

## Scanfil Oyj

Capital Goods  
Finland

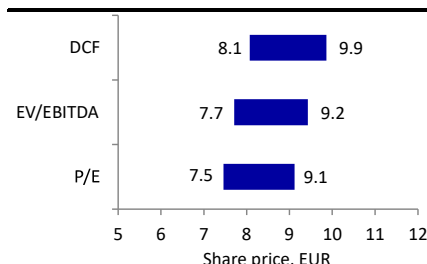
## KEY DATA

|                     |                   |
|---------------------|-------------------|
| Stock country       | Finland           |
| Bloomberg           | SCANFL FH         |
| Reuters             | SCANFL.HE         |
| Share price (close) | EUR 7.48          |
| Free float          | 25%               |
| Market cap. (bn)    | EUR 0.48/EUR 0.48 |
| Website             | www.scanfil.com/  |
| Next report date    | 06 Aug 2024       |

## PERFORMANCE



## VALUATION APPROACH (EUR/SHARE)



## ESTIMATE CHANGES

| Year       | 2024E | 2025E | 2026E |
|------------|-------|-------|-------|
| Sales      | -6%   | -4%   | -3%   |
| EBIT (adj) | -5%   | -4%   | -3%   |

Source: Nordea estimates

## Nordea IB &amp; Equity - Analysts

Pasi Väisänen  
Director

## Demand will likely remain weak in Q2-Q3 2024E

Scanfil downgraded its full-year guidance on 10 June due to overall demand weakness. The company's expectations regarding order intake growth have been postponed to Q4 2024. The new guidance midpoint indicates a 10% y/y revenue decline this year, with a 7.1% EBIT margin. It stated that softness is coming from several customer segments and many countries. Pricing has held up well but delivery volumes have been weak, we believe. In this context, we cut 2024E EBIT by 5%. Our new fair value range is EUR 7.7-9.5 (8.0-9.8), based on three equally weighted valuation approaches (DCF, EV/EBITDA and P/E).

## Order intake will not speed up as expected in Q3 2024E

The company's new 2024 revenue guidance midpoint of EUR 810m is 7% below the market (LSEG) consensus in 2024. Destocking and overall economic uncertainty are the main reasons for the guidance downgrade. Yet in our opinion the main drivers of volume weakness may come from Kone and Nibe. In any case, the weakness seen in Q1 could continue in Q2-Q3 2024. Scanfil still expects a strong Q4 but we believe that the risks have increased. We think that relative profitability will remain solid this year, thanks to tight cost discipline and proactive management of utilisation ratios. The company's EBIT margin guidance midpoint is 7.1% for 2024; we forecast 6.8%.

## Our new y/y revenue growth forecast is -17% for Q2

The company's P/E for this year is 11.4x, according to our estimates. Overall, Scanfil's valuation is 23% below the peer group median in 2024E-25E and it could remain that way until positive momentum in revenue growth has been attained. Relative profitability will most likely not improve this year, underpinning our estimate that EPS will fall by 12% y/y. The company expects the EMS sector to post a 5-6% revenue CAGR for 2023-28E. We expect Scanfil's revenue growth to be 8% in 2025, amid a weak comparison base and a bounce back in order intake. Visibility seems limited, however, increasing the risks relating to earnings estimates. But demand in the EMS sector can be volatile in both directions.

## SUMMARY TABLE - KEY FIGURES

| EURm                     | 2020  | 2021  | 2022  | 2023  | 2024E  | 2025E | 2026E |
|--------------------------|-------|-------|-------|-------|--------|-------|-------|
| Total revenue            | 595   | 696   | 844   | 902   | 817    | 885   | 940   |
| EBITDA (adj)             | 55    | 56    | 63    | 80    | 76     | 81    | 86    |
| EBIT (adj)               | 39    | 40    | 45    | 61    | 56     | 60    | 65    |
| EBIT (adj) margin        | 6.6%  | 5.8%  | 5.4%  | 6.8%  | 6.8%   | 6.8%  | 6.9%  |
| EPS (adj, EUR)           | 0.49  | 0.47  | 0.54  | 0.75  | 0.66   | 0.73  | 0.79  |
| EPS (adj) growth         | 0.0%  | -3.8% | 14.8% | 37.7% | -12.2% | 10.5% | 9.2%  |
| DPS (ord, EUR)           | 0.17  | 0.19  | 0.21  | 0.23  | 0.25   | 0.27  | 0.29  |
| EV/Sales                 | 0.7   | 0.8   | 0.6   | 0.6   | 0.6    | 0.5   | 0.5   |
| EV/EBIT (adj)            | 11.3  | 13.5  | 11.3  | 9.1   | 8.8    | 7.7   | 6.7   |
| P/E (adj)                | 13.2  | 15.7  | 12.1  | 10.4  | 11.4   | 10.3  | 9.4   |
| P/BV                     | 2.3   | 2.3   | 1.9   | 1.9   | 1.6    | 1.5   | 1.4   |
| Dividend yield (ord)     | 2.6%  | 2.5%  | 3.2%  | 2.9%  | 3.3%   | 3.6%  | 3.9%  |
| FCF Yield bef A&D, lease | 5.5%  | -5.8% | -2.7% | 8.7%  | 12.8%  | 8.5%  | 9.2%  |
| Net debt                 | 18    | 60    | 86    | 52    | 5      | -21   | -47   |
| Net debt/EBITDA          | 0.3   | 1.1   | 1.4   | 0.6   | 0.1    | -0.3  | -0.6  |
| ROIC after tax           | 13.9% | 12.8% | 11.8% | 14.7% | 13.6%  | 15.0% | 15.9% |

Source: Company data and Nordea estimates

# Quarterly estimates by segment

## P&L (EURm; EPS IN EUR)

|                                    | Q122         | Q222         | Q322         | Q422         | Q123         | Q223         | Q323         | Q423         | Q124         | Q224E        | Q324E        | Q424E        |
|------------------------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| <b>Industrial</b>                  |              |              |              |              |              |              |              |              |              |              |              |              |
| Net sales (EURm)                   | 101.1        | 115.0        | 111.1        | 111.3        | 111.2        | 112.4        | 98.8         | 105.2        | 94.2         | 92.2         | 94.8         | 95.1         |
| Sales growth y/y (%)               | n.a.         | n.a.         | n.a.         | n.a.         | 10%          | -2%          | -11%         | -5%          | -15%         | -18%         | -4%          | -10%         |
| <b>Energy &amp; Cleantech</b>      |              |              |              |              |              |              |              |              |              |              |              |              |
| Net sales (EURm)                   | 61.9         | 62.0         | 61.9         | 68.4         | 72.8         | 91.3         | 77.6         | 78.5         | 70.4         | 73.0         | 75.3         | 79.1         |
| Sales growth y/y (%)               | n.a.         | n.a.         | n.a.         | n.a.         | 18%          | 47%          | 25%          | 15%          | -3%          | -20%         | -3%          | 1%           |
| <b>Medtec &amp; Life Science</b>   |              |              |              |              |              |              |              |              |              |              |              |              |
| Net sales (EURm)                   | 33.6         | 35.9         | 38.9         | 42.6         | 40.6         | 39.6         | 36.4         | 37.1         | 34.4         | 35.6         | 35.7         | 37.2         |
| Sales growth y/y (%)               | n.a.         | n.a.         | n.a.         | n.a.         | 21%          | 10%          | -6%          | -13%         | -15%         | -10%         | -2%          | 0%           |
|                                    |              |              |              |              |              |              |              |              |              |              |              |              |
|                                    | Q122         | Q222         | Q322         | Q422         | Q123         | Q223         | Q323         | Q423         | Q124E        | Q224E        | Q324E        | Q424E        |
| <b>Group sales</b>                 | <b>196.6</b> | <b>212.9</b> | <b>211.9</b> | <b>222.3</b> | <b>224.6</b> | <b>243.3</b> | <b>212.8</b> | <b>220.8</b> | <b>198.9</b> | <b>200.8</b> | <b>205.8</b> | <b>211.4</b> |
| Sales growth %                     | 20.3%        | 23.1%        | 26.3%        | 16.0%        | 14.2%        | 14.3%        | 0.4%         | -0.7%        | -11.4%       | -17.4%       | -3.3%        | -4.3%        |
| Other operating income             | 0.2          | 0.3          | 0.3          | 0.2          | 0.0          | 0.0          | 0.0          | 0.0          | 0.0          | 0.0          | 0.0          | 0.0          |
| Depreciation and amortisation      | -4.0         | -4.2         | -4.5         | -4.7         | -4.7         | -4.7         | -4.8         | -4.9         | -5.0         | -5.0         | -5.0         | -5.0         |
| Reported EBIT                      | 10.3         | 10.1         | 11.5         | 13.4         | 15.1         | 17.5         | 15.2         | 13.4         | 12.7         | 13.9         | 14.2         | 14.8         |
| Reported EBIT margin               | 5.2%         | 4.7%         | 5.4%         | 6.0%         | 6.7%         | 7.2%         | 7.1%         | 6.1%         | 6.4%         | 6.9%         | 6.9%         | 7.0%         |
| <b>Group adj. EBIT</b>             | <b>10.3</b>  | <b>10.1</b>  | <b>11.5</b>  | <b>13.4</b>  | <b>15.1</b>  | <b>17.5</b>  | <b>15.2</b>  | <b>13.4</b>  | <b>12.7</b>  | <b>13.9</b>  | <b>14.2</b>  | <b>14.8</b>  |
| Adj. EBIT margin                   | 5.2%         | 4.7%         | 5.4%         | 6.0%         | 6.7%         | 7.2%         | 7.1%         | 6.1%         | 6.4%         | 6.9%         | 6.9%         | 7.0%         |
| Net financials                     | -1.0         | -0.3         | -1.7         | -0.7         | -0.6         | 0.9          | -0.7         | 0.6          | 0.2          | -0.4         | -0.4         | -0.4         |
| Pre-tax profit                     | 9.3          | 9.8          | 9.8          | 12.7         | 14.5         | 18.4         | 14.5         | 14.0         | 12.9         | 13.5         | 13.8         | 14.4         |
| Income tax                         | -1.3         | -2.7         | -0.4         | -2.2         | -2.8         | -3.9         | -3.5         | -3.2         | -3.1         | -3.0         | -3.0         | -3.2         |
| Tax rate %                         | 14%          | 28%          | 4%           | 17%          | 19%          | 21%          | 24%          | 23%          | 24%          | 22%          | 22%          | 22%          |
| Reported net profit for the period | 8.0          | 7.1          | 9.4          | 10.5         | 11.7         | 14.5         | 11.0         | 10.8         | 9.8          | 10.5         | 10.8         | 11.2         |
| Adj net profit for the period      | 8.0          | 7.1          | 9.4          | 10.5         | 11.7         | 14.5         | 11.0         | 10.8         | 9.8          | 10.5         | 10.8         | 11.2         |
| Reported EPS                       | 0.12         | 0.11         | 0.15         | 0.16         | 0.18         | 0.22         | 0.17         | 0.17         | 0.15         | 0.16         | 0.17         | 0.17         |
| <b>Adj. EPS</b>                    | <b>0.12</b>  | <b>0.11</b>  | <b>0.15</b>  | <b>0.16</b>  | <b>0.18</b>  | <b>0.22</b>  | <b>0.17</b>  | <b>0.17</b>  | <b>0.15</b>  | <b>0.16</b>  | <b>0.17</b>  | <b>0.17</b>  |

Source: Company data and Nordea estimates

# Annual estimates by segment

## P&L (EURm; EPS IN EUR)

|                                    | 2018         | 2019         | 2020         | 2021         | 2022         | 2023         | 2024E        | 2025E        |
|------------------------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| <b>Industrial</b>                  |              |              |              |              |              |              |              |              |
| Net sales (EURm)                   |              |              |              |              | 438.5        | 427.6        | 376.3        | 406.4        |
| Sales growth y/y (%)               |              |              |              |              | n.a.         | -2%          | -12%         | 8%           |
| <b>Energy &amp; Cleantech</b>      |              |              |              |              |              |              |              |              |
| Net sales (EURm)                   |              |              | 135.6        | 182.0        | 254.2        | 320.2        | 297.8        | 324.6        |
| Sales growth y/y (%)               |              |              |              | 34%          | 40%          | 26%          | -7%          | 9%           |
| <b>Medtec &amp; Life Science</b>   |              |              |              |              |              |              |              |              |
| Net sales (EURm)                   |              |              | 107.9        | 120.6        | 151.0        | 153.7        | 142.9        | 154.4        |
| Sales growth y/y (%)               |              |              |              | 12%          | 25%          | 2%           | -7%          | 8%           |
| <b>Group</b>                       |              |              |              |              |              |              |              |              |
| <b>Net sales</b>                   | <b>563.0</b> | <b>579.5</b> | <b>595.4</b> | <b>695.7</b> | <b>843.7</b> | <b>901.6</b> | <b>817.0</b> | <b>885.4</b> |
| Sales growth %                     | 6.3%         | 2.9%         | 2.7%         | 16.8%        | 21.3%        | 6.9%         | -9.4%        | 8.4%         |
| Other operating income             | 0.4          | 1.0          | 12.5         | 1.1          | 1.0          | 0.9          | 0.4          | 0.4          |
| Depreciation and amortisation      | -7.5         | -15.7        | -14.1        | -12.6        | -14.8        | -16.8        | -18.0        | -18.8        |
| Reported EBIT                      | 37.8         | 35.3         | 44.3         | 39.6         | 45.4         | 61.3         | 55.6         | 60.2         |
| Reported EBIT margin               | 6.7%         | 6.1%         | 7.4%         | 5.7%         | 5.4%         | 6.8%         | 6.8%         | 6.8%         |
| <b>Group adj. EBIT</b>             | <b>37.8</b>  | <b>38.9</b>  | <b>39.1</b>  | <b>40.3</b>  | <b>45.4</b>  | <b>61.3</b>  | <b>55.6</b>  | <b>60.2</b>  |
| Adj. EBIT margin                   | 6.7%         | 6.7%         | 6.6%         | 5.8%         | 5.4%         | 6.8%         | 6.8%         | 6.8%         |
| Net financials                     | -1.7         | -1.3         | -2.6         | -1.9         | -3.7         | 0.3          | -1.0         | -1.0         |
| Pre-tax profit                     | 36.1         | 34.0         | 41.7         | 37.7         | 41.7         | 61.6         | 54.6         | 59.2         |
| Income tax                         | -7.1         | -5.9         | -4.8         | -7.9         | -6.7         | -13.4        | -12.3        | -12.4        |
| Tax rate %                         | 20%          | 17%          | 12%          | 21%          | 16%          | 22%          | 22%          | 21%          |
| Reported net profit for the period | 29.0         | 28.1         | 36.9         | 29.8         | 35.0         | 48.2         | 42.3         | 46.7         |
| Adj net profit for the period      | 29.0         | 31.7         | 31.7         | 30.5         | 35.0         | 48.2         | 42.3         | 46.7         |
| Reported EPS                       | 0.45         | 0.44         | 0.57         | 0.46         | 0.54         | 0.75         | 0.66         | 0.73         |
| <b>Adj. EPS</b>                    | <b>0.45</b>  | <b>0.49</b>  | <b>0.49</b>  | <b>0.47</b>  | <b>0.54</b>  | <b>0.75</b>  | <b>0.66</b>  | <b>0.73</b>  |

Source: Company data and Nordea estimates

# Peer group

## EMS PEER GROUP: FINANCIALS

|                                   | SALES (EURm) |         |         |         | GROWTH       |             |              |             | EBIT MARGIN |             |             |             |
|-----------------------------------|--------------|---------|---------|---------|--------------|-------------|--------------|-------------|-------------|-------------|-------------|-------------|
|                                   | 2022         | 2023    | 2024E   | 2025E   | 2022         | 2023        | 2024E        | 2025E       | 2022        | 2023        | 2024E       | 2025E       |
| Hon Hai Precision Industry Co Ltd | 202,514      | 181,989 | 189,201 | 207,316 | 11%          | -7%         | 7%           | 10%         | 3%          | 3%          | 3%          | 3%          |
| Delta Electronics Inc             | 11,748       | 11,849  | 12,671  | 14,229  | 22%          | 4%          | 7%           | 13%         | 11%         | 10%         | 11%         | 11%         |
| Pegatron Corp                     | 40,289       | 37,117  | 37,308  | 39,689  | 5%           | -5%         | 0%           | 6%          | 2%          | 1%          | 2%          | 2%          |
| Venture Corporation Ltd           | 2,695        | 2,078   | 2,220   | 2,336   | 24%          | -22%        | 4%           | 5%          | 12%         | 10%         | 11%         | 11%         |
| Universal Scientific Industrial   | 9,282        | 7,761   | 8,650   | 9,215   | 24%          | -11%        | 11%          | 7%          | 5%          | 4%          | 4%          | 4%          |
| Jabil Inc                         | 33,288       | 32,010  | 26,249  | 27,389  | 14%          | 4%          | -18%         | 4%          | 5%          | 5%          | 6%          | 6%          |
| Compal Electronics Inc            | 32,797       | 27,959  | 28,792  | 30,547  | -13%         | -12%        | 3%           | 6%          | 1%          | 1%          | 1%          | 2%          |
| Foxconn Interconnect Technology   | 4,233        | 3,802   | 4,320   | 5,233   | 1%           | -7%         | 11%          | 21%         | 4%          | 6%          | 9%          | 10%         |
| Inventec Corp                     | 16,555       | 15,202  | 16,369  | 18,371  | 4%           | -5%         | 10%          | 12%         | 1%          | 1%          | 2%          | 2%          |
| Micro-Star International Co Ltd   | 5,513        | 5,404   | 5,900   | 6,403   | -11%         | 1%          | 10%          | 9%          | 7%          | 6%          | 6%          | 7%          |
| Plexus Corp                       | 3,890        | 3,983   | 3,714   | 4,216   | 13%          | 10%         | -3%          | 14%         | 5%          | 5%          | 5%          | 5%          |
| Note AB (publ)                    | 331          | 382     | n.a.    | n.a.    | 39%          | 15%         | n.a.         | n.a.        | 11%         | 10%         | n.a.        | n.a.        |
| Sanmina Corp                      | 8,082        | 8,453   | 7,276   | 8,094   | 18%          | 13%         | -13%         | 12%         | 5%          | 6%          | 5%          | 6%          |
| Incap Oyj                         | 264          | 222     | 214     | 257     | 55%          | -16%        | -2%          | 20%         | 15%         | 13%         | 11%         | 12%         |
| Celestica Inc                     | 6,774        | 7,214   | 8,151   | 8,744   | 29%          | 10%         | 11%          | 7%          | 5%          | 5%          | 6%          | 6%          |
| SIIX Corp                         | 1,974        | 1,990   | 2,055   | 2,160   | 22%          | 12%         | 9%           | 6%          | 3%          | n.a.        | n.a.        | n.a.        |
| Fabrinet                          | 2,143        | 2,425   | 2,630   | 2,926   | 20%          | 17%         | 8%           | 11%         | 10%         | 11%         | 10%         | 10%         |
| Sercomm Corp                      | 1,973        | 1,848   | 2,054   | 2,299   | 47%          | -3%         | 11%          | 12%         | 4%          | 5%          | 5%          | 6%          |
| TT Electronics                    | 697          | 708     | 661     | 667     | 30%          | -1%         | -10%         | 1%          | 7%          | 8%          | 10%         | 10%         |
| Alpha Networks Inc                | 1,028        | 835     | 799     | 900     | 21%          | -16%        | -5%          | 13%         | 5%          | 4%          | 4%          | 7%          |
| Ducommun Inc                      | 666          | 686     | 742     | 784     | 10%          | 6%          | 5%           | 6%          | 7%          | 8%          | 8%          | 10%         |
| Valuetronics Holdings Ltd         | 234          | 237     | 212     | 229     | -11%         | -1%         | 0%           | 8%          | 6%          | 5%          | 10%         | 10%         |
| Kitron ASA                        | 641          | 775     | 772     | 840     | 76%          | 21%         | 0%           | 9%          | 7%          | 9%          | 9%          | 9%          |
| Lacroix Group SA                  | 708          | 761     | 779     | 802     | 41%          | 8%          | 2%           | 3%          | 3%          | 3%          | 3%          | 4%          |
| Hanza AB                          | 319          | 373     | 485     | 562     | 41%          | 17%         | 30%          | 16%         | 6%          | 8%          | 7%          | 8%          |
| <b>Group median</b>               |              |         |         |         | <b>20.7%</b> | <b>1.4%</b> | <b>4.8%</b>  | <b>8.7%</b> | <b>5.2%</b> | <b>5.5%</b> | <b>5.6%</b> | <b>6.5%</b> |
| Scanfil (Nordea)                  | 844          | 902     | 817     | 885     | 21.3%        | 6.9%        | -9.4%        | 8.4%        | 5.4%        | 6.8%        | 6.8%        | 6.8%        |
| <b>diff. from median (pp)</b>     |              |         |         |         | <b>0.6</b>   | <b>5.4</b>  | <b>-14.2</b> | <b>-0.3</b> | <b>0.2</b>  | <b>1.3</b>  | <b>1.2</b>  | <b>0.3</b>  |

Source: LSEG Data &amp; Analytics and Nordea estimates

## EMS PEER GROUP: VALUATION

|                                   | P/E         |             |             |             | EV/EBITDA  |             |             |             | P/B         |             |             |             |
|-----------------------------------|-------------|-------------|-------------|-------------|------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
|                                   | 2022        | 2023        | 2024E       | 2025E       | 2022       | 2023        | 2024E       | 2025E       | 2022        | 2023        | 2024E       | 2025E       |
| Hon Hai Precision Industry Co Ltd | 9.9         | 10.4        | 13.8        | 11.9        | 6.0        | 5.0         | 6.9         | 6.0         | 1.4         | 1.4         | 1.3         | 1.2         |
| Delta Electronics Inc             | 22.9        | 24.5        | 24.5        | 20.3        | 12.7       | 13.2        | 12.7        | 10.9        | 4.7         | 4.3         | 4.0         | 3.6         |
| Pegatron Corp                     | 11.3        | 14.9        | 15.9        | 14.2        | 5.8        | 8.3         | 8.0         | 7.0         | 1.4         | 1.4         | 1.3         | 1.3         |
| Venture Corporation Ltd           | 13.5        | 14.7        | 14.4        | 13.3        | 8.9        | 8.8         | 8.5         | 7.8         | 1.5         | 1.4         | 1.4         | 1.4         |
| Universal Scientific Industrial   | 12.0        | 17.4        | 13.8        | 12.0        | 8.4        | 8.9         | 7.1         | 6.3         | 2.0         | 1.6         | 1.6         | 1.5         |
| Jabil Inc                         | 8.7         | 19.0        | 16.6        | 13.2        | 4.2        | 6.5         | 7.7         | 7.1         | 7.3         | 6.4         | 8.0         | 6.1         |
| Compal Electronics Inc            | 13.9        | 22.8        | 14.8        | 12.9        | 8.8        | 10.4        | 8.6         | 7.8         | 1.4         | 1.3         | 1.2         | 1.2         |
| Foxconn Interconnect Technology   | 11.0        | 8.3         | 12.2        | 6.8         | 4.1        | 2.5         | 5.5         | 4.7         | 0.8         | 0.9         | 0.8         | 0.8         |
| Inventec Corp                     | 15.5        | 31.0        | 23.8        | 18.8        | 12.4       | 20.8        | 16.9        | 13.7        | 3.6         | 3.5         | 3.2         | 3.1         |
| Micro-Star International Co Ltd   | 10.3        | 23.0        | 13.4        | 11.6        | 6.1        | 14.5        | 8.8         | 7.6         | 2.9         | 2.8         | 2.6         | 2.3         |
| Plexus Corp                       | 18.0        | 18.8        | 22.2        | 15.7        | 10.8       | 9.5         | 11.1        | 9.3         | 2.5         | 2.2         | n.a.        | n.a.        |
| Note AB (publ)                    | 20.4        | 13.5        | n.a.        | n.a.        | 11.4       | 9.0         | n.a.        | n.a.        | 4.7         | 3.1         | n.a.        | n.a.        |
| Sanmina Corp                      | 12.1        | 10.5        | 11.1        | 9.4         | 5.3        | 5.0         | 5.8         | 5.2         | 1.5         | 1.4         | n.a.        | n.a.        |
| Incap Oyj                         | 18.1        | 11.4        | 17.0        | 12.8        | 12.0       | 6.9         | 8.8         | 7.1         | 3.0         | 2.5         | 2.2         | 1.9         |
| Celestica Inc                     | 9.6         | 14.4        | 17.0        | 15.5        | 4.3        | 7.0         | 9.8         | 9.2         | 0.8         | 4.0         | n.a.        | n.a.        |
| SIIX Corp                         | 12.8        | 8.4         | 9.3         | 8.4         | 6.6        | 5.3         | 5.6         | 5.2         | 1.1         | 0.9         | 0.8         | 0.8         |
| Fabrinet                          | 15.5        | 19.3        | 22.7        | 20.3        | 10.6       | 13.8        | 17.5        | 15.7        | 5.4         | 4.6         | 4.0         | 3.5         |
| Sercomm Corp                      | 10.6        | 15.3        | 12.3        | 11.2        | 6.1        | 8.5         | 7.5         | 7.2         | 3.5         | 3.2         | 2.7         | 2.0         |
| TT Electronics                    | 9.8         | 8.4         | 7.8         | 7.2         | 6.8        | 6.0         | 5.5         | 5.3         | 0.8         | 0.9         | 1.0         | 0.9         |
| Alpha Networks Inc                | 16.8        | 37.5        | 20.9        | 13.5        | 7.7        | 14.2        | 11.8        | 7.5         | 1.9         | 1.9         | 1.8         | n.a.        |
| Ducommun Inc                      | 21.5        | 45.7        | 19.1        | 15.2        | 9.7        | 12.6        | 9.1         | 7.9         | 1.3         | 1.3         | 1.3         | 1.2         |
| Valuetronics Holdings Ltd         | 11.5        | 10.2        | 8.7         | 8.2         | 2.0        | 1.4         | 0.9         | 0.9         | 0.9         | 0.9         | n.a.        | n.a.        |
| Kitron ASA                        | 18.6        | 11.6        | 11.6        | 10.0        | 11.2       | 8.2         | 7.8         | 7.1         | 3.7         | 3.6         | 2.6         | 2.2         |
| Lacroix Group SA                  | 10.9        | 8.0         | 8.9         | 5.5         | 6.9        | n.a.        | n.a.        | n.a.        | 0.7         | n.a.        | n.a.        | n.a.        |
| Hanza AB                          | 15.5        | 16.1        | 10.4        | 7.8         | 8.2        | 8.6         | 5.3         | 4.4         | 3.1         | 2.3         | 1.8         | 1.5         |
| <b>Group average</b>              | <b>14.0</b> | <b>17.4</b> | <b>15.1</b> | <b>12.3</b> | <b>7.9</b> | <b>8.9</b>  | <b>8.6</b>  | <b>7.4</b>  | <b>2.5</b>  | <b>2.4</b>  | <b>2.3</b>  | <b>2.0</b>  |
| Scanfil (Nordea)                  | 12.1        | 10.4        | 11.9        | 10.7        | 8.1        | 6.9         | 6.5         | 5.6         | 1.9         | 1.9         | 1.7         | 1.5         |
| <b>diff. from average</b>         | <b>-14%</b> | <b>-40%</b> | <b>-21%</b> | <b>-13%</b> | <b>3%</b>  | <b>-22%</b> | <b>-24%</b> | <b>-25%</b> | <b>-24%</b> | <b>-21%</b> | <b>-27%</b> | <b>-28%</b> |

Source: LSEG Data &amp; Analytics and Nordea estimates

# Reported numbers and forecasts

## INCOME STATEMENT

| EURm                                 | 2016        | 2017        | 2018        | 2019        | 2020        | 2021        | 2022        | 2023        | 2024E       | 2025E       | 2026E       |
|--------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| <b>Total revenue</b>                 | <b>508</b>  | <b>530</b>  | <b>563</b>  | <b>580</b>  | <b>595</b>  | <b>696</b>  | <b>844</b>  | <b>902</b>  | <b>817</b>  | <b>885</b>  | <b>940</b>  |
| Revenue growth                       | 34.6%       | 4.3%        | 6.3%        | 2.9%        | 2.7%        | 16.8%       | 21.3%       | 6.9%        | -9.4%       | 8.4%        | 6.2%        |
| 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                               | 18          | 40          | 47          | 53          | 60          | 55          | 63          | 80          | 76          | 81          | 86          |
| Depreciation and impairments PPE     | -9          | -7          | -8          | -16         | -14         | -13         | -15         | -17         | -18         | -19         | -19         |
| of which leased assets               | 0           | 0           | 0           | -3          | -3          | -3          | -3          | -3          | -3          | -3          | -3          |
| EBITA                                | 9           | 33          | 40          | 37          | 46          | 42          | 48          | 64          | 58          | 62          | 66          |
| Amortisation and impairments         | -2          | -2          | -2          | -2          | -2          | -3          | -3          | -2          | -2          | -2          | -1          |
| EBIT                                 | 7           | 31          | 38          | 35          | 44          | 40          | 45          | 61          | 56          | 60          | 65          |
| of which associates                  | 0           | 0           | 0           | 0           | 0           | 0           | 0           | 0           | 0           | 0           | 0           |
| Associates excluded from EBIT        | 0           | 0           | 0           | 0           | 0           | 0           | 0           | 0           | 0           | 0           | 0           |
| Net financials                       | -1          | 1           | -2          | -1          | -3          | -2          | -4          | 0           | -1          | -1          | -1          |
| 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           |
| <b>Pre-tax profit</b>                | <b>6</b>    | <b>33</b>   | <b>36</b>   | <b>34</b>   | <b>42</b>   | <b>38</b>   | <b>42</b>   | <b>62</b>   | <b>55</b>   | <b>59</b>   | <b>64</b>   |
| Reported taxes                       | -6          | -7          | -7          | -6          | -5          | -8          | -7          | -13         | -12         | -12         | -13         |
| Net profit from continued operations | 0           | 26          | 29          | 28          | 37          | 30          | 35          | 48          | 42          | 47          | 51          |
| Discontinued operations              | 0           | 0           | 0           | 0           | 0           | 0           | 0           | 0           | 0           | 0           | 0           |
| Minority interests                   | 0           | 0           | 0           | 0           | 0           | 0           | 0           | 0           | 0           | 0           | 0           |
| Net profit to equity                 | 0           | 26          | 29          | 28          | 37          | 30          | 35          | 48          | 42          | 47          | 51          |
| <b>EPS, EUR</b>                      | <b>0.00</b> | <b>0.40</b> | <b>0.45</b> | <b>0.44</b> | <b>0.57</b> | <b>0.46</b> | <b>0.54</b> | <b>0.75</b> | <b>0.66</b> | <b>0.73</b> | <b>0.79</b> |
| DPS, EUR                             | 0.09        | 0.11        | 0.13        | 0.15        | 0.17        | 0.19        | 0.21        | 0.23        | 0.25        | 0.27        | 0.29        |
| of which ordinary                    | 0.09        | 0.11        | 0.13        | 0.15        | 0.17        | 0.19        | 0.21        | 0.23        | 0.25        | 0.27        | 0.29        |
| of which extraordinary               | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        | 0.00        |

## Profit margin in percent

|        |      |      |      |      |       |      |      |      |      |      |      |
|--------|------|------|------|------|-------|------|------|------|------|------|------|
| EBITDA | 3.6% | 7.6% | 8.4% | 9.1% | 10.1% | 7.9% | 7.4% | 8.9% | 9.2% | 9.1% | 9.1% |
| EBITA  | 1.8% | 6.3% | 7.1% | 6.4% | 7.8%  | 6.1% | 5.7% | 7.1% | 7.0% | 7.0% | 7.1% |
| EBIT   | 1.4% | 5.9% | 6.7% | 6.1% | 7.4%  | 5.7% | 5.4% | 6.8% | 6.8% | 6.8% | 6.9% |

## Adjusted earnings

|                |      |      |      |      |      |      |      |      |      |      |      |
|----------------|------|------|------|------|------|------|------|------|------|------|------|
| EBITDA (adj)   | 33   | 40   | 47   | 53   | 55   | 56   | 63   | 80   | 76   | 81   | 86   |
| EBITA (adj)    | 24   | 33   | 40   | 37   | 41   | 43   | 48   | 64   | 58   | 62   | 66   |
| EBIT (adj)     | 22   | 31   | 38   | 39   | 39   | 40   | 45   | 61   | 56   | 60   | 65   |
| EPS (adj, EUR) | 0.24 | 0.36 | 0.45 | 0.49 | 0.49 | 0.47 | 0.54 | 0.75 | 0.66 | 0.73 | 0.79 |

## Adjusted profit margins in percent

|              |      |      |      |      |      |      |      |      |      |      |      |
|--------------|------|------|------|------|------|------|------|------|------|------|------|
| EBITDA (adj) | 6.6% | 7.6% | 8.4% | 9.1% | 9.3% | 8.0% | 7.4% | 8.9% | 9.2% | 9.1% | 9.1% |
| EBITA (adj)  | 4.8% | 6.3% | 7.1% | 6.4% | 6.9% | 6.2% | 5.7% | 7.1% | 7.0% | 7.0% | 7.1% |
| EBIT (adj)   | 4.4% | 5.9% | 6.7% | 6.7% | 6.6% | 5.8% | 5.4% | 6.8% | 6.8% | 6.8% | 6.9% |

## Performance metrics

|                       |        |       |       |       |       |        |       |       |       |      |       |
|-----------------------|--------|-------|-------|-------|-------|--------|-------|-------|-------|------|-------|
| CAGR last 5 years     |        |       |       |       |       |        |       |       |       |      |       |
| Net revenue           | 19.2%  | 24.0% | 24.5% | 22.0% | 9.6%  | 6.5%   | 9.8%  | 9.9%  | 7.1%  | 8.3% | 6.2%  |
| EBITDA                | -4.8%  | 14.2% | 16.3% | 16.4% | 17.3% | 24.8%  | 9.4%  | 11.2% | 7.3%  | 6.0% | 9.3%  |
| EBIT                  | -4.5%  | 31.0% | 26.1% | 16.8% | 25.2% | 40.5%  | 7.7%  | 10.2% | 9.5%  | 6.3% | 10.4% |
| EPS                   | -58.0% | 32.7% | 26.1% | 15.5% | 31.7% | 217.8% | 6.1%  | 10.5% | 8.5%  | 4.8% | 11.4% |
| DPS                   | 8.4%   | 22.4% | 21.1% | 16.5% | 16.3% | 16.1%  | 13.8% | 12.1% | 10.8% | 9.7% | 8.8%  |
| Average last 5 years  |        |       |       |       |       |        |       |       |       |      |       |
| Average EBIT margin   | 3.9%   | 4.5%  | 4.9%  | 4.9%  | 5.6%  | 6.4%   | 6.2%  | 6.2%  | 6.4%  | 6.3% | 6.5%  |
| Average EBITDA margin | 7.7%   | 7.3%  | 7.2%  | 7.3%  | 7.9%  | 8.6%   | 8.5%  | 8.6%  | 8.7%  | 8.6% | 8.8%  |

## VALUATION RATIOS - ADJUSTED EARNINGS

| EURm            | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | 2024E | 2025E | 2026E |
|-----------------|------|------|------|------|------|------|------|------|-------|-------|-------|
| P/E (adj)       | 14.6 | 11.8 | 8.2  | 9.9  | 13.2 | 15.7 | 12.1 | 10.4 | 11.4  | 10.3  | 9.4   |
| EV/EBITDA (adj) | 7.9  | 7.8  | 5.7  | 6.8  | 8.0  | 9.7  | 8.1  | 6.9  | 6.5   | 5.7   | 5.1   |
| EV/EBITA (adj)  | 10.7 | 9.4  | 6.8  | 9.7  | 10.7 | 12.6 | 10.7 | 8.8  | 8.5   | 7.5   | 6.6   |
| EV/EBIT (adj)   | 11.7 | 10.0 | 7.1  | 9.3  | 11.3 | 13.5 | 11.3 | 9.1  | 8.8   | 7.7   | 6.7   |

## VALUATION RATIOS - REPORTED EARNINGS

| EURm                         | 2016  | 2017  | 2018  | 2019  | 2020  | 2021  | 2022  | 2023  | 2024E | 2025E | 2026E |
|------------------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| P/E                          | n.m.  | 10.5  | 8.2   | 11.2  | 11.4  | 16.1  | 12.1  | 10.4  | 11.4  | 10.3  | 9.4   |
| EV/Sales                     | 0.52  | 0.59  | 0.48  | 0.63  | 0.74  | 0.78  | 0.61  | 0.62  | 0.60  | 0.52  | 0.46  |
| EV/EBITDA                    | 14.4  | 7.8   | 5.7   | 6.8   | 7.3   | 9.9   | 8.1   | 6.9   | 6.5   | 5.7   | 5.1   |
| EV/EBITA                     | 28.0  | 9.4   | 6.8   | 9.7   | 9.5   | 12.8  | 10.7  | 8.8   | 8.5   | 7.5   | 6.6   |
| EV/EBIT                      | 36.2  | 10.0  | 7.1   | 10.3  | 9.9   | 13.7  | 11.3  | 9.1   | 8.8   | 7.7   | 6.7   |
| Dividend yield (ord.)        | 2.6%  | 2.6%  | 3.5%  | 3.1%  | 2.6%  | 2.5%  | 3.2%  | 2.9%  | 3.3%  | 3.6%  | 3.9%  |
| FCF yield                    | 5.8%  | 3.9%  | 8.1%  | 5.8%  | 9.3%  | -5.2% | -2.1% | 9.2%  | 13.4% | 9.1%  | 9.7%  |
| FCF Yield bef A&D, lease adj | 5.8%  | 3.9%  | 8.1%  | 8.2%  | 5.5%  | -5.8% | -2.7% | 8.7%  | 12.8% | 8.5%  | 9.2%  |
| Payout ratio                 | 37.7% | 30.6% | 28.6% | 30.4% | 34.5% | 40.1% | 38.6% | 30.7% | 38.0% | 37.1% | 36.5% |

Source: Company data and Nordea estimates

**BALANCE SHEET**

| EURm                                  | 2016       | 2017       | 2018       | 2019       | 2020       | 2021       | 2022       | 2023       | 2024E      | 2025E      | 2026E      |
|---------------------------------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| Intangible assets                     | 27         | 25         | 22         | 25         | 23         | 21         | 19         | 18         | 16         | 14         | 13         |
| of which R&D                          | n.a.       | n.a.       | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          |
| of which other intangibles            | 16         | 15         | 12         | 17         | 14         | 13         | 11         | 10         | 8          | 7          | 5          |
| of which goodwill                     | 11         | 10         | 10         | 8          | 8          | 8          | 8          | 8          | 8          | 8          | 8          |
| Tangible assets                       | 41         | 48         | 49         | 72         | 65         | 72         | 80         | 85         | 94         | 100        | 103        |
| of which leased assets                | 0          | 0          | 0          | 21         | 18         | 22         | 24         | 23         | 23         | 23         | 23         |
| Shares associates                     | n.a.       | n.a.       | 0          | 1          | 1          | 1          | 1          | 1          | 1          | 1          | 1          |
| Interest bearing assets               | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          |
| Deferred tax assets                   | 2          | 4          | 4          | 6          | 7          | 9          | 8          | 8          | 8          | 8          | 8          |
| Other non-IB non-current assets       | n.a.       | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          |
| Other non-current assets              | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          |
| Total non-current assets              | 70         | 77         | 76         | 103        | 95         | 102        | 107        | 112        | 119        | 123        | 124        |
| Inventory                             | 85         | 101        | 99         | 102        | 103        | 193        | 229        | 209        | 179        | 177        | 182        |
| Accounts receivable                   | 88         | 106        | 108        | 112        | 113        | 149        | 165        | 174        | 159        | 173        | 183        |
| Short-term leased assets              | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          |
| Other current assets                  | 4          | 2          | 2          | 3          | 2          | 4          | 4          | 3          | 2          | 3          | 3          |
| Cash and bank                         | 20         | 21         | 19         | 20         | 26         | 25         | 21         | 21         | 63         | 88         | 115        |
| Total current assets                  | 197        | 230        | 228        | 237        | 245        | 372        | 419        | 406        | 404        | 441        | 484        |
| Assets held for sale                  | 0          | n.a.       | n.a.       | n.a.       | n.a.       | n.a.       | n.a.       | n.a.       | n.a.       | n.a.       | n.a.       |
| <b>Total assets</b>                   | <b>267</b> | <b>307</b> | <b>304</b> | <b>340</b> | <b>339</b> | <b>474</b> | <b>526</b> | <b>518</b> | <b>523</b> | <b>563</b> | <b>608</b> |
| Shareholders equity                   | 108        | 125        | 145        | 167        | 183        | 207        | 227        | 266        | 293        | 324        | 358        |
| Of which preferred stocks             | n.a.       | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          |
| Of which equity part of hybrid debt   | n.a.       | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          |
| Minority interest                     | n.a.       | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          |
| Total Equity                          | n.a.       | 125        | 145        | 167        | 183        | 207        | 227        | 266        | 293        | 324        | 358        |
| Deferred tax                          | 3          | 5          | 6          | 7          | 6          | 5          | 5          | 6          | 6          | 6          | 6          |
| Long term interest bearing debt       | 38         | 27         | 17         | 25         | 18         | 42         | 36         | 0          | 0          | 5          | 9          |
| Pension provisions                    | n.a.       | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          |
| Other long-term provisions            | 0          | 0          | 0          | 0          | 0          | 0          | 1          | 1          | 1          | 1          | 1          |
| Other long-term liabilities           | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          |
| Non-current lease debt                | 0          | 0          | 0          | 19         | 16         | 20         | 20         | 19         | 19         | 19         | 19         |
| Convertible debt                      | n.a.       | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          |
| Shareholder debt                      | n.a.       | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          |
| Hybrid debt                           | n.a.       | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          |
| Total non-current liabilities         | 41         | 33         | 23         | 51         | 40         | 67         | 62         | 25         | 25         | 30         | 34         |
| Short-term provisions                 | 5          | 0          | 0          | 0          | 4          | 2          | 0          | 1          | 1          | 1          | 1          |
| Accounts payable                      | 90         | 113        | 104        | 96         | 100        | 172        | 184        | 167        | 150        | 159        | 170        |
| Current lease debt                    | 0          | 0          | 0          | 4          | 4          | 3          | 4          | 4          | 4          | 4          | 4          |
| Other current liabilities             | n.a.       | n.a.       | 0          | 3          | 2          | 1          | 3          | 5          | 4          | 5          | 5          |
| Short term interest bearing debt      | 22         | 36         | 33         | 20         | 6          | 20         | 46         | 50         | 45         | 40         | 36         |
| Total current liabilities             | 117        | 149        | 136        | 122        | 116        | 199        | 237        | 227        | 204        | 209        | 216        |
| Liabilities for assets held for sale  | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          | 0          |
| <b>Total liabilities and equity</b>   | <b>267</b> | <b>307</b> | <b>304</b> | <b>340</b> | <b>339</b> | <b>473</b> | <b>526</b> | <b>518</b> | <b>523</b> | <b>563</b> | <b>608</b> |
| <b>Balance sheet and debt metrics</b> |            |            |            |            |            |            |            |            |            |            |            |
| Net debt                              | 40         | 43         | 30         | 46         | 18         | 60         | 86         | 52         | 5          | -21        | -47        |
| of which lease debt                   | 0          | 0          | 0          | 22         | 20         | 23         | 25         | 23         | 23         | 23         | 23         |
| Working capital                       | 87         | 96         | 105        | 118        | 117        | 173        | 211        | 214        | 187        | 188        | 193        |
| Invested capital                      | 157        | 173        | 181        | 221        | 212        | 275        | 318        | 325        | 305        | 311        | 318        |
| Capital employed                      | 168        | 188        | 194        | 233        | 227        | 293        | 333        | 339        | 361        | 392        | 425        |
| ROE                                   | 0.1%       | 22.2%      | 21.5%      | 18.0%      | 21.1%      | 15.3%      | 16.1%      | 19.6%      | 15.1%      | 15.1%      | 15.0%      |
| ROIC                                  | 10.5%      | 14.6%      | 16.5%      | 14.9%      | 13.9%      | 12.8%      | 11.8%      | 14.7%      | 13.6%      | 15.0%      | 15.9%      |
| ROCE                                  | 18.9%      | 23.1%      | 19.8%      | 18.3%      | 17.0%      | 15.6%      | 14.5%      | 18.3%      | 15.9%      | 16.0%      | 15.9%      |
| Net debt/EBITDA                       | 2.2        | 1.1        | 0.6        | 0.9        | 0.3        | 1.1        | 1.4        | 0.6        | 0.1        | -0.3       | -0.6       |
| Interest coverage                     | 1.5        | 4.8        | 21.1       | 25.3       | 16.5       | 19.9       | 12.0       | n.m.       | 51.4       | 52.8       | 54.4       |
| Equity ratio                          | 40.6%      | 40.7%      | 47.6%      | 49.0%      | 53.9%      | 43.8%      | 43.1%      | 51.4%      | 56.1%      | 57.5%      | 58.8%      |
| Net gearing                           | n.a.       | 34.4%      | 20.7%      | 27.7%      | 10.0%      | 28.9%      | 37.7%      | 19.4%      | 1.6%       | -6.3%      | -13.3%     |

Source: Company data and Nordea estimates

**CASH FLOW STATEMENT**

| EURm                                   | 2016      | 2017      | 2018      | 2019      | 2020      | 2021       | 2022      | 2023      | 2024E     | 2025E     | 2026E     |
|----------------------------------------|-----------|-----------|-----------|-----------|-----------|------------|-----------|-----------|-----------|-----------|-----------|
| <b>EBITDA (adj) for associates</b>     | <b>18</b> | <b>40</b> | <b>47</b> | <b>53</b> | <b>60</b> | <b>55</b>  | <b>63</b> | <b>80</b> | <b>76</b> | <b>81</b> | <b>86</b> |
| Paid taxes                             | -5        | -8        | -7        | -8        | -7        | -11        | -4        | -9        | -12       | -12       | -13       |
| Net financials                         | -2        | -2        | -2        | -2        | -2        | -1         | -2        | -4        | -1        | -1        | -1        |
| Change in provisions                   | 4         | -5        | 0         | 0         | 4         | -3         | 0         | 1         | 0         | 0         | 0         |
| Change in other LT non-IB              | 1         | -2        | 0         | -1        | -1        | -2         | 1         | 0         | 0         | 0         | 0         |
| Cash flow to/from associates           | n.a.      | n.a.      | 0         | 0         | 0         | 0          | 0         | 0         | 0         | 0         | 0         |
| Dividends paid to minorities           | n.a.      | n.a.      | 0         | 0         | 0         | 0          | 0         | 0         | 0         | 0         | 0         |
| Other adj to reconcile to cash flow    | 7         | 4         | 0         | 2         | -11       | 2          | -3        | 3         | 0         | 0         | 0         |
| <b>Funds from operations (FFO)</b>     | <b>23</b> | <b>27</b> | <b>39</b> | <b>44</b> | <b>43</b> | <b>40</b>  | <b>53</b> | <b>72</b> | <b>62</b> | <b>67</b> | <b>72</b> |
| Change in NWC                          | -6        | -6        | -10       | -8        | -8        | -53        | -43       | -3        | 27        | -1        | -5        |
| <b>Cash flow from operations (CFO)</b> | <b>16</b> | <b>21</b> | <b>29</b> | <b>36</b> | <b>35</b> | <b>-13</b> | <b>10</b> | <b>69</b> | <b>89</b> | <b>66</b> | <b>67</b> |
| Capital expenditure                    | -4        | -11       | -10       | -7        | -9        | -13        | -19       | -22       | -24       | -22       | -20       |
| <b>Free cash flow before A&amp;D</b>   | <b>13</b> | <b>11</b> | <b>19</b> | <b>29</b> | <b>26</b> | <b>-25</b> | <b>-9</b> | <b>47</b> | <b>65</b> | <b>44</b> | <b>47</b> |
| Proceeds from sale of assets           | n.a.      | 0         | 0         | 0         | 13        | 0          | 0         | 0         | 0         | 0         | 0         |
| Acquisitions                           | n.a.      | 0         | 0         | -10       | 0         | 0          | 0         | 0         | 0         | 0         | 0         |
| Free cash flow                         | 13        | 11        | 19        | 18        | 39        | -25        | -9        | 47        | 65        | 44        | 47        |
| Free cash flow bef A&D, lease adj      | 13        | 11        | 19        | 26        | 23        | -28        | -12       | 44        | 62        | 41        | 44        |
| Dividends paid                         | n.a.      | -6        | -7        | -8        | -10       | -11        | -12       | -14       | -15       | -16       | -17       |
| Equity issues / buybacks               | n.a.      | 0         | 0         | 0         | 0         | 0          | 0         | 0         | 0         | 0         | 0         |
| Net change in debt                     | -26       | -4        | -14       | -43       | -21       | 39         | 20        | -34       | -5        | 0         | 0         |
| Other financing adjustments            | n.a.      | n.a.      | 0         | 0         | 0         | 0          | 0         | 0         | -3        | -3        | -3        |
| Other non-cash adjustments             | -1        | -1        | 0         | 34        | -3        | -4         | -3        | 2         | 0         | 0         | 0         |
| Change in cash                         | -2        | 0         | -1        | 1         | 5         | -1         | -5        | 0         | 42        | 25        | 27        |
| <b>Cash flow metrics</b>               |           |           |           |           |           |            |           |           |           |           |           |
| Capex/D&A                              | 32.3%     | n.m.      | n.m.      | 41.2%     | 58.4%     | 83.8%      | n.m.      | n.m.      | n.m.      | n.m.      | 94.4%     |
| Capex/Sales                            | 0.7%      | 2.0%      | 1.7%      | 1.3%      | 1.6%      | 1.9%       | 2.3%      | 2.5%      | 3.0%      | 2.5%      | 2.1%      |
| <b>Key information</b>                 |           |           |           |           |           |            |           |           |           |           |           |
| Share price year end (/current)        | 3         | 4         | 4         | 5         | 7         | 7          | 7         | 8         | 7         | 7         | 7         |
| Market cap.                            | 222       | 271       | 239       | 316       | 422       | 483        | 426       | 505       | 484       | 484       | 484       |
| Enterprise value                       | 262       | 314       | 269       | 362       | 440       | 543        | 511       | 557       | 489       | 463       | 437       |
| Diluted no. of shares, year-end (m)    | 63.7      | 63.8      | 63.8      | 64.7      | 64.7      | 64.7       | 64.7      | 64.7      | 64.7      | 64.7      | 64.7      |

Source: Company data and Nordea estimates

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