Nordea **Commisioned Equity Research**

Flash Comment

28 February 2025

Commissioned research: Incap – Net sales below and clean EBIT above consensus in Q4

Marketing material commissioned by Incap

Revenue growth was -7% in Q4 y/y by excluding the largest customer. Moreover, the company expects a cautious start for 2025 due to tariffs and geopolitical challenges, mostly linked to the new US administration. The biggest customer grew by 148% in Q4 we calculate, leading even to a 15% adjusted EBIT margin in Q4. The company guides higher net sales and EBIT for 2025 y/y. We believe the company's internal aim is for over 10% revenue growth in 2025. We also believe market consensus for clean EBIT in 2025 is still realistic. Dividend proposal was zero (consensus 0).

Q4 key figures

- Revenue growth was 40% in Q4 y/y.
- Q4 net sales was EUR 59.3m (consensus EUR 63.5m).
- Q4 clean EBIT was EUR 8.9m (consensus EUR 8.0m).
- Adjusted operating profit margin was 14.9% (consensus 12.6%) in Q4.

Full year 2025 guidance

- Net sales and EBIT is guided to be higher in 2025 y/y.
- Consensus sales growth is +14% y/y in 2025.
- Consensus EBIT is EUR 33m (2024: EUR 30m).

SUMMARY TABLE - KEY FIGURES

EURm	2021	2022	2023	2024E	2025E	2026E
Total revenue	169.8	263.8	221.6	234.8	276.4	295.8
EBITDA (adj)	29.3	42.7	35.7	35.6	40.3	42.2
EBIT (adj)	26.0	38.9	30.5	29.4	34.0	35.7
EBIT (adj) margin	15.3%	14.7%	13.8%	12.5%	12.3%	12.1%
EPS (adj. EUR)	0.72	0.94	0.75	0.69	0.86	0.90
EPS (adj) growth	78.2%	30.8%	-20.1%	-8.35%	25.2%	4.74%
DPS (ord. EUR)	0.00	0.00	0.00	0.00	0.00	0.00
EV/Sales	2.72	1.95	0.99	1.44	1.16	1.00
EV/EBIT (adj)	17.8	13.2	7.17	11.5	9.38	8.29
P/E (adj)	21.8	18.2	10.3	17.8	14.2	13.6
P/BV	7.31	5.73	2.13	2.86	2.39	2.04
Divident yield (ord)	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
FCF Yield bef A&D, lease adj	1.12%	-1.25%	15.3%	3.97%	5.17%	6.46%
Net debt	1.70	13.6	-8.48	-22.8	-41.4	-64.7
Net debt/EBITDA	0.06	0.32	-0.25	-0.66	-1.05	-1.56
ROIC after tax	34.5%	34.4%	22.5%	21.5%	23.9%	24.1%

Source: Company data and Nordea estimates

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