deviation and estimate revisions

INVESTORS HOUSE: Q1 DEVIATION FROM OUR ESTIMATES

EURt	Actual Q1 2025	NDA est. Q1 2025E	Deviation vs. actual		Actual Q4 2024	q/q	Actual Q1 2024	y/y
Sales	2,722	2,826	-104	-4%	2,834	-4%	1,635	66%
EBIT adj.	846	856	-10	-1%	1,345	-37%	986	-14%
Net operating income	1,109	1,116	-7	-1%	1,634	-32%	169	557%
EPS, EUR	0.03	0.05		-44%	0.15	-80%	0.13	-76%

Source: Company data and Nordea estimates

INVESTORS HOUSE: OUR ESTIMATE REVISIONS AFTER THE Q1 REPORT

	New estimates			Old estimates			Difference %		
EUR THOUSANDS	2025E	2026E	2027E	2025E	2026E	2027E	2025E	2026E	2027E
Sales	11,163	11,386	11,614	11,268	11,494	11,724	-1%	-1%	-1%
Adj. EBIT	5,053	5,244	5,349	4,979	5,171	5,274	1%	1%	1%
Net operating income	6,113	6,325	6,452	6,050	6,263	6,388	1%	1%	1%
Adj. EPS, EUR	0.39	0.40	0.42	0.39	0.40	0.42	1%	1%	1%

Source: Nordea estimates

Factors to consider

Investors House is a real estate investment company focused on community service and office properties. It mainly operates in the regional growth centres of Finland. The company's most significant recent event was the increase of its ownership stake in the Apitare JV, from one-third to two-thirds at the end of Q1 2024, meaning that the Kukkula real estate business in Jyväskylä was consolidated from Q2 2024 onwards. Investors House's one-third ownership in the development JV was then divested at a good profit, thus creating more stable and predictable income and strengthening the balance sheet further.

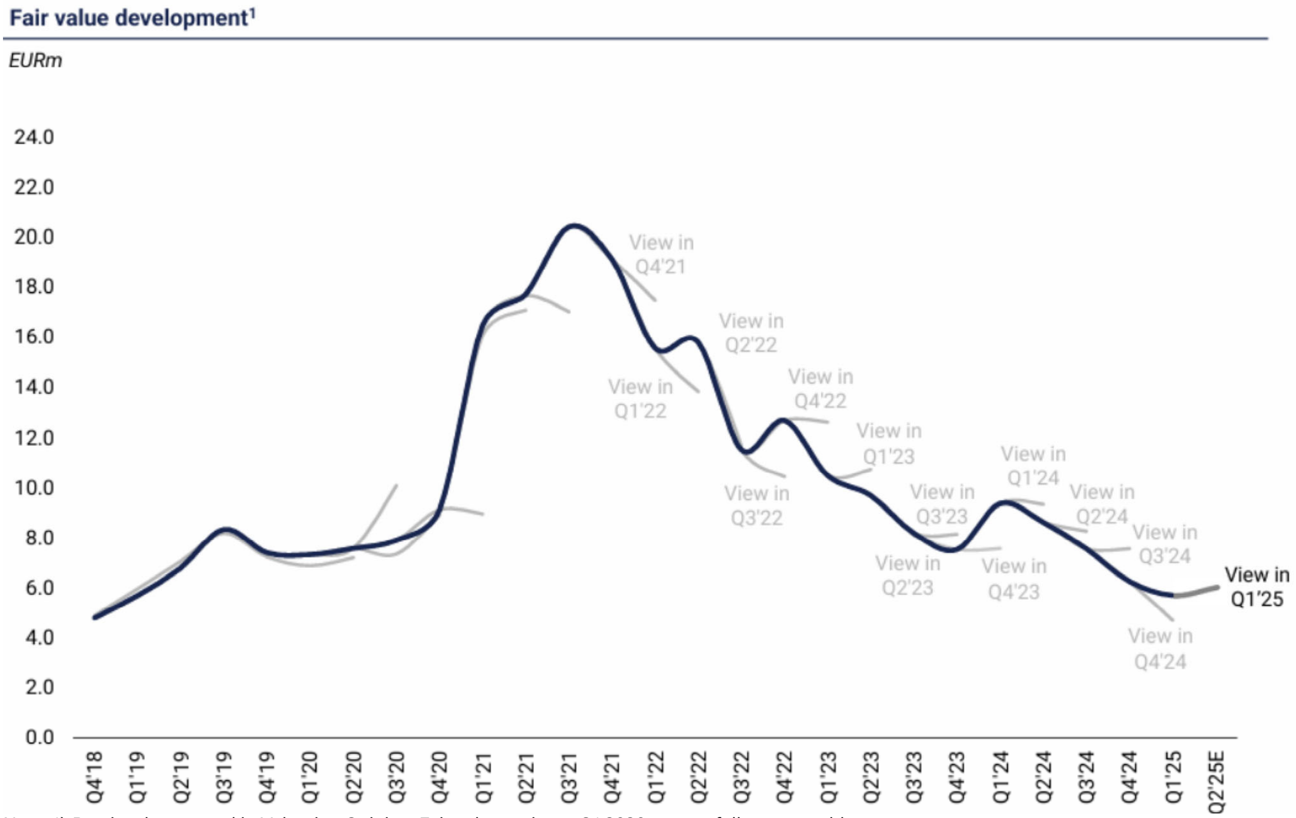
Diversified business model

Investors House is a real estate company that deals in community service and office properties

Investors House is a real estate company that deals in community service and office properties, with an increasing focus on services and investment products through its Services segment. The company has historically bought and sold properties efficiently and streamlined its portfolio, especially during 2019. This continued in H2 2021, with the divestment of residential properties and IVH Kampus.

Investors House has grown aggressively since mid-2015, when the current CEO, chairman and vice chairman became owners. The Real Estate and Services segments have expanded, mainly through acquisitions. We expect the good growth pace to continue, driven mainly by Apitare; Investors House now owns two-thirds of the JV and has consolidated the holding. The stock is currently trading at an 11% discount to its reported equity per share.

FAIR VALUE DEVELOPMENT OF INVESTORS HOUSE'S SERVICES BUSINESS



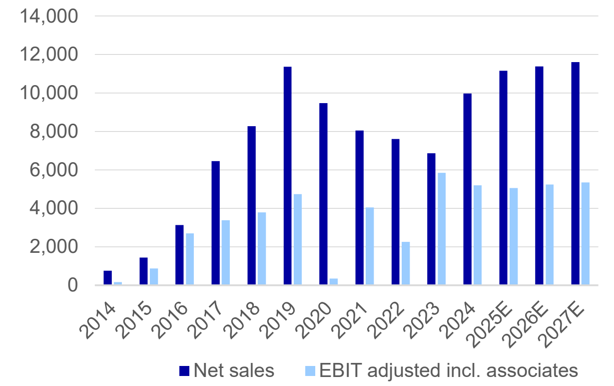
Note: 1) Previously reported in Valuation Opinion. Fair values prior to Q1 2020 are not fully comparable.

Source: Company data and S&P Capital IQ 24 April 2025

We believe the Services segment has solid earnings potential and provides stability

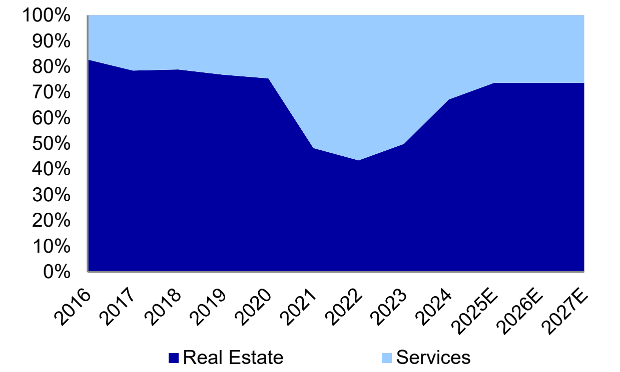
The Services segment has low capital needs and good scalability, as the company intends to expand into real estate funds, where it hopes to utilise its existing real estate investor base of ~10,000 clients. We believe the segment has good earnings potential and provides stability, as its revenues come from the services and fund management fees. An external evaluator has valued the Services business at EUR ~6m.

SALES AND ADJUSTED EBIT (EUR THOUSANDS)



Source: Company data and Nordea estimates

SPLIT OF NET SALES BY DIVISION



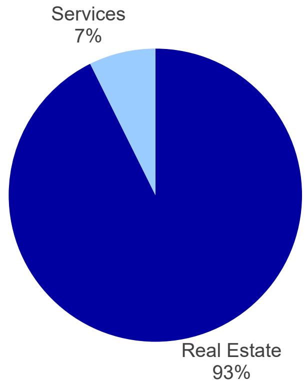
Source: Company data and Nordea estimates

Real Estate's share of group adjusted EBIT is more than 90% in 2025, we estimate

Balanced investment portfolio with a clear tilt towards real estate now

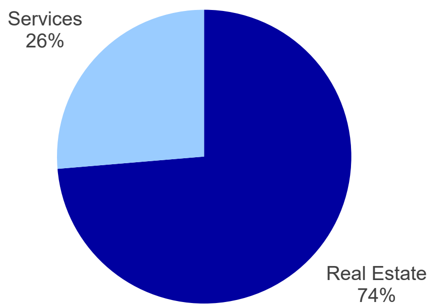
We estimate that 74% of group sales will come from the Real Estate business and 26% from Services in 2025, the first normalised year after the consolidation of Apitare. We estimate that Real Estate's share of adjusted EBIT will be as much as 93% in 2025.

ADJUSTED EBIT PER SEGMENT, 2025E



Source: Company data and Nordea

SALES BY SEGMENT, 2025E



Source: Company data and Nordea

Strong balance sheet

Robust financial position

Investors House has a strong balance sheet, with a Q1 2025 equity ratio of 50%. The equity ratio is now clearly above the company's target of 45%, a level at which the covenants on bank loans stand, as we understand it.

We expect annual dividends of EUR 0.37-0.41 per share for 2025-27, implying dividend yields of 6.9-7.6%

Trading at a discount to reported equity and solid dividend capacity

Investors House is currently trading at an 8% discount to the reported equity of EUR ~6 per share. The company has paid a stable, increasing dividend, with yields of 4.7-6.5%, for the past four years. We expect annual dividends of EUR 0.37-0.41 per share for 2025-27, which correspond to dividend yields of 6.9-7.6%.

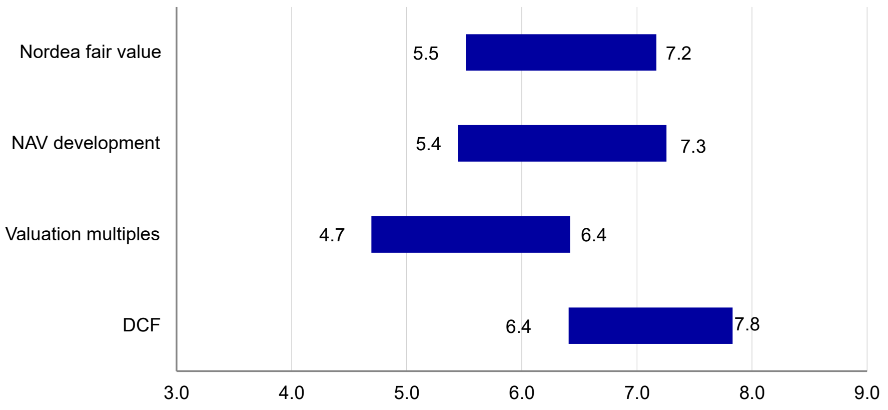
We derive slightly higher fair value range of EUR 5.5-7.2

Valuation

When combining our valuation methods, we derive a virtually unchanged fair value range of EUR 5.5-7.2 (5.4-7.0). To reach our fair value range, we use an NAV approach, earnings multiples and DCF. The mid-point in our fair value is EUR 6.3 per share

The latest reported equity per share is EUR ~6.1, i.e. below the midpoint of our fair value range of EUR 5.5-7.2 per share. The low end of our range corresponds to a 9% discount to the latest reported equity per share, and the high end reflects a premium of 19%. We see limited risk of asset writedowns in Investors House's high-yielding assets, as to our understanding there has been next to no yield compression in the portfolio over the past few years.

VALUATION (EUR PER SHARE)



Source: Nordea estimates

Detailed estimates

DETAILED ESTIMATES (EUR THOUSANDS; EPS IN EUR)

EUR THOUSANDS	Q1/24	Q2/24	Q3/24	Q4/24	Q1/25	Q2/25E	Q3/25E	Q4/25E	2023	2024	2025E	2026E	2027E
Net sales	1,635	3,082	2,426	2,834	2,722	2,825	2,727	2,890	6,857	9,976	11,163	11,386	11,614
Sales growth %	-1%	80%	47%	54%	66%	-8%	12%	2%	-10%	45%	12%	2%	2%
Maintenance expenses (Real estate)	-746	-514	-477	-505	-972	-550	-520	-508	-2,024	-2,242	-2,550	-2,601	-2,654
Direct operating expenses (Services)	-720	-663	-638	-695	-641	-640	-610	-608	-3,098	-2,716	-2,499	-2,459	-2,508
Net operating income	169	1,905	1,311	1,634	1,109	1,635	1,597	1,774	1,735	5,018	6,113	6,325	6,452
margin %	10%	62%	54%	58%	41%	58%	59%	61%	25%	50%	55%	56%	56%
Net gains on sale of properties	0	5,999	0	0	0	0	0	0	-163	5,999	0	0	0
Net fair value changes	-16	-159	-6	961	-95	0	0	0	-1,793	780	-95	0	0
Selling, marketing and admin expenses	-263	-254	-235	-275	-263	-260	-260	-277	-825	-1,027	-1,060	-1,082	-1,103
Other operating income	969	0	-23	-14	0	0	0	0	-33	932	0	0	0
Associates	111	163	0	0	0	0	0	0	4,976	274	0	0	0
EBIT	970	7,654	1,047	2,306	751	1,375	1,337	1,496	3,897	11,977	4,958	5,244	5,349
margin %	59%	248%	43%	81%	28%	49%	49%	52%	57%	120%	44%	46%	46%
EBIT adjusted incl. associates	986	1,814	1,053	1,345	846	1,375	1,337	1,496	5,853	5,198	5,053	5,244	5,349
margin %	54%	54%	43%	47%	53%	68%	64%	166%	13%	49%	45%	46%	46%
Financial income	44	12	126	126	90	75	75	68	354	308	308	308	308
Financial expenses	-183	-518	-510	-478	-386	-500	-500	-489	-844	-1,689	-1,875	-1,837	-1,800
Profit before taxes	831	7,148	663	1,954	455	950	912	1,075	3,408	10,596	3,391	3,714	3,857
Taxes	-24	-1,360	364	-979	-94	-95	-91	-108	-13	-1,999	-393	-557	-579
Net profit	807	5,789	1,027	975	361	855	821	968	3,395	8,597	2,998	3,157	3,278
Cash flow hedges	0	0	0	0	0	0	0	0	0	0	0	0	0
Net profit of the period	807	5,789	1,027	975	361	855	821	968	3,395	8,597	2,998	3,157	3,278
EPS	0.13	0.91	0.16	0.15	0.06	0.13	0.13	0.15	0.53	1.35	0.47	0.49	0.51
Minority interest	0	-582	-109	-1,055	-154	-150	-150	-150	56	-1,746	-604	-604	-604
Net profit attributable to shareholders	807	5,207	918	-80	207	705	671	818	3,451	6,851	2,394	2,553	2,674
EPS attributable to shareholders	0.13	0.82	0.14	-0.01	0.06	0.13	0.13	0.15	0.84	1.08	0.39	0.40	0.42

Source: Company data and Nordea estimates

DIVISIONAL ESTIMATES

EUR THOUSANDS	Q1/24	Q2/24	Q3/24	Q4/24	Q1/25	Q2/25E	Q3/25E	Q4/25E	2023	2024	2025E	2026E	2027E
Real estate													
Net sales	884	1,910	1,840	2,067	2,028	2,063	2,024	2,109	3,421	6,701	8,223	8,387	8,555
Net sales growth %	4%	132%	116%	132%	130%	8%	10%	2%	3%	96%	23%	2%	2%
Net fair value changes	-16	-159	-6	2,461	-95	0	0	0	-1,193	2,280	-95	0	0
Associate income	111	163	0	0	0	0	0	0	4,976	274	0	0	0
EBIT	1,202	7,399	1,334	4,023	961	1,513	1,504	1,600	5,017	13,959	5,577	5,786	5,901
margin %	136%	387%	72%	195%	47%	73%	74%	76%	147%	208%	68%	69%	69%
EBIT adj. incl. associates	249	1,559	1,363	1,562	1,056	1,513	1,504	1,600	6,373	4,734	5,672	5,786	5,901
margin%	28%	82%	74%	76%	52%	73%	74%	76%	186%	71%	69%	69%	69%
Services													
Net sales	751	1,172	586	766	694	762	703	781	3,436	3,275	2,940	2,999	3,059
Net sales growth %	-6%	32%	-27%	-10%	-8%	-35%	20%	2%	5%	5%	5%	5%	5%
EBIT	31	509	-52	-1,443	53	122	93	173	-296	-955	441	540	551
margin %	4%	43%	-9%	-188%	8%	16%	13%	22%	-9%	-29%	15%	18%	18%

Source: Company data and Nordea estimates

Risk factors

In this section, we highlight the main risks that we find relevant to Investors House. We list these according to their relevance, with the most relevant at the top. The following is not an exhaustive list, but rather our view of some key risks for the company.

Changes in interest rates
Rising interest rates will eventually push financial costs higher, which could have a significant impact on real estate companies. Investors House has a strong balance sheet but rising interest rates will have an impact on earnings. The company does not disclose its hedging strategy, which means forecasting increasing financial costs is difficult. Higher interest rates will also likely slow down the transaction market as funding becomes more expensive, which in turn could lower the value of properties and make divestments more difficult. This could hamper Investors House's ability to pursue value-creative investments in the future.

Small size
The company's small size adds volatility to future earnings, both on the downside and the upside. Investor House's low liquidity could also pose a risk for investors, as it can be difficult to buy or sell a large stake in the company.

Dependence on a few key people
The current strategy and growth have been driven by a few key people (CEO, chairman and vice chairman), making them crucial to the company. It could significantly impact Investors House's development if they were to leave the company, although we find this unlikely.

Competition
Investors House is still a small player, but the company will start competing against larger players as it grows, making it more difficult to differentiate itself. Over the past years, Investors House has increased its share of service business, which will make it more vulnerable to competition from service providers and less vulnerable to real estate peers.

Strong transaction focus
Investors House has grown its property portfolio rapidly and is expected to continue rotating its assets. The current strong transaction market has supported property prices and favoured property divestments. If this market were to slow down and property prices faced downward pressure, it would make asset disposals slower or more challenging and could reduce gains on disposals.

Macroeconomic factors
Changes in economic factors such as GDP development, inflation and the level of housing production have already started to affect real estate companies such as Investors House. A downturn in the economy would have an adverse effect on the Finnish housing market and thus impact Investors House's operations. An economic downturn would likely make homebuyers more cautious and thus put pressure on prices, as well as increase vacancy risk.

Risk of value dilution
The company has grown rapidly, funding part of its expansion through share issues. This has a dilutive effect on EPS development. Additional share issues could further dilute value and pose the risk of a lower dividend per share.

Legal, tax and political risks
Changes in regulations, tax rules or development restrictions could have negative ramifications for Investors House.

Reported numbers and forecasts

INCOME STATEMENT

EURt	2017	2018	2019	2020	2021	2022	2023	2024	2025E	2026E	2027E
Total revenue	**6,449**	**8,276**	**11,461**	**9,465**	**8,043**	**7,603**	**6,857**	**9,976**	**11,163**	**11,386**	**11,614**
Revenue growth	105.8%	28.3%	38.5%	-17.4%	-15.0%	-5.5%	-9.8%	45.5%	11.9%	2.0%	2.0%
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	5,981	4,683	3,953	-504	-834	4,256	3,897	11,977	4,958	5,244	5,349
Depreciation and impairments PPE	0	0	0	0	0	0	0	0	0	0	0
of which leased assets	0	0	0	0	0	0	0	0	0	0	0
EBITA	5,981	4,683	3,953	-504	-834	4,256	3,897	11,977	4,958	5,244	5,349
Amortisation and impairments	0	0	0	0	0	0	0	0	0	0	0
EBIT	5,981	4,683	3,953	-504	-834	4,256	3,897	11,977	4,958	5,244	5,349
of which associates	1,056	653	-584	-2,782	1,858	561	4,976	274	0	0	0
Associates excluded from EBIT	0	0	0	0	n.a.	0	0	0	0	0	0
Net financials	-422	-591	-1,213	-1,116	-615	-239	-490	-1,381	-1,567	-1,529	-1,492
of which lease interest	0	0	0	0	0	0	0	0	0	0	0
Changes in value, net	0	0	0	0	0	0	0	0	0	0	0
Pre-tax profit	**5,559**	**4,092**	**2,740**	**-1,620**	**-1,449**	**4,017**	**3,408**	**10,596**	**3,391**	**3,714**	**3,857**
Reported taxes	-512	-1,948	-657	91	446	-795	-13	-1,999	-393	-557	-579
Net profit from continued operations	5,047	2,144	2,083	-1,529	-1,003	3,222	3,395	8,597	2,998	3,157	3,278
Discontinued operations	0	0	0	0	0	0	0	0	0	0	0
Minority interests	0	0	-433	0	-137	0	56	-1,746	-604	-604	-604
Net profit to equity	5,047	2,144	1,650	-1,529	-1,140	3,222	3,451	6,851	2,394	2,553	2,674
EPS, EUR	**1.12**	**0.35**	**0.27**	**-0.25**	**-0.18**	**0.50**	**0.54**	**1.08**	**0.38**	**0.40**	**0.42**
DPS, EUR	0.21	0.23	0.25	0.27	1.29	0.31	0.33	0.35	0.37	0.39	0.41
of which ordinary	0.21	0.23	0.25	0.27	0.29	0.31	0.33	0.35	0.37	0.39	0.41
of which extraordinary	0.00	0.00	0.00	0.00	1.00	0.00	0.00	0.00	0.00	0.00	0.00
Profit margin in percent											
EBITDA	92.7%	56.6%	34.5%	-5.3%	-10.4%	56.0%	56.8%	120.1%	44.4%	46.1%	46.1%
EBITA	92.7%	56.6%	34.5%	-5.3%	-10.4%	56.0%	56.8%	120.1%	44.4%	46.1%	46.1%
EBIT	92.7%	56.6%	34.5%	-5.3%	-10.4%	56.0%	56.8%	120.1%	44.4%	46.1%	46.1%
Adjusted earnings											
EBITDA (adj)	3,394	3,611	5,273	333	4,149	2,260	3,897	5,198	5,053	5,244	5,349
EBITA (adj)	3,394	3,611	5,273	333	4,149	2,260	3,897	5,198	5,053	5,244	5,349
EBIT (adj)	3,394	3,611	5,273	333	4,149	2,260	3,897	5,198	5,053	5,244	5,349
EPS (adj, EUR)	0.55	0.17	0.48	-0.18	0.53	0.27	0.54	0.22	0.39	0.40	0.42
Adjusted profit margins in percent											
EBITDA (adj)	52.6%	43.6%	46.0%	3.5%	51.6%	29.7%	56.8%	52.1%	45.3%	46.1%	46.1%
EBITA (adj)	52.6%	43.6%	46.0%	3.5%	51.6%	29.7%	56.8%	52.1%	45.3%	46.1%	46.1%
EBIT (adj)	52.6%	43.6%	46.0%	3.5%	51.6%	29.7%	56.8%	52.1%	45.3%	46.1%	46.1%
Performance metrics											
CAGR last 5 years											
Net revenue	n.a.	n.a.	72.4%	45.8%	20.7%	3.3%	-3.7%	-2.7%	3.4%	7.2%	8.8%
EBITDA	n.m.	n.m.	38.9%	n.m.	n.m.	-6.6%	-3.6%	24.8%	n.m.	n.m.	4.7%
EBIT	n.a.	n.a.	38.9%	n.m.	n.m.	-6.6%	-3.6%	24.8%	n.m.	n.m.	4.7%
EPS	n.a.	n.a.	-10.2%	n.m.	n.m.	-14.8%	9.3%	32.2%	n.m.	n.m.	-3.6%
DPS	n.m.	n.m.	20.1%	9.7%	8.8%	8.1%	7.5%	7.0%	6.5%	6.1%	5.8%
Average last 5 years											
Average EBIT margin	n.a.	n.m.	76.2%	48.0%	30.4%	25.8%	24.8%	44.8%	55.6%	64.6%	61.6%
Average EBITDA margin	n.a.	n.m.	76.2%	48.0%	30.4%	25.8%	24.8%	44.8%	55.6%	64.6%	61.6%

VALUATION RATIOS - ADJUSTED EARNINGS

EURt	2017	2018	2019	2020	2021	2022	2023	2024	2025E	2026E	2027E
P/E (adj)	n.a.	34.6	13.5	n.m.	10.5	17.8	9.4	23.5	13.8	13.4	12.8
EV/EBITDA (adj)	n.a.	20.7	10.8	167.6	12.5	19.2	10.5	16.5	17.2	16.8	16.6
EV/EBITA (adj)	n.a.	20.7	10.8	167.6	12.5	19.2	10.5	16.5	17.2	16.8	16.6
EV/EBIT (adj)	n.a.	25.3	9.8	17.9	22.6	25.5	n.m.	17.4	17.2	16.8	16.6

VALUATION RATIOS - REPORTED EARNINGS

EURt	2017	2018	2019	2020	2021	2022	2023	2024	2025E	2026E	2027E
P/E	n.a.	17.3	24.2	n.m.	n.m.	9.5	9.4	4.9	14.3	13.4	12.8
EV/Sales	n.a.	9.04	4.99	5.90	6.45	5.69	5.97	8.59	7.81	7.73	7.66
EV/EBITDA	n.a.	18.6	12.6	24.5	n.m.	11.7	n.m.	7.3	17.6	16.8	16.6
EV/EBITA	n.a.	18.6	12.6	24.5	n.m.	11.7	n.m.	7.3	17.6	16.8	16.6
EV/EBIT	n.a.	18.6	12.6	24.5	n.m.	11.7	n.m.	7.3	17.6	16.8	16.6
Dividend yield (ord.)	n.a.	3.8%	3.9%	4.7%	5.2%	6.5%	6.5%	6.6%	6.9%	7.2%	7.6%
FCF yield	n.a.	-13.2%	-28.8%	-6.3%	38.5%	1.9%	14.1%	-6.0%	5.8%	6.1%	6.4%
FCF Yield bef A&D, lease adj	n.a.	0.7%	3.9%	2.3%	-2.1%	1.9%	-2.9%	3.7%	5.8%	6.1%	6.4%
Payout ratio	38.3%	132.6%	52.2%	n.m.	243.8%	114.9%	61.1%	156.0%	94.6%	97.2%	97.6%

Source: Company data and Nordea estimates

BALANCE SHEET

EURt	2017	2018	2019	2020	2021	2022	2023	2024	2025E	2026E	2027E
Intangible assets	1,389	2,933	3,142	2,846	5,391	6,173	6,177	4,486	4,486	4,486	4,486
of which R&D	0	0	0	0	0	0	0	0	0	0	0
of which other intangibles	39	105	329	33	614	686	488	297	297	297	297
of which goodwill	1,350	2,828	2,813	2,813	4,777	5,487	5,689	4,189	4,189	4,189	4,189
Tangible assets	57,816	71,263	42,124	45,887	34,094	34,664	28,669	81,106	82,093	83,099	84,126
of which leased assets	0	0	0	0	0	0	0	0	0	0	0
Shares associates	13,583	14,296	24,929	15,851	745	1,306	5,922	0	0	0	0
Interest bearing assets	0	0	0	10	0	0	0	0	0	0	0
Deferred tax assets	0	0	0	684	665	876	791	353	353	353	353
Other non-IB non-current assets	208	232	205	472	3,728	3,319	2,686	2,210	2,210	2,210	2,210
Other non-current assets	0	0	0	0	0	0	0	278	0	0	0
Total non-current assets	72,996	88,724	70,400	65,750	44,623	46,338	44,245	88,433	89,142	90,148	91,175
Inventory	0	0	0	0	0	0	0	0	0	0	0
Accounts receivable	1,187	1,461	1,101	1,094	1,211	1,507	696	5,196	5,814	5,930	6,049
Short-term leased assets	0	0	0	0	0	0	0	0	0	0	0
Other current assets	10	148	0	106	78	72	89	87	97	99	101
Cash and bank	1,465	2,323	4,844	3,181	17,399	6,543	8,516	2,184	1,948	1,688	1,400
Total current assets	2,662	3,932	5,945	4,381	18,688	8,122	9,301	7,467	7,859	7,718	7,550
Assets held for sale	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
Total assets	**75,658**	**92,656**	**76,345**	**70,131**	**63,311**	**54,460**	**53,546**	**95,900**	**97,001**	**97,866**	**98,725**
Shareholders equity	46,128	46,815	43,477	37,562	36,239	32,113	33,619	38,328	38,494	38,693	38,885
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	19	2,671	1,200	1,140	475	425	335	9,069	9,673	10,277	10,881
Total Equity	46,147	49,486	44,677	38,702	36,714	32,538	33,954	47,397	48,167	48,970	49,766
Deferred tax	1,490	1,921	925	1,005	446	1,183	1,080	6,730	6,730	6,730	6,730
Long term interest bearing debt	21,408	28,641	18,017	18,364	18,512	16,553	9,039	14,347	14,347	14,347	14,347
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	0	0	0	0	0	0	0	0	0	0	0
Non-current lease debt	0	0	0	0	0	0	0	0	0	0	0
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	22,898	30,562	18,942	19,369	19,338	18,036	10,542	21,077	21,077	21,077	21,077
Short-term provisions	0	0	0	0	0	0	0	0	0	0	0
Accounts payable	2,041	3,909	9,818	7,728	3,989	1,691	1,300	2,782	3,113	3,175	3,239
Current lease debt	0	0	0	0	0	0	0	0	0	0	0
Other current liabilities	249	0	0	0	0	0	0	0	0	0	0
Short term interest bearing debt	4,323	8,699	2,908	4,332	3,270	2,195	7,750	24,644	24,644	24,644	24,644
Total current liabilities	6,613	12,608	12,726	12,060	7,259	3,886	9,050	27,426	27,757	27,819	27,883
Liabilities for assets held for sale	0	0	0	0	0	0	0	0	0	0	0
Total liabilities and equity	**75,658**	**92,656**	**76,345**	**70,131**	**63,311**	**54,460**	**53,546**	**95,900**	**97,001**	**97,866**	**98,725**
Balance sheet and debt metrics											
Net debt	24,266	35,017	16,081	19,505	4,383	12,205	8,273	36,807	37,043	37,303	37,591
of which lease debt	0	0	0	0	0	0	0	0	0	0	0
Working capital	-1,093	-2,300	-8,717	-6,528	-2,700	-112	-515	2,501	2,798	2,854	2,912
Invested capital	71,903	86,424	61,683	59,222	41,923	46,226	43,730	90,934	91,940	93,003	94,086
Capital employed	71,878	86,826	65,602	61,398	58,496	51,286	50,743	86,388	87,158	87,961	88,757
ROE	14.9%	4.6%	3.7%	-3.8%	-3.1%	9.4%	10.5%	19.0%	6.2%	6.6%	6.9%
ROIC	4.8%	3.6%	5.7%	0.4%	n.a.	4.1%	6.9%	6.2%	4.4%	4.5%	4.6%
ROCE	6.1%	4.6%	6.9%	0.6%	n.a.	4.6%	8.3%	8.0%	6.2%	6.3%	6.4%
Net debt/EBITDA	4.1	7.5	4.1	n.m.	n.m.	2.9	2.1	3.1	7.5	7.1	7.0
Interest coverage	13.1	7.5	3.2	-0.4	-1.1	9.3	5.0	7.3	2.8	3.0	3.1
Equity ratio	61.0%	50.5%	56.9%	53.6%	57.2%	59.0%	62.8%	40.0%	39.7%	39.5%	39.4%
Net gearing	52.6%	70.8%	36.0%	50.4%	11.9%	37.5%	24.4%	77.7%	76.9%	76.2%	75.5%

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	**4,925**	**4,030**	**4,537**	**2,278**	**-2,692**	**3,695**	**-1,079**	**11,703**	**4,958**	**5,244**	**5,349**
Paid taxes	-133	-357	-273	-507	328	-795	-13	-1,044	-393	-557	-579
Net financials	-422	-587	-1,767	-1,087	-615	-239	-381	-1,472	-1,567	-1,529	-1,492
Change in provisions	0	0	0	0	0	0	0	0	0	0	0
Change in other LT non-IB	290	-24	27	-951	-2,857	118	841	213	278	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	-3,244	-2,330	-649	6,910	5,684	-1,936	714	-7,601	0	0	0
Funds from operations (FFO)	**1,416**	**732**	**1,875**	**6,643**	**-153**	**843**	**82**	**1,800**	**3,276**	**3,157**	**3,278**
Change in NWC	33	310	810	-4,952	-97	135	0	220	-297	-56	-57
Cash flow from operations (CFO)	**1,449**	**1,042**	**2,685**	**1,692**	**-250**	**978**	**82**	**2,020**	**2,978**	**3,101**	**3,221**
Capital expenditure	-578	-773	-1,126	-897	-465	-397	-1,013	-782	-987	-1,006	-1,027
Free cash flow before A&D	**871**	**269**	**1,559**	**795**	**-715**	**581**	**-931**	**1,238**	**1,992**	**2,095**	**2,195**
Proceeds from sale of assets	2,315	833	15,480	2,000	17,500	0	5,479	1,441	0	0	0
Acquisitions	-737	-6,012	-28,539	-5,000	-3,500	0	0	-4,707	0	0	0
Free cash flow	2,449	-4,910	-11,500	-2,205	13,285	581	4,548	-2,028	1,992	2,095	2,195
Free cash flow bef A&D, lease adj	871	269	1,559	795	-715	581	-931	1,238	1,992	2,095	2,195
Dividends paid	-629	-1,298	-1,422	-1,546	-1,669	-7,975	-1,981	-2,108	-2,228	-2,355	-2,482
Equity issues / buybacks	1,167	0	0	0	0	0	0	0	0	0	0
Net change in debt	-1,138	2,983	15,500	5,000	6,500	7,000	7,000	7,000	0	0	0
Other financing adjustments	0	0	0	0	10	0	0	0	0	0	0
Other non-cash adjustments	-893	4,083	-57	-2,912	-3,908	-10,461	-7,594	-9,195	0	0	0
Change in cash	956	858	2,521	-1,663	14,218	-10,856	1,973	-6,332	-236	-260	-288
Cash flow metrics											
Capex/D&A	n.m.	n.m.	n.m.	n.m.	n.m.	n.m.	n.m.	n.m.	n.m.	n.m.	n.m.
Capex/Sales	9.0%	9.3%	9.8%	9.5%	5.8%	5.2%	14.8%	7.8%	8.8%	8.8%	8.8%
Key information											
Share price year end (/current)	n.a.	6	6	6	6	5	5	5	5	5	5
Market cap.	n.a.	37,094	39,876	35,239	34,497	30,668	32,329	33,605	34,242	34,242	34,242
Enterprise value	n.a.	74,782	57,157	55,884	51,855	43,298	40,937	85,677	87,154	88,018	88,910
Diluted no. of shares, year-end (t)	6,182.3	6,182.3	6,182.3	6,182.3	6,182.3	6,389.1	6,389.1	6,364.6	6,364.6	6,364.6	6,364.6

Source: Company data and Nordea estimates

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Completion Date
08 May 2025, 00:43 CET

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