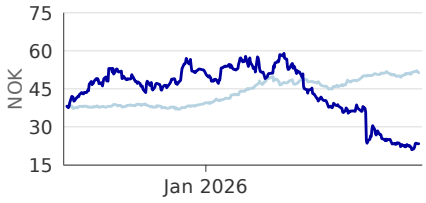
Xplora Technologies

Telecom Equipment and IT
Norway

KEY DATA

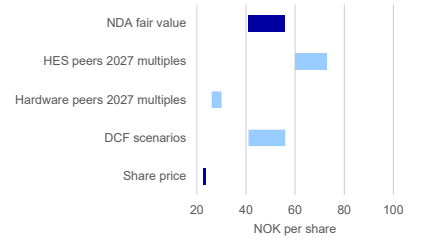
Stock country	Norway
Bloomberg	XPLRA NO
Reuters	XPLRA.OL
Share price, close	NOK 23.3
Free float	80.0%
Market cap. (m)	EUR 101.3/NOK 1,044
Company website	https://investor.xplora.com/
Next report date	12 November 2026

PERFORMANCE



Source: LSEG Data & Analytics

VALUATION APPROACH



Source: Company data and Nordea estimates

ESTIMATE CHANGES

NOKm	2026E	2027E	2028E
Total revenue	2%	4%	3%
EBITDA (rep.)	41%	39%	24%
EBIT (adj.)	68%	59%	31%
PTP	131%	85%	38%
EPS (rep. NOK)	114%	85%	38%
EPS (adj. NOK)	87%	85%	38%
DPS (ord. NOK)	n.a.	n.a.	n.a.

Source: Company data and Nordea estimates

Nordea IB & Equity - Analysts

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Focus is back on conversion rates

Ahead of Xplora's Q3 report on 12 November, we raise our 2026E-28E EBITDA by 24-41%, reversing some of our post-Q2 cuts. Our post-Q2 estimates were too pessimistic on the Senior segment's profitability, as we extrapolated the quarter's weak Senior devices development based on a view we have since come to move away from. We now more firmly expect device sales to recover and shift our focus back to conversion rates. We also hold a brighter view on emporia's medium- to long-term contribution. However, we are more cautious on the pace of Senior conversion rates, lowering our base-case rate to 8% (10%) and our 2028E Senior subscriptions to 135,000 (182,000). We derive a fair value range of NOK 41-56 (38-55).

Q3 expectations

We expect Xplora to report Q3 revenue of NOK 534m, up some 4.7% y/y, with Children & Youth device units sold up 5% y/y on easy comps. For the Senior segment, we lift our device units sold estimate to -5% y/y, as we expect some of the headwinds behind the 17% decrease in Q2 2026 to linger. This is the first quarter with emporia consolidated, and we expect a limited contribution, as it is still recovering from working capital challenges. Nevertheless, we expect group EBITDA of NOK 56m (Q3 2025: NOK 72m) on a 49% gross margin. Children & Youth subscriptions were pre-announced at 552,000, up 109,000 y/y, with 100,000 gross additions and the German mobile base passing 90,000. We expect no monthly Senior subscriptions reporting before it reaches 10,000. We expect Q3 devices sold for the Children & Youth segment to come in at 151,000 and for the Senior segment we expect 310,000.

Revisiting our view of the Senior segment

After Q2, we cut 2026E-27E EBITDA by 44-45%, driven by a dramatic drop in Senior devices sold and a slower conversion ramp-up. We now believe this cut was overdone, for three reasons: 1) we are now more convinced that emporia will add meaningful volumes when normal operations resume; 2) Senior segment margins have held up; and 3) we believe the 17% y/y decline in device sales in Q2 was a result of temporary headwinds and should not have been extrapolated.

Fair value range of NOK 41-56

We derive a fair value range of NOK 41-56 (38-55), based on DCF scenarios with Senior conversion rates of 4%, 8% and 13%, cross-checked with peer multiples. The increase in our fair value is modest relative to our estimate changes, as the near-term earnings are partly offset by our lower conversion assumption and a higher WACC of 11.6% (10.5%). On our new estimates, Xplora trades at 6.1x 2027 EV/EBIT, a discount to both hardware and hardware-enabled software peers.

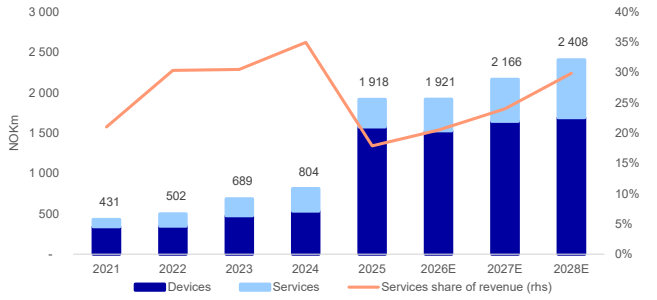
SUMMARY TABLE - KEY FIGURES

NOKm	2022	2023	2024	2025	2026E	2027E	2028E
Total revenue	502.0	689.2	803.5	1,918	1,921	2,166	2,408
EBITDA (adj.)	-33.5	33.7	71.0	264.8	209.1	280.3	379.7
EBIT (adj.)	-84.7	-22.8	26.7	188.0	141.9	214.2	313.6
EBIT (adj.) margin	-16.9%	-3.32%	3.32%	9.80%	7.39%	9.89%	13.0%
EPS (adj. NOK)	-1.83	-0.65	0.19	-0.06	2.01	2.81	4.43
EPS (adj.) growth	-293.6%	64.5%	129.4%	-129.5%	3,671%	39.7%	57.7%
DPS (ord. NOK)	0.00	0.00	0.00	0.00	0.00	0.00	0.00
EV/Sales	n.a.	n.a.	n.a.	1.51	0.76	0.60	0.46
EV/EBIT (adj.)	n.a.	n.a.	n.a.	15.4	10.3	6.09	3.54
P/E (adj.)	n.a.	n.a.	n.a.	n.m.	11.6	8.29	5.26
P/BV	n.a.	n.a.	n.a.	6.70	2.15	1.70	1.29
Dividend yield (ord.)	n.a.	n.a.	n.a.	0.00%	0.00%	0.00%	0.00%
FCF yield before A&D, lease-adj.	n.a.	n.a.	n.a.	-0.55%	17.4%	18.1%	21.2%
Net debt	-50.4	-122.8	-145.5	531.8	349.8	189.2	-5.54
Net debt/EBITDA	n.m.	-3.65	-2.05	2.21	1.77	0.68	-0.01
ROCE	-19.5%	-6.50%	6.72%	21.2%	10.9%	16.0%	20.7%

Source: Company data and Nordea estimates

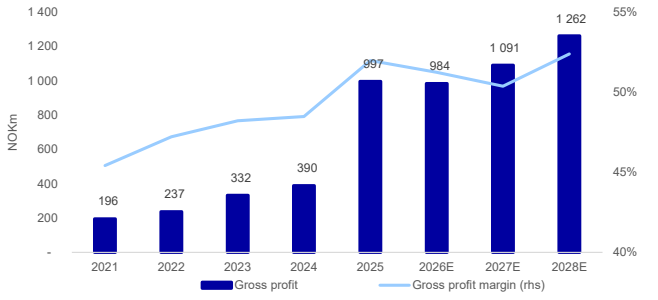
Estimates

XPLORA: REVENUE AND SERVICE SHARE OF TOTAL REVENUE



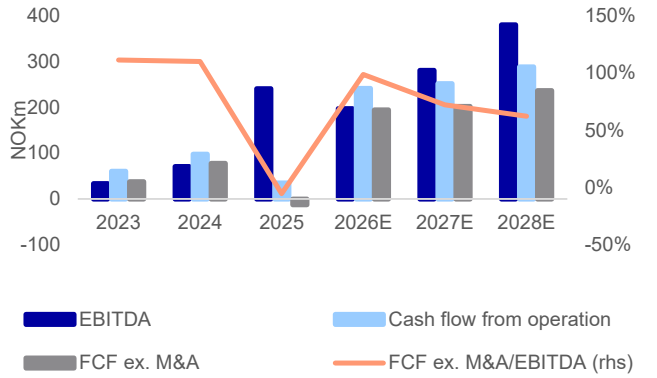
Source: Company data and Nordea estimates

XPLORA: GROSS PROFIT DEVELOPMENT AND MARGIN



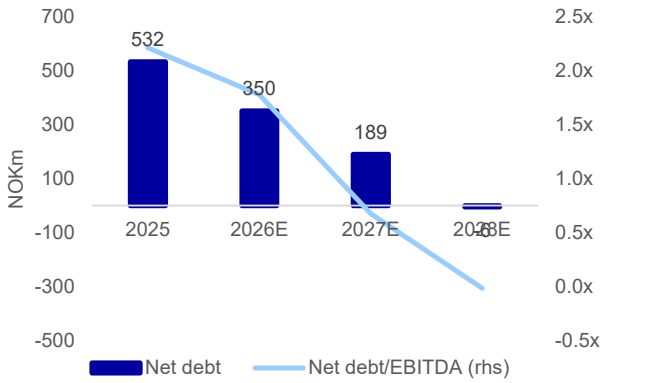
Source: Company data and Nordea estimates

XPLORA: CASH GENERATION



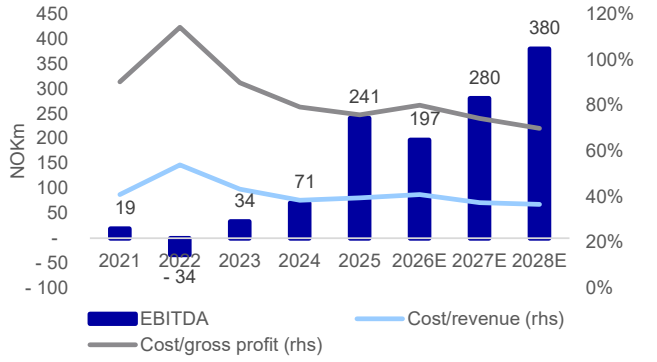
Source: Company data and Nordea estimates

XPLORA: NET CASH-POSITIVE BY 2028E



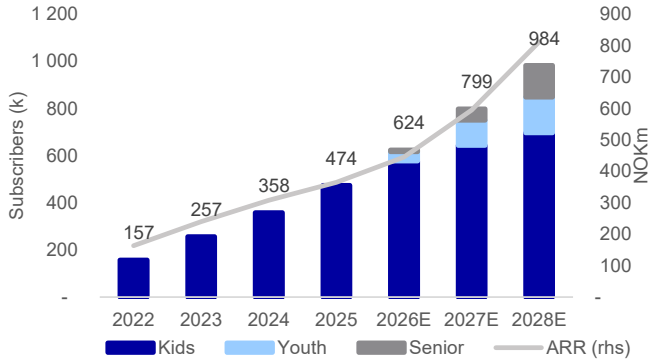
Source: Company data and Nordea estimates

XPLORA: ECONOMIES OF SCALE



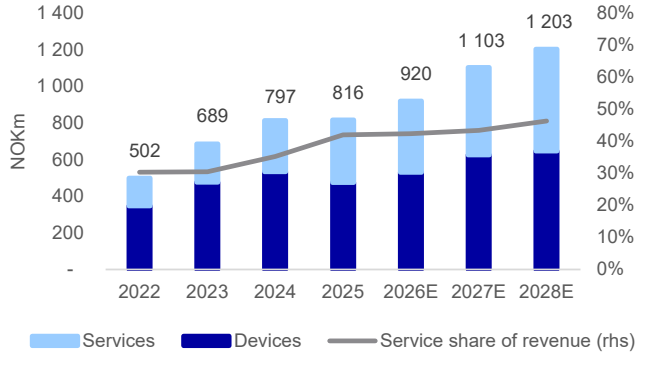
Source: Company data and Nordea estimates

XPLORA: SUBSCRIPTION BASE DEVELOPMENT



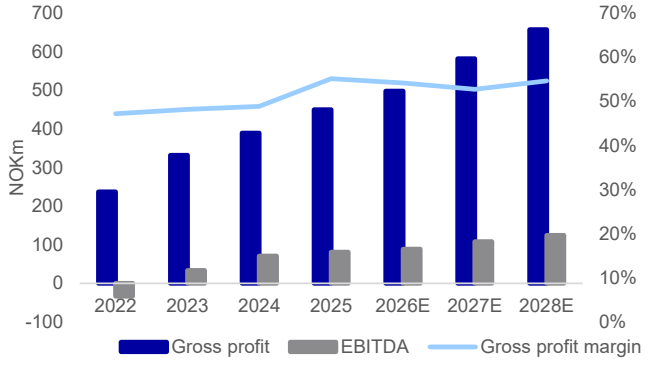
Source: Company data and Nordea estimates

CHILDREN & YOUTH: REVENUE DEVELOPMENT



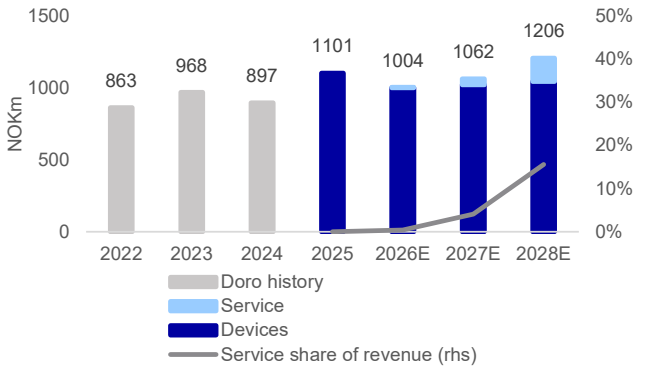
Source: Company data and Nordea estimates

CHILDREN & YOUTH: GROSS PROFIT AND EBITDA DEVELOPMENT



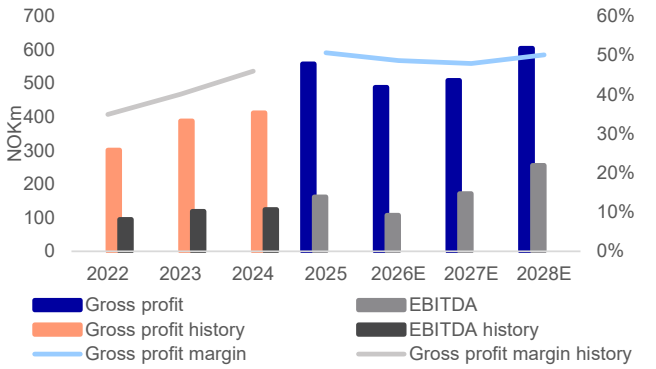
Source: Company data and Nordea estimates

SENIOR: REVENUE DEVELOPMENT



Source: Company data and Nordea estimates

SENIOR: GROSS PROFIT AND EBITDA DEVELOPMENT



Source: Company data and Nordea estimates

Detailed estimates and assumptions

Below, we provide an overview of our assumptions and P&L figures by segment. The areas highlighted in grey show Doro's pre-acquisition numbers.

GROUP P&L

Group (NOKm)	Q1 26	Q2 26	Q3 26E	Q4 26E	2022	2023	2024	2025	2026E	2027E	2028E
Device revenue	284.0	332.0	433.7	477.0	346.9	476.6	533.0	1575.0	1526.7	1645.7	1689.2
Service revenue	*92.0*	*90.0*	*100.3*	*111.4*	*152.3*	*210.2*	*281.0*	*343.0*	*393.7*	*520.1*	*719.3*
Total revenue	**376.2**	**422.0**	**534.0**	**588.4**	**502.0**	**689.2**	**803.5**	**1917.6**	**1920.6**	**2165.8**	**2408.4**
Growth	*11%*	*-9%*	*5%*	*-3%*	*16%*	*37%*	*17%*	*139%*	*0%*	*13%*	*11%*
Gross profit	**204.1**	**228.5**	**260.9**	**290.6**	**237.0**	**332.3**	**389.6**	**996.9**	**984.1**	**1091.1**	**1261.8**
Gross profit margin	*54%*	*54%*	*49%*	*49%*	*47%*	*48%*	*48%*	*52%*	*51%*	*50%*	*52%*
Employee expenses	-71.4	-80.4	-75.9	-72.2	-85.7	-113.3	-128.1	-296.2	-299.8	-313.0	-344.8
Marketing expenses	-44.2	-35.7	-51.5	-60.8	-83.6	-72.1	-55.5	-165.8	-192.3	-198.9	-204.4
Other operating expenses	-60.9	-63.8	-77.1	-93.1	-101.2	-113.2	-125.0	-294.1	-294.9	-298.8	-332.8
EBITDA	**27.7**	**48.5**	**56.4**	**64.5**	**-33.5**	**33.7**	**71.0**	**240.8**	**197.1**	**280.3**	**379.7**
Adj. EBITDA	27.7	60.5	56.4	64.5	-33.5	33.7	71.0	264.8	209.1	280.3	379.7
D&A	-17.7	-16.5	-16.5	-16.5	-51.2	-56.5	-44.3	-76.8	-67.3	-66.1	-66.1
EBIT	**10.0**	**32.0**	**39.9**	**48.0**	**-84.7**	**-22.8**	**26.7**	**164.0**	**129.9**	**214.2**	**313.6**
Finance expenses - net	*38.0*	*-24.0*	*-32.0*	*-10.4*	*-0.2*	*-12.6*	*-14.1*	*-159.7*	*-28.5*	*-41.8*	*-41.8*
Profit before tax	**48.1**	**8.0**	**7.9**	**37.5**	**-85.0**	**-29.6**	**12.6**	**4.3**	**101.4**	**172.4**	**271.9**
Tax	*-4.3*	*-2.8*	*-1.7*	*-8.3*	*10.6*	*8.3*	*-4.2*	*-30.8*	*-17.1*	*-37.9*	*-59.8*
Net profit	**43.8**	**5.1**	**6.1**	**29.3**	**-74.4**	**-21.4**	**8.4**	**-26.5**	**84.3**	**134.5**	**212.0**

Source: Company data and Nordea estimates

SENIOR SEGMENT ESTIMATES

Senior segment (NOKm)	Q1 26	Q2 26	Q3 26E	Q4 26E	2022	2023	2024	2025	2026E	2027E	2028E
Device revenue	244.2	198.4	257.1	300.4	863	968	897	1101	1000	1021	1043
Service revenue	*0.0*	*0.0*	*1.2*	*2.6*	*0*	*0*	*0*	*0*	*4*	*42*	*163*
Total revenue	**244.2**	**198.4**	**258.3**	**303.0**	**863**	**968**	**897**	**1101**	**1004**	**1062**	**1206**
Growth	*16%*	*19%*	*18%*	*35%*	*0%*	*12%*	*-7%*	*23%*	*-9%*	*6%*	*13%*
Gross profit	**119.6**	**98.6**	**124.3**	**146.0**	**301**	**388**	**412**	**558**	**489**	**509**	**604**
Gross profit margin	*49%*	*50%*	*48%*	*48%*	*35%*	*40%*	*46%*	*51%*	*49%*	*48%*	*50%*
Employee expenses	-39.6	-41.9	-33.4	-32.5	n.a	n.a	n.a	-161	-147	-138	-143
Marketing expenses	-31.5	-19.9	-26.7	-31.2	n.a	n.a	n.a	-90	-109	-101	-103
Other operating expenses	-25.8	-19.9	-34.5	-44.5	n.a	n.a	n.a	-145	-125	-98	-102
EBITDA	**22.7**	**16.9**	**29.7**	**37.8**	**95**	**119**	**124**	**162**	**107**	**172**	**256**
D&A	-10.6	-9.5	-9.5	-9.5	-43	-52	-36	-42	-39	-38	-38
EBIT	**12.2**	**7.4**	**20.2**	**28.3**	**52**	**68**	**88**	**119**	**68**	**134**	**217**
Finance expenses - net	0.0	0.0	0.0	0.0	-10	-11	16	-10	0	0	0
Profit before tax	*0.0*	*0.0*	*20.2*	*28.3*	*42*	*57*	*104*	*34*	*48*	*134*	*217*
Tax	0.0	0.0	-4.2	-5.8	-3	-25	-17	-7	-10	-28	-45
Net profit	**0.0**	**0.0**	**16.0**	**22.5**	**39**	**32**	**88**	**27**	**38**	**106**	**173**
Minority share	0.4	0.1	0.0	0.0	0	0	0	6	0	0	0

Source: Company data and Nordea estimates

DEVICE ASSUMPTIONS

# Devices sold k	Q1 26	Q2 26	Q3 26E	Q4 26E	2022	2023	2024	2025	2026E	2027E	2028E
Kids	44	127	151	170	417	467	501	460	492	517	538
Youth	2	6	8	11	-	-	-	-	27	54	54
Senior	326	241	310	351	1 700	1 700	1 285	1 185	1 227	1 250	1 279
Total	***372***	***374***	***469***	***532***	***417***	***467***	***501***	***1 645***	***1 747***	***1 821***	***1 870***

ASP per device NOK	Q1 26	Q2 26	Q3 26E	Q4 26E	2022	2023	2024	2025	2026E	2027E	2028E
Kids	916	1 079	1 062	909	832	1 019	1 064	1 030	1 000	1 000	1 000
Youth	2 000	2 000	2 000	2 000	-	-	-	-	2 000	2 000	2 000
Senior	749	823	830	857	564	576	676	930	815	816	816
Total	***775***	***929***	***925***	***897***	***832***	***1 019***	***1 064***	***958***	***885***	***904***	***903***

Revenue NOKm	Q1 26	Q2 26	Q3 26E	Q4 26E	2022	2023	2024	2025	2026E	2027E	2028E
Kids	40	137	161	155	347	476	533	474	492	517	538
Youth	4	12	16	22	-	-	-	-	54	108	108
Senior	244	198	257	300	959	980	868	1 101	1 000	1 021	1 043
Total	***288***	***347***	***434***	***477***	***347***	***476***	***533***	***1 575***	***1 547***	***1 646***	***1 689***

Gross profit NOKm	Q1 26	Q2 26	Q3 26E	Q4 26E	2022	2023	2024	2025	2026E	2027E	2028E
Kids	14	48	51	49	-	157	171	162	163	155	161
Youth	1	4	5	7	-	-	-	-	18	32	32
Senior	120	99	123	144	335	392	399	558	486	480	490
Total	***135***	***151***	***180***	***201***	***-***	***157***	***171***	***720***	***666***	***667***	***684***

Gross profit margin	Q1 26	Q2 26	Q3 26E	Q4 26E	2022	2023	2024	2025	2026E	2027E	2028E
Kids	35%	35%	32%	32%	0%	33%	32%	34%	33%	30%	30%
Youth	0	0	32%	32%	-	-	-	34%	33%	30%	30%
Senior	49%	50%	48%	48%	35%	40%	46%	51%	49%	47%	47%
Total	***47%***	***43%***	***41%***	***42%***	***0%***	***33%***	***32%***	***46%***	***43%***	***41%***	***41%***

Source: Company data and Nordea estimates

SUBSCRIBER BASE ASSUMPTIONS

# Subscribers k	Q1 26	Q2 26	Q3 26E	Q4 26E	2022	2023	2024	2025	2026E	2027E	2028E
Kids - Mobile subscription	299	310	351	363	157	205	258	306	363	382	399
Kids - Premium	125	138	142	157	-	42	75	121	157	189	214
Kids - B2B	32	32	38	35	-	9	20	32	35	41	45
Kids - Service-fee	18	22	20	22	-	1	5	15	22	32	39
Youth - connectivity	0	1	2	2	-	-	-	-	2	7	10
Youth - Guardian	3	12	23	37	-	-	-	-	37	100	143
Senior	-	1	4	8	-	-	-	-	8	49	135
Total	***477***	***516***	***580***	***624***	***157***	***257***	***358***	***474***	***624***	***799***	***984***

Conversion rate	Q1 26	Q2 26	Q3 26E	Q4 26E	2022	2023	2024	2025	2026E	2027E	2028E
Kids - Mobile subscription	24%	29%	24%	32%	18%	24%	29%	27%	27%	27%	27%
Kids - Premium	17%	19%	13%	20%	0%	11%	10%	14%	17%	17%	17%
Kids - B2B	3%	2%	7%	0%	0%	2%	3%	4%	3%	3%	3%
Kids - Service-fee	5%	4%	3%	3%	0%	0%	1%	2%	4%	4%	4%
Youth - connectivity	0	0	0	0	-	-	-	10%	10%	10%	10%
Youth - Guardian	2	2	2	2	-	-	-	150%	150%	150%	150%
Senior	-	0	0	0	-	-	-	0%	1%	5%	8%
Total	***-***	***-***	***-***	***-***	***-***	***-***	***-***	***-***	***-***	***-***	***-***

Churn	Q1 26	Q2 26	Q3 26E	Q4 26E	2022	2023	2024	2025	2026E	2027E	2028E
Kids - Mobile subscription	-9%	-8%	-9%	-9%	-32%	-38%	-35%	-36%	-38%	-37%	-36%
Kids - Premium	-9%	-8%	-9%	-9%	0%	-38%	-35%	-36%	-38%	-37%	-36%
Kids - B2B	-9%	-8%	-9%	-9%	0%	-38%	-35%	-36%	-38%	-37%	-36%
Kids - Service-fee	-9%	-8%	-9%	-9%	0%	-38%	-35%	-36%	-38%	-37%	-36%
Youth - connectivity	- 0	- 0	-9%	-9%	-	-	-	-36%	-36%	-36%	-36%
Youth - Guardian	- 0	- 0	-9%	-9%	-	-	-	-36%	-36%	-36%	-36%
Senior	- 0	- 0	-5%	-5%	-	-	-	-20%	-20%	-20%	-20%

Net subscriber growth	Q1 26	Q2 26	Q3 26E	Q4 26E	2022	2023	2024	2025	2026E	2027E	2028E
Kids - Mobile subscription	- 7	11	15	12	33	48	53	48	31	19	17
Kids - Premium	4	13	10	15	-	42	33	46	42	32	25
Kids - B2B	-	-	9	- 3	-	9	11	12	6	5	4
Kids - Service-fee	3	4	3	2	-	1	4	10	12	10	7
Youth - connectivity	0	1	1	1	-	-	-	-	2	4	3
Youth - Guardian	3	9	11	14	-	-	-	-	37	63	43
Senior	-	1	3	3	-	-	-	-	8	41	86
Total	***3***	***39***	***52***	***44***	***33***	***100***	***101***	***116***	***138***	***175***	***185***

Source: Company data and Nordea estimates

SUBSCRIBER REVENUE AND GROSS PROFIT ASSUMPTIONS

ARPU NOK per month	Q1 26	Q2 26	Q3 26E	Q4 26E	2022	2023	2024	2025	2026E	2027E	2028E
Kids - Mobile subscription	82	77	77	77	98	96	91	80	77	77	77
Kids - Premium	25	25	25	25	25	25	25	25	25	25	25
Kids - B2B	35	35	35	35	35	35	35	35	35	35	35
Kids - Service-fee	79	79	79	79	79	79	79	79	79	79	79
Youth - connectivity	149	149	149	149	149	149	149	149	149	149	149
Youth - Guardian	60	60	60	60	60	60	60	60	60	60	60
Senior	149	149	149	149	149	149	149	149	149	149	149
Total	***579***	***574***	***574***	***574***	***595***	***593***	***588***	***577***	***574***	***574***	***425***

Service revenue	Q1 26	Q2 26	Q3 26E	Q4 26E	2022	2023	2024	2025	2026E	2027E	2028E
Kids - Mobile subscription	74	70	76	83	152	203	256	295	303	336	352
Kids - Premium	9	10	11	11	-	6	15	28	41	51	59
Kids - B2B	3	3	4	4	-	1	6	11	14	16	18
Kids - Service-fee	4	5	5	5	-	0	3	9	18	26	34
Youth - connectivity	0	0	1	1	-	-	-	-	10	42	80
Youth - Guardian	0	0	1	1	-	-	-	-	2	7	13
Senior	-	0	1	3	-	-	-	-	4	42	163
Total	***91***	***88***	***98***	***107***	***152***	***210***	***280***	***343***	***392***	***520***	***719***

Gross profit NOKm	Q1 26	Q2 26	Q3 26E	Q4 26E	2022	2023	2024	2025	2026E	2027E	2028E
Kids - Mobile subscription	58	54	60	65	126	169	212	238	238	269	282
Kids - Premium	7	8	8	9	-	5	13	22	32	41	47
Kids - B2B	3	3	3	4	-	1	6	11	14	15	17
Kids - Service-fee	4	5	5	5	-	-	3	8	18	25	33
Youth - connectivity	0	0	0	1	-	-	-	-	1	5	9
Youth - Guardian	0	1	3	5	-	-	-	-	10	40	76
Senior	-	0	1	2	-	-	-	-	3	29	114
Total	***72***	***71***	***81***	***90***	***126***	***175***	***233***	***279***	***315***	***424***	***578***

Gross profit margin	Q1 26	Q2 26	Q3 26E	Q4 26E	2022	2023	2024	2025	2026E	2027E	2028E
Kids - Mobile subscription	78%	78%	79%	79%	83%	83%	81%	81%	79%	80%	80%
Kids - Premium	78%	78%	79%	79%	0%	83%	81%	81%	79%	80%	80%
Kids - B2B	95%	95%	95%	95%	0%	95%	95%	95%	95%	95%	95%
Kids - Service-fee	95%	95%	95%	95%	0%	95%	95%	95%	95%	95%	95%
Youth - connectivity	70%	70%	70%	70%	0%	0%	0%	70%	70%	70%	70%
Youth - Guardian	95%	95%	95%	95%	0%	0%	0%	95%	95%	95%	95%
Senior	70%	70%	70%	70%	0%	0%	0%	70%	70%	70%	70%
Total	***80%***	***81%***	***83%***	***84%***	***83%***	***83%***	***83%***	***81%***	***80%***	***81%***	***80%***

Source: Company data and Nordea estimates

Sensitivity to the Senior conversion rate

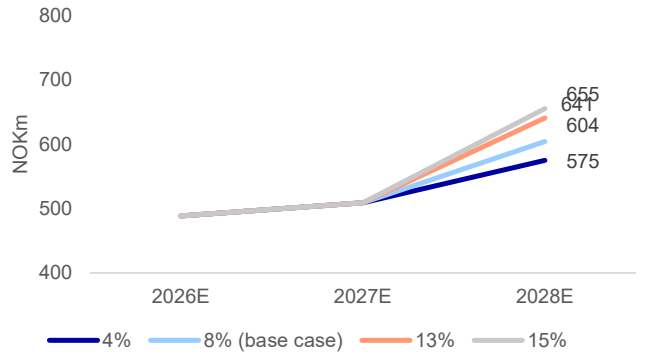
We argue that conversion rates are essential for realising the potential synergy of the Doro and emporia acquisitions, and Xplora's equity story at large. Following the slower-than-expected retail rollout, we lower our base-case Senior conversion rate to 8% (10%). As run-rate conversion remains a black box, we highlight that a 15% conversion rate increases our 2028 gross profit and EBITDA estimates by NOK 51m, while a 4% conversion rate decreases our corresponding 2028 estimates by NOK 29m.

Conversion rates in the Senior segment should be lower than the current conversion rate of 25-30% for connectivity in the Children & Youth segment

We believe the key synergy potential from the Doro and emporia acquisitions lies in rolling out connectivity to the ~1.25 million Senior phones sold annually. Seniors typically already have a connectivity plan, and a significant share of volumes goes through telco channels, where conversion is close to zero. We therefore expect the Senior conversion rate to remain well below the 25-30% seen for connectivity in the Children & Youth segment.

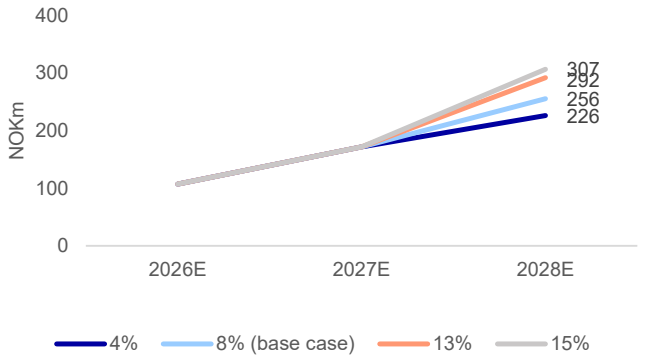
The development in the rollout of the Senior connectivity POS-system has been the overshadowing disappointment for the equity story, explaining much of the weak share development YTD. We lower our base-case conversion rate to 8% (10%), which gives 49,000 Senior subscriptions as of the end of 2027E and 135,000 as of the end of 2028E (182,000).

SENIOR SEGMENT: GROSS PROFIT SENSITIVITY TO CONVERSION RATES



Source: Company data and Nordea estimates

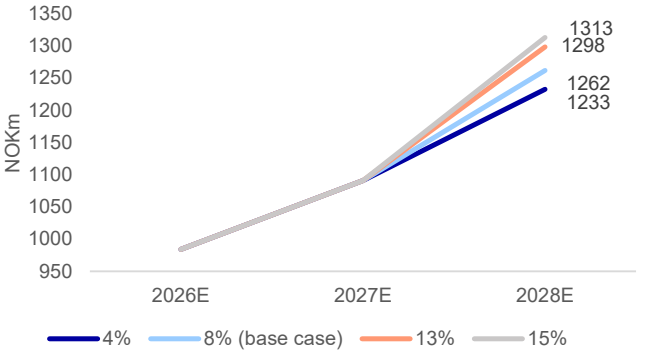
SENIOR SEGMENT: EBITDA SENSITIVITY TO CONVERSION RATES



Source: Company data and Nordea estimates

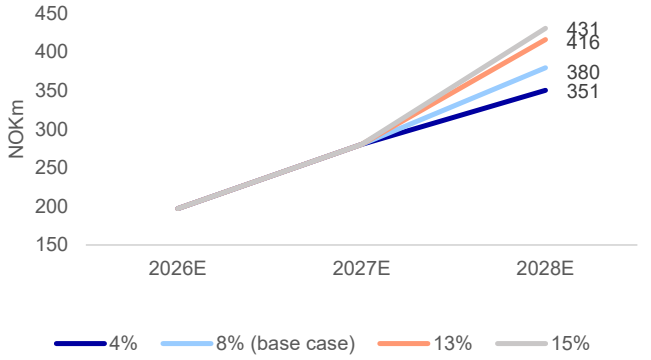
When we look at the Senior segment's sensitivity to conversion rates, we see that the rates in this segment have a large impact on the performance of Xplora as a group. At a 4% conversion rate, our 2028E Senior EBITDA falls to NOK 226m (base case: NOK 256m), while 13% and 15% lift it to NOK 292m and NOK 307m, respectively. For the group, this implies 2028E EBITDA of NOK 351-431m, around our base case of NOK 380m.

XPLORA: GROSS PROFIT SENSITIVITY TO CONVERSION RATES



Source: Company data and Nordea estimates

XPLORA: EBITDA SENSITIVITY TO CONVERSION RATES

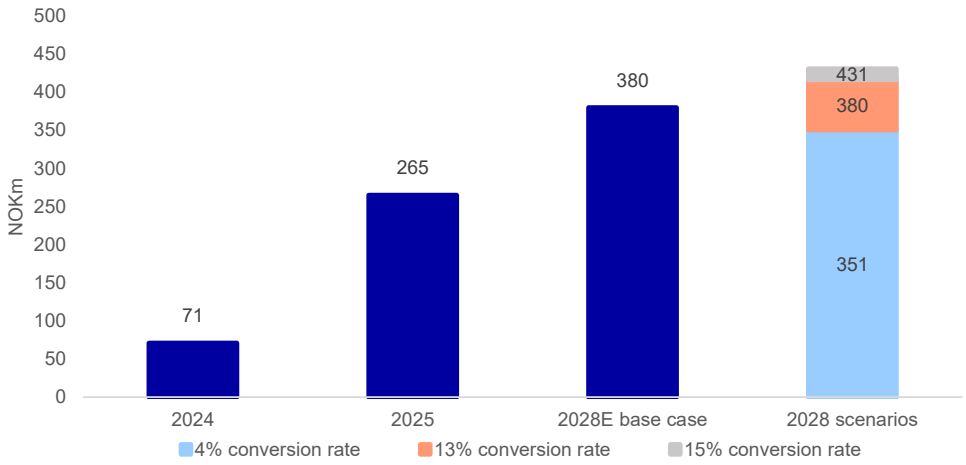


Source: Company data and Nordea estimates

The Doro and emporia acquisitions provide Xplora with synergy potential

The Doro and emporia acquisitions have enabled Xplora to enter a new vertical and more than triple its 2024 EBITDA. Even in our 4% scenario, 2028E EBITDA is ~5x the NOK 71m Xplora reported in 2024.

XPLORA: EBITDA DEVELOPMENT, INCLUDING ESTIMATES SENSITIVITIES, 2024-28E



Source: Company data and Nordea estimates

In conclusion, we argue that conversion rates are essential to the synergy potential from the Doro and emporia acquisitions and to Xplora's equity story. With the retail rollout yet to see a confirmation of momentum, we expect Q3 and Q4 to provide the first meaningful data on in-store conversion.

Valuation

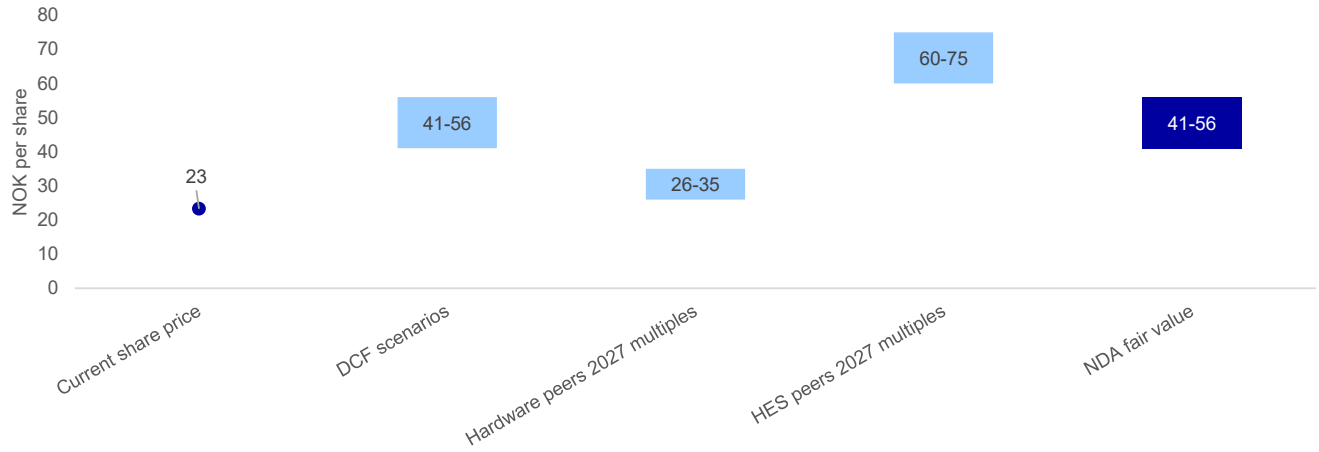
We derive a fair value range of NOK 41-56 (38-55), based on a DCF sensitivity analysis cross-checked with peer multiples. At the low end of our price range, Xplora trades at a slight premium to pureplay hardware peers on 2027E EV/EBIT. At the top of the range, it still trades at a ~25% discount to our hardware-enabled software peers on 2027E EV/EBIT.

Valuation summary

We base our valuation approach for Xplora on two fundamental methods: DCF and peer comparison

We base our valuation approach for Xplora on two methods. First, we use a DCF approach with Senior conversion rates of 4%, 8% and 13%. Second, we use a relative approach. Xplora has no direct peers, so we benchmark it against pureplay hardware peers and hardware-enabled software peers.

XPLORA: VALUATION SUMMARY



Source: Company data and Nordea estimates

DCF scenarios

Our DCF scenarios use different Senior conversion rates, reflecting different levels of synergy from the Doro and emporia acquisitions. Our DCF assumptions are:

Our DCF assumptions

- Flat growth for 2029-31
- A flat EBITDA margin for 2029-31
- A WACC of 11.6%
- Flat working capital for 2029-31
- Flat D&A as a percentage of revenue for 2029-31
- Flat capex as a percentage of revenue for 2029-31

Base case assumes a Q1 2028 conversion rate of 8% for the Senior segment

Base case

We use our 2025-28 estimates with a Senior conversion rate of 8% from Q1 2028. This gives a value of NOK 47 per share.

BASE CASE: DCF ASSUMPTIONS (NOKm)

	2025	2026E	2027E	2028E	2029E	2030E	2031E	Terminal
Revenue	**1918**	**1921**	**2166**	**2408**	**2678**	**2978**	**3312**	**3395**
Revenue growth	138.7%	0.2%	12.8%	11.2%	11.2%	11.2%	11.2%	2.5%
EBITDA	**241**	**197**	**280**	**380**	**422**	**470**	**522**	**535**
EBITDA margin	13%	10%	13%	16%	16%	16%	16%	16%
EBIT	**164**	**130**	**214**	**314**	**349**	**388**	**431**	**442**
EBIT margin	9%	7%	10%	13%	13%	13%	13%	13%
Tax rate	22%	22%	22%	22%	22%	22%	22%	22%
NOPLAT	**128**	**101**	**167**	**245**	**272**	**302**	**336**	**345**
D&A		67	66	66	74	82	91	93
Lease adjustment		-14	-15	-15	-15	-15	-15	-15
Change in NWC		51	9	-32	-32	-32	-32	-32
Capex		-47	-49	-52	-58	-64	-71	-73
Total adjustments		57	11	-32	-31	-29	-27	-27
FCFF		**159**	**178**	**212**	**241**	**274**	**309**	**318**
D&A of revenue %		-4%	-3%	-3%	-3%	-3%	-3%	-3%
Capex of revenue %		-2%	-2%	-2%	-2%	-2%	-2%	-2%
Discount factor		1.1	1.2	1.4	1.6	1.7	1.9	
PV FCFF		142	143	153	155	158	160	

Source: Company data and Nordea estimates

BASE CASE: DCF OUTPUT (NOKm)

Terminal cash flow	318
Terminal cost of capital	12%
Terminal value	3 495
PV terminal	1 808
PV CF forecast period	912
SUM PV	**2 720**
Net debt	453
Book value minorities	-
SUM	**2 267**
Number of shares (m)	48
Value per share (NOK)	**47**

Source: Company data and Nordea estimates

Blue-sky assumes a conversion rate of 10% from Q1 2028 for the Senior segment

Blue-sky scenario

We use a Senior conversion rate of 10%, lifting 2028E EBITDA to NOK 418m. This gives a value of NOK 56 per share.

HIGH-END SCENARIO: DCF ASSUMPTIONS (NOKm)

	2025	2026E	2027E	2028E	2029E	2030E	2031E	Terminal
Revenue	**1918**	**1921**	**2166**	**2461**	**2796**	**3176**	**3609**	**3699**
Revenue growth	138.7%	0.2%	12.8%	13.6%	13.6%	13.6%	13.6%	2.5%
EBITDA	**241**	**197**	**280**	**416**	**473**	**537**	**611**	**626**
EBITDA margin	13%	10%	13%	17%	17%	17%	17%	17%
EBIT	**164**	**130**	**214**	**350**	**398**	**452**	**514**	**526**
EBIT margin	9%	7%	10%	14%	14%	14%	14%	14%
Tax rate	22%	22%	22%	22%	22%	22%	22%	22%
NOPLAT	**128**	**101**	**167**	**273**	**310**	**353**	**401**	**411**
D&A		67	66	66	75	85	97	99
Lease adjustment		-14	-15	-15	-15	-15	-15	-15
Change in NWC		51	9	-38	-38	-38	-38	-38
Capex		-47	-49	-52	-59	-67	-76	-78
Total adjustments		57	11	-39	-37	-35	-32	-32
FCFF		**159**	**178**	**234**	**273**	**318**	**368**	**379**
D&A of revenue %		-4%	-3%	-3%	-3%	-3%	-3%	-3%
Capex of revenue %		-2%	-2%	-2%	-2%	-2%	-2%	-2%
Discount factor		1.1	1.2	1.4	1.6	1.7	1.9	
PV FCFF		142	143	168	176	183	191	

Source: Company data and Nordea estimates

HIGH-END SCENARIO: DCF OUTPUT (NOKm)

Terminal cash flow	379
Terminal cost of capital	12%
Terminal value	4 158
PV terminal	2 152
PV CF forecast period	1 004
SUM PV	**3 155**
Net debt	453
Book value minorities	-
SUM	**2 702**
Number of shares (m)	48
Value per share (NOK)	**56**

Source: Company data and Nordea estimates

Low-end scenario assumes a conversion rate of 4% from Q1 2028 for the Senior segment

Low-end case

We use a Senior conversion rate of 4%, lowering 2028E EBITDA to NOK 375m. This gives a value of NOK 41 per share.

LOW-END SCENARIO: DCF ASSUMPTIONS (NOKm)

	2025	2026E	2027E	2028E	2029E	2030E	2031E	Terminal
Revenue	**1918**	**1921**	**2166**	**2367**	**2586**	**2826**	**3088**	**3165**
Revenue growth	138.7%	0.2%	12.8%	9.3%	9.3%	9.3%	9.3%	2.5%
EBITDA	**241**	**197**	**280**	**351**	**383**	**419**	**457**	**469**
EBITDA margin	13%	10%	13%	15%	15%	15%	15%	15%
EBIT	**164**	**130**	**214**	**284**	**311**	**340**	**371**	**380**
EBIT margin	9%	7%	10%	12%	12%	12%	12%	12%
Tax rate	22%	22%	22%	22%	22%	22%	22%	22%
NOPLAT	**128**	**101**	**167**	**222**	**242**	**265**	**289**	**297**
D&A		67	66	66	72	79	86	88
Lease adjustment		-14	-15	-15	-15	-15	-15	-15
Change in NWC		51	9	-26	-26	-26	-26	-26
Capex		-47	-49	-52	-57	-62	-68	-69
Total adjustments		57	11	-27	-26	-24	-23	-22
FCFF		**159**	**178**	**195**	**217**	**241**	**267**	**274**
D&A of revenue %		-4%	-3%	-3%	-3%	-3%	-3%	-3%
Capex of revenue %		-2%	-2%	-2%	-2%	-2%	-2%	-2%
Discount factor		1.1	1.2	1.4	1.6	1.7	1.9	
PV FCFF		142	143	140	140	139	138	

Source: Company data and Nordea estimates

LOW-END SCENARIO: DCF OUTPUT (NOKm)

Terminal cash flow	274
Terminal cost of capital	12%
Terminal value	3 014
PV terminal	1 559
PV CF forecast period	842
SUM PV	**2 402**
Net debt	453
Book value minorities	-
SUM	**1 948**
Number of shares (m)	48
Value per share (NOK)	**41**

Source: Company data and Nordea estimates

DCF sensitivities

We stress-test our base case with a +/- 1pp change in WACC and terminal growth, and a +/- 2pp change in the EBITDA margin. Our base-case value ranges from NOK 41 to NOK 55 for a +/- 1pp change in WACC, and from NOK 39 to NOK 55 for a +/- 2pp change in EBITDA margin.

BASE-CASE SCENARIO: SENSITIVITY TO WACC AND TERMINAL GROWTH RATE

Terminal Growth rate \ WACC	10.6%	11.1%	11.6%	12.1%	12.6%
1.5%	50	46	43	41	38
2.0%	52	48	45	42	40
2.5%	55	51	47	44	41
3.0%	58	54	50	46	43
3.5%	62	57	53	49	45

Source: Company data and Nordea estimates

BASE-CASE SCENARIO: SENSITIVITY TO WACC AND EBITDA MARGIN

EBITDA margin \ WACC	10.6%	11.1%	11.6%	12.1%	12.6%
14%	46	42	39	37	34
15%	50	47	43	40	38
16%	55	51	47	44	41
17%	60	55	51	48	45
18%	64	60	55	52	48

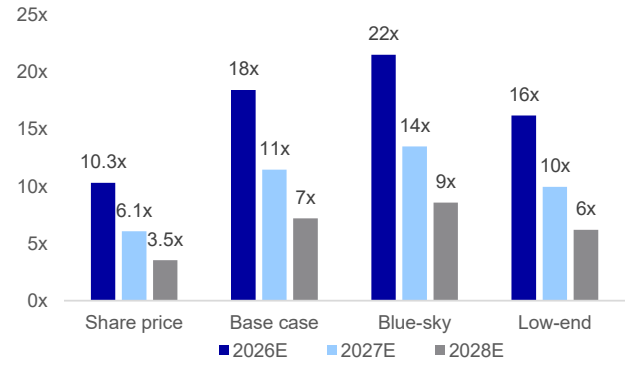
Source: Company data and Nordea estimates

Peer valuation

We benchmark Xplora against pureplay hardware peers and HES peers

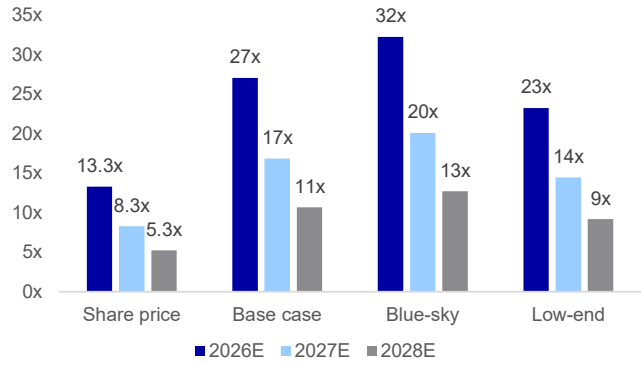
We triangulate our DCF value with peer multiples, benchmarking Xplora against pureplay hardware peers and hardware-enabled subscription peers. Xplora has no direct peers, so we use its characteristics with and without subscriptions.

XPLORA: EV/EBIT MULTIPLES AT DIFFERENT SCENARIO FAIR VALUES



Source: Company data and Nordea estimates

XPLORA: P/E MULTIPLES AT DIFFERENT SCENARIO FAIR VALUES



Source: Company data and Nordea estimates

We argue that hardware peers should be the floor for our fair value, given their low margins and low, unpredictable growth. At the current share price, Xplora trades at 10.3x 2026E EV/EBIT, a premium to the hardware peer median of 8.6x, but at 6.1x 2027E, a ~23% discount to the median of 7.9x. At the low end of our fair value range, Xplora would trade at 10x 2027E EV/EBIT, a premium to hardware peers, which we find justified given its recurring subscription revenue and higher growth. We argue that EV/EBIT is the appropriate multiple, as several peers have warehouses and physical stores, and EV/EBIT takes leasing into account.

PEER BENCHMARKING AGAINST HARDWARE PEERS

	MCap	EV / EBITDA			EV / EBIT			P / E		
Company	(USDm)	2026E	2027E	2028E	2026E	2027E	2028E	2026E	2027E	2028E
Komplett	112	4.7x	3.7x	3.3x	29.0x	11.0x	8.1x	n.a.	20.4x	9.4x
Currys	2 074	4.4x	4.3x	4.1x	9.2x	8.7x	8.4x	10.3x	9.6x	8.9x
Samsung Electronics	1 091 225	3.0x	2.0x	1.8x	3.3x	2.2x	2.1x	4.7x	3.0x	2.8x
LG Electronics	19 131	4.4x	4.1x	3.7x	7.9x	7.0x	6.0x	11.5x	9.1x	7.4x
Panasonic	55 287	8.7x	7.6x	6.8x	13.0x	11.8x	n.a.	17.6x	14.5x	12.4x
Lenovo Group	33 513	5.9x	3.8x	3.2x	7.8x	4.4x	3.6x	13.9x	6.4x	5.2x
Mean	**200 224**	**5.2x**	**4.2x**	**3.8x**	**11.7x**	**7.5x**	**5.6x**	**11.6x**	**10.5x**	**7.7x**
Median	**26 322**	**4.5x**	**3.9x**	**3.5x**	**8.6x**	**7.9x**	**6.0x**	**11.5x**	**9.4x**	**8.1x**
Xplora (NDA low case)		**11.0x**	**7.6x**	**5.1x**	**16.2x**	**10.0x**	**6.2x**	**23.3x**	**14.5x**	**9.2x**
Xplora (NDA)		**7.0x**	**4.7x**	**2.9x**	**10.3x**	**6.1x**	**3.5x**	**13.3x**	**8.3x**	**5.3x**

Source: LSEG Data & Analytics and Nordea estimates

Xplora is trading at a ~60-70% discount based on 2027E EV/EBIT and P/E multiples for HES peers

We argue that Xplora's business model is based on hardware-enabled subscriptions, and that connectivity in the Senior segment will start to make a meaningful impact from 2027. At the current share price, Xplora trades at a 60-70% discount to hardware enabled software peers on 2027E EV/EBIT and P/E (6.1x and 8.3x versus medians of 19.9x and 21.3x). Even in our blue-sky scenario, Xplora would trade at 13.5x 2027E EV/EBIT, around 70% of the peer median.

PEER BENCHMARKING AGAINST HARDWARE-ENABLED SOFTWARE PEERS

	MCap	EV / EBITDA			EV / EBIT			P / E		
Company	(USDm)	2026E	2027E	2028E	2026E	2027E	2028E	2026E	2027E	2028E
Garmin	52 542	19.9x	18.2x	16.0x	21.9x	19.9x	17.8x	25.6x	24.0x	21.2x
Apple	5 029 592	29.7x	28.1x	25.5x	32.2x	30.5x	27.5x	38.6x	36.3x	32.8x
Cisco Systems	411 454	15.2x	14.1x	13.4x	16.7x	15.3x	14.4x	20.2x	18.6x	17.1x
Sony Group	149 729	8.9x	8.8x	8.6x	n.a	n.a	n.a	18.4x	17.6x	16.6x
Yubico	1 300	40.5x	28.7x	23.2x	42.5x	30.4x	0.6x	56.6x	41.0x	34.2x
Tomra Systems	3 076	12.7x	9.4x	8.6x	23.1x	14.4x	12.9x	32.4x	18.4x	14.9x
Mean	**941 282**	**21.1x**	**17.9x**	**15.9x**	**27.3x**	**22.1x**	**14.6x**	**32.0x**	**26.0x**	**22.8x**
Median	**101 135**	**17.5x**	**16.2x**	**14.7x**	**23.1x**	**19.9x**	**14.4x**	**29.0x**	**21.3x**	**19.1x**
Xplora (NDA blue-sky)		**14.6x**	**10.3x**	**7.1x**	**21.5x**	**13.5x**	**8.6x**	**32.3x**	**20.1x**	**12.7x**
Xplora (NDA)		**7.0x**	**4.7x**	**2.9x**	**10.3x**	**6.1x**	**3.5x**	**13.3x**	**8.3x**	**5.3x**

Source: LSEG Data & Analytics and Nordea estimates

We argue that the Senior conversion rate will decide which peer group Xplora should be benchmarked against. At present, the market seems to hold little conviction in the realisation of synergies through subscription conversion, and thus is valuing Xplora closer to hardware peers than hardware-enabled software peers. Evidence of conversion in retail could, in our view, trigger a rerating towards hardware-enabled software peers.

Reported numbers and forecasts

INCOME STATEMENT

NOKm	2018	2019	2020	2021	2022	2023	2024	2025	2026E	2027E	2028E
Total revenue	**n.a.**	**n.a.**	**200.5**	**431.4**	**502.0**	**689.2**	**803.5**	**1,918**	**1,921**	**2,166**	**2,408**
- growth	n.a.	n.a.	n.a.	115.2%	16.4%	37.3%	16.6%	138.7%	0.16%	12.8%	11.2%
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 (rep.)	0.00	0.00	-11.5	19.2	-33.5	33.7	71.0	240.8	197.1	280.3	379.7
Depreciation and impairments PPE	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
of which leased assets	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
EBITA	0.00	0.00	-13.7	-16.1	-84.7	-22.8	26.7	164.0	129.9	214.2	313.6
Amortisation and impairments	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
EBIT	n.a.	n.a.	-13.7	-16.1	-84.7	-22.8	26.7	164.0	129.9	214.2	313.6
of which associates	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Associates excluded from EBIT	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Net financials	0.00	0.00	-11.7	-2.35	-0.24	-12.6	-14.1	-159.7	-28.5	-41.8	-41.8
of which lease interest	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Changes in value, net	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
PTP	**0.00**	**0.00**	**-25.3**	**-18.5**	**-85.0**	**-35.5**	**12.6**	**4.32**	**101.4**	**172.4**	**271.9**
Reported taxes	0.00	0.00	0.00	0.00	10.6	8.26	-4.24	-30.8	-17.1	-37.9	-59.8
Net profit from continued operations	0.00	0.00	-25.3	-18.5	-74.4	-27.2	8.40	-26.5	84.3	134.5	212.0
Discontinued operations	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Minority interests	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Net profit to equity	0.00	0.00	-25.3	-18.5	-74.4	-27.2	8.40	-26.5	84.3	134.5	212.0
EPS (rep. NOK)	**n.a.**	**n.a.**	**-0.79**	**-0.46**	**-1.83**	**-0.65**	**0.19**	**-0.59**	**1.76**	**2.81**	**4.43**
DPS - total	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
of which ordinary	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
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 %											
EBITDA	n.a.	n.a.	-5.71%	4.44%	-6.68%	4.89%	8.83%	12.6%	10.3%	12.9%	15.8%
EBITA	n.a.	n.a.	-6.82%	-3.73%	-16.9%	-3.32%	3.32%	8.55%	6.76%	9.89%	13.0%
EBIT	n.a.	n.a.	-6.82%	-3.73%	-16.9%	-3.32%	3.32%	8.55%	6.76%	9.89%	13.0%
Adjusted earnings											
EBITDA (adj.)	0.00	0.00	-11.5	19.2	-33.5	33.7	71.0	264.8	209.1	280.3	379.7
EBITA (adj.)	0.00	0.00	-13.7	-16.1	-84.7	-22.8	26.7	188.0	141.9	214.2	313.6
EBIT (adj.)	0.00	0.00	-13.7	-16.1	-84.7	-22.8	26.7	188.0	141.9	214.2	313.6
EPS (adj. NOK)	n.a.	n.a.	-0.79	-0.46	-1.83	-0.65	0.19	-0.06	2.01	2.81	4.43
Adjusted profit margins in %											
EBITDA (adj.) margin	n.a.	n.a.	-5.71%	4.44%	-6.68%	4.89%	8.83%	13.8%	10.9%	12.9%	15.8%
EBITA (adj.) margin	n.a.	n.a.	-6.82%	-3.73%	-16.9%	-3.32%	3.32%	9.80%	7.39%	9.89%	13.0%
EBIT (adj.) margin	n.a.	n.a.	-6.82%	-3.73%	-16.9%	-3.32%	3.32%	9.80%	7.39%	9.89%	13.0%
Performance metrics											
CAGR last five years											
Net revenue (five-year CAGR)	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	57.1%	34.8%	34.0%	28.4%
EBITDA (five-year CAGR)	n.m.	n.m.	n.m.	n.m.	n.m.	n.m.	n.m.	n.m.	59.4%	n.m.	62.4%
EBIT (five-year CAGR)	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.m.	n.m.	n.m.	n.m.
EPS (five-year CAGR)	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.m.	n.m.	n.m.	n.m.
DPS (five-year CAGR)	n.m.	n.m.	n.m.	n.m.	n.m.	n.m.	n.m.	n.m.	n.m.	n.m.	n.m.
Average last five years											
Average EBIT margin	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	-4.21%	1.54%	3.65%	6.83%	9.20%
Average EBITDA margin	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	3.00%	7.62%	8.73%	11.0%	12.7%

Source: Company data and Nordea estimates

VALUATION RATIOS

NOKm	2018	2019	2020	2021	2022	2023	2024	2025	2026E	2027E	2028E
ADJUSTED EARNINGS											
P/E (adj.)	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.m.	11.6	8.29	5.26
EV/EBITDA (adj.)	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	10.9	7.01	4.65	2.92
EV/EBITA (adj.)	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	15.4	10.3	6.09	3.54
EV/EBIT (adj.)	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	15.4	10.3	6.09	3.54
REPORTED EARNINGS											
P/E	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.m.	13.2	8.29	5.26
EV/Sales	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	1.51	0.76	0.60	0.46
EV/EBITDA	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	12.0	7.44	4.65	2.92
EV/EBITA	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	17.6	11.3	6.09	3.54
EV/EBIT	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	17.6	11.3	6.09	3.54
Dividend yield (ord.)	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	0.00%	0.00%	0.00%	0.00%
FCF yield	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	-24.7%	4.86%	18.1%	21.2%
FCF yield before A&D, lease-adj.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	-0.55%	17.4%	18.1%	21.2%
Payout ratio	n.a.	n.a.	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%

Source: Company data and Nordea estimates

BALANCE SHEET

NOKm	2018	2019	2020	2021	2022	2023	2024	2025	2026E	2027E	2028E
Intangible assets	0.00	0.00	6.74	249.1	237.2	207.0	180.5	832.5	878.7	861.9	847.6
of which R&D	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
of which other intangibles	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
of which goodwill	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Tangible assets	0.00	0.00	0.44	1.11	1.98	1.46	14.0	19.9	35.1	35.1	35.1
of which leased assets	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Shares associates	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Interest-bearing assets	0.00	0.00	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
Deferred tax assets	0.00	0.00	0.00	0.00	0.00	10.9	13.0	26.4	26.4	26.4	26.4
Other non-IB non-current assets	0.00	0.00	0.00	0.00	0.00	0.00	1.24	54.8	0.00	0.00	0.00
Other non-current assets	0.00	0.00	0.00	0.16	4.19	6.58	5.74	5.88	39.7	39.7	39.7
Total non-current assets	0.00	0.00	7.17	250.4	243.3	226.0	214.6	939.5	979.9	963.1	948.8
Inventory	n.a.	n.a.	24.5	82.5	96.4	108.0	80.9	353.8	354.4	399.6	444.4
Accounts receivable	n.a.	n.a.	41.9	104.1	117.9	75.4	75.5	298.1	253.2	285.6	317.6
Short-term leased assets	0.00	0.00	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
Other current assets	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
Cash and bank	n.a.	n.a.	118.2	139.8	50.4	137.4	235.1	422.6	404.5	565.1	759.8
Total current assets	n.a.	n.a.	184.5	326.4	130.2	126.4	391.5	1,074	1,012	1,250	1,522
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	**n.a.**	**n.a.**	**191.7**	**576.7**	**373.5**	**352.4**	**606.1**	**2,014**	**1,992**	**2,214**	**2,471**
Shareholders' equity	0.00	0.00	127.3	401.1	350.6	337.8	352.4	347.8	519.9	654.4	866.4
of which preferred stocks	0.00	0.00	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
of which equity part of hybrid debt	0.00	0.00	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
Minority interest	0.00	0.00	0.00	0.00	0.00	0.00	0.00	29.2	0.00	0.00	0.00
Total Equity	0.00	0.00	127.3	401.1	350.6	337.8	352.4	377.1	519.9	654.4	866.4
Deferred tax	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Long-term interest-bearing debt	0.00	0.00	25.0	29.8	0.00	14.6	6.25	662.9	324.4	324.4	324.4
Pension provisions	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Other long-term provisions	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Other long-term liabilities	0.00	0.00	0.00	13.0	22.9	0.00	6.44	104.3	130.0	130.0	130.0
Non-current lease debt	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Convertible debt	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Shareholder debt	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Hybrid debt	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total non-current liabilities	0.00	0.00	25.0	42.8	22.9	14.6	12.7	767.2	454.3	454.3	454.3
Accounts payable	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
Current lease debt	0.00	0.00	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
Other current liabilities	n.a.	n.a.	22.1	46.6	0.00	0.00	157.6	578.2	588.1	674.9	720.0
Short-term interest-bearing debt	0.00	0.00	17.4	86.2	0.00	0.00	83.3	291.5	429.9	429.9	429.9
Total current liabilities	n.a.	n.a.	39.5	132.8	0.00	0.00	241.0	869.7	1,018	1,105	1,150
Liabilities for assets held for sale	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total liabilties and equity	**n.a.**	**n.a.**	**191.8**	**576.7**	**373.5**	**352.4**	**606.1**	**2,014**	**1,992**	**2,214**	**2,471**
Balance sheet and debt metrics											
Net debt	n.a.	n.a.	-75.8	-23.7	-50.4	-122.8	-145.5	531.8	349.8	189.2	-5.54
of which lease debt	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
Working capital	n.a.	n.a.	44.2	140.0	214.2	183.4	-1.21	73.7	19.5	10.3	41.9
Invested capital	n.a.	n.a.	51.4	390.4	457.5	409.4	213.4	1,013	999.5	973.4	990.7
Capital employed	0.00	0.00	169.7	517.2	350.6	352.4	442.0	1,331	1,274	1,409	1,621
ROE	n.m.	n.m.	-39.8%	-6.99%	-19.8%	-7.91%	2.43%	-7.57%	19.4%	22.9%	27.9%
ROIC	n.a.	n.a.	n.a.	-5.69%	-15.6%	-4.11%	6.69%	23.9%	11.0%	16.9%	24.9%
ROCE	n.m.	n.m.	-16.1%	-4.69%	-19.5%	-6.50%	6.72%	21.2%	10.9%	16.0%	20.7%
Net debt/EBITDA	n.a.	n.a.	n.m.	-1.24	n.m.	-3.65	-2.05	2.21	1.77	0.68	-0.01
Interest coverage	n.a.	n.a.	n.m.	n.m.	n.m.	n.m.	n.m.	n.m.	n.m.	n.m.	n.m.
Equity ratio	n.a.	n.a.	66.4%	69.6%	93.9%	95.9%	58.1%	17.3%	26.1%	29.6%	35.1%
Net gearing	n.a.	n.a.	-59.5%	-5.91%	-14.4%	-36.4%	-41.3%	141.0%	67.3%	28.9%	-0.64%

Source: Company data and Nordea estimates

CASH FLOW STATEMENT

NOKm	2018	2019	2020	2021	2022	2023	2024	2025	2026E	2027E	2028E
EBITDA (adj.) for associates	**0.00**	**0.00**	**-11.5**	**19.2**	**-33.5**	**33.7**	**71.0**	**240.8**	**197.1**	**280.3**	**379.7**
Paid taxes	0.00	0.00	0.00	0.00	10.6	8.26	-4.24	-30.8	-17.1	-37.9	-59.8
Net financials	0.00	0.00	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
Change in provisions	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
Change in other long-term non-IB	0.00	0.00	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
Cash flow to/from associates	0.00	0.00	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
Dividends paid to minorities	0.00	0.00	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
Other adj. to reconcile to cash flow	n.a.	n.a.	6.07	-2.01	-18.9	-15.0	-9.40	-49.4	9.92	0.00	0.00
Funds from operations (FFO)	**n.a.**	**n.a.**	**-5.39**	**17.2**	**-41.8**	**26.9**	**57.3**	**160.5**	**190.0**	**242.4**	**319.9**
Change in NWC	n.a.	n.a.	-6.70	-44.8	-14.8	33.4	40.7	-125.9	51.3	9.24	-31.6
Cash flow from operations (CFO)	**n.a.**	**n.a.**	**-12.1**	**-27.7**	**-56.6**	**60.3**	**98.0**	**34.6**	**241.2**	**251.6**	**288.3**
Capital expenditure	0.00	0.00	-3.47	-12.1	-38.1	-22.8	-20.0	-47.5	-47.0	-49.3	-51.8
Free cash flow before A&D	**n.a.**	**n.a.**	**-15.6**	**-39.8**	**-94.8**	**37.5**	**78.0**	**-12.9**	**194.3**	**202.3**	**236.5**
Proceeds from sale of assets	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Acquisitions	0.00	0.00	0.00	-76.9	-20.0	0.00	0.00	-562.9	-140.0	0.00	0.00
Free cash flow	n.a.	n.a.	-15.6	-116.7	-114.8	37.5	78.0	-575.8	54.3	202.3	236.5
Free cash flow bef. A&D, lease adj.	n.a.	n.a.	-15.6	-39.8	-94.8	37.5	78.0	-12.9	194.3	202.3	236.5
Dividends paid	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Equity issues	0.00	0.00	0.00	0.00	0.00	17.5	0.00	0.00	151.7	0.00	0.00
Net change in debt	0.00	0.00	14.0	-9.09	8.44	31.6	19.7	809.6	-163.1	0.00	0.00
Other financing adjustments	n.a.	n.a.	n.a.	147.3	17.0	0.48	0.00	-46.3	-60.9	-41.8	-41.8
Other non-cash adjustments	n.a.	n.a.	n.a.	n.a.	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Change in cash	n.a.	n.a.	n.a.	21.5	-89.3	87.0	97.6	187.5	-18.1	160.5	194.8
Cash flow metrics											
Capex/D&A	n.m.	n.m.	n.m.	n.m.	n.m.	n.m.	n.m.	n.m.	n.m.	n.m.	n.m.
Capex/sales	n.a.	n.a.	1.73%	2.81%	7.60%	3.31%	2.49%	2.48%	2.45%	2.28%	2.15%
Key information											
Share price, year-end (current)	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	52.0	23.3	23.3	23.3
Market cap	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	2,330	1,116	1,115	1,115
Enterprise value	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	2,891	1,466	1,304	1,109
Diluted no. of shares, year-end (m)	0.00	0.00	31.9	39.8	40.8	42.0	44.0	44.8	47.9	47.9	47.9

Source: Company data and Nordea estimates

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

Previous rating changes in the past 12 months

Date	To	From
No rating changes		

Distribution of recommendations

Recommendation	% distribution
Buy	62.80%
Hold	33.79%
Sell	3.41%

As of 02 November 2026

Recommendation structure and fair value sensitivity (absolute ratings)

Buy: Positive share price potential versus our fair value and we see a compelling investment case to buy the share.

Sell: Negative share price potential versus our fair value and we see a compelling investment case to sell the share.

Hold: Share in line with our fair value and/or no compelling investment case.

We calculate our fair values by weighting DCF, DDM, SOTP, asset-based and other standard valuation methods. When applicable, we set a 12-month target price by applying an appropriate premium/discount and/or other relevant adjustment to our fair value to reflect the share price potential we see within the coming 12 months. Our fair values are sensitive to changes in valuation assumptions, of which growth, margins, tax rates, working capital ratios, investment-to-sales ratios and cost of capital are typically the most sensitive.
It should be noted that our fair values would change by a disproportionate factor if changes are made to any or all valuation assumptions, owing to the non-linear nature of the standard valuation models applied (mentioned above). As a consequence of the standard valuation models we apply, changes of 1-2 percentage points in any single valuation assumption can change the derived fair value by as much as 30% or more. Dividend payouts are included in the target price. All research is produced on an ad hoc basis and will be updated when the circumstances require it.

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

Completion Date

02/11/2026 20:04 CET

Market-making obligations and other significant financial interest

Nordea has no market-making obligations in Xplora Technologies shares.

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

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

Investment banking transactions and/or services

Nordea has been lead or co-lead manager in a public disclosed offer of financial instruments issued by Xplora Technologies over the previous 12 months.

Distribution of recommendations (transactions)*

Recommendation	% distribution
Buy	66.29%
Hold	32.58%
Sell	1.12%

As of 02 November 2026

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

Equity risk rating

Nordea risk rating: Xplora Technologies **4**
As a measure of the company's operational risk we, apply a risk rating scale of 1-5 where 1 is the lowest risk and 5 is the highest. The risk rating is calculated using a weighted average of earnings/cash flow predictability, earnings quality and backwardlooking asset beta. For the most illiquid stocks, the risk rating is also adjusted for liquidity risk. The risk rating is then converted to asset beta and used to calculate the cost of capital. It is thus implicitly included in our fair value calculations.

Issuer Review

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

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