

Ferronordic

Capital Goods
Sweden

KEY DATA

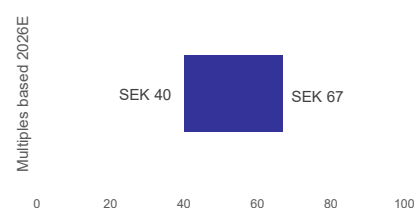
Stock country	Sweden
Bloomberg	FNM SS
Reuters	FNMA.ST
Share price, close	SEK 45.7
Free float	0.83
Market cap. (m)	EUR 60.4/SEK 664
Company website	https://ferronordic.com
Next report date	12 February 2026

PERFORMANCE



Source: LSEG Data & Analytics

VALUATION APPROACH



ESTIMATE CHANGES

SEKm	2025E	2026E	2027E
Total revenue	-1%	-1%	-1%
EBITDA (rep.)	13%	3%	3%
EBIT (adj.)	19%	7%	6%
PTP	2%	22%	21%
EPS (rep. SEK)	3%	22%	21%
EPS (adj. SEK)	3%	22%	21%
DPS (ord. SEK)	3%	22%	21%

Source: Company data and Nordea estimates

Nordea IB & Equity - Analysts

Anders Åkerblom
+46 101 570 886
anders.akerblom@nordea.com

A step in the right direction

We increase 2026E-27E adj. EBIT by 6-7%, mainly owing to stronger performance in Germany – having reached near breakeven, versus SEK -40m in the comparison quarter. While sales came in lower than our expectations, we believe this is compensated by the healthy -8% y/y SG&A reduction, supporting a ~340bp y/y adj. EBIT margin expansion to 3.5%. While demand in Ferronordic's sales territories was robust in Q3, with growth of ~10-15%, we believe some potential headwinds to a more pronounced recovery will remain in the near term – in the US mainly relating to tariff-induced gross margin pressure, in Germany to continued slow truck traffic. In any case, we find Ferronordic well-suited to capitalise on a prospective market recovery in 2026 – supporting a group adj. EBIT margin expansion to ~4% (1.8% in 2025E). The share is trading at ~12x 2026E adj. EV/EBIT, a 10% discount to peers. We derive a higher multiples-based fair value range of SEK 40-67 (24-49), due to an outsized revision impact from the current leverage (ND/EBITDA of 3.9x), corresponding to 2026E adj. EV/EBIT of 12-14x.

Q3 2025 performance

Ferronordic delivered a better-than-feared set of Q3 numbers, with sales of SEK 1,060m (-7% y/y), alongside adj. EBIT of SEK 37m, which was clearly above our expectation of SEK 23m and SEK 2m in Q3 2024. This implies a margin of ~3.5%, up ~3.4pp y/y and ~4pp q/q. By segment, the US delivered sales of SEK 677m, ~3% y/y (~-9% y/y in Q2 2025), and adj. EBIT of SEK 43m, implying a margin of 6.4%, -120bp y/y. In Germany, sales reached SEK 358m, ~-4% y/y (~-10% y/y in Q2 2025), and adj. EBIT of SEK -1m, implying a margin of -0.3%, up ~11pp y/y.

Current market dynamics in Europe and the US

In recent months, truck traffic in Germany has been slow, with traffic up by 1% y/y in July, and then declining by 1% y/y in both August and September, adjusted for seasonality (it grew by 3% y/y on average in June 2024-May 2025). Following Traton's Q3 report, however, Traton stated that it sees potential for a market recovery in Europe in 2026, supported by infrastructure projects. Based on commentary by Ferronordic, we see that it shares an optimistic outlook on the European market, not least supported by postponed fleet replacements (an average European fleet age of ~14 years, compared to the 2013-19 average of 12-13 years, according to ACEA), driving pent-up demand. In the US, by contrast, the company expects recent supportive activity in the infrastructure sector to persist.

Valuation

Ferronordic is trading at ~12x 2026E adj. EV/EBIT, a 10% discount to peers.

SUMMARY TABLE - KEY FIGURES

SEKm	2021	2022	2023	2024	2025E	2026E	2027E
Total revenue	6,211	5,621	2,863	4,720	4,571	4,673	4,851
EBITDA (adj.)	576	455	24.6	383	441	475	511
EBIT (adj.)	510	372	-80.0	20.5	83.3	195	216
EBIT (adj.) margin	8.21%	6.62%	-2.79%	0.43%	1.82%	4.17%	4.46%
EPS (adj. SEK)	25.2	17.4	-5.04	-6.19	-14.4	4.51	6.16
EPS (adj.) growth	64.3%	-31.1%	-129%	-22.8%	-133%	131%	36.7%
DPS (ord. SEK)	0.00	7.50	0.10	0.10	-2.89	1.13	1.85
EV/Sales	0.82	0.03	0.83	0.61	0.56	0.51	0.46
EV/EBIT (adj.)	9.99	0.42	n.m.	140	30.5	12.3	10.4
P/E (adj.)	13.4	4.41	n.m.	n.m.	n.m.	10.1	7.42
P/BV	4.45	0.60	0.63	0.57	0.52	0.48	0.45
Dividend yield (ord.)	0.00%	9.78%	0.14%	0.17%	-6.31%	2.46%	4.04%
FCF yield before A&D, lease-adj.	4.90%	-10.7%	-14.5%	-1.75%	19.7%	16.6%	22.8%
Net debt	199	-957	1,349	2,003	1,874	1,722	1,587
Net debt/EBITDA	0.36	-1.23	n.m.	5.24	4.25	3.62	3.10
ROIC	36.4%	25.1%	-2.96%	0.45%	1.79%	4.42%	4.99%

Source: Company data and Nordea estimates

Q3 2025 deviation

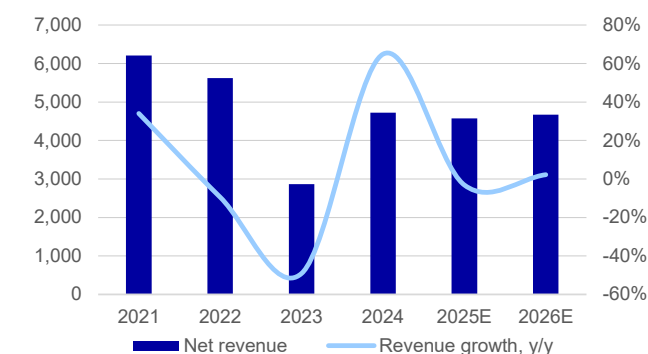
Ferronordic delivered a stronger-than-expected report, with adj. EBIT of SEK 37m coming in well above our expectation of SEK 23m, and a clear sequential improvement from SEK -5m in Q2 2025. This implies an adj. EBIT margin of 3.5%, up ~4pp q/q and ~3.5pp y/y. The US delivered an 8% beat versus our expectations on sales, while Germany and Kazakhstan missed. On adj. EBIT, however, the US was in line with our expectations, while Germany delivered SEK -1m, also a clear sequential improvement from the SEK -13m in Q2 2025 and SEK -40m in Q3 2024.

DEVIATION TABLE (SEKm; EPS IN SEK)

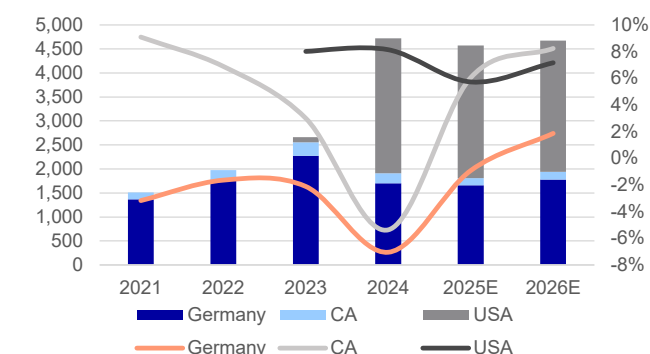
SEKm	Q3 2025	Q3 25E	vs. actual		Q2 25	q/q	Q3 24	y/y
Sales	1,060	1,087	-27	-2%	1,088	-3%	1,141	-7%
Adj. EBIT	37	23	14	63%	(5)	-840%	2	2367%
Adj. EBIT margin	3.5%	2.1%	-	1.4pp	-0.5%	4.0pp	0.1%	3.4pp
EPS (SEK)	(0.87)	(0.56)	-0.31	55%	(3.51)	-75%	(6.06)	-86%
Revenue	1,060	1,087	(27)	-2%	1,088	-3%	1,141	-7%
Cost of sales	(857)	(912)	55	-6%	(911)	-6%	(937)	-9%
Gross profit	203	175	28	16%	177	15%	204	0%
Sales expenses	(61)	(73)	12	-16%	(64)	-5%	(58)	5%
G&A expenses	(105)	(79)	(26)	32%	(117)	-10%	(129)	-19%
Other income	3	-	3	-	1	-	(8)	-
Other expenses	(2)	-	(2)	-	(2)	-	(8)	-
EBIT	37	23	14	63%	(5)	-840%	2	2367%
Non recurring items (NRI)		0	0		0	-	0	-
Sales per segment								
USA	677	629	48	8%	695	-3%	686	-1%
Germany	358	407	(49)	-12%	366	-2%	372	-4%
CIS	25	51	(26)	-51%	26	-4%	82	-70%
Adjusted EBIT								
USA	43	42.4	1	1%	26	63%	53	-19%
Germany	(1)	(8.1)	7	-88%	(13)	-92%	(40)	-98%
CIS	7	1.0	6	621%	-1	-837%	3	133%

Source: Company data and Nordea estimates

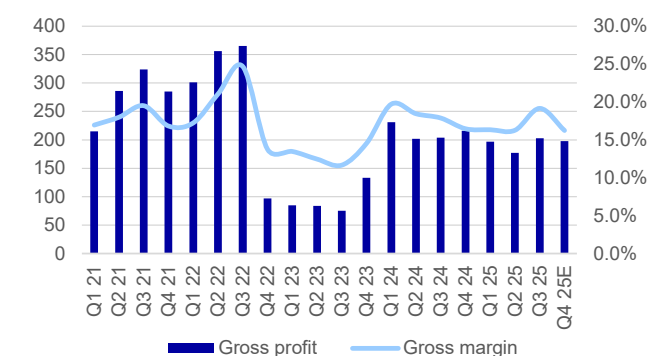
Key charts

SALES (SEKm) AND SALES GROWTH (%), 2021-26E


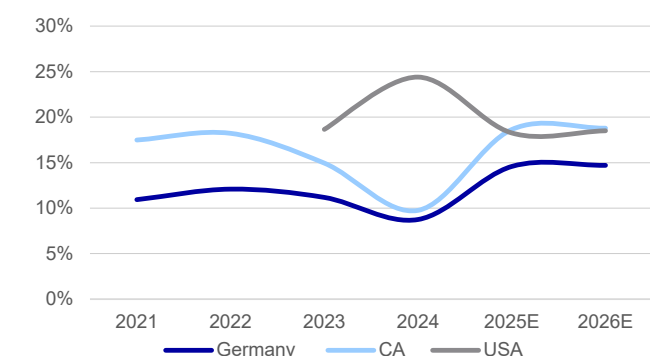
Source: Company data and Nordea estimates

SALES (SEKm) AND ADJUSTED EBIT MARGIN (%) BY MARKET, 2021-26E


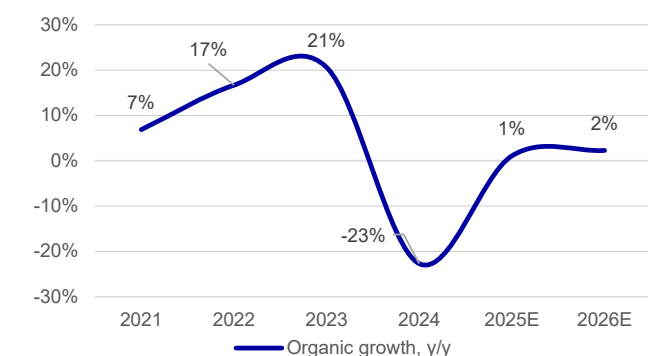
Source: Company data and Nordea estimates

QUARTERLY GROSS PROFIT (SEKm) AND MARGIN (%), Q1 2021-Q4 2025E


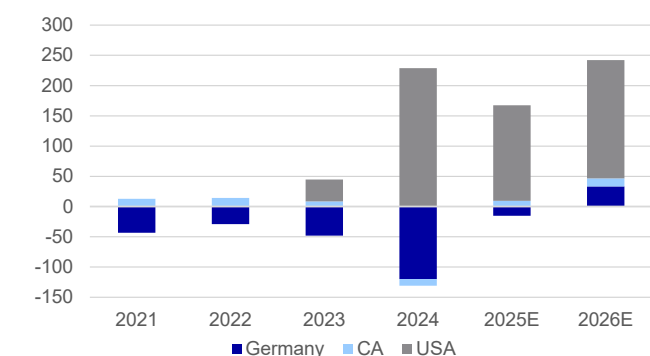
Source: Company data and Nordea estimates

GROSS MARGIN BY MARKET (SEKm), 2021-26E


Source: Company data and Nordea estimates

GROUP ORGANIC SALES GROWTH (%), 2021-26E


Source: Company data and Nordea estimates

ADJUSTED EBIT BY MARKET (SEKm), 2021-26E


Source: Company data and Nordea estimates

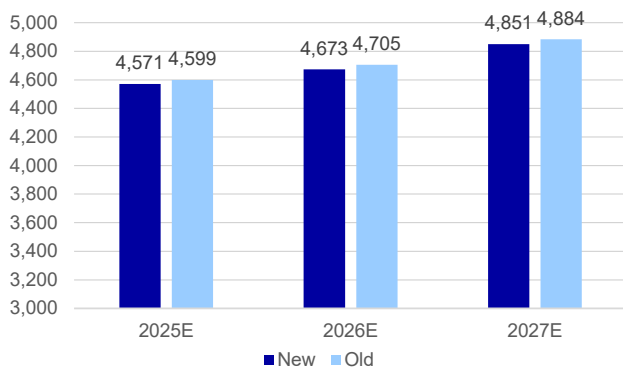
Estimate revisions

FERRONORDIC: ESTIMATE REVISIONS

	New estimates			Old estimates			Δ		
	2025E	2026E	2027E	2025E	2026E	2027E	2025E	2026E	2027E
SEKm									
Sales breakdown									
Equipment Sales	2,450	2,475	2,527	2,540	2,569	2,623	-4%	-4%	-4%
Aftermarket Sales	1,763	1,842	1,964	1,748	1,826	1,948	1%	1%	1%
Contracting Services & other	358	356	359	312	311	314	15%	15%	15%
Group	4,571	4,673	4,851	4,599	4,705	4,884	-1%	-1%	-1%
Gross profit	775	797	841	744	789	833	4%	1%	1%
Adj. EBITDA	441	475	511	389	461	496	13%	3%	3%
Adj. EBIT	83	195	216	70	183	204	19%	7%	6%
Margins									
Gross margin	16.9%	17.1%	17.3%	16.2%	16.8%	17.1%	0.8 pp	0.3 pp	0.3 pp
EBITDA margin	9.6%	10.2%	10.5%	8.5%	9.8%	10.2%	1.2 pp	0.4 pp	0.4 pp
EBIT margin	1.8%	4.2%	4.5%	1.5%	3.9%	4.2%	0.3 pp	0.3 pp	0.3 pp
Per business area	2025E	2026E	2027E	2025E	2026E	2027E	2025E	2026E	2027E
USA									
Sales	2,761	2,733	2,830	2,713	2,683	2,778	2%	2%	2%
Gross profit	504	506	533	481	496	524	5%	2%	2%
EBITDA	426	414	440	392	407	433	9%	2%	2%
EBIT	158	196	214	164	193	211	-3%	2%	2%
Adjusted EBIT	158	196	214	164	193	211	-3%	2%	2%
Gross margin	18.3%	18.5%	18.9%	17.7%	18.5%	18.9%	0.5 pp	0.0 pp	0.0 pp
EBIT margin	5.7%	7.2%	7.6%	6.0%	7.2%	7.6%	-0.3 pp	0.0 pp	0.0 pp
Germany									
Sales	1,657	1,780	1,855	1,708	1,834	1,911	-3%	-3%	-3%
Gross profit	242	262	276	235	264	279	3%	-1%	-1%
EBITDA	71	92	100	60	90	98	18%	3%	2%
EBIT	-15	33	36	-28	29	31	-45%	14%	14%
Adjusted EBIT	-15	33	36	-28	29	31	-45%	14%	14%
Gross margin	14.6%	14.7%	14.9%	13.8%	14.4%	14.6%	0.8 pp	0.3 pp	0.3 pp
EBIT margin	-0.9%	1.9%	1.9%	-1.6%	1.6%	1.6%	0.7 pp	0.3 pp	0.3 pp
CA									
Sales	153	160	166	179	187	195	-15%	-15%	-15%
Gross profit	28	30	31	27	29	30	5%	5%	5%
EBITDA	12	16	18	6	13	14	109%	29%	27%
EBIT	9	13	14	3	10	11	188%	33%	29%
Adjusted EBIT	9	13	14	3	10	11	188%	33%	29%
Gross margin	18.6%	18.8%	18.9%	15.2%	15.3%	15.5%	3.5 pp	3.5 pp	3.5 pp
EBIT margin	6.0%	8.2%	8.7%	1.8%	5.3%	5.7%	4.3 pp	2.9 pp	2.9 pp

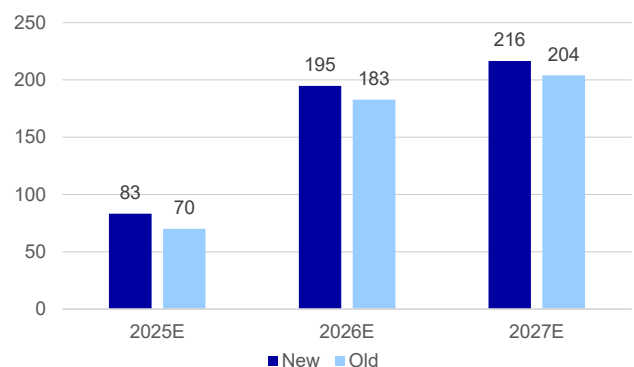
Source: Nordea estimates

SALES (SEKm): NEW VS. OLD ESTIMATES



Source: Nordea estimates

ADJUSTED EBIT (SEKm): NEW VS. OLD ESTIMATES



Source: Nordea estimates

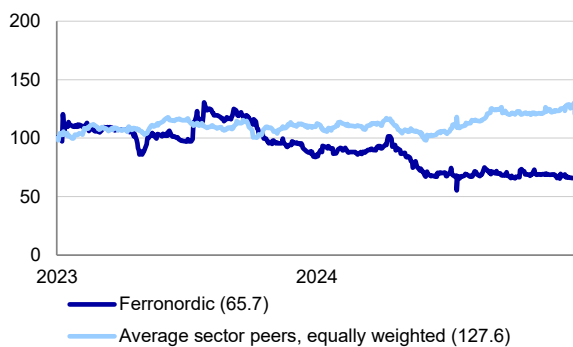
Valuation

FERRONORDIC: PEER VALUATION TABLE

	MCAP	P/E (adj.)			EV/EBIT (adj.)			FCF Yield (adj.)			EV/EBITDA (adj.)			EV/Sales		
	SEKm	2024	2025E	2026E	2024	2025E	2026E	2024	2025E	2026E	2024	2025E	2026E	2024	2025E	2026E
Alta Equipment Group Inc	1,536				40.4x	39.3x	90.9x	-	-	30.3%	7.3x	7.0x	6.8x	0.7x	0.7x	0.6x
Barloworld Ltd	12,577	11.4x	13.3x	12.7x	6.9x	8.5x	8.0x				6.1x	5.8x	5.4x	0.7x	0.7x	0.7x
Finning International Inc	68,899	18.6x	18.5x	16.9x	13.3x	14.1x	13.4x	6.3%	4.4%	4.7%	9.9x	9.6x	9.0x	1.2x	1.2x	1.1x
Meko AB	4,179	5.9x	11.0x	6.5x	10.8x	12.9x	9.9x				6.0x	4.9x	4.5x	0.6x	0.6x	0.6x
Toromont Industries Ltd	90,400	24.0x	27.0x	24.0x	17.6x	19.3x	17.3x	1.7%	3.0%	3.4%	13.6x	12.6x	11.4x	2.5x	2.4x	2.3x
Average	35,518	14.9x	17.4x	15.0x	17.8x	18.8x	27.9x	4.0%	3.7%	12.8%	8.6x	8.0x	7.4x	1.1x	1.1x	1.1x
Median	12,577	15.0x	15.9x	14.8x	13.3x	14.1x	13.4x	4.0%	3.7%	4.7%	7.3x	7.0x	6.8x	0.7x	0.7x	0.7x
Ferronordic*	634	nm	nm	10.1x	140x	30.5x	12.3x	8.5%	19.7%	16.6%	7.5x	5.8x	5.0x	0.6x	0.6x	0.5x
Premium (+) discount (-) to median		-	-	-31%	-	115%	-9%	5pp	16pp	12pp	2%	-18%	-26%	-16%	-18%	-26%

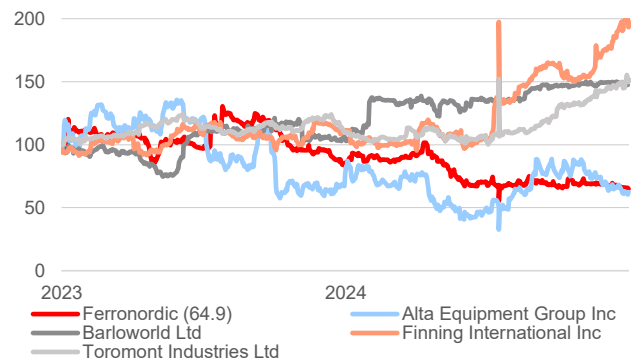
Source: LSEG Data & Analytics, company data and Nordea estimates

INDEXED SHARE PRICE PERFORMANCE VS. AVERAGE PEERS (T0=100)



Source: LSEG Data & Analytics and Nordea

INDEXED SHARE PRICE PERFORMANCE VS. PEERS (T0=100)



Source: LSEG Data & Analytics and Nordea

Detailed estimates

DETAILED ESTIMATES BY QUARTER

(SEKm)	Q4 22	Q1 23	Q2 23	Q3 23	Q4 23	Q1 24	Q2 24	Q3 24	Q4 24	Q1 25	Q2 25	Q3 25	Q4 25E
Revenue	705	631	674	643	915	1,172	1,095	1,141	1,312	1,206	1,088	1,060	1,217
Cost of sales	-608	-546	-590	-568	-782	-941	-893	-937	-1,096	-1,009	-911	-857	-1,020
Gross profit	97	85	84	75	133	231	202	204	216	197	177	203	198
Sales expenses	-52	-42	-48	-49	-50	-65	-59	-58	-57	-63	-64	-61	-72
G&A expenses	-62	-57	-57	-59	-147	-154	-157	-129	-147	-132	-117	-105	-88
Other income	8	0	10	9	5	12	15	-8	-12	13	1	3	0
Other expenses	-4	0	0	-4	-3	-3	-5	-8	2	-1	-2	-2	0
EBIT	-13	-14	-10	-28	-62	21	-4	2	2	13	-5	37	38
Finance income	2	5	10	8	8	3	1	2	3	5	1	1	0
Finance costs	-5	-7	-8	-11	-23	-30	-41	-39	-37	-37	-31	-29	-33
Net FX gains/(losses)	103	23	88	-84	-49	95	-35	-49	66	-129	-15	-22	0
EBT	87	8	80	-115	-126	89	-79	-84	34	-148	-49	-14	5
Income tax	-37	-1	-16	26	37	-19	-2	-4	-25	-2	-2	1	-1
Net income	-21	7	64	-89	-89	70	-81	-88	9	-150	-51	-13	4
EPS (SEK)	-1.43	0.46	4.27	-6.06	-6.06	4.82	-5.57	-6.06	0.62	-10.32	-3.51	-0.87	0.27
Pre-tax adjustments	0	0	0	0	-34	0	0	0	0	0	0	0	0
After-tax adjustments	0	0	0	0	-27	0	0	0	0	0	0	0	0
Adj. EBIT	-13	-14	-10	-28	-28	21	-4	2	2	13	-5	37	38
Adj. PTP	87	8	80	-115	-92	89	-79	-84	34	-148	-49	-14	5
Adj. Net income	-21	7	64	-89	-62	70	-81	-88	9	-150	-51	-13	4
Adj. EPS (SEK)	-1.43	0.46	4.27	-6.06	-4.24	4.82	-5.57	-6.06	0.62	-10.32	-3.51	-0.87	0.27

Source: Company data and Nordea estimates

DETAILED ESTIMATES BY QUARTER AND DIVISION

(SEKm)	Q4 22	Q1 23	Q2 23	Q3 23	Q4 23	Q1 24	Q2 24	Q3 24	Q4 24	Q1 25	Q2 25	Q3 25	Q4 25E
USA*													
Sales	-	721	727	691	308	699	707	686	720	762	695	677	627
Gross profit	-	126	127	121	82	169	156	182	179	135	121	139	110
EBITDA	-	83	84	79	39	108	131	131	130	95	104	136	91
EBIT	-	51	51	58	25	60	51	53	65	48	26	43	41
Adjusted EBIT	-	51	51	58	36	60	51	53	65	48	26	43	41
Germany													
Sales	615	548	595	575	555	440	332	372	559	402	366	358	531
Gross profit	82	68	73	66	47	57	38	14	40	56	50	56	80
EBITDA	17	24	22	7	-35	4	0	-18	-18	13	9	20	29
EBIT	-2	5	2	-16	-62	-12	-27	-40	-41	-9	-13	-1	8
Adjusted EBIT	-2	5	2	-16	-39	-12	-27	-40	-41	-9	-13	-1	8
CA													
Sales	89	83	80	69	53	34	56	82	33	42	26	25	60
Gross profit	15	17	11	9	5	6	8	9	-3	6	6	8	8
EBITDA	6	8	8	1	-5	-2	0	3	-9	2	0	8	2
EBIT	5	7	7	0	-6	-3	-1	3	-10	1	-1	7	2
Adjusted EBIT	5	7	7	0	-6	-3	-1	3	-10	1	-1	7	2

Source: Company data and Nordea estimates

*US: Q1-Q3 2023 shows Rudd Equipment results prior to acquisition; Q4 2023 shows sales only from 30 November in Q4 2023 (i.e. once consolidated)

DETAILED ESTIMATES BY QUARTER (CONTINUED)

Margins	Q4 22	Q1 23	Q2 23	Q3 23	Q4 23	Q1 24	Q2 24	Q3 24	Q4 24	Q1 25	Q2 25	Q3 25	Q4 25E
Group													
Gross margin	13.8%	13.5%	12.5%	11.7%	14.5%	19.7%	18.4%	17.9%	16.5%	16.3%	16.3%	19.2%	16.2%
EBITDA margin	1.0%	1.0%	1.5%	-0.8%	-2.2%	7.3%	9.5%	8.9%	6.9%	6.9%	8.8%	14.3%	9.0%
EBIT margin	-1.8%	-2.2%	-1.5%	-4.4%	-6.8%	1.8%	-0.4%	0.1%	0.2%	1.1%	-0.5%	3.5%	3.1%
Adjusted EBIT margin	-1.8%	-2.2%	-1.5%	-4.4%	-3.1%	1.8%	-0.4%	0.1%	0.2%	1.1%	-0.5%	3.5%	3.1%
USA*													
Gross margin	-	17.5%	17.5%	17.5%	26.7%	24.2%	22.1%	26.5%	24.9%	17.7%	17.3%	20.5%	17.5%
EBITDA margin	-	11.5%	11.5%	11.5%	12.7%	15.5%	18.5%	19.1%	18.1%	12.5%	15.0%	20.1%	14.5%
EBIT margin	-	7.0%	7.0%	8.5%	8.1%	8.6%	7.2%	7.7%	9.0%	6.3%	3.8%	6.4%	6.5%
Adjusted EBIT margin	-	7.0%	7.0%	8.5%	11.7%	8.6%	7.2%	7.7%	9.0%	6.3%	3.8%	6.4%	6.5%
Germany													
Gross margin	13.3%	12.4%	12.3%	11.5%	8.5%	13.0%	11.4%	3.8%	7.2%	13.9%	13.6%	15.6%	15.0%
EBITDA margin	2.8%	4.4%	3.7%	1.2%	-6.3%	0.9%	0.0%	-4.8%	-3.2%	3.2%	2.5%	5.6%	5.5%
EBIT margin	-0.3%	0.9%	0.3%	-2.8%	-11.2%	-2.7%	-8.1%	-10.8%	-7.3%	-2.3%	-3.5%	-0.3%	1.5%
Adjusted EBIT margin	-0.3%	0.9%	0.3%	-2.8%	-7.0%	-2.7%	-8.1%	-11%	-7.3%	-2.3%	-3.5%	-0.3%	1.5%
CA													
Gross margin	16.9%	20.4%	14.4%	13.7%	8.9%	17.6%	14.3%	11.0%	-9.1%	13.9%	24.0%	32.0%	14.0%
EBITDA margin	6.7%	9.6%	10.0%	1.5%	-9.4%	-5.9%	0.0%	3.7%	-27%	4.8%	0.0%	32.0%	4.0%
EBIT margin	5.6%	8.4%	8.6%	0.4%	-11%	-8.8%	-1.8%	3.7%	-30%	3.5%	-3.7%	28.0%	2.9%
Adjusted EBIT margin	5.6%	8.4%	8.6%	0.4%	-11%	-8.8%	-1.8%	3.7%	-30%	3.5%	-3.7%	28.0%	2.9%

Source: Company data and Nordea estimates

Note: Certain historical margin assumptions made by Nordea; USD/SEK translated by Nordea

*US: Q1-Q3 2023 shows Rudd Equipment results prior to acquisition; Q4 2023 shows sales only from 30 November in Q4 2023 (i.e. once consolidated)

DETAILED ESTIMATES BY YEAR

(SEKm)	2018	2019	2020	2021	2022	2023	2024	2025E	2026E
Revenue	3,241	3,747	4,635	6,211	5,621	2,863	4,720	4,571	4,673
Cost of sales	-2,627	-2,972	-3,837	-5,102	-4,502	-2,486	-3,867	-3,797	-3,875
Gross profit	614	775	797	1,110	1,119	377	853	775	797
Sales expenses	-138	-162	-219	-256	-288	-189	-239	-260	-136
G&A expenses	-190	-238	-264	-357	-364	-320	-587	-442	-447
Other income	4	8	24	13	356	24	7	17	-7
Other expenses	-17	-26	-11	-27	-130	-7	-14	-5	-12
EBIT	274	358	328	483	693	-114	21	83	195
Finance income	7	6	12	23	19	31	9	7	4
Finance costs	-9	-58	-59	-49	-68	-49	-147	-130	-116
Net FX gains/(losses)	-5	12	-5	-5	21	-22	78	-166	0
EBT	267	318	276	451	666	-153	-40	-205	82
Income tax	-58	-68	-54	-112	-156	46	-50	-4	-17
Net income	209	251	222	339	439	-107	-90	-210	65
EPS (SEK)	14.25	17.26	15.25	23.33	30.22	-7.38	-6.19	-14.43	4.51
Pre-tax adjustments	0	-7	-2	-27	321	-34	0	0	0
After-tax adjustments	0	-6	-1	-22	257	-27	0	0	0
Adj. EBIT	274	365	330	510	372	-80	21	83	195
Adj. PTP	267	325	277	478	345	-119	-40	-205	82
Adj. Net income	209	256	223	361	182	-81	-90	-210	65
Adj. EPS (SEK)	14.25	17.64	15.34	24.81	12.54	-5.54	-6.19	-14.43	4.51

Source: Company data and Nordea estimates

DETAILED ESTIMATES BY YEAR AND DIVISION

(SEKm)	2018	2019	2020	2021	2022	2023	2024	2025E	2026E
US*									
Sales	-	-	-	-	-	2446	2812	2761	2733
Gross profit	-	-	-	-	-	456	686	504	506
EBITDA	-	-	-	-	-	285	500	426	414
EBIT	-	-	-	-	-	25	229	158	196
Adjusted EBIT	-	-	-	-	-	36	229	158	196
Germany									
Sales	-	-	983	1,367	1,770	2,272	1,703	1,657	1,780
Gross profit	-	-	84	149	214	254	149	242	262
EBITDA	-	-	-29	-6	52	18	-32	71	92
EBIT	-	-	-66	-71	-29	-71	-120	-15	33
Adjusted EBIT	-	-	-57	-43	-29	-48	-120	-15	33
CA**									
Sales	3,241	3,747	3,652	143	203	285	205	153	160
Gross profit	614	773	714	25	37	43	20	28	30
EBITDA	322	494	533	0	10	12	-8	12	16
EBIT	274	358	394	13	14	9	-11	9	13
Adjusted EBIT	274	358	383	13	14	9	-11	9	13

Source: Company data and Nordea estimates

*Including Russian operations in CA 2018-20

**Certain historical margin and FX assumptions (related to US acquisition) made by Nordea

DETAILED ESTIMATES BY YEAR (CONTINUED)

Margins	2018	2019	2020	2021	2022	2023	2024	2025E	2026E
Group									
Gross margin	19.0%	20.7%	17.2%	17.9%	19.9%	13.2%	18.1%	16.9%	17.1%
EBITDA margin	9.9%	13.2%	10.9%	8.8%	13.8%	-0.3%	8.1%	9.6%	10.2%
EBIT margin	8.4%	9.5%	7.1%	7.8%	12.3%	-4.0%	0.4%	1.8%	4.2%
Adjusted EBIT margin	8.4%	9.7%	7.1%	8.2%	6.6%	-2.8%	0.4%	1.8%	4.2%
US*									
Gross margin	-	-	-	-	-	18.7%	24.4%	18.3%	18.5%
EBITDA margin	-	-	-	-	-	11.6%	17.8%	15.4%	15.2%
EBIT margin	-	-	-	-	-	1.0%	8.1%	5.7%	7.2%
Adjusted EBIT margin	-	-	-	-	-	1.5%	8.1%	5.7%	7.2%
Germany									
Gross margin	-	-	8.5%	10.9%	12.1%	11.2%	8.7%	14.6%	14.7%
EBITDA margin	-	-	-2.9%	-0.5%	2.9%	0.8%	-1.9%	4.3%	5.2%
EBIT margin	-	-	-6.7%	-5.2%	-1.6%	-3.1%	-7.0%	-0.9%	1.9%
Adjusted EBIT margin	-	-	-5.8%	-3.2%	-1.6%	-2.1%	-7.0%	-0.9%	1.9%
CA**									
Gross margin	19.0%	20.6%	19.5%	17.5%	18.2%	14.9%	9.8%	18.6%	18.8%
EBITDA margin	9.9%	13.2%	14.6%	0.0%	4.9%	4.2%	-3.9%	8.1%	10.3%
EBIT margin	8.4%	9.5%	10.8%	9.1%	6.9%	3.0%	-5.4%	6.0%	8.2%
Adjusted EBIT margin	8.4%	9.5%	10.5%	9.1%	6.9%	3.0%	-5.4%	6.0%	8.2%

Source: Company data and Nordea estimates

*Including Russian operations in CA 2018-20

**Certain historical margin and FX assumptions (related to US acquisition) made by Nordea

Reported numbers and forecasts

INCOME STATEMENT

SEKm	2017	2018	2019	2020	2021	2022	2023	2024	2025E	2026E	2027E
Total revenue	2,567	3,241	3,747	4,635	6,211	5,621	2,863	4,720	4,571	4,673	4,851
- growth	54.8%	26.3%	15.6%	23.7%	34.0%	-9.51%	-49.1%	64.9%	-3.15%	2.22%	3.81%
of which organic	36.2%	32.2%	11.4%	16.2%	6.87%	16.7%	20.6%	-22.7%	1.08%	2.27%	3.73%
of which FX	0.19	-0.06	0.04	-0.16	-0.01	0.05	0.07	0.00	-0.05	0.00	0.00
EBITDA (rep.)	214	322	494	504	548	776	-9.35	383	441	475	511
Depreciation and impairments PPE	-26.5	-47.9	-136	-176	-65.8	-83.4	-105	-362	-357	-281	-295
of which leased assets	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
EBITA	187	274	358	328	483	693	-114	20.5	83.3	195	216
Amortisation and impairments	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
EBIT	187	274	358	328	483	693	-114	20.5	83.3	195	216
of which associates	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Associates excluded from EBIT	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Net financials	5.70	-6.51	-39.2	-52.7	-31.0	-27.3	-39.1	-60.5	-289	-112	-104
of which lease interest	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Changes in value, net	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
PTP	193	267	318	276	452	666	-153	-40.0	-205	82.4	113
Reported taxes	-41.7	-58.1	-67.5	-53.9	-112	-156	45.8	-50.0	-4.21	-16.9	-23.1
Net profit from continued operations	151	209	251	222	339	510	-107	-90.0	-210	65.5	89.5
Discontinued operations	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Minority interests	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Net profit to equity	86.5	207	251	222	339	510	-107	-90.0	-210	65.5	89.5
EPS (rep. SEK)	8.06	14.3	17.3	15.3	23.3	35.1	-7.38	-6.19	-14.4	4.51	6.16
DPS - total	1.73	7.50	4.25	7.50	0.00	7.50	0.10	0.10	-2.89	1.13	1.85
of which ordinary	1.73	3.75	4.25	7.50	0.00	7.50	0.10	0.10	-2.89	1.13	1.85
of which extraordinary	0.00	3.75	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Profit margin in %											
EBITDA	8.33%	9.92%	13.2%	10.9%	8.83%	13.8%	-0.33%	8.10%	9.64%	10.2%	10.5%
EBITA	7.30%	8.44%	9.54%	7.08%	7.77%	12.3%	-3.98%	0.43%	1.82%	4.17%	4.46%
EBIT	7.30%	8.44%	9.54%	7.08%	7.77%	12.3%	-3.98%	0.43%	1.82%	4.17%	4.46%
Adjusted earnings											
EBITDA (adj.)	214	322	501	503	576	455	24.6	383	441	475	511
EBITA (adj.)	187	274	365	330	510	372	-80.0	20.5	83.3	195	216
EBIT (adj.)	187	274	365	330	510	372	-80.0	20.5	83.3	195	216
EPS (adj. SEK)	8.06	14.3	17.7	15.4	25.2	17.4	-5.04	-6.19	-14.4	4.51	6.16
Adjusted profit margins in %											
EBITDA (adj.) margin	8.33%	9.92%	13.4%	10.9%	9.27%	8.10%	0.86%	8.10%	9.64%	10.2%	10.5%
EBITA (adj.) margin	7.30%	8.44%	9.73%	7.11%	8.21%	6.62%	-2.79%	0.43%	1.82%	4.17%	4.46%
EBIT (adj.) margin	7.30%	8.44%	9.73%	7.11%	8.21%	6.62%	-2.79%	0.43%	1.82%	4.17%	4.46%
Performance metrics											
CAGR last five years											
Net revenue (five-year CAGR)	1.38%	5.49%	9.93%	25.8%	30.2%	17.0%	-2.45%	4.72%	-0.27%	-5.53%	-2.90%
EBITDA (five-year CAGR)	13.0%	16.0%	23.5%	31.1%	29.1%	29.4%	n.m.	-4.98%	-2.67%	-2.82%	-8.02%
EBIT (five-year CAGR)	48.0%	39.6%	39.0%	40.0%	35.9%	29.9%	n.m.	-43.5%	-24.0%	-16.6%	-20.8%
EPS (five-year CAGR)	n.m.	n.m.	n.m.	n.m.	50.4%	34.2%	n.m.	n.m.	n.m.	-28.0%	-29.4%
DPS (five-year CAGR)	n.m.	n.m.	n.m.	n.m.	n.m.	34.1%	-51.6%	-52.8%	n.m.	n.m.	-24.4%
Average last five years											
Average EBIT margin	4.50%	6.17%	7.76%	7.89%	7.99%	9.10%	7.57%	5.86%	4.86%	3.91%	1.85%
Average EBITDA margin	7.82%	8.79%	10.3%	10.6%	10.2%	11.3%	10.0%	9.16%	8.92%	9.20%	8.30%

Source: Company data and Nordea estimates

VALUATION RATIOS

SEKm	2017	2018	2019	2020	2021	2022	2023	2024	2025E	2026E	2027E
ADJUSTED EARNINGS											
P/E (adj.)	18.7	8.93	9.19	10.2	13.4	4.41	n.m.	n.m.	n.m.	10.1	7.42
EV/EBITDA (adj.)	6.10	4.81	6.11	4.51	8.85	0.35	96.3	7.48	5.76	5.02	4.40
EV/EBITA (adj.)	6.96	5.65	8.39	6.88	9.99	0.42	n.m.	140	30.5	12.3	10.4
EV/EBIT (adj.)	6.96	5.65	8.39	6.88	9.99	0.42	n.m.	140	30.5	12.3	10.4
REPORTED EARNINGS											
P/E	18.7	8.93	9.44	10.3	14.4	2.19	n.m.	n.m.	n.m.	10.1	7.42
EV/Sales	0.51	0.48	0.82	0.49	0.82	0.03	0.83	0.61	0.56	0.51	0.46
EV/EBITDA	6.10	4.81	6.19	4.49	9.29	0.20	n.m.	7.48	5.76	5.02	4.40
EV/EBITA	6.96	5.65	8.55	6.91	10.6	0.23	n.m.	140	30.5	12.3	10.4
EV/EBIT	6.96	5.65	8.55	6.91	10.6	0.23	n.m.	140	30.5	12.3	10.4
Dividend yield (ord.)	1.15%	2.95%	2.61%	4.76%	0.00%	9.78%	0.14%	0.17%	-6.31%	2.46%	4.04%
FCF yield	8.93%	6.83%	-21.5%	28.2%	1.94%	65.9%	-121%	8.51%	19.7%	16.6%	22.8%
FCF yield before A&D, lease-adj.	8.75%	6.65%	-21.6%	28.1%	4.90%	-10.7%	-14.5%	-1.75%	19.7%	16.6%	22.8%
Payout ratio	21.5%	52.6%	24.0%	48.8%	0.00%	43.1%	n.m.	n.m.	20.0%	25.0%	30.0%

Source: Company data and Nordea estimates

BALANCE SHEET

SEKm	2017	2018	2019	2020	2021	2022	2023	2024	2025E	2026E	2027E
Intangible assets	5.51	6.13	11.7	8.21	81.0	85.0	244	273	285	285	285
of which R&D	0.00	0.00	0.00	0.00	0.00	0.00	0.00	25.2	37.0	37.0	37.0
of which other intangibles	5.51	6.13	11.7	8.21	81.0	85.0	244	248	248	248	248
of which goodwill	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Tangible assets	136	263	700	507	1,006	560	1,828	2,317	2,188	2,141	2,041
of which leased assets	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Shares associates	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Interest-bearing assets	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Deferred tax assets	41.9	40.6	51.3	64.6	105	78.2	127	132	139	146	153
Other non-IB non-current assets	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Other non-current assets	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total non-current assets	184	310	763	579	1,192	724	2,199	2,722	2,612	2,572	2,478
Inventory	633	741	1,290	1,014	1,432	460	1,443	1,253	1,051	1,075	1,116
Accounts receivable	243	319	322	393	535	344	630	617	571	561	582
Short-term leased assets	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Other current assets	3.09	1.63	83.5	37.1	46.0	1.00	6.30	11.0	10.7	10.9	11.3
Cash and bank	352	357	519	604	768	1,688	426	363	492	644	779
Total current assets	1,231	1,418	2,214	2,048	2,781	2,493	2,506	2,244	2,126	2,291	2,488
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	1,414	1,727	2,978	2,628	3,973	3,217	4,705	4,966	4,737	4,862	4,967
Shareholders' equity	611	656	890	806	1,101	1,873	1,622	1,499	1,288	1,395	1,468
of which preferred stocks	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
of which equity part of hybrid debt	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Minority interest	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total Equity	611	656	890	806	1,101	1,873	1,622	1,499	1,288	1,395	1,468
Deferred tax	0.86	1.09	6.62	5.12	7.00	1.00	277	281	281	281	281
Long-term interest-bearing debt	21.6	27.9	377	422	588	437	730	1,050	1,220	1,220	1,220
Pension provisions	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Other long-term provisions	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Other long-term liabilities	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Non-current lease debt	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Convertible debt	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Shareholder debt	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Hybrid debt	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
Total non-current liabilities	22.9	31.3	391	428	617	460	1,020	1,338	1,508	1,508	1,508
Accounts payable	737	982	917	1,188	1,809	573	997	794	777	794	825
Current lease debt	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Other current liabilities	12.0	14.8	21.5	18.5	28.0	16.0	8.00	11.0	10.7	10.9	11.3
Short-term interest-bearing debt	18.8	25.9	735	161	379	295	1,046	1,316	1,146	1,146	1,146
Total current liabilities	780	1,040	1,696	1,393	2,255	884	2,062	2,129	1,942	1,959	1,990
Liabilities for assets held for sale	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total liabilities and equity	1,414	1,727	2,978	2,628	3,973	3,217	4,704	4,966	4,737	4,862	4,967
Balance sheet and debt metrics											
Net debt	-312	-303	689	-20.1	199	-957	1,349	2,003	1,874	1,722	1,587
of which lease debt	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
Working capital	130	64.1	756	238	176	216	1,075	1,076	846	841	873
Invested capital	314	374	1,519	818	1,368	940	3,274	3,798	3,458	3,413	3,351
Capital employed	651	710	2,003	1,390	2,068	2,604	3,397	3,865	3,654	3,761	3,834
ROE	16.4%	32.7%	32.4%	26.1%	35.6%	34.3%	-6.14%	-5.77%	-15.0%	4.88%	6.25%
ROIC	49.2%	62.1%	30.0%	22.0%	36.4%	25.1%	-2.96%	0.45%	1.79%	4.42%	4.99%
ROCE	0.36	0.41	0.27	0.20	0.31	0.17	-0.02	0.01	0.02	0.05	0.06
Net debt/EBITDA	-1.46	-0.94	1.40	-0.04	0.36	-1.23	n.m.	5.24	4.25	3.62	3.10
Interest coverage	30.7	31.6	6.26	5.75	10.4	10.5	-1.71	0.20	0.70	1.71	2.04
Equity ratio	43.2%	38.0%	29.9%	30.7%	27.7%	58.2%	34.5%	30.2%	27.2%	28.7%	29.6%
Net gearing	-51.0%	-46.2%	77.4%	-2.49%	18.1%	-51.1%	83.2%	134%	146%	123%	108%

Source: Company data and Nordea estimates

CASH FLOW STATEMENT

SEKm	2017	2018	2019	2020	2021	2022	2023	2024	2025E	2026E	2027E
EBITDA (adj.) for associates	214	322	494	504	548	776	-9.35	383	441	475	511
Paid taxes	0.00	0.00	-85.1	-71.4	-170	-127	-6.40	-19.0	-4.21	-16.9	-23.1
Net financials	-5.70	6.51	-57.6	-58.8	-55.0	-85.0	-58.0	-104	-289	-112	-104
Change in provisions	3.02	3.87	5.24	3.30	13.4	-38.0	11.0	-4.00	-0.25	0.17	0.30
Change in other long-term non-IB	0.40	3.25	-5.88	-19.9	-19.0	26.8	-57.2	-11.6	-6.60	-6.93	-7.28
Cash flow to/from associates	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Dividends paid to minorities	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Other adj. to reconcile to cash flow	-43.5	-68.1	16.6	19.0	164	392	77.2	-191	0.00	0.00	0.00
Funds from operations (FFO)	168	267	367	377	481	945	-42.8	53.0	141	339	377
Change in NWC	-19.8	-106	-698	316	-24.4	-730	16.0	-533	230	4.62	-32.0
Cash flow from operations (CFO)	148	161	-330	693	457	215	-26.8	-480	371	344	345
Capital expenditure	-6.82	-38.4	-181	-49.5	-217	-334	-122	465	-240	-234	-194
Free cash flow before A&D	141	123	-511	643	240	-119	-149	-15.0	131	110	151
Proceeds from sale of assets	2.90	3.27	2.12	2.73	8.10	854	0.00	88.0	0.00	0.00	0.00
Acquisitions	0.00	0.00	0.00	0.00	-153	0.00	-1,093	0.00	0.00	0.00	0.00
Free cash flow	144	126	-509	646	95.1	735	-1,242	73.0	131	110	151
Free cash flow bef. A&D, lease adj.	141	123	-511	643	240	-119	-149	-15.0	131	110	151
Dividends paid	-58.4	-29.7	-109	-61.8	-109	0.00	-109	0.00	-1.45	41.9	-16.4
Equity issues	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1.00	0.00	0.00	0.00
Net change in debt	-28.1	0.00	802	-402	253	233	105	-108	0.00	0.00	0.00
Other financing adjustments	-12.4	1.63	-3.23	-114	-80.7	-65.3	-17.0	-9.00	-0.16	0.00	0.00
Other non-cash adjustments	108	-93.7	-17.7	16.1	5.87	17.6	1.10	-20.3	0.00	0.00	0.00
Change in cash	153	4.35	163	84.1	164	920	-1,262	-63.3	129	152	135
Cash flow metrics											
Capex/D&A	25.8%	80.1%	n.m.	28.1%	n.m.	n.m.	n.m.	n.m.	67.3%	83.3%	65.8%
Capex/sales	0.27%	1.18%	4.83%	1.07%	3.49%	5.94%	4.26%	-9.85%	5.26%	5.00%	4.00%
Key information											
Share price, year-end (current)	151	127	163	157	337	76.7	70.4	59.0	45.7	45.7	45.7
Market cap	1,615	1,849	2,369	2,287	4,897	1,115	1,024	857	664	664	664
Enterprise value	1,303	1,546	3,058	2,267	5,096	158	2,373	2,860	2,538	2,386	2,251
Diluted no. of shares, year-end (m)	10.7	14.5	14.5	14.5	14.5	14.5	14.5	14.5	14.5	14.5	14.5

Source: Company data and Nordea estimates

Disclaimer and legal disclosures

Origin of the publication or report

This publication or report originates from: Nordea Bank Abp, including its branches Nordea Danmark, Filial af Nordea Bank Abp, Finland, Nordea Bank Abp, filial i Norge and Nordea Bank Abp, filial i Sverige (together "Nordea") acting through their units Nordea Markets and Equity Sales & Research.

Nordea Bank Abp is supervised by the European Central Bank and the Finnish Financial Supervisory Authority and the branches are supervised by the European Central Bank and the Finnish Financial Supervisory Authority and the Financial Supervisory Authorities in their respective countries.

Content of the publication or report

This publication or report has been prepared solely by Nordea Markets or Equity Sales & Research.

Opinions or suggestions from Nordea credit and equity research may deviate from one another or from recommendations or opinions presented by other departments in Nordea. This may typically be the result of differing time horizons, methodologies, contexts or other factors.

Investment opinions, ratings, recommendations and target prices are based on one or more methods of valuation, for instance cash flow analysis, use of multiples, behavioural technical analyses of underlying market movements in combination with considerations of the market situation and the time horizon. Key assumptions of forecasts, ratings, recommendations, target prices and projections in research cited or reproduced appear in the research material from the named sources. The date of publication appears from the research material cited or reproduced. Opinions and estimates may be updated in subsequent versions of the publication or report, provided that the relevant company/issuer is treated anew in such later versions of the publication or report.

Validity of the publication or report

All opinions and estimates in this publication or report are, regardless of source, given in good faith, and may only be valid as of the stated date of this publication or report and are subject to change without notice.

No individual investment or tax advice

The publication or report is intended only to provide general and preliminary information to investors and shall not be construed as the basis for any investment decision. This publication or report has been prepared by Nordea Markets or Equity Sales & Research as general information for private use of investors to whom the publication or report has been distributed, but it is not intended as a personal recommendation of particular financial instruments or strategies and thus it does not provide individually tailored investment advice, and does not take into account the individual investor's particular financial situation, existing holdings or liabilities, investment knowledge and experience, investment objective and horizon or risk profile and preferences. The investor must particularly ensure the suitability of an investment as regards his/her financial and fiscal situation and investment objectives. The investor bears the risk of losses in connection with an investment.

Before acting on any information in this publication or report, it is recommendable to consult one's financial advisor. The information contained in this publication or report does not constitute advice on the tax consequences of making any particular investment decision. Each investor shall make his/her own appraisal of the tax and other financial merits of his/her investment.

Sources

This publication or report may be based on or contain information, such as opinions, recommendations, estimates, price targets and valuations which emanate from: Nordea Markets' or Equity Sales & Research analysts or representatives, publicly available information, information from other units of Nordea, or other named sources. To the extent this publication or report is based on or contain information emanating from other sources ("Other Sources") than Nordea Markets or Equity Sales & Research ("External Information"), Nordea Markets or Equity Sales & Research has deemed the Other Sources to be reliable but neither Nordea, others associated or affiliated with Nordea nor any other person, do guarantee the accuracy, adequacy or completeness of the External Information.

The perception of opinions or recommendations such as Buy or Sell or similar expressions may vary and the definition is therefore shown in the research material or on the website of each named source.

Limitation of liability

Nordea or other associated and affiliated companies assume no liability as regards to any investment, divestment or retention decision taken by the investor on the basis of this publication or report. In no event will Nordea or other associated and affiliated companies be liable for direct, indirect or incidental, special or consequential damages resulting from the information in this publication or report.

Risk information

The risk of investing in certain financial instruments, including those mentioned in this document, is generally high, as their market value is exposed to a lot of different factors such as the operational and financial conditions of the relevant company, growth prospects, change in interest rates, the economic and political environment, foreign exchange rates, shifts in market sentiments etc. Where an investment or security is denominated in a different currency to the investor's currency of reference, changes in rates of exchange may have an adverse effect on the value, price or income of or from that investment to the investor. Past performance is not a guide to future performance. Estimates of future performance are based on assumptions that may not be realized. When investing in individual shares, the investor may lose all or part of the investments.

Conflicts of interest

Nordea, affiliates or staff in Nordea, may perform services for, solicit business from, hold long or short positions in, or otherwise be interested in the investments (including derivatives) of any company mentioned in the publication or report.

To limit possible conflicts of interest and counter the abuse of inside knowledge, the analysts of Nordea Markets and Equity Sales & Research are subject to internal rules on sound ethical conduct, the management of inside information, handling of unpublished research material, contact with other units of Nordea and personal account dealing. The internal rules have been prepared in accordance with applicable legislation and relevant industry standards. The object of the internal rules is for example to ensure that no analyst will abuse or cause others to abuse confidential information. It is the policy of Nordea that no link exists between revenues from capital markets activities and individual analyst remuneration. Nordea and the branches are members of national stockbrokers' associations in each of the countries in which Nordea has head offices. Internal rules have been developed in accordance with recommendations issued by the stockbrokers associations. This material has been prepared following the Nordea Conflict of Interest Policy, which may be viewed at www.nordea.com/mifid.

Please find a list of all recommendations disseminated by Nordea Equities during the preceding 12-month period here: <https://research.nordea.com/compliance>

Distribution restrictions

The securities referred to in this publication or report may not be eligible for sale in some jurisdictions. This research report is not intended for, and must not be distributed to private customers in the UK or the US or to customers in any other jurisdiction where restrictions may apply.

This research report has not been prepared for distribution outside the EU, the UK or the US. The content of this research report is not a product disclosure statement or other regulated document for the purposes of the Australian Corporations Act 2001 (CTH). The distribution of this research report in Australia has not been authorised by any regulatory authority in Australia, and Nordea Bank Abp is not licensed by the Australian Securities and Investment Commission to provide financial services in Australia.

This publication or report may be distributed in the UK to institutional investors by Nordea Bank Abp London Branch of 6th Floor, 5 Aldermanbury Square, London, EC2V 7AZ, which is under supervision of the European Central Bank, Finanssivalvonta (Financial Supervisory Authority) in Finland and subject to limited regulation by the Financial Conduct Authority and Prudential Regulation Authority in the UK. Details about the extent of our regulation by the Financial Conduct Authority and Prudential Regulation Authority are available upon request.

Nordea Bank Abp ("Nordea") research is not "globally branded" research. Nordea research reports are intended for distribution in the US solely to "major U.S. institutional investors," as defined in Rule 15a-6 under the Securities Exchange Act of 1934. Any transactions with US institutional investors in securities discussed within the research reports will be chaperoned by Nordea Securities LLC ("Nordea Securities"), an affiliate of Nordea and a SEC registered broker dealer and member of FINRA. Nordea Securities does not employ research analysts and has no contractual relationship with Nordea that is reasonably likely to inform the content of Nordea research reports. Nordea makes all research content determinations without any input from Nordea Securities.

The research analyst(s) named on this report are not registered/qualified as research analysts with FINRA. Such research analyst(s) are also not registered with Nordea Securities and therefore may not be subject to FINRA Rule 2241 or FINRA Rule 2242 restrictions on communications with a subject company, public appearances and trading securities held by a research analyst account.

This publication or report may not be mechanically duplicated, photocopied or otherwise reproduced, in full or in part, under applicable copyright laws.

Fair value and sensitivity

We calculate our fair values by weighting DCF, DDM, SOTP, asset-based and other standard valuation methods. Our fair values are sensitive to changes in valuation assumptions, of which growth, margins, tax rates, working capital ratios, investment-to-sales ratios and cost of capital are typically the most sensitive.

It should be noted that our fair values would change by a disproportionate factor if changes are made to any or all valuation assumptions, owing to the non-linear nature of the standard valuation models applied (mentioned above). As a consequence of the standard valuation models we apply, changes of 1-2 percentage points in any single valuation assumption can change the derived fair value by as much as 30% or more. All research is produced on an ad hoc basis and will be updated when the circumstances require it.

Marketing material

This research report should be considered marketing material, as it has been commissioned and paid for by the subject company, and has not been prepared in accordance with the regulations designed to promote the independence of investment research and it is not subject to any legal prohibition on dealing ahead of the dissemination of the report. However, Nordea Markets analysts are according to internal policies not allowed to hold shares in the companies/sectors that they cover.

Analyst Shareholding

Nordea analysts do not hold shares in the companies that they cover. No holdings or other affiliations by analysts or associates.

Previous rating changes in the past 12 months

Date	To	From
No rating changes		

Distribution of recommendations

Recommendation	% distribution
Buy	60.63%
Hold	36.24%
Sell	3.14%

As of 10 November 2025

Recommendation structure and fair value sensitivity (absolute ratings)

Buy:	Positive share price potential versus our fair value and we see a compelling investment case to buy the share.
Sell:	Negative share price potential versus our fair value and we see a compelling investment case to sell the share.
Hold:	Share in line with our fair value and/or no compelling investment case.

We calculate our fair values by weighting DCF, DDM, SOTP, asset-based and other standard valuation methods. When applicable, we set a 12-month target price by applying an appropriate premium/discount and/or other relevant adjustment to our fair value to reflect the share price potential we see within the coming 12 months. Our fair values are sensitive to changes in valuation assumptions, of which growth, margins, tax rates, working capital ratios, investment-to-sales ratios and cost of capital are typically the most sensitive.

It should be noted that our fair values would change by a disproportionate factor if changes are made to any or all valuation assumptions, owing to the non-linear nature of the standard valuation models applied (mentioned above). As a consequence of the standard valuation models we apply, changes of 1-2 percentage points in any single valuation assumption can change the derived fair value by as much as 30% or more. Dividend payouts are included in the target price. All research is produced on an ad hoc basis and will be updated when the circumstances require it.

Nordea ESG rating methodology

For a description of the methodology used in our proprietary ESG ratings, please refer to <https://research.nordea.com/esg-methodology.pdf>

Completion Date

14/11/2025 01:50 CET

Market-making obligations and other significant financial interest

Nordea has no market-making obligations in Ferronordic shares.

As of today, Nordea Abp holds no positions of 0.5% or more of shares issued by Ferronordic.

As of the publication of this report, the issuer does not hold a position exceeding 5% of the total shares issued in Nordea Abp.

Investment banking transactions and/or services

In view of Nordea's position in its markets, readers should assume that the bank may currently or may in the coming three months and beyond be providing or seeking to provide confidential investment banking and/or ancillary services to the company/companies.

Distribution of recommendations (transactions)*

Recommendation	% distribution
Buy	60.26%
Hold	38.46%
Sell	1.28%

As of 10 November 2025

* Companies under coverage with which Nordea has ongoing or completed public investment banking transactions.

Equity risk rating

Nordea risk rating: Ferronordic

5

As a measure of the company's operational risk we, apply a risk rating scale of 1-5 where 1 is the lowest risk and 5 is the highest. The risk rating is calculated using a weighted average of earnings/cash flow predictability, earnings quality and backwardlooking asset beta. For the most illiquid stocks, the risk rating is also adjusted for liquidity risk. The risk rating is then converted to asset beta and used to calculate the cost of capital. It is thus implicitly included in our fair value calculations.

Issuer Review

This report has not been reviewed by the Issuer prior to publication.

Nordea Bank Abp

Nordea IB & Equity Division, Equity Research

Visiting address:
Aleksis Kiven katu 7, Helsinki
FI-00020 Nordea
Finland

Tel: +358 9 1651
Fax: +358 9 165 59710

Reg.no. 2858394-9
Satamaradankatu 5
Helsinki

Nordea Bank Abp, filial i Sverige

Nordea IB & Equity Division, Equity Research

Visiting address:
Smålandsgatan 17
SE-105 71 Stockholm
Sweden

Tel: +46 8 614 7000
Fax: +46 8 534 911 60

Nordea Danmark, Filial af Nordea Bank Abp, Finland

Nordea IB & Equity Division, Equity Research

Visiting address:
Grønlandsvej 10
DK-2300 Copenhagen S
Denmark

Tel: +45 3333 3333
Fax: +45 3333 1520

Nordea Bank Abp, filial i Norge

Nordea IB & Equity Division, Equity Research

Visiting address:
Essendropsgate 7
N-0107 Oslo
Norway

Tel: +47 2248 5000
Fax: +47 2256 8650