

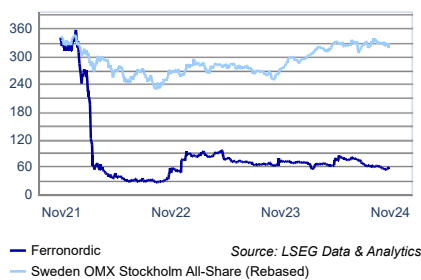
Ferronordic

Capital Goods
Sweden

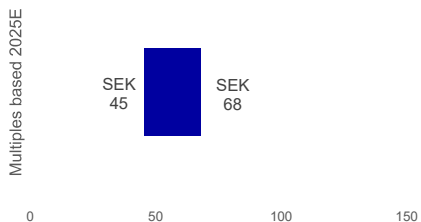
KEY DATA

| | |
|---------------------|---|
| Stock country | Sweden |
| Bloomberg | FNM SS |
| Reuters | FNMA.ST |
| Share price (close) | SEK 62.60 |
| Free float | 83% |
| Market cap. (bn) | EUR 0.08/SEK 0.91 |
| Website | https://ferronordic.com |
| Next report date | 20 Feb 2025 |

PERFORMANCE



VALUATION APPROACH



ESTIMATE CHANGES

| Year | 2024E | 2025E | 2026E |
|------------|-------|-------|-------|
| Sales | 0% | 0% | 1% |
| EBIT (adj) | -38% | -1% | -1% |

Source: Nordea estimates

Nordea IB & Equity - Analysts

Anders Åkerblom
AnalystAgnieszka Vilela
Managing Director

Better positioned

Ferronordic reported an overall encouraging set of Q3 2024 numbers. Sales came in 2% above our expectation, driven mostly by continued strong performance in the US, while earnings were still hampered by pronounced market weakness in Germany, to little surprise (new equipment sales in the region declined by 50% y/y, organically). The company took an inventory writedown of SEK -31m, owing to seemingly fierce pricing competition in the market. We view this as a part of operations, but nonetheless highlight that earnings would be in line with our expectation of SEK 34m if we adjusted adjust for the writedown. We continue to believe that pricing scrutiny in the market will abate somewhat when the market begins to recover. We find the probability of further future writedowns as limited, but they are burdening adjusted EBIT for this year (we lower our estimate by ~40%). We keep our estimates beyond this year largely intact. With some green shoots appearing, we find the case more de-risked and thus raise our valuation range to 8-12x 2025E EBIT, compared with the current peer group median of ~10.5x, which in turn corresponds to SEK 45-68 per share.

Q3 2024 results

Q3 group sales came in at SEK 1,140m (-26% organic, 107% M&A, -2% FX), implying 77% y/y growth. We are encouraged by the strong performance in the US, where sales declined by 3%, owing to a likely temporary hesitancy in the market, but the company still noted continued good demand for large construction projects in the US market. We were also encouraged by the healthy gross margin print of ~27% in the US, up 440bp q/q, and cost-cutting measures in Germany, which yielded ~170bp y/y margin support, a clear positive for the earnings trajectory.

2025 expectations

Ferronordic continues to face a challenging German market, where Daimler Trucks reported volume declines in excess of 50%. Truck traffic data published in October, however, pointed to four straight months of improving y/y figures, highlighting a better utilisation rate in the truck fleet. While this did not show in the quarterly deliveries – with a 47% market drop and Ferronordic's delivery growth of -60% y/y – the company, nevertheless, expects order intake for new trucks and rentals to improve during the quarter. We find this supportive for our assertion of continued sequential improvement in Germany and for the group, yielding -10% y/y organic growth for Q4 2024E, i.e. a clear sequential improvement.

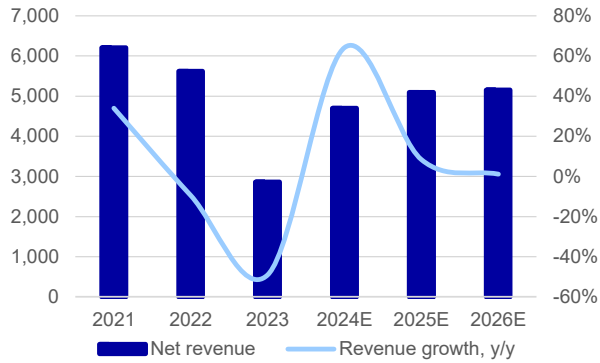
SUMMARY TABLE - KEY FIGURES

| SEKm | 2020 | 2021 | 2022 | 2023 | 2024E | 2025E | 2026E |
|--------------------------|--------|-------|--------|---------|-------|--------|-------|
| Total revenue | 4,635 | 6,211 | 5,621 | 2,863 | 4,701 | 5,096 | 5,154 |
| EBITDA (adj) | 503 | 576 | 455 | 25 | 414 | 363 | 386 |
| EBIT (adj) | 330 | 510 | 372 | -80 | 65 | 209 | 228 |
| EBIT (adj) margin | 7.1% | 8.2% | 6.6% | -2.8% | 1.4% | 4.1% | 4.4% |
| EPS (adj, SEK) | 15.36 | 25.23 | 17.40 | -5.04 | -5.34 | 7.25 | 8.35 |
| EPS (adj) growth | -13.4% | 64.3% | -31.1% | -129.0% | -6.0% | 235.6% | 15.2% |
| DPS (ord, SEK) | 7.50 | 0.00 | 7.50 | 0.10 | -1.07 | 1.81 | 2.09 |
| EV/Sales | 0.5 | 0.8 | 0.0 | 0.8 | 0.5 | 0.4 | 0.4 |
| EV/EBIT (adj) | 6.9 | 10.0 | 0.4 | n.m. | 34.5 | 10.6 | 9.4 |
| P/E (adj) | 10.2 | 13.4 | 4.4 | n.m. | n.m. | 8.6 | 7.5 |
| P/BV | 2.8 | 4.4 | 0.6 | 0.6 | 0.6 | 0.5 | 0.5 |
| Dividend yield (ord) | 4.8% | 0.0% | 9.8% | 0.1% | -1.7% | 2.9% | 3.3% |
| FCF Yield bef A&D, lease | 28.1% | 4.9% | -10.7% | -14.5% | 1.0% | 1.3% | 11.2% |
| Net debt | -20 | 199 | -957 | 1,349 | 1,341 | 1,314 | 1,239 |
| Net debt/EBITDA | 0.0 | 0.4 | -1.2 | n.m. | 3.2 | 3.6 | 3.2 |
| ROIC after tax | 22.0% | 36.4% | 25.1% | -3.0% | 1.6% | 5.0% | 5.4% |

Source: Company data and Nordea estimates

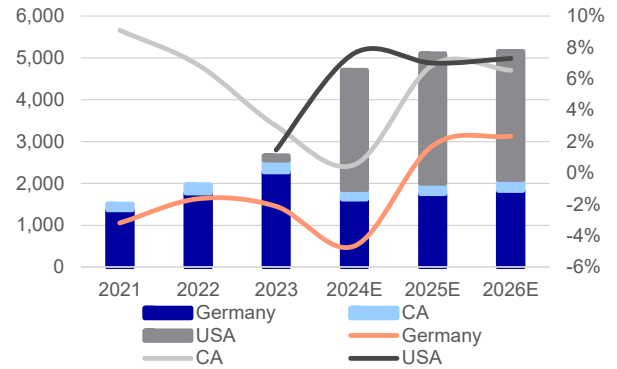
Key charts

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



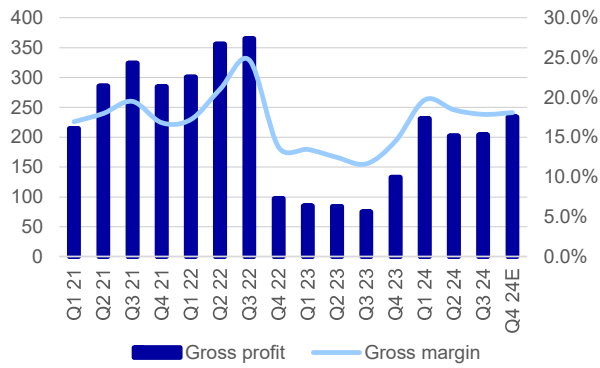
Source: Company data and Nordea estimates

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



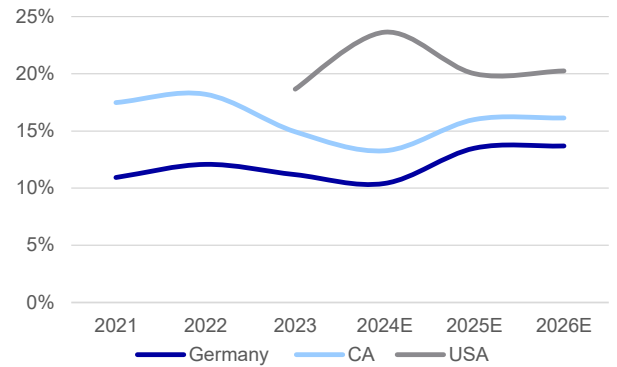
Source: Company data and Nordea estimates

QUARTERLY GROSS PROFIT (SEKm) AND MARGIN (%), 2021-24E



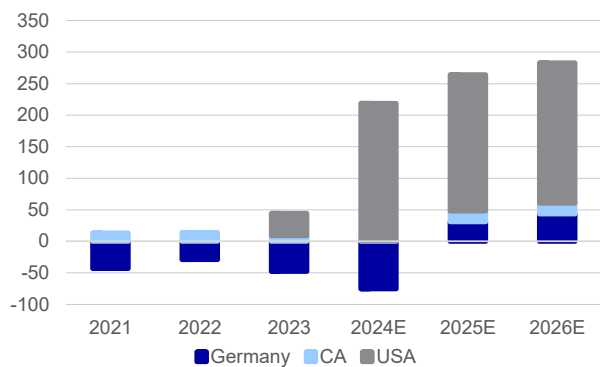
Source: Company data and Nordea estimates

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



Source: Company data and Nordea estimates

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



Source: Company data and Nordea estimates

GROUP ORGANIC GROWTH (%), 2021-26E



Source: Company data and Nordea estimates

Q3 2024 deviation

Ferronordic presented a weaker set of Q3 numbers. Group EBIT came in at SEK 2m, significantly below our expectation of SEK 34m. The deviation stemmed from Germany, while the US performed largely in line, with EBIT 4% above our expectation, 4% q/q sales growth and 8% q/q EBIT growth. Adjusted for inventory writedown effects, however, group EBIT was SEK 33m, and as such largely in line, implying a margin of 2.9%, 20bp below our expectation but up 330bp q/q, suggesting that the announced cost-cutting measures in Germany are having a positive effect. We do not adjust for the effects of the inventory writedown, as we believe this is part of Ferronordic's normal operations, yet we highlight the probability that these effects will diminish going forward, owing to a better market environment with less idle inventory. As such, we find a limited need for estimate revisions following the report.

DEVIATION TABLE

| SEKm | Actual | NDA est. | Deviation | | Actual | | Actual | |
|---------------------------|---------------|--------------|---------------|---------------|---------------|--------------|---------------|--------------|
| | Q3 2024 | Q3 24E | | vs. actual | Q2 24 | q/q | Q3 23 | y/y |
| Sales | 1,141 | 1,115 | 26 | 2% | 1,095 | 4% | 643 | 77% |
| Adj. EBIT | 2 | 34 | -32 | -94% | (4) | -150% | (28) | -107% |
| Adj. EBIT margin | 0.2% | 3.1% | - | -2.9pp | -0.4% | 0.5pp | -4.4% | 4.5pp |
| EPS (SEK) | (6.07) | 0.51 | -6.58 | -1301% | (5.57) | 9% | (6.06) | 0% |
| Revenue | 1,141 | 1,115 | 26 | 2% | 1,095 | 4% | 643 | 77% |
| Cost of sales | (937) | (918) | (19) | 2% | (893) | 5% | (568) | 65% |
| Gross profit | 204 | 197 | 7 | 4% | 202 | 1% | 75 | 172% |
| Sales expenses | (58) | (59) | 1 | -2% | (59) | -2% | (49) | 18% |
| G&A expenses | (129) | (103) | (26) | 25% | (157) | -18% | (59) | 119% |
| Other income | (8) | - | (8) | - | 15 | - | 9 | - |
| Other expenses | (8) | - | (8) | - | (5) | - | (4) | - |
| EBIT | 2 | 34 | (32) | -94% | (4) | -150% | (28) | -107% |
| Finance income | 2 | - | 2 | - | 1 | 100% | 8 | -75% |
| Finance costs | (39) | (25) | (14) | - | (41) | -5% | (11) | 255% |
| Net FX gains/(losses) | (49) | - | - | - | (35) | - | (84) | - |
| PTP | (84) | 9 | (93) | -1009% | (79) | 6% | (115) | -27% |
| Income tax | (4) | (2) | - | - | (2) | - | 26 | - |
| Net income | (88) | 7 | - | -1298% | (81) | 9% | (89) | -1% |
| EPS (SEK) | (6.07) | 0.51 | (6.58) | -1301% | (5.57) | 9% | (6.06) | 0% |
| Non recurring items (NRI) | 0 | 0 | 0 | | 0 | - | 0 | - |
| Sales per segment | | | | | | | | |
| USA | 686 | 637 | 49 | 8% | 707 | n.a | - | - |
| Germany | 372 | 421 | (49) | -12% | 332 | 12% | 575 | -35% |
| CIS | 82 | 56 | 26 | 46% | 56 | 46% | 69 | 20% |
| Adjusted EBIT | | | | | | | | |
| USA | 53 | 50.9 | 2 | 4% | 51 | n.a | - | - |
| Germany | (40) | (5.3) | (35) | 659% | (27) | 48% | (16) | 150% |
| CIS | 3 | 1.1 | 2 | 180% | -1 | -400% | 0 | 900% |

Source: Company data and Nordea estimates

Estimate revisions

FERRONORDIC: ESTIMATE REVISIONS

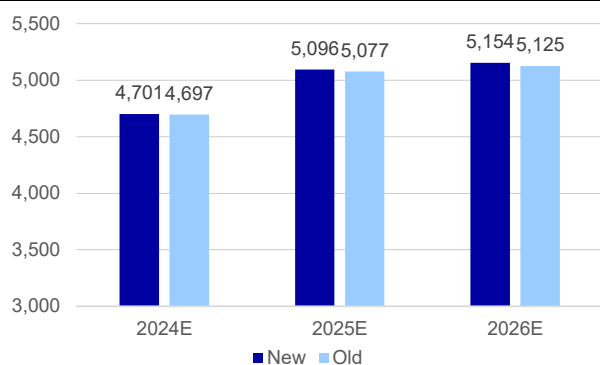
| SEKm | New estimates | | | Old estimates | | | Δ | | |
|------------------------------|---------------|--------------|--------------|---------------|--------------|--------------|----------------|----------------|----------------|
| | 2024E | 2025E | 2026E | 2024E | 2025E | 2026E | 2024E | 2025E | 2026E |
| Sales breakdown | | | | | | | | | |
| Equipment Sales | 2,686 | 2,887 | 2,840 | 2,744 | 2,939 | 2,881 | -2% | -2% | -1% |
| Aftermarket Sales | 1,724 | 1,908 | 2,017 | 1,729 | 1,907 | 2,016 | 0% | 0% | 0% |
| Contracting Services & other | 291 | 302 | 297 | 224 | 232 | 228 | 30% | 30% | 30% |
| Group | 4,701 | 5,096 | 5,154 | 4,697 | 5,077 | 5,125 | 0% | 0% | 1% |
| Gross profit | 871 | 895 | 913 | 866 | 897 | 913 | 1% | 0% | 0% |
| Adj. EBITDA | 414 | 363 | 386 | 425 | 370 | 393 | -3% | -2% | -2% |
| Adj. EBIT | 65 | 209 | 228 | 106 | 212 | 232 | -38% | -1% | -1% |
| Margins | | | | | | | | | |
| Gross margin | 18.5% | 17.6% | 17.7% | 18.5% | 17.7% | 17.8% | 0.1 pp | -0.1 pp | -0.1 pp |
| EBITDA margin | 8.8% | 7.1% | 7.5% | 9.1% | 7.3% | 7.7% | -0.3 pp | -0.2 pp | -0.2 pp |
| EBIT margin | 1.4% | 4.1% | 4.4% | 2.2% | 4.2% | 4.5% | -0.9 pp | -0.1 pp | -0.1 pp |
| Per business area | 2024E | 2025E | 2026E | 2024E | 2025E | 2026E | 2024E | 2025E | 2026E |
| USA* | | | | | | | | | |
| Sales** | 2,850 | 3,093 | 3,058 | 2,787 | 3,027 | 2,994 | 2% | 2% | 2% |
| Gross profit | 674 | 619 | 619 | 629 | 605 | 606 | 7% | 2% | 2% |
| EBITDA | 480 | 433 | 437 | 460 | 424 | 428 | 4% | 2% | 2% |
| EBIT** | 218 | 216 | 223 | 222 | 212 | 219 | -2% | 2% | 2% |
| Adjusted EBIT** | 218 | 216 | 223 | 222 | 212 | 219 | -2% | 2% | 2% |
| Gross margin | 23.6% | 20.0% | 20.3% | 22.6% | 20.0% | 20.3% | 1.1 pp | 0.0 pp | 0.0 pp |
| EBIT margin | 7.6% | 7.0% | 7.3% | 7.9% | 7.0% | 7.3% | -0.3 pp | 0.0 pp | 0.0 pp |
| Germany | | | | | | | | | |
| Sales | 1,623 | 1,756 | 1,836 | 1,707 | 1,831 | 1,902 | -5% | -4% | -3% |
| Gross profit | 169 | 237 | 252 | 208 | 256 | 270 | -19% | -7% | -7% |
| EBITDA | 8 | 97 | 109 | 38 | 110 | 123 | -80% | -12% | -11% |
| EBIT | -75 | 31 | 43 | -40 | 41 | 54 | 87% | -25% | -20% |
| Adjusted EBIT | -75 | 31 | 43 | -40 | 41 | 54 | 87% | -25% | -20% |
| Gross margin | 10.4% | 13.5% | 13.7% | 12.2% | 14.0% | 14.2% | -1.8 pp | -0.5 pp | -0.5 pp |
| EBIT margin | -4.6% | 1.8% | 2.4% | -2.4% | 2.3% | 2.9% | -2.3 pp | -0.5 pp | -0.5 pp |
| CA | | | | | | | | | |
| Sales | 229 | 247 | 259 | 203 | 219 | 229 | 13% | 13% | 13% |
| Gross profit | 30 | 40 | 42 | 31 | 35 | 37 | -2% | 13% | 13% |
| EBITDA | 4 | 20 | 20 | 4 | 18 | 18 | 5% | 13% | 13% |
| EBIT | 1 | 17 | 17 | 0 | 14 | 14 | 191% | 21% | 21% |
| Adjusted EBIT | 1 | 17 | 17 | 0 | 14 | 14 | 191% | 21% | 21% |
| Gross margin | 13.3% | 16.0% | 16.2% | 15.2% | 16.0% | 16.2% | -2.0 pp | 0.0 pp | 0.0 pp |
| EBIT margin | 0.5% | 6.9% | 6.5% | 0.2% | 6.4% | 6.1% | 0.3 pp | 0.5 pp | 0.5 pp |

* Certain historical assumptions made by Nordea

** Certain calculations for old US estimates are on an annualised basis and are not pro forma, prompting the substantial 2023 differential (group calculations, however, are pro forma).

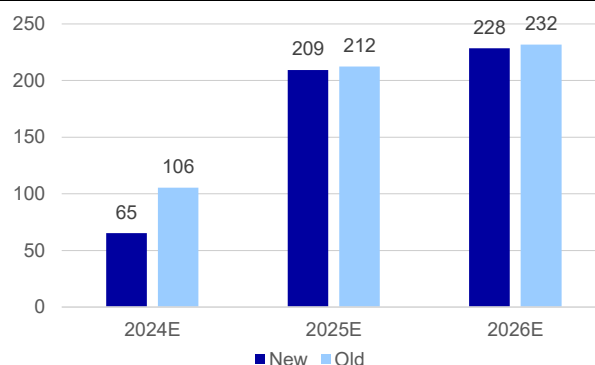
Source: Nordea estimates

SALES: NEW VS. OLD ESTIMATES (SEKm)



Source: Nordea estimates

ADJUSTED EBIT: NEW VS. OLD ESTIMATES (SEKm)



Source: Nordea estimates

Valuation

FERRONORDIC: PEER VALUATION TABLE

| | MCAP SEKm | P/E (adj.) | | | EV/EBIT (adj.) | | | FCF Yield (adj.) | | | EV/EBITDA (adj.) | | | Implied multiple exp. (-), m/m | | |
|------------------------------------|--------------|------------|-------------|-------------|----------------|--------------|-------------|------------------|-------------|--------------|------------------|-------------|-------------|--------------------------------|-------------|-------------|
| | | 2024E | 2025E | 2026E | 2024E | 2025E | 2026E | 2024E | 2025E | 2026E | 2024E | 2025E | 2026E | 2024E | 2025E | 2026E |
| Alta Equipment Group Inc | 2,909 | | | | 182.8x | 32.1x | -279.1x | -4.4% | 27.7% | 31.6% | 5.4x | 5.2x | 5.1x | 921.9% | 4.8% | -429.5% |
| Barloworld Ltd | 9,553 | 8.6x | 7.7x | 6.8x | 5.3x | 5.2x | 5.4x | | | | 3.9x | 3.9x | 3.8x | 0.6% | 0.6% | 0.6% |
| Finning International Inc | 41,109 | 10.4x | 9.8x | 8.7x | 9.2x | 8.8x | 8.3x | 10.7% | 8.1% | | 6.2x | 6.1x | 5.6x | -4.7% | -5.2% | -5.5% |
| Meko AB | 7,641 | 10.0x | 9.2x | 8.1x | 11.2x | 10.3x | 9.5x | | | | 6.1x | 6.0x | 5.7x | -8.0% | -2.3% | -0.2% |
| Toromont Industries Ltd | 75,130 | 19.6x | 18.7x | 16.8x | 14.8x | 13.9x | 13.0x | 2.2% | 4.3% | 4.0% | 11.2x | 10.7x | 9.9x | -8.2% | -7.9% | -13.3% |
| Average | 27,268 | 12.2x | 11.3x | 10.1x | 44.7x | 14.1x | -48.6x | 2.8% | 13.3% | 17.8% | 6.6x | 6.4x | 6.0x | 180.3% | -2.0% | -89.6% |
| Median | 9,553 | 10.2x | 9.5x | 8.4x | 11.2x | 10.3x | 8.3x | 2.2% | 8.1% | 17.8% | 6.1x | 6.0x | 5.6x | -4.7% | -2.3% | -5.5% |
| Ferronordic | 864 | nm | 8.1x | 7.1x | 33.7x | 10.4x | 9.2x | 1.1% | 1.4% | 11.9% | 5.3x | 6.0x | 5.4x | 26.8% | 6.1% | 2.6% |
| Premium (+) discount (-) to median | | - | -14% | -16% | 200% | 1% | 10% | -100% | -100% | -99% | -13% | 1% | -4% | 31.4pp | 8.4pp | 8.1pp |

Note: Multiple expansion is calculated based on consensus (LSEG Data & Analytics) estimates

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

Detailed estimates

DETAILED ESTIMATES, BY QUARTER

| (SEKm) | Q4 22 | Q1 23 | Q2 23 | Q3 23 | Q4 23 | Q1 24 | Q2 24 | Q3 24 | Q4 24E |
|-----------------------|--------------|-------------|-------------|--------------|--------------|--------------|--------------|--------------|--------------|
| Revenue | 705 | 631 | 674 | 643 | 915 | 1,172 | 1,095 | 1,141 | 1,293 |
| Cost of sales | -608 | -546 | -590 | -568 | -782 | -941 | -893 | -937 | -1,059 |
| Gross profit | 97 | 85 | 84 | 75 | 133 | 231 | 202 | 204 | 234 |
| Sales expenses | -52 | -42 | -48 | -49 | -50 | -65 | -59 | -58 | 22 |
| G&A expenses | -62 | -57 | -57 | -59 | -147 | -154 | -157 | -129 | -209 |
| Other income | 8 | 0 | 10 | 9 | 5 | 12 | 15 | -8 | 0 |
| Other expenses | -4 | 0 | 0 | -4 | -3 | -3 | -5 | -8 | 0 |
| EBIT | -13 | -14 | -10 | -28 | -62 | 21 | -4 | 2 | 47 |
| Finance income | 2 | 5 | 10 | 8 | 8 | 3 | 1 | 2 | 0 |
| Finance costs | -5 | -7 | -8 | -11 | -23 | -30 | -41 | -39 | -35 |
| Net FX gains/(losses) | 103 | 23 | 88 | -84 | -49 | 95 | -35 | -49 | 15 |
| EBT | 87 | 8 | 80 | -115 | -126 | 89 | -79 | -84 | 27 |
| Income tax | -37 | -1 | -16 | 26 | 37 | -19 | -2 | -4 | -6 |
| Net income | -21 | 7 | 64 | -89 | -89 | 70 | -81 | -88 | 21 |
| EPS (SEK) | -1.43 | 0.46 | 4.27 | -6.06 | -6.06 | 4.82 | -5.57 | -6.06 | 1.47 |
| Pre-tax adjustments | 0 | 0 | 0 | 0 | -34 | 0 | 0 | 0 | 0 |
| After-tax adjustments | 0 | 0 | 0 | 0 | -27 | 0 | 0 | 0 | 0 |
| Adj. EBIT | -13 | -14 | -10 | -28 | -28 | 21 | -4 | 2 | 47 |
| Adj. PTP | 87 | 8 | 80 | -115 | -92 | 89 | -79 | -84 | 27 |
| Adj. Net income | -21 | 7 | 64 | -89 | -62 | 70 | -81 | -88 | 21 |
| Adj. EPS (SEK) | -1.43 | 0.46 | 4.27 | -6.06 | -4.24 | 4.82 | -5.57 | -6.06 | 1.47 |

Source: Company data and Nordea estimates

DETAILED ESTIMATES: DIVISIONS, BY QUARTER

| (SEKm) | Q4 22 | Q1 23 | Q2 23 | Q3 23 | Q4 23 | Q1 24 | Q2 24 | Q3 24 | Q4 24E |
|----------------------|-----------|-----------|-----------|------------|------------|------------|------------|------------|-----------|
| USA* | | | | | | | | | |
| Sales | - | 721 | 727 | 691 | 308 | 699 | 707 | 686 | 758 |
| Gross profit | - | 126 | 127 | 121 | 82 | 169 | 156 | 182 | 167 |
| EBITDA | - | 83 | 84 | 79 | 39 | 108 | 131 | 131 | 110 |
| EBIT | - | 51 | 51 | 58 | 25 | 60 | 51 | 53 | 54 |
| Adjusted EBIT | - | 51 | 51 | 58 | 36 | 60 | 51 | 53 | 54 |
| Germany | | | | | | | | | |
| Sales | 615 | 548 | 595 | 575 | 555 | 440 | 332 | 372 | 479 |
| Gross profit | 82 | 68 | 73 | 66 | 47 | 57 | 38 | 14 | 60 |
| EBITDA | 17 | 24 | 22 | 7 | -35 | 4 | 0 | -18 | 22 |
| EBIT | -2 | 5 | 2 | -16 | -62 | -12 | -27 | -40 | 4 |
| Adjusted EBIT | -2 | 5 | 2 | -16 | -39 | -12 | -27 | -40 | 4 |
| CA | | | | | | | | | |
| Sales | 89 | 83 | 80 | 69 | 53 | 34 | 56 | 82 | 57 |
| Gross profit | 15 | 17 | 11 | 9 | 5 | 6 | 8 | 9 | 7 |
| EBITDA | 6 | 8 | 8 | 1 | -5 | -2 | 0 | 3 | 3 |
| EBIT | 5 | 7 | 7 | 0 | -6 | -3 | -1 | 3 | 2 |
| Adjusted EBIT | 5 | 7 | 7 | 0 | -6 | -3 | -1 | 3 | 2 |

* Certain historical margin assumptions made by Nordea, USD/SEK translated by Nordea

USA: Q1-Q3 2023 shows Rudd Equipment results prior to acquisition, Q4 2023 shows sales only from 30 November in Q4 23023 (i.e. once consolidated).

Source: Company data and Nordea estimates

DETAILED ESTIMATES: MARGINS, BY QUARTER

| Group | | | | | | | | | |
|-----------------------------|--------------|-------------|-------------|--------------|---------------|--------------|--------------|---------------|-------------|
| Gross margin | 17.2% | 21.1% | 24.7% | 13.8% | 13.5% | 12.5% | 11.7% | 14.5% | 19.7% |
| EBITDA margin | 9.5% | 13.2% | 36.2% | 1.0% | 1.0% | 1.5% | -0.8% | -2.2% | 7.3% |
| EBIT margin | 6.2% | 8.7% | 30.5% | -1.8% | -2.2% | -1.5% | -4.4% | -6.8% | 1.8% |
| Adjusted EBIT margin | 6.2% | 8.7% | 8.8% | -1.8% | -2.2% | -1.5% | -4.4% | -3.1% | 1.8% |
| USA* | | | | | | | | | |
| Gross margin | - | 17.5% | 17.5% | 17.5% | 26.7% | 24.2% | 22.1% | 26.5% | 22.0% |
| EBITDA margin | - | 11.5% | 11.5% | 11.5% | 12.7% | 15.5% | 18.5% | 19.1% | 14.6% |
| EBIT margin | - | 7.0% | 7.0% | 8.5% | 8.1% | 8.6% | 7.2% | 7.7% | 7.1% |
| Adjusted EBIT margin | - | 7.0% | 7.0% | 8.5% | 11.7% | 8.6% | 7.2% | 7.7% | 7.1% |
| Germany | | | | | | | | | |
| Gross margin | 13.3% | 12.4% | 12.3% | 11.5% | 8.5% | 13.0% | 11.4% | 3.8% | 12.5% |
| EBITDA margin | 2.8% | 4.4% | 3.7% | 1.2% | -6.3% | 0.9% | 0.0% | -4.8% | 4.5% |
| EBIT margin | -0.3% | 0.9% | 0.3% | -2.8% | -11.2% | -2.7% | -8.1% | -10.8% | 0.8% |
| Adjusted EBIT margin | -0.3% | 0.9% | 0.3% | -2.8% | -7.0% | -2.7% | -8.1% | -10.8% | 0.8% |
| CA | | | | | | | | | |
| Gross margin | 16.9% | 20.4% | 14.4% | 13.7% | 8.9% | 17.6% | 14.3% | 11.0% | 13.0% |
| EBITDA margin | 6.7% | 9.6% | 10.0% | 1.5% | -9.4% | -5.9% | 0.0% | 3.7% | 5.0% |
| EBIT margin | 5.6% | 8.4% | 8.6% | 0.4% | -10.7% | -8.8% | -1.8% | 3.7% | 3.9% |
| Adjusted EBIT margin | 5.6% | 8.4% | 8.6% | 0.4% | -10.7% | -8.8% | -1.8% | 3.7% | 3.9% |

Source: Company data and Nordea estimates

DETAILED ESTIMATES, BY YEAR

| (SEKm) | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | 2024E | 2025E | 2026E |
|-----------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| Revenue | 3,241 | 3,747 | 4,635 | 6,211 | 5,621 | 2,863 | 4,701 | 5,096 | 5,154 |
| Cost of sales | -2,627 | -2,972 | -3,837 | -5,102 | -4,502 | -2,486 | -3,830 | -4,201 | -4,241 |
| Gross profit | 614 | 775 | 797 | 1,110 | 1,119 | 377 | 871 | 895 | 913 |
| Sales expenses | -138 | -162 | -219 | -256 | -288 | -189 | -160 | -3 | 1 |
| G&A expenses | -190 | -238 | -264 | -357 | -364 | -320 | -649 | -698 | -701 |
| Other income | 4 | 8 | 24 | 13 | 356 | 24 | 19 | 27 | 28 |
| Other expenses | -17 | -26 | -11 | -27 | -130 | -7 | -16 | -11 | -12 |
| EBIT | 274 | 358 | 328 | 483 | 693 | -114 | 65 | 209 | 228 |
| Finance income | 7 | 6 | 12 | 23 | 19 | 31 | 6 | 4 | 4 |
| Finance costs | -9 | -58 | -59 | -49 | -68 | -49 | -145 | -81 | -80 |
| Net FX gains/(losses) | -5 | 12 | -5 | -5 | 21 | -22 | 27 | 0 | 0 |
| EBT | 267 | 318 | 276 | 451 | 666 | -153 | -47 | 133 | 153 |
| Income tax | -58 | -68 | -54 | -112 | -156 | 46 | -31 | -27 | -31 |
| Net income | 209 | 251 | 222 | 339 | 439 | -107 | -78 | 105 | 121 |
| EPS (SEK) | 14.25 | 17.26 | 15.25 | 23.33 | 30.22 | -7.38 | -5.34 | 7.25 | 8.35 |
| 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 | 65 | 209 | 228 |
| Adj. PTP | 267 | 325 | 277 | 478 | 345 | -119 | -47 | 133 | 153 |
| Adj. Net income | 209 | 256 | 223 | 361 | 182 | -81 | -78 | 105 | 121 |
| Adj. EPS (SEK) | 14.25 | 17.64 | 15.34 | 24.81 | 12.54 | -5.54 | -5.34 | 7.25 | 8.35 |

Source for all tables on this page: Company data and Nordea estimates

DETAILED ESTIMATES: DIVISIONS, BY YEAR

| (SEKm) | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | 2024E | 2025E | 2026E |
|----------------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| USA** | | | | | | | | | |
| Sales | - | - | - | - | - | 2446 | 2850 | 3093 | 3058 |
| Gross profit | - | - | - | - | - | 456 | 674 | 619 | 619 |
| EBITDA | - | - | - | - | - | 285 | 480 | 433 | 437 |
| EBIT | - | - | - | - | - | 25 | 218 | 216 | 223 |
| Adjusted EBIT | - | - | - | - | - | 36 | 218 | 216 | 223 |
| Germany | | | | | | | | | |
| Sales | - | - | 983 | 1,367 | 1,770 | 2,272 | 1,623 | 1,756 | 1,836 |
| Gross profit | - | - | 84 | 149 | 214 | 254 | 169 | 237 | 252 |
| EBITDA | - | - | -29 | -6 | 52 | 18 | 8 | 97 | 109 |
| EBIT | - | - | -66 | -71 | -29 | -71 | -75 | 31 | 43 |
| Adjusted EBIT | - | - | -57 | -43 | -29 | -48 | -75 | 31 | 43 |
| CA* | | | | | | | | | |
| Sales | 3,241 | 3,747 | 3,652 | 143 | 203 | 285 | 229 | 247 | 259 |
| Gross profit | 614 | 773 | 714 | 25 | 37 | 43 | 30 | 40 | 42 |
| EBITDA | 322 | 494 | 533 | 0 | 10 | 12 | 4 | 20 | 20 |
| EBIT | 274 | 358 | 394 | 13 | 14 | 9 | 1 | 17 | 17 |
| Adjusted EBIT | 274 | 358 | 383 | 13 | 14 | 9 | 1 | 17 | 17 |

* Including Russian operations in CA 2018-20

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

Source: Company data and Nordea estimates

DETAILED ESTIMATES: MARGINS, BY YEAR

| Group | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | 2024E | 2025E | 2026E |
|-----------------------------|-------------|-------------|--------------|--------------|--------------|--------------|--------------|-------------|-------------|
| Gross margin | 19.0% | 20.7% | 17.2% | 17.9% | 19.9% | 13.2% | 18.5% | 17.6% | 17.7% |
| EBITDA margin | 9.9% | 13.2% | 10.9% | 8.8% | 13.8% | -0.3% | 8.8% | 7.1% | 7.5% |
| EBIT margin | 8.4% | 9.5% | 7.1% | 7.8% | 12.3% | -4.0% | 1.4% | 4.1% | 4.4% |
| Adjusted EBIT margin | 8.4% | 9.7% | 7.1% | 8.2% | 6.6% | -2.8% | 1.4% | 4.1% | 4.4% |
| USA** | | | | | | | | | |
| Gross margin | - | - | - | - | - | 18.7% | 23.6% | 20.0% | 20.3% |
| EBITDA margin | - | - | - | - | - | 11.6% | 16.9% | 14.0% | 14.3% |
| EBIT margin | - | - | - | - | - | 1.0% | 7.6% | 7.0% | 7.3% |
| Adjusted EBIT margin | - | - | - | - | - | 1.5% | 7.6% | 7.0% | 7.3% |
| Germany | | | | | | | | | |
| Gross margin | - | - | 8.5% | 10.9% | 12.1% | 11.2% | 10.4% | 13.5% | 13.7% |
| EBITDA margin | - | - | -2.9% | -0.5% | 2.9% | 0.8% | 0.5% | 5.5% | 6.0% |
| EBIT margin | - | - | -6.7% | -5.2% | -1.6% | -3.1% | -4.6% | 1.8% | 2.4% |
| Adjusted EBIT margin | - | - | -5.8% | -3.2% | -1.6% | -2.1% | -4.6% | 1.8% | 2.4% |
| CA* | | | | | | | | | |
| Gross margin | 19.0% | 20.6% | 19.5% | 17.5% | 18.2% | 14.9% | 13.3% | 16.0% | 16.2% |
| EBITDA margin | 9.9% | 13.2% | 14.6% | 0.0% | 4.9% | 4.2% | 1.7% | 8.0% | 7.7% |
| EBIT margin | 8.4% | 9.5% | 10.8% | 9.1% | 6.9% | 3.0% | 0.5% | 6.9% | 6.5% |
| Adjusted EBIT margin | 8.4% | 9.5% | 10.5% | 9.1% | 6.9% | 3.0% | 0.5% | 6.9% | 6.5% |

* Including Russian operations in CA 2018-20

** Certain historical margin and FX assumptions (related to US acquisition) made by Nordea Source: Company data and Nordea estimates

Reported numbers and forecasts

INCOME STATEMENT

| SEKm | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | 2024E | 2025E | 2026E |
|--------------------------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| Total revenue | 1,658 | 2,567 | 3,241 | 3,747 | 4,635 | 6,211 | 5,621 | 2,863 | 4,701 | 5,096 | 5,154 |
| Revenue growth | 12.9% | 54.8% | 26.3% | 15.6% | 23.7% | 34.0% | -9.5% | -49.1% | 64.2% | 8.4% | 1.1% |
| of which organic | 21.0% | 36.2% | 32.2% | 11.4% | 16.2% | 6.9% | 16.7% | 20.6% | -24.3% | 8.2% | 1.2% |
| of which FX | -8.1% | 18.6% | -6.0% | 4.0% | -16.1% | -0.9% | 5.1% | 7.5% | 0.2% | 0.0% | 0.0% |
| EBITDA | 153 | 214 | 322 | 494 | 504 | 548 | 776 | -9 | 414 | 363 | 386 |
| Depreciation and impairments PPE | -34 | -26 | -48 | -136 | -176 | -66 | -83 | -105 | -348 | -154 | -158 |
| of which leased assets | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| EBITA | 119 | 187 | 274 | 358 | 328 | 483 | 693 | -114 | 65 | 209 | 228 |
| Amortisation and impairments | -15 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| EBIT | 104 | 187 | 274 | 358 | 328 | 483 | 693 | -114 | 65 | 209 | 228 |
| 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 | 3 | 6 | -7 | -39 | -53 | -31 | -27 | -39 | -113 | -77 | -76 |
| 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 | 107 | 193 | 267 | 318 | 276 | 452 | 666 | -153 | -47 | 133 | 153 |
| Reported taxes | -24 | -42 | -58 | -68 | -54 | -112 | -156 | 46 | -31 | -27 | -31 |
| Net profit from continued operations | 84 | 151 | 209 | 251 | 222 | 339 | 510 | -107 | -78 | 105 | 121 |
| 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 | 30 | 87 | 207 | 251 | 222 | 339 | 510 | -107 | -78 | 105 | 121 |
| EPS, SEK | 3.03 | 8.06 | 14.25 | 17.26 | 15.25 | 23.35 | 35.07 | -7.38 | -5.34 | 7.25 | 8.35 |
| DPS, SEK | 0.00 | 1.73 | 7.50 | 4.25 | 7.50 | 0.00 | 7.50 | 0.10 | -1.07 | 1.81 | 2.09 |
| of which ordinary | 0.00 | 1.73 | 3.75 | 4.25 | 7.50 | 0.00 | 7.50 | 0.10 | -1.07 | 1.81 | 2.09 |
| of which extraordinary | 0.00 | 0.00 | 3.75 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |

Profit margin in percent

| | | | | | | | | | | | |
|--------|------|------|------|-------|-------|------|-------|-------|------|------|------|
| EBITDA | 9.2% | 8.3% | 9.9% | 13.2% | 10.9% | 8.8% | 13.8% | -0.3% | 8.8% | 7.1% | 7.5% |
| EBITA | 7.2% | 7.3% | 8.4% | 9.5% | 7.1% | 7.8% | 12.3% | -4.0% | 1.4% | 4.1% | 4.4% |
| EBIT | 6.3% | 7.3% | 8.4% | 9.5% | 7.1% | 7.8% | 12.3% | -4.0% | 1.4% | 4.1% | 4.4% |

Adjusted earnings

| | | | | | | | | | | | |
|----------------|------|------|-------|-------|-------|-------|-------|-------|-------|------|------|
| EBITDA (adj) | 153 | 214 | 322 | 501 | 503 | 576 | 455 | 25 | 414 | 363 | 386 |
| EBITA (adj) | 137 | 187 | 274 | 365 | 330 | 510 | 372 | -80 | 65 | 209 | 228 |
| EBIT (adj) | 132 | 187 | 274 | 365 | 330 | 510 | 372 | -80 | 65 | 209 | 228 |
| EPS (adj, SEK) | 5.18 | 8.06 | 14.25 | 17.74 | 15.36 | 25.23 | 17.40 | -5.04 | -5.34 | 7.25 | 8.35 |

Adjusted profit margins in percent

| | | | | | | | | | | | |
|--------------|------|------|------|-------|-------|------|------|-------|------|------|------|
| EBITDA (adj) | 9.2% | 8.3% | 9.9% | 13.4% | 10.9% | 9.3% | 8.1% | 0.9% | 8.8% | 7.1% | 7.5% |
| EBITA (adj) | 8.3% | 7.3% | 8.4% | 9.7% | 7.1% | 8.2% | 6.6% | -2.8% | 1.4% | 4.1% | 4.4% |
| EBIT (adj) | 7.9% | 7.3% | 8.4% | 9.7% | 7.1% | 8.2% | 6.6% | -2.8% | 1.4% | 4.1% | 4.4% |

Performance metrics

| | | | | | | | | | | | |
|-----------------------|-------|-------|-------|-------|-------|-------|-------|--------|--------|--------|--------|
| CAGR last 5 years | | | | | | | | | | | |
| Net revenue | -7.3% | 1.4% | 5.5% | 9.9% | 25.8% | 30.2% | 17.0% | -2.5% | 4.6% | 1.9% | -3.7% |
| EBITDA | 11.6% | 13.0% | 16.0% | 23.5% | 31.1% | 29.1% | 29.4% | n.m. | -3.5% | -6.4% | -6.8% |
| EBIT | 27.7% | 48.0% | 39.6% | 39.0% | 40.0% | 35.9% | 29.9% | n.m. | -28.8% | -8.6% | -13.9% |
| EPS | n.m. | n.m. | n.m. | n.m. | n.m. | 50.4% | 34.2% | n.m. | n.m. | -13.8% | -18.6% |
| DPS | n.m. | n.m. | n.m. | n.m. | n.m. | n.m. | 34.1% | -51.6% | n.m. | -24.7% | n.m. |
| Average last 5 years | | | | | | | | | | | |
| Average EBIT margin | 3.0% | 4.5% | 6.2% | 7.8% | 7.9% | 8.0% | 9.1% | 7.6% | 6.1% | 5.5% | 4.6% |
| Average EBITDA margin | 7.0% | 7.8% | 8.8% | 10.3% | 10.6% | 10.2% | 11.3% | 10.0% | 9.3% | 8.5% | 8.2% |

VALUATION RATIOS - ADJUSTED EARNINGS

| SEKm | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | 2024E | 2025E | 2026E |
|-----------------|------|------|------|------|------|------|------|------|-------|-------|-------|
| P/E (adj) | n.a. | 18.7 | 8.9 | 9.2 | 10.2 | 13.4 | 4.4 | n.m. | n.m. | 8.6 | 7.5 |
| EV/EBITDA (adj) | n.a. | 6.1 | 4.8 | 6.1 | 4.5 | 8.9 | 0.3 | 96.3 | 5.4 | 6.1 | 5.6 |
| EV/EBITA (adj) | n.a. | 7.0 | 5.6 | 8.4 | 6.9 | 10.0 | 0.4 | n.m. | 34.5 | 10.6 | 9.4 |
| EV/EBIT (adj) | n.a. | 7.0 | 5.6 | 8.4 | 6.9 | 10.0 | 0.4 | n.m. | 34.5 | 10.6 | 9.4 |

VALUATION RATIOS - REPORTED EARNINGS

| SEKm | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | 2024E | 2025E | 2026E |
|------------------------------|------|-------|-------|--------|-------|------|--------|---------|-------|-------|-------|
| P/E | n.a. | 18.7 | 8.9 | 9.4 | 10.3 | 14.4 | 2.2 | n.m. | n.m. | 8.6 | 7.5 |
| EV/Sales | n.a. | 0.51 | 0.48 | 0.82 | 0.49 | 0.82 | 0.03 | 0.83 | 0.48 | 0.44 | 0.42 |
| EV/EBITDA | n.a. | 6.1 | 4.8 | 6.2 | 4.5 | 9.3 | 0.2 | n.m. | 5.4 | 6.1 | 5.6 |
| EV/EBITA | n.a. | 7.0 | 5.6 | 8.6 | 6.9 | 10.6 | 0.2 | n.m. | 34.5 | 10.6 | 9.4 |
| EV/EBIT | n.a. | 7.0 | 5.6 | 8.6 | 6.9 | 10.6 | 0.2 | n.m. | 34.5 | 10.6 | 9.4 |
| Dividend yield (ord.) | n.a. | 1.1% | 2.9% | 2.6% | 4.8% | 0.0% | 9.8% | 0.1% | -1.7% | 2.9% | 3.3% |
| FCF yield | n.a. | 8.9% | 6.8% | -21.5% | 28.2% | 1.9% | 65.9% | -121.3% | 1.0% | 1.3% | 11.2% |
| FCF Yield bef A&D, lease adj | n.a. | 8.8% | 6.6% | -21.6% | 28.1% | 4.9% | -10.7% | -14.5% | 1.0% | 1.3% | 11.2% |
| Payout ratio | 0.0% | 21.5% | 52.6% | 24.0% | 48.8% | 0.0% | 43.1% | n.m. | 20.0% | 25.0% | 25.0% |

Source: Company data and Nordea estimates

BALANCE SHEET

| SEKm | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | 2024E | 2025E | 2026E |
|---------------------------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| Intangible assets | 2 | 6 | 6 | 12 | 8 | 81 | 85 | 244 | 269 | 269 | 269 |
| of which R&D | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 25 | 25 | 25 |
| of which other intangibles | 2 | 6 | 6 | 12 | 8 | 81 | 85 | 244 | 244 | 244 | 244 |
| of which goodwill | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Tangible assets | 116 | 136 | 263 | 700 | 507 | 1,006 | 560 | 1,828 | 1,737 | 1,737 | 1,737 |
| of which leased assets | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Shares associates | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Interest bearing assets | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Deferred tax assets | 42 | 42 | 41 | 51 | 65 | 105 | 78 | 127 | 133 | 140 | 147 |
| Other non-IB non-current assets | 0 | 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 | 160 | 184 | 310 | 763 | 579 | 1,192 | 724 | 2,199 | 2,140 | 2,146 | 2,153 |
| Inventory | 467 | 633 | 741 | 1,290 | 1,014 | 1,432 | 460 | 1,443 | 940 | 1,019 | 1,031 |
| Accounts receivable | 202 | 243 | 319 | 322 | 393 | 535 | 344 | 630 | 541 | 586 | 593 |
| Short-term leased assets | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Other current assets | 4 | 3 | 2 | 84 | 37 | 46 | 1 | 6 | 10 | 11 | 11 |
| Cash and bank | 199 | 352 | 357 | 519 | 604 | 768 | 1,688 | 426 | 434 | 461 | 536 |
| Total current assets | 872 | 1,231 | 1,418 | 2,214 | 2,048 | 2,781 | 2,493 | 2,506 | 1,925 | 2,077 | 2,171 |
| 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 | 1,033 | 1,414 | 1,727 | 2,978 | 2,628 | 3,973 | 3,217 | 4,705 | 4,065 | 4,224 | 4,324 |
| Shareholders equity | 442 | 611 | 656 | 890 | 806 | 1,101 | 1,873 | 1,622 | 1,543 | 1,664 | 1,759 |
| 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 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Total Equity | 442 | 611 | 656 | 890 | 806 | 1,101 | 1,873 | 1,622 | 1,543 | 1,664 | 1,759 |
| Deferred tax | 0 | 1 | 1 | 7 | 5 | 7 | 1 | 277 | 277 | 277 | 277 |
| Long term interest bearing debt | 15 | 22 | 28 | 377 | 422 | 588 | 437 | 730 | 730 | 730 | 730 |
| 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 | 16 | 23 | 31 | 391 | 428 | 617 | 460 | 1,020 | 1,020 | 1,020 | 1,020 |
| Short-term provisions | 10 | 13 | 17 | 22 | 26 | 39 | 1 | 12 | 20 | 21 | 22 |
| Accounts payable | 547 | 737 | 982 | 917 | 1,188 | 1,809 | 573 | 997 | 423 | 459 | 464 |
| Current lease debt | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Other current liabilities | 7 | 12 | 15 | 21 | 19 | 28 | 16 | 8 | 13 | 14 | 14 |
| Short term interest bearing debt | 11 | 19 | 26 | 735 | 161 | 379 | 295 | 1,046 | 1,046 | 1,046 | 1,046 |
| Total current liabilities | 575 | 780 | 1,040 | 1,696 | 1,393 | 2,255 | 884 | 2,062 | 1,502 | 1,540 | 1,545 |
| Liabilities for assets held for sale | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Total liabilities and equity | 1,033 | 1,414 | 1,727 | 2,978 | 2,628 | 3,973 | 3,217 | 4,704 | 4,065 | 4,224 | 4,324 |
| Balance sheet and debt metrics | | | | | | | | | | | |
| Net debt | -173 | -312 | -303 | 689 | -20 | 199 | -957 | 1,349 | 1,341 | 1,314 | 1,239 |
| of which lease debt | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Working capital | 120 | 130 | 64 | 756 | 238 | 176 | 216 | 1,075 | 1,055 | 1,144 | 1,157 |
| Invested capital | 280 | 314 | 374 | 1,519 | 818 | 1,368 | 940 | 3,274 | 3,195 | 3,290 | 3,310 |
| Capital employed | 468 | 651 | 710 | 2,003 | 1,390 | 2,068 | 2,604 | 3,397 | 3,318 | 3,439 | 3,534 |
| ROE | 7.9% | 16.4% | 32.7% | 32.4% | 26.1% | 35.6% | 34.3% | -6.1% | -4.9% | 6.6% | 7.1% |
| ROIC | 39.2% | 49.2% | 62.1% | 30.0% | 22.0% | 36.4% | 25.1% | -3.0% | 1.6% | 5.0% | 5.4% |
| ROCE | 31.9% | 36.1% | 41.3% | 27.4% | 20.1% | 30.8% | 16.8% | -1.6% | 2.1% | 6.3% | 6.7% |
| Net debt/EBITDA | -1.1 | -1.5 | -0.9 | 1.4 | 0.0 | 0.4 | -1.2 | n.m. | 3.2 | 3.6 | 3.2 |
| Interest coverage | 14.4 | 30.7 | 31.6 | 6.3 | 5.7 | 10.4 | 10.5 | -1.7 | 0.5 | 2.6 | 2.9 |
| Equity ratio | 42.8% | 43.2% | 38.0% | 29.9% | 30.7% | 27.7% | 58.2% | 34.5% | 38.0% | 39.4% | 40.7% |
| Net gearing | -39.1% | -51.0% | -46.2% | 77.4% | -2.5% | 18.1% | -51.1% | 83.2% | 86.9% | 79.0% | 70.4% |

Source: Company data and Nordea estimates

CASH FLOW STATEMENT

| SEKm | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | 2024E | 2025E | 2026E |
|--|------------|------------|------------|-------------|------------|------------|-------------|-------------|------------|------------|------------|
| EBITDA (adj) for associates | 153 | 214 | 322 | 494 | 504 | 548 | 776 | -9 | 414 | 363 | 386 |
| Paid taxes | 0 | 0 | 0 | -85 | -71 | -170 | -127 | -6 | -31 | -27 | -31 |
| Net financials | -3 | -6 | 7 | -58 | -59 | -55 | -85 | -58 | -113 | -77 | -76 |
| Change in provisions | 7 | 3 | 4 | 5 | 3 | 13 | -38 | 11 | 8 | 2 | 0 |
| Change in other LT non-IB | 3 | 0 | 3 | -6 | -20 | -19 | 27 | -57 | -6 | -7 | -7 |
| 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 | -36 | -44 | -68 | 17 | 19 | 164 | 392 | 77 | 0 | 0 | 0 |
| Funds from operations (FFO) | 123 | 168 | 267 | 367 | 377 | 481 | 945 | -43 | 272 | 254 | 272 |
| Change in NWC | 18 | -20 | -106 | -698 | 316 | -24 | -730 | 16 | 20 | -89 | -13 |
| Cash flow from operations (CFO) | 141 | 148 | 161 | -330 | 693 | 457 | 215 | -27 | 292 | 166 | 259 |
| Capital expenditure | -10 | -7 | -38 | -181 | -49 | -217 | -334 | -122 | -283 | -154 | -158 |
| Free cash flow before A&D | 132 | 141 | 123 | -511 | 643 | 240 | -119 | -149 | 9 | 12 | 102 |
| Proceeds from sale of assets | 4 | 3 | 3 | 2 | 3 | 8 | 854 | 0 | 0 | 0 | 0 |
| Acquisitions | 0 | 0 | 0 | 0 | 0 | -153 | 0 | -1,093 | 0 | 0 | 0 |
| Free cash flow | 136 | 144 | 126 | -509 | 646 | 95 | 735 | -1,242 | 9 | 12 | 102 |
| Free cash flow bef A&D, lease adj | 132 | 141 | 123 | -511 | 643 | 240 | -119 | -149 | 9 | 12 | 102 |
| Dividends paid | -53 | -58 | -30 | -109 | -62 | -109 | 0 | -109 | -1 | 16 | -26 |
| Equity issues / buybacks | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Net change in debt | 0 | -28 | 0 | 802 | -402 | 253 | 233 | 105 | 0 | 0 | 0 |
| Other financing adjustments | -15 | -12 | 2 | -3 | -114 | -81 | -65 | -17 | 0 | 0 | 0 |
| Other non-cash adjustments | -45 | 108 | -94 | -18 | 16 | 6 | 18 | 1 | 0 | 0 | 0 |
| Change in cash | 24 | 153 | 4 | 163 | 84 | 164 | 920 | -1,262 | 7 | 27 | 75 |
| Cash flow metrics | | | | | | | | | | | |
| Capex/D&A | 20.0% | 25.8% | 80.1% | n.m. | 28.1% | n.m. | n.m. | n.m. | 81.1% | 100.0% | 100.0% |
| Capex/Sales | 0.6% | 0.3% | 1.2% | 4.8% | 1.1% | 3.5% | 5.9% | 4.3% | 6.0% | 3.0% | 3.1% |
| Key information | | | | | | | | | | | |
| Share price year end (/current) | n.a. | 151 | 127 | 163 | 157 | 337 | 77 | 70 | 63 | 63 | 63 |
| Market cap. | n.a. | 1,615 | 1,849 | 2,369 | 2,287 | 4,897 | 1,115 | 1,024 | 910 | 910 | 910 |
| Enterprise value | n.a. | 1,303 | 1,546 | 3,058 | 2,267 | 5,096 | 158 | 2,373 | 2,251 | 2,224 | 2,149 |
| Diluted no. of shares, year-end (m) | 10.0 | 10.7 | 14.5 | 14.5 | 14.5 | 14.5 | 14.5 | 14.5 | 14.5 | 14.5 | 14.5 |

Source: Company data and Nordea estimates

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|--|---|--|---|
| Nordea IB & Equity Division, Equity Research Visiting address: Aleksis Kiven katu 7, Helsinki FI-00020 Nordea Finland | Nordea IB & Equity Division, Equity Research Visiting address: Smålandsgatan 17 SE-105 71 Stockholm Sweden | Nordea IB & Equity Division, Equity Research Visiting address: Grønjordsvej 10 DK-2300 Copenhagen S Denmark | Nordea IB & Equity Division, Equity Research Visiting address: Essendropsgate 7 N-0107 Oslo Norway |
| Tel: +358 9 1651 Fax: +358 9 165 59710 | Tel: +46 8 614 7000 Fax: +46 8 534 911 60 | Tel: +45 3333 3333 Fax: +45 3333 1520 | Tel: +47 2248 5000 Fax: +47 2256 8650 |
| Reg.no. 2858394-9 Satamaradankatu 5 Helsinki | | | |