

Investors House

Construction and Real Estate
Finland

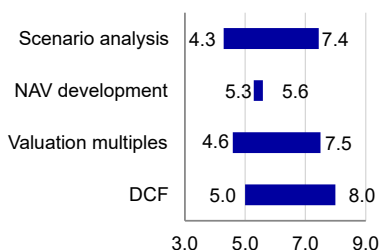
KEY DATA

Stock country	Finland
Bloomberg	INVEST.FH
Reuters	INVEST.HE
Share price (close)	EUR 4.88
Free float	
Market cap. (bn)	EUR 0.03/EUR 0.03
Website	www.investorshouse.fi
Next report date	

PERFORMANCE



VALUATION APPROACH



Source: Nordea estimates

ESTIMATE CHANGES

Year	2023E	2024E	2025E
Sales	-6%	-6%	-6%
EBIT (adj)	5%	-4%	-4%

Source: Nordea estimates

Nordea IB & Equity - Analysts

Svante Krokfors
DirectorDavid Flemmich
Associate Director

Real Estate and associated companies good in Q3

Investors House reported Q3 2023 revenue of EUR 1.6m, 8% below our estimate, while adjusted EBIT of EUR 0.8m (including associated companies) was 6% below our estimate. Associated companies fared better than we expected while Services profitability remained weak. The reported net result of EUR 0.5m represented more than a doubling from a year ago. Investors House is still waiting for the market to stabilise before making new investments and it will closely monitor acquisition opportunities to enhance its return on capital. Its main focus will be on preparing the Kukkula JV project for the coming years; the JV is already delivering recurring revenues to Investors House, with an uptick expected for 2024.

Associated companies saved Q3 – guidance for 2023 reiterated

NOI of EUR 0.5m for Q3 2023 was a disappointment, as Services again underperformed in the quarter. Earnings were solid within Real Estate, boosted partly by a gain booked from an asset sale. EPRA NRV declined by 2% q/q in Q3, to EUR 5.74. The equity ratio improved by 1pp q/q, to 63%, which is a comfortably high level given the growing JV development pipeline. Investors House reiterated its guidance for flat to slightly higher net profit (EUR 3.2m in 2022) including potential development gains. The company disclosed that 83% of its sales in Q1-Q3 2023 comprised recurring revenue while the share of rental income from public tenants is almost 65%, which should support earnings stability. It is still working on improving profitability for the Services part of the business.

We raise EBIT by 5% for 2023E and cut it by 4% for 2024E-25E

We raise our adjusted EBIT estimate by 5% for 2023 and cut it by 4% for 2024-25. The Kukkula JV project currently generates EUR ~0.6m in annual earnings; the company expects EUR 0.3-1m of annual earnings in 2024-26 and an additional EUR 1-1.5m per year from 2026 onwards during the project's three stages. Investors House had a gross cash position of EUR ~8m in Q3 and can increase the level of bank loans if needed.

Fair value range unchanged at EUR 4.8-7.1

We base our fair value range of EUR 4.8-7.1 per share on a combination of valuation methods, with the greatest emphasis being on EPRA NRV. Development projects, especially the Kukkula project, contain hidden value, which could support a valuation above EPRA NRV, i.e. closer to the upper end of our valuation range in the longer term.

SUMMARY TABLE - KEY FIGURES

EURt	2019	2020	2021	2022	2023E	2024E	2025E
Total revenue	11,461	9,465	8,043	7,603	6,856	7,161	7,404
EBITDA (adj)	5,273	333	4,149	2,260	2,101	2,645	2,829
EBIT (adj)	5,273	333	4,149	2,260	2,101	2,645	2,829
EBIT (adj) margin	46.0%	3.5%	51.6%	29.7%	30.6%	36.9%	38.2%
EPS (adj, EUR)	0.48	-0.18	0.53	0.27	0.24	0.33	0.35
EPS (adj) growth	176.0%	-137.3%	396.5%	-49.0%	-9.2%	33.3%	7.3%
DPS (ord, EUR)	0.25	0.27	0.29	0.31	0.33	0.35	0.37
EV/Sales	5.0	5.9	6.4	5.7	6.6	6.4	6.4
EV/EBIT (adj)	9.8	17.9	22.6	25.5	n.m.	32.0	29.9
P/E (adj)	13.5	n.m.	10.5	17.8	19.9	14.9	13.9
P/BV	0.9	0.9	1.0	1.0	0.9	0.9	0.9
Dividend yield (ord)	3.9%	4.7%	5.2%	6.5%	6.8%	7.2%	7.6%
FCF Yield bef A&D, lease	3.9%	2.3%	-2.1%	1.9%	2.3%	3.2%	3.6%
Net debt	16,081	19,505	4,383	12,205	13,459	14,562	15,684
Net debt/EBITDA	4.1	n.m.	n.m.	2.9	2.8	5.5	5.5
ROIC after tax	5.7%	0.4%	n.a.	4.1%	3.5%	4.2%	4.4%

Source: Company data and Nordea estimates

Deviation and revision tables

INVESTORS HOUSE: Q3 DEVIATION FROM OUR ESTIMATES

EUR THOUSANDS	Actual	NDA est.	Deviation		Actual	Actual	Actual	
	Q3 2023	Q3 2023E	vs. actual		Q2 2023	q/q	Q3 2022	y/y
Sales	1,648	1,800	-152	-8%	1,715	-4%	1,886	-13%
EBIT adj.	768	820	-52	-6%	3,394	-77%	700	10%
Net operating income	540	925	-385	-42%	564	-4%	929	-42%
EPS, EUR	0.08	0.10		-20%	0.49	-84%	0.03	144%

Source: Company data and Nordea estimates

INVESTORS HOUSE: OUR ESTIMATE REVISIONS AFTER THE Q3 REPORT

EUR THOUSANDS	New estimates			Old estimates			Difference %		
	2023E	2024E	2025E	2023E	2024E	2025E	2023E	2024E	2025E
Sales	6,856	7,161	7,404	7,280	7,595	7,847	-6%	-6%	-6%
Adj. EBIT	2,101	2,645	2,829	2,002	2,757	2,956	5%	-4%	-4%
Net operating income	1,992	2,376	2,544	2,398	3,012	3,215	-17%	-21%	-21%
Adj. EPS, EUR	0.24	0.33	0.35	0.23	0.34	0.37	7%	-4%	-4%

Source: Nordea estimates

Factors to consider

Investors House is a real estate investment company with a focus on residential and office properties. It mainly operates in the regional growth centres of Finland. The company provides services and expanded its business into real estate funds in 2018. Investors House has a strong balance sheet, which bodes well for acquisitions or the expansion of existing business areas. After the acquisition of Juhola Asset Management, services have become an increasingly important part of Investors House, accounting for 48% of sales in Q1-Q3 2023. In June 2022, Investors House acquired Infonia Oy, a service company within real estate asset management with annual net sales of EUR 0.7-1.1m and earnings of EUR 0.2-0.5m in 2018-21. The key focus going forward and value creation potential comes from the Kukkula real estate project in Jyväskylä, Finland, where Investors House has a 33% stake with two other operators in the JV.

Diversified business model

Investors House is a real estate company that deals in residential 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, and this continued in H2 2021 with the divestment of residential properties and IVH Kampus.

Investors House has grown quite 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, especially in the Services segment. Investors House decided to distribute its 20.4% stake in Ovaro (formerly Orava REIT) to its shareholders, which was completed at the end of 2020. EPRA NRV declined from EUR 8.27 at the end of 2021 to EUR 6.23 at the end of Q4 2022. Investors House distributed a EUR 1 extra dividend after the end of 2021, which explains a large part of the decline in EPRA NRV, which was EUR 5.74 in Q3 2023. The stock is currently trading at a ~15% EPRA NRV discount, slightly up from ~10% after the Q1 report.

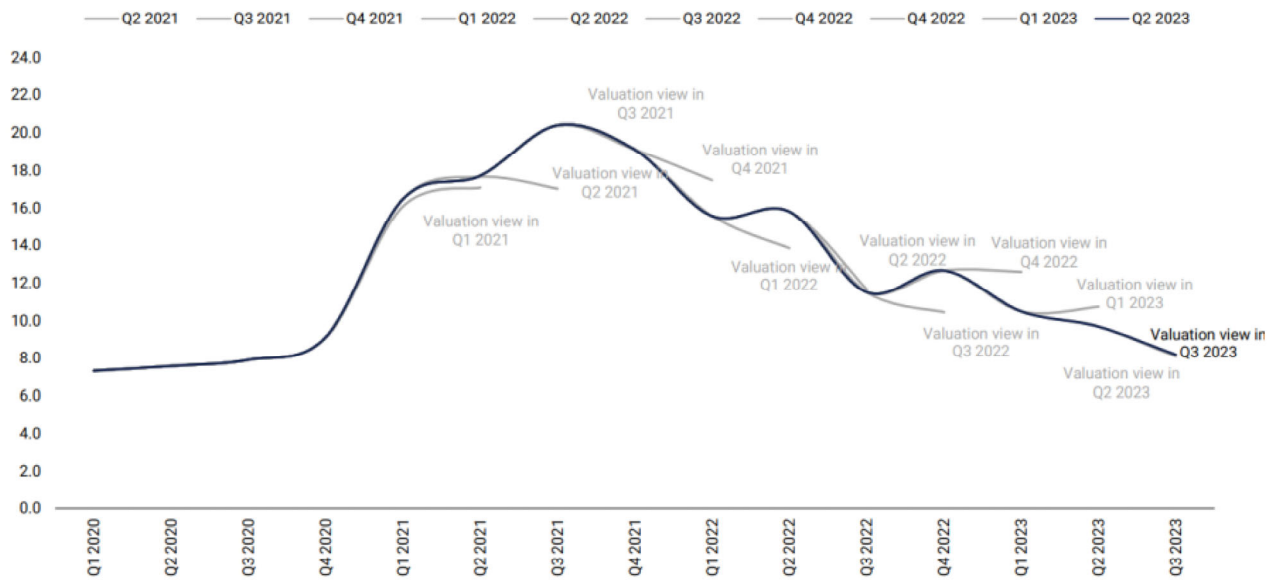
EPRA NRV CALCULATION

EURm	30/09/2023
EPRA NTA	27.6
Fair value of services and other	9.0
EPRA NRV	36.7
EPRA NRV per share (EUR)	5.74

Source: Company data

FAIR VALUE DEVELOPMENT OF INVESTORS HOUSE'S SERVICES BUSINESS

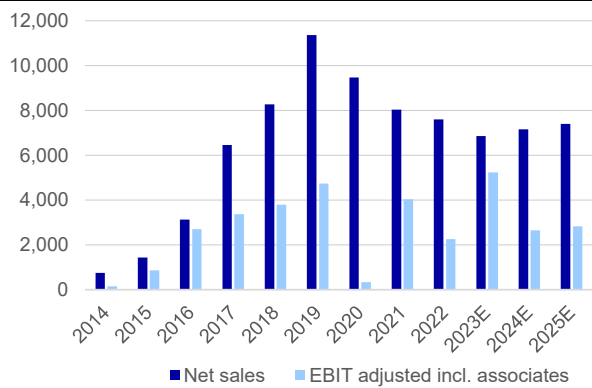
Service business fair value (EURm)



Source: Company data

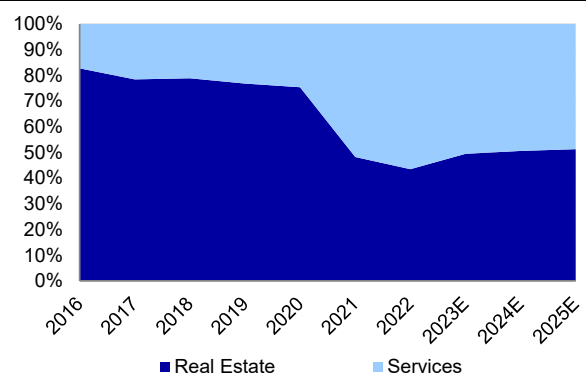
The Services segment has low capital needs and good scalability, as the company intends to expand into real estate funds, where it hopes to utilise its existing real estate investor base of around 10,000 clients. We believe the segment has good earnings potential and provides stability, as its revenues come from the services and fund management fees. An external evaluator has valued the Services business at EUR ~9m.

SALES AND ADJUSTED EBIT (EUR THOUSANDS)



Source: Company data and Nordea estimates

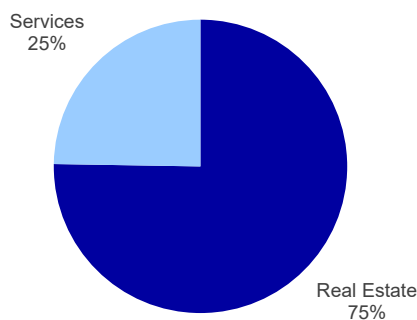
SPLIT OF NET SALES BY DIVISION



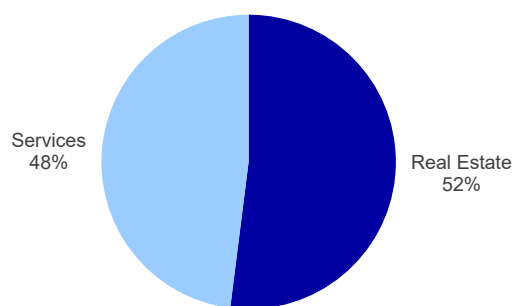
Source: Company data and Nordea estimates

Balanced investment portfolio

Since IVH Kampus is no longer consolidated but instead treated as an associated company, 52% of group sales came from the Real Estate business in Q1-Q3 2023 and 48% came from Services.

EPRA NRV CONTRIBUTION, Q3 2023

Source: Company data and Nordea

SALES BY SEGMENT, Q1-Q3 2023

Source: Company data and Nordea

Robust financial position

Investors House has a strong balance sheet, with a Q3 2023 equity ratio of 63% following several divestments in H2 2021 and the positive fair value gain in the JV in Q2 2023. The equity ratio is above the company's target of 45%, a level at which the covenants on bank loans stand, as we understand it. We believe Investors House will fund its expansion with new debt and expect the equity ratio to remain above the long-term target. The company had a gross cash position of EUR ~8m at the end of Q3 2023 and, according to management, investment capacity of EUR 20-30m, given its high equity ratio, which enables increased gearing.

Slight discount to NAV and stable dividend

Investors House is currently trading at a 15% discount to EPRA NRV; the discount narrowed somewhat after the Ovaro share distribution and the distribution of a EUR 1 extra dividend. After the Q2 2023 report, the discount was 10%. The company has paid a stable, increasing dividend, with yields of 4.7-5.2% for the past two years. We expect an annual dividend of EUR 0.31-0.35 per share for 2023-25, which corresponds to a dividend yield of 6.3-7.2%.

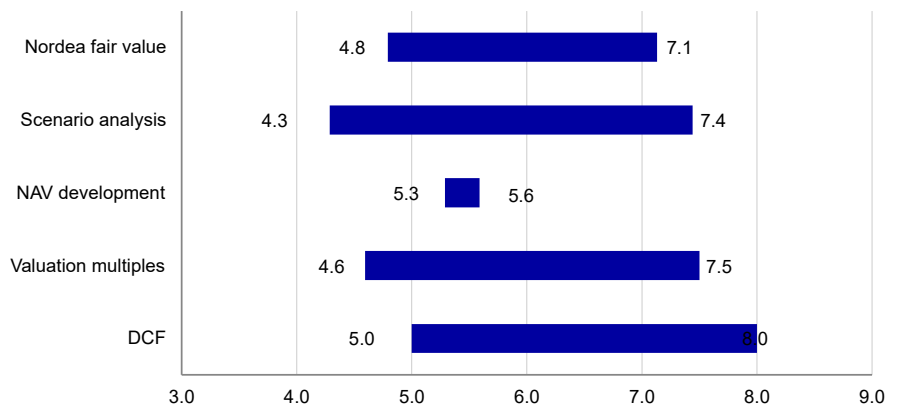
Valuation

When combining our valuation methods, we derive a fair value range of EUR 4.8-7.1. As the company is in the midst of a transformation process, we emphasise a scenario-based sum-of-the-parts (SOTP) approach to give a better picture of where value will come from in the future and how each part of the company is valued. We also use an NRV SOTP to show the short-term NAV development and asset revaluation potential.

In our fair value, we put less focus on DCF and multiples valuation methods, as they are sensitive to changes. Peer multiples offer a broad valuation range, but there is no direct competitor with a similar business structure (residential, office, service and investment company aspects), so a multiples-based valuation is less reliable. A DCF valuation is easy to understand but sensitive to changes in the parameters, hence we put less focus on it.

The latest reported EPRA NRV was EUR 5.74, i.e. near the midpoint of our fair value range of EUR 4.8-7.1 per share. The low end of our range corresponds to a ~20% discount to the latest reported adjusted EPRA NRV, and the high end to a premium of ~20%. 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/SHARE)



Source: Nordea estimates

Detailed estimates

DETAILED ESTIMATES (EUR THOUSANDS; EPS IN EUR)

EUR THOUSANDS	Q1/22	Q2/22	Q3/22	Q4/22	Q1/23	Q2/23	Q3/23	Q4/23E	2021	2022	2023E	2024E	2025E
Net sales	1,796	1,862	1,886	2,059	1,655	1,715	1,648	1,841	8,043	7,603	6,856	7,161	7,404
Sales growth %	-6%	-25%	-20%	-32%	-8%	-8%	-13%	-11%	-15%	-5%	-10%	4%	3%
Maintenance expenses (Real estate)	-273	-425	-137	-486	-792	-372	-393	-362	-2,218	-1,321	-1,919	-1,852	-1,940
Direct operating expenses (Services)	-831	-805	-820	-919	-786	-779	-715	-665	-2,649	-3,375	-2,945	-2,933	-2,920
Net operating income	692	632	929	654	77	564	540	814	3,175	2,907	1,992	2,376	2,544
margin %	39%	34%	49%	32%	5%	33%	33%	44%	39%	38%	29%	33%	34%
Net gains on sale of properties	0	0	-184	0	-77	-92	-28	0	-1,688	-184	-197	0	0
Net fair value changes	0	0	-294	2,542	-108	-29	-31	0	-3,183	2,180	-168	0	0
Selling, marketing and admin expenses	-267	-220	-276	-283	-162	-266	-210	-253	-885	-1,046	-891	-931	-963
Other operating income	0	-49	-97	-16	0	-33	0	0	-112	-162	-33	0	0
Associates	127	147	144	143	144	3,129	438	451	1,858	561	4,162	1,200	1,248
EBIT	552	510	222	3,039	-126	3,273	709	1,012	-834	4,255	4,865	2,645	2,829
margin %	31%	27%	12%	148%	-8%	191%	43%	55%	-10%	56%	71%	37%	38%
EBIT adjusted incl. associates	552	510	700	497	59	3,394	768	1,012	4,037	2,259	5,230	2,645	2,829
margin %	24%	19%	29%	17%	-5%	15%	20%	30%	27%	22%	16%	20%	21%
Financial income	57	57	59	73	82	65	66	57	84	246	270	270	270
Financial expenses	-105	-119	-52	-209	-146	-177	-180	-22	-699	-485	-525	-544	-562
Profit before taxes	504	448	229	2,903	-190	3,161	595	1,047	-1,449	4,016	4,610	2,371	2,537
Taxes	-163	-32	-21	-575	5	-44	-77	-157	446	-795	-281	-284	-304
Net profit	341	416	209	2,329	-185	3,117	517	890	-1,003	3,221	4,329	2,086	2,233
Cash flow hedges	0	0	0	0	0	0	0	0	0	0	0	0	0
Net profit of the period	341	416	209	2,329	-185	3,117	517	890	-1,003	3,221	4,329	2,086	2,233
EPS	0.06	0.07	0.03	0.37	-0.03	0.49	0.08	0.14	-0.16	0.51	0.68	0.33	0.35
Minority interest	0	0	0	0	0	0	0	0	-137	0	0	0	0
Net profit attributable to shareholders	341	416	209	2,329	-185	3,117	517	890	-1,140	3,221	4,329	2,086	2,233
EPS attributable to shareholders	0.06	0.07	0.11	-0.03	0.00	0.51	0.09	0.14	0.51	0.27	0.75	0.33	0.35

Source: Company data and Nordea estimates

DIVISIONAL ESTIMATES

EUR THOUSANDS	Q1/22	Q2/22	Q3/22	Q4/22	Q1/23	Q2/23	Q3/23	Q4/23E	2021	2022	2023E	2024E	2025E
Real estate													
Net sales	798	796	876	839	853	824	851	864	3,877	3,309	3,392	3,627	3,800
Net sales growth %	-34%	-25%	-19%	57%	7%	4%	-3%	3%	-48%	-15%	2%	7%	5%
Net fair value changes	-68	0	-294	2,603	-108	-29	-31	0	-2,483	2,241	-168	0	0
Associate income	127	147	144	143	144	3,129	438	451	1,858	561	4,162	1,200	1,248
EBIT	536	518	453	3,083	20	3,460	837	954	-731	4,590	5,270	2,975	3,107
margin %	67%	65%	52%	367%	2%	420%	98%	110%	-19%	139%	155%	82%	82%
EBIT adj. incl. associates	652	518	883	496	205	3,581	896	954	3,517	2,548	5,635	2,975	3,107
margin %	0%	0%	0%	0%	0%	0%	0%	0%	91%	77%	166%	82%	82%
Services													
Net sales	998	1,066	1,010	1,220	802	891	797	976	4,166	4,294	3,465	3,534	3,604
Net sales growth %	-31%	-16%	-58%	-79%	-20%	-16%	-21%	-10%	5%	5%	5%	5%	5%
EBIT	167	212	93	240	16	79	82	311	700	712	520	601	685
margin %	17%	20%	9%	20%	2%	9%	10%	32%	17%	17%	15%	17%	19%

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.

Dependent 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 12-18 months, 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	2015	2016	2017	2018	2019	2020	2021	2022	2023E	2024E	2025E
Total revenue	1,438	3,134	6,449	8,276	11,461	9,465	8,043	7,603	6,856	7,161	7,404
Revenue growth	91.2%	117.9%	105.8%	28.3%	38.5%	-17.4%	-15.0%	-5.5%	-9.8%	4.4%	3.4%
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	4,325	4,505	5,981	4,683	3,953	-504	-834	4,256	4,865	2,645	2,829
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	4,325	4,505	5,981	4,683	3,953	-504	-834	4,256	4,865	2,645	2,829
Amortisation and impairments	0	0	0	0	0	0	0	0	0	0	0
EBIT	4,325	4,505	5,981	4,683	3,953	-504	-834	4,256	4,865	2,645	2,829
of which associates	0	1,356	1,056	653	-584	-2,782	1,858	561	4,162	1,200	1,248
Associates excluded from EBIT	0	0	0	0	0	0	n.a.	0	0	0	0
Net financials	48	-281	-422	-591	-1,213	-1,116	-615	-239	-255	-274	-292
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	4,373	4,224	5,559	4,092	2,740	-1,620	-1,449	4,017	4,610	2,371	2,537
Reported taxes	-886	-457	-512	-1,948	-657	91	446	-795	-281	-284	-304
Net profit from continued operations	3,487	3,767	5,047	2,144	2,083	-1,529	-1,003	3,222	4,329	2,086	2,233
Discontinued operations	0	0	0	0	0	0	0	0	0	0	0
Minority interests	0	0	0	0	-433	0	-137	0	0	0	0
Net profit to equity	3,487	3,767	5,047	2,144	1,650	-1,529	-1,140	3,222	4,329	2,086	2,233
EPS, EUR	1.48	1.14	1.12	0.35	0.27	-0.25	-0.18	0.50	0.68	0.33	0.35
DPS, EUR	0.17	0.19	0.21	0.23	0.25	0.27	1.29	0.31	0.33	0.35	0.37
of which ordinary	0.17	0.19	0.21	0.23	0.25	0.27	0.29	0.31	0.33	0.35	0.37
of which extraordinary	0.00	0.00	0.00	0.00	0.00	0.00	1.00	0.00	0.00	0.00	0.00

Profit margin in percent

EBITDA	300.8%	143.7%	92.7%	56.6%	34.5%	-5.3%	-10.4%	56.0%	71.0%	36.9%	38.2%
EBITA	300.8%	143.7%	92.7%	56.6%	34.5%	-5.3%	-10.4%	56.0%	71.0%	36.9%	38.2%
EBIT	300.8%	143.7%	92.7%	56.6%	34.5%	-5.3%	-10.4%	56.0%	71.0%	36.9%	38.2%

Adjusted earnings

EBITDA (adj)	584	2,699	3,394	3,611	5,273	333	4,149	2,260	2,101	2,645	2,829
EBITA (adj)	584	2,699	3,394	3,611	5,273	333	4,149	2,260	2,101	2,645	2,829
EBIT (adj)	584	2,699	3,394	3,611	5,273	333	4,149	2,260	2,101	2,645	2,829
EPS (adj, EUR)	-0.12	0.57	0.55	0.17	0.48	-0.18	0.53	0.27	0.24	0.33	0.35

Adjusted profit margins in percent

EBITDA (adj)	40.6%	86.1%	52.6%	43.6%	46.0%	3.5%	51.6%	29.7%	30.6%	36.9%	38.2%
EBITA (adj)	40.6%	86.1%	52.6%	43.6%	46.0%	3.5%	51.6%	29.7%	30.6%	36.9%	38.2%
EBIT (adj)	40.6%	86.1%	52.6%	43.6%	46.0%	3.5%	51.6%	29.7%	30.6%	36.9%	38.2%

Performance metrics

CAGR last 5 years											
Net revenue	n.a.	n.a.	n.a.	n.a.	72.4%	45.8%	20.7%	3.3%	-3.7%	-9.0%	-4.8%
EBITDA	n.m.	n.m.	n.m.	n.m.	38.9%	n.m.	n.m.	-6.6%	0.8%	-7.7%	n.m.
EBIT	n.a.	n.a.	n.a.	n.a.	38.9%	n.m.	n.m.	-6.6%	0.8%	-7.7%	n.m.
EPS	n.a.	n.a.	n.a.	n.a.	-10.2%	n.m.	n.m.	-14.8%	14.3%	4.1%	n.m.
DPS	n.m.	n.m.	n.m.	n.m.	20.1%	9.7%	8.8%	8.1%	7.5%	7.0%	6.5%
Average last 5 years											
Average EBIT margin	n.a.	n.a.	n.a.	n.m.	76.2%	48.0%	30.4%	25.8%	27.0%	26.7%	37.1%
Average EBITDA margin	n.a.	n.a.	n.a.	n.m.	76.2%	48.0%	30.4%	25.8%	27.0%	26.7%	37.1%

VALUATION RATIOS - ADJUSTED EARNINGS

EURt	2015	2016	2017	2018	2019	2020	2021	2022	2023E	2024E	2025E
P/E (adj)	n.a.	n.a.	n.a.	34.6	13.5	n.m.	10.5	17.8	19.9	14.9	13.9
EV/EBITDA (adj)	n.a.	n.a.	n.a.	20.7	10.8	167.6	12.5	19.2	21.4	17.5	16.7
EV/EBITA (adj)	n.a.	n.a.	n.a.	20.7	10.8	167.6	12.5	19.2	21.4	17.5	16.7
EV/EBIT (adj)	n.a.	n.a.	n.a.	25.3	9.8	17.9	22.6	25.5	n.m.	32.0	29.9

VALUATION RATIOS - REPORTED EARNINGS

EURt	2015	2016	2017	2018	2019	2020	2021	2022	2023E	2024E	2025E
P/E	n.a.	n.a.	n.a.	17.3	24.2	n.m.	n.m.	9.5	7.2	14.9	14.0
EV/Sales	n.a.	n.a.	n.a.	9.04	4.99	5.90	6.45	5.69	6.57	6.45	6.39
EV/EBITDA	n.a.	n.a.	n.a.	18.6	12.6	24.5	n.m.	11.7	64.1	32.0	29.9
EV/EBITA	n.a.	n.a.	n.a.	18.6	12.6	24.5	n.m.	11.7	64.1	32.0	29.9
EV/EBIT	n.a.	n.a.	n.a.	18.6	12.6	24.5	n.m.	11.7	64.1	32.0	29.9
Dividend yield (ord.)	n.a.	n.a.	n.a.	3.8%	3.9%	4.7%	5.2%	6.5%	6.8%	7.2%	7.6%
FCF yield	n.a.	n.a.	n.a.	-13.2%	-28.8%	-6.3%	38.5%	1.9%	2.3%	3.2%	3.6%
FCF Yield bef A&D, lease adj	n.a.	n.a.	n.a.	0.7%	3.9%	2.3%	-2.1%	1.9%	2.3%	3.2%	3.6%
Payout ratio	n.m.	33.5%	38.3%	132.6%	52.2%	n.m.	243.8%	114.9%	134.7%	107.2%	105.6%

Source: Company data and Nordea estimates

BALANCE SHEET

EURt	2015	2016	2017	2018	2019	2020	2021	2022	2023E	2024E	2025E
Intangible assets	400	1,350	1,389	2,933	3,142	2,846	5,391	6,173	6,173	6,173	6,173
of which R&D	0	0	0	0	0	0	0	0	0	0	0
of which other intangibles	0	0	39	105	329	33	614	686	686	686	686
of which goodwill	400	1,350	1,350	2,828	2,813	2,813	4,777	5,487	5,487	5,487	5,487
Tangible assets	28,198	38,559	57,816	71,263	42,124	45,887	34,094	34,664	34,903	35,338	35,794
of which leased assets	0	0	0	0	0	0	0	0	0	0	0
Shares associates	0	1,844	13,583	14,296	24,929	15,851	745	1,306	5,468	6,668	7,915
Interest bearing assets	0	0	0	0	0	10	0	0	0	0	0
Deferred tax assets	0	0	0	0	0	684	665	876	0	0	0
Other non-IB non-current assets	6	498	208	232	205	472	3,728	3,319	3,319	3,319	3,319
Other non-current assets	0	0	0	0	0	0	0	0	0	0	0
Total non-current assets	28,604	42,251	72,996	88,724	70,400	65,750	44,623	46,338	49,863	51,498	53,202
Inventory	0	0	0	0	0	0	0	0	0	0	0
Accounts receivable	440	556	1,187	1,461	1,101	1,094	1,211	1,507	1,359	1,419	1,468
Short-term leased assets	0	0	0	0	0	0	0	0	0	0	0
Other current assets	0	272	10	148	0	106	78	72	65	68	70
Cash and bank	212	509	1,465	2,323	4,844	3,181	17,399	6,543	5,289	4,186	3,064
Total current assets	652	1,337	2,662	3,932	5,945	4,381	18,688	8,122	6,800	5,763	4,693
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	29,256	43,588	75,658	92,656	76,345	70,131	63,311	54,460	56,255	56,395	56,553
Shareholders equity	17,865	21,695	46,128	46,815	43,477	37,562	36,239	32,113	34,293	34,271	34,268
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	0	0	19	2,671	1,200	1,140	475	425	425	425	425
Total Equity	17,865	21,695	46,147	49,486	44,677	38,702	36,714	32,538	34,718	34,696	34,693
Deferred tax	1,110	1,466	1,490	1,921	925	1,005	446	1,183	1,183	1,183	1,183
Long term interest bearing debt	7,936	18,273	21,408	28,641	18,017	18,364	18,512	16,553	16,553	16,553	16,553
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	9,046	19,739	22,898	30,562	18,942	19,369	19,338	18,036	17,736	17,736	17,736
Short-term provisions	0	0	0	0	0	0	0	0	0	0	0
Accounts payable	533	879	2,041	3,909	9,818	7,728	3,989	1,691	1,525	1,593	1,647
Current lease debt	0	0	0	0	0	0	0	0	0	0	0
Other current liabilities	0	17	249	0	0	0	0	0	0	0	0
Short term interest bearing debt	1,812	1,259	4,323	8,699	2,908	4,332	3,270	2,195	2,195	2,195	2,195
Total current liabilities	2,345	2,155	6,613	12,608	12,726	12,060	7,259	3,886	3,814	3,884	3,940
Liabilities for assets held for sale	0	0	0	0	0	0	0	0	0	0	0
Total liabilities and equity	29,256	43,589	75,658	92,656	76,345	70,131	63,311	54,460	56,255	56,395	56,553
Balance sheet and debt metrics											
Net debt	9,536	19,023	24,266	35,017	16,081	19,505	4,383	12,205	13,459	14,562	15,684
of which lease debt	0	0	0	0	0	0	0	0	0	0	0
Working capital	-93	-68	-1,093	-2,300	-8,717	-6,528	-2,700	-112	-107	-112	-116
Invested capital	28,511	42,183	71,903	86,424	61,683	59,222	41,923	46,226	49,347	50,520	51,744
Capital employed	27,613	41,227	71,878	86,826	65,602	61,398	58,496	51,286	53,466	53,444	53,441
ROE	29.3%	19.0%	14.9%	4.6%	3.7%	-3.8%	-3.1%	9.4%	13.0%	6.1%	6.5%
ROIC	2.6%	6.1%	4.8%	3.6%	5.7%	0.4%	n.a.	4.1%	3.5%	4.2%	4.4%
ROCE	4.1%	7.8%	6.1%	4.6%	6.9%	0.6%	n.a.	4.6%	4.5%	5.5%	5.8%
Net debt/EBITDA	2.2	4.2	4.1	7.5	4.1	n.m.	n.m.	2.9	2.8	5.5	5.5
Interest coverage	55.0	15.9	13.1	7.5	3.2	-0.4	-1.1	9.3	9.8	5.4	5.5
Equity ratio	61.1%	49.8%	61.0%	50.5%	56.9%	53.6%	57.2%	59.0%	61.0%	60.8%	60.6%
Net gearing	53.4%	87.7%	52.6%	70.8%	36.0%	50.4%	11.9%	37.5%	38.8%	42.0%	45.2%

Source: Company data and Nordea estimates

CASH FLOW STATEMENT

EURt	2015	2016	2017	2018	2019	2020	2021	2022	2023E	2024E	2025E
EBITDA (adj) for associates	4,325	3,149	4,925	4,030	4,537	2,278	-2,692	3,695	703	1,445	1,582
Paid taxes	-31	-235	-133	-357	-273	-507	328	-795	-281	-284	-304
Net financials	48	-281	-422	-587	-1,767	-1,087	-615	-239	-255	-274	-292
Change in provisions	0	0	0	0	0	0	0	0	0	0	0
Change in other LT non-IB	-6	-492	290	-24	27	-951	-2,857	118	576	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	-3,906	-1,413	-3,244	-2,330	-649	6,910	5,684	-1,936	0	0	0
Funds from operations (FFO)	430	728	1,416	732	1,875	6,643	-153	843	743	887	985
Change in NWC	37	-82	33	310	810	-4,952	-97	135	-5	5	4
Cash flow from operations (CFO)	467	646	1,449	1,042	2,685	1,692	-250	978	1,143	1,452	1,581
Capital expenditure	-282	-386	-578	-773	-1,126	-897	-465	-397	-407	-435	-456
Free cash flow before A&D	185	260	871	269	1,559	795	-715	581	726	1,006	1,114
Proceeds from sale of assets	0	1,231	2,315	833	15,480	2,000	17,500	0	0	0	0
Acquisitions	-3,154	-3,869	-737	-6,012	-28,539	-5,000	-3,500	0	0	0	0
Free cash flow	-2,969	-2,378	2,449	-4,910	-11,500	-2,205	13,285	581	726	1,006	1,114
Free cash flow bef A&D, lease adj	185	260	871	269	1,559	795	-715	581	726	1,006	1,114
Dividends paid	-152	-563	-629	-1,298	-1,422	-1,546	-1,669	-7,975	-1,981	-2,108	-2,236
Equity issues / buybacks	0	0	1,167	0	0	0	0	0	0	0	0
Net change in debt	3,355	5,271	-1,138	2,983	15,500	5,000	6,500	7,000	0	0	0
Other financing adjustments	0	0	0	0	0	0	10	0	0	0	0
Other non-cash adjustments	-61	-2,033	-893	4,083	-57	-2,912	-3,908	-10,461	0	0	0
Change in cash	173	297	956	858	2,521	-1,663	14,218	-10,856	-1,254	-1,102	-1,122
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	19.6%	12.3%	9.0%	9.3%	9.8%	9.5%	5.8%	5.2%	5.9%	6.1%	6.2%
Key information											
Share price year end (/current)	n.a.	n.a.	n.a.	6	6	6	6	5	5	5	5
Market cap.	n.a.	n.a.	n.a.	37,094	39,876	35,239	34,497	30,668	31,179	31,179	31,179
Enterprise value	n.a.	n.a.	n.a.	74,782	57,157	55,884	51,855	43,298	45,063	46,166	47,288
Diluted no. of shares, year-end (t)	3,179.9	3,310.8	6,182.3	6,182.3	6,182.3	6,182.3	6,182.3	6,389.1	6,389.1	6,389.1	6,389.1

Source: Company data and Nordea estimates

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