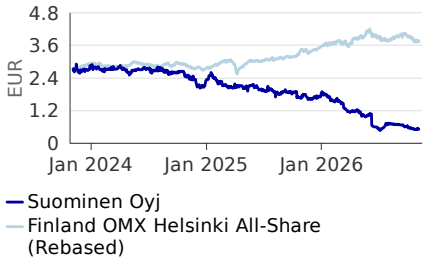
Suominen Oyj

Consumer Goods
Finland

KEY DATA

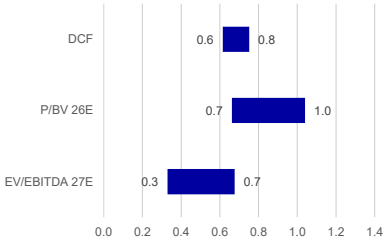
Stock country	Finland
Bloomberg	SUY1V FH
Reuters	SUY1V.HE
Share price, close	EUR 0.50
Free float	76.0%
Market cap. (m)	EUR 68.2
Company website	www.suominen.fi
Next report date	2 March 2027

PERFORMANCE



Source: LSEG Data & Analytics

VALUATION APPROACH (EUR/SHARE)



ESTIMATE CHANGES

EURm	2026E	2027E	2028E
Total revenue	-2%	-1%	-1%
EBITDA (rep.)	-8%	0%	-8%
EBIT (adj.)	-38%	-40%	-20%
PTP	-1%	-276%	-34%
EPS (rep. EUR)	12%	-276%	-34%
EPS (adj. EUR)	16%	-99%	-34%
DPS (ord. EUR)	n.a.	n.a.	0%

Source: Company data and Nordea estimates

Nordea IB & Equity - Analysts

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Slowly improving performance

Suominen's Q3 comparable EBITDA was slightly ahead of Vara Research consensus. The company alluded to continued operational improvements and stronger production volumes in Q3. However, we note persistent production challenges in the US that could continue to affect performance in Q4. On a positive note, the company has been able to catch up with increasing variable costs, which we view positively given overcapacity, especially in Europe. We trim our 2027-28 estimates and derive a slightly lower DCF- and multiples-based fair value range of EUR 0.5-0.8 (0.6-0.9).

Q3 comparable EBITDA was above expectations

Suominen's Q3 net sales increased 1% y/y, supported by FX, but were 7% below consensus. Comparable EBITDA of EUR 5.1m beat consensus by 8%, driven by higher production volumes y/y. The company noted flattish volumes and slightly supportive pricing, while the mix impacted Q3 negatively. Production challenges in the US continued and we expect these to have a slightly negative impact in Q4. Q3 operating cash flow of EUR -8.5m was negatively impacted by a EUR 8.8m increase in working capital. According to the company, the main impact stems from increased raw material prices, while it has also increased finished goods inventories to better match customer demand. We note the company has been struggling with reliability of deliveries, and hence the higher inventory level could remain until equipment reliability has increased, we believe.

Reliability has to improve in 2027

We trim the 2026E-28E top line by 1-2%. We leave 2026E comparable EBITDA intact, while we cut 2027E-28E by 8-11%. We believe the main focus area for 2027 should be on improving production reliability. It seems that the top line and profitability are being materially impacted by continued production challenges, which are reducing the company's ability to gain the required quality and sustainability premiums on pricing. For 2026, we model EUR 16m comparable EBITDA, in line with the reiterated guidance for improving comparable EBITDA after EUR 12.6m in 2025.

Turnaround will take some time

While we acknowledge Suominen's attempts to restore its profitability, we believe this will take time. European overcapacity continues to impact the company while also requiring it to update its manufacturing footprint in order to increase reliability and profitability. While profit improvement measures are progressing in the right direction, the targeted 10% EBITDA margin by 2028 seems overly ambitious, especially given the current market turmoil. We model a 7.0% comparable EBITDA margin for 2028.

SUMMARY TABLE - KEY FIGURES

EURm	2022	2023	2024	2025	2026E	2027E	2028E
Total revenue	493.3	450.9	462.3	412.4	405.5	447.9	459.0
EBITDA (adj.)	15.3	15.8	17.0	13.0	16.0	23.5	32.3
EBIT (adj.)	-4.16	-2.75	-1.43	-4.18	-0.77	5.50	14.3
EBIT (adj.) margin	-0.84%	-0.61%	-0.31%	-1.01%	-0.19%	1.23%	3.12%
EPS (adj. EUR)	-0.16	-0.14	-0.09	-0.18	-0.07	0.00	0.05
EPS (adj.) growth	-143.7%	11.5%	31.9%	-89.6%	61.3%	100.7%	10,938%
DPS (ord. EUR)	0.10	0.10	0.00	0.00	0.00	0.00	0.03
EV/Sales	0.46	0.46	0.42	0.42	0.32	0.32	0.30
EV/EBIT (adj.)	n.m.	n.m.	n.m.	n.m.	n.m.	25.7	9.62
P/E (adj.)	n.m.	n.m.	n.m.	n.m.	n.m.	n.m.	9.61
P/BV	1.20	1.33	1.13	0.93	0.53	0.54	0.51
Dividend yield (ord.)	3.34%	3.51%	0.00%	0.00%	0.00%	0.00%	5.95%
FCF yield before A&D, lease-adj.	2.44%	11.9%	-7.84%	-15.5%	-32.7%	-18.6%	5.17%
Net debt	54.6	43.5	60.4	67.6	60.2	72.9	69.4
Net debt/EBITDA	3.81	3.90	3.52	5.98	6.81	3.24	2.15
ROCE	-1.48%	-1.15%	-0.64%	-1.93%	-0.35%	2.40%	6.15%

Source: Company data and Nordea estimates

Estimate revisions

ESTIMATE CHANGES (EPS AND DPS IN EUR)

	New estimates				Old estimates				Difference %			
EURm	**Q4 26E**	**2026E**	**2027E**	**2028E**	**Q4 26E**	**2026E**	**2027E**	**2028E**	**Q4 26E**	**2026E**	**2027E**	**2028E**
Sales	103	406	448	459	106	415	453	464	-2%	-2%	-1%	-1%
- growth	8%	-2%	10%	2%	11%	1%	9%	2%	-2.4pp	-2.4pp	1.4pp	0.1pp
Comparable EBITDA	4.3	16	24	32	4.8	16	27	35	-10%	-1%	-11%	-8%
EBITDA margin	4.2%	3.9%	5.2%	7.0%	4.6%	3.9%	5.9%	7.6%	-0.3pp	0.0pp	-0.6pp	-0.6pp
Comparable op profit	-0.2	-1	6	14	0.2	-1	9	18	-173%	-38%	-40%	-20%
Operating margin	-0.1%	-0.2%	1.2%	3.1%	0.2%	-0.3%	2.0%	3.8%	-0.3pp	0.1pp	-0.8pp	-0.7pp
Pre-tax profit	-2.6	-13	-1	9	-2.2	-13	1	14	16%	-1%	-276%	-34%
EPS	-0.01	-0.14	-0.01	0.05	-0.01	-0.13	0.00	0.08	16%	12%	-276%	-34%
DPS		0.00	0.00	0.03		0.00	0.00	0.03		n.m.	n.m.	0%
Volume growth (est)	2.9%	-0.6%	5.4%	2.6%	5.5%	1.2%	5.2%	2.6%	-2.6pp	-1.9pp	0.2pp	0.0pp
ASP change (est)	3.2%	0.6%	3.5%	-0.1%	4.6%	1.5%	3.6%	-0.2%	-1.4pp	-0.9pp	0.0pp	0.0pp
Organic growth	6.1%	0.0%	9.0%	2.5%	10.1%	2.7%	8.8%	2.4%	-4.0pp	-2.7pp	0.2pp	0.1pp
FX impact on topline	2.2%	-1.6%	1.5%	0.0%	0.6%	-2.0%	0.3%	0.0%	1.6pp	0.4pp	1.2pp	0.0pp

Source: Nordea estimates

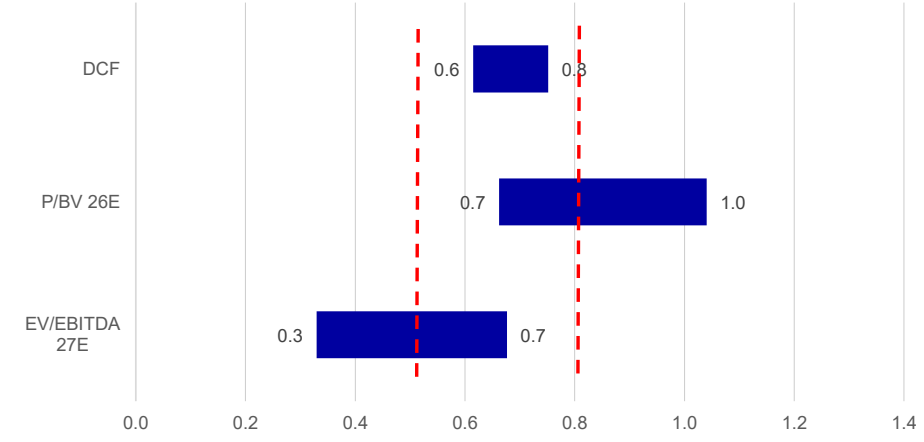
Valuation

We estimate a slightly lower fair value range of EUR 0.5-0.8 (0.6-0.9), based on a combination of three valuation approaches (DCF, 2026E P/BV and 2027E EV/EBITDA). We note the recent rights issue, in which the number of shares increased from 58.3 million to 135.4 million.

Fair value range of EUR 0.5-0.8

Our multiples-based valuation supports a valuation range of EUR 0.3-1.0, while our DCF-based valuation yields a range of EUR 0.6-0.8.

VALUATION APPROACH (EUR PER SHARE)



Source: Nordea estimates

DCF yields a range of EUR 0.6-0.8 per share

The outcome of our DCF valuation is EUR 0.6-0.8. We use a WACC of 8.6-9.1%, assuming a terminal growth rate of 2.5% with an EBIT margin of 4%.

WACC COMPONENTS

WACC components	
Risk-free interest rate	4.0%
Market risk premium	3.0%
Equity beta	2.0-2.2
Cost of equity	9.6-10.3%
Cost of debt	4.0%
Tax-rate used in WACC	22%
Equity weight	80%
WACC	**8.6-9.1%**

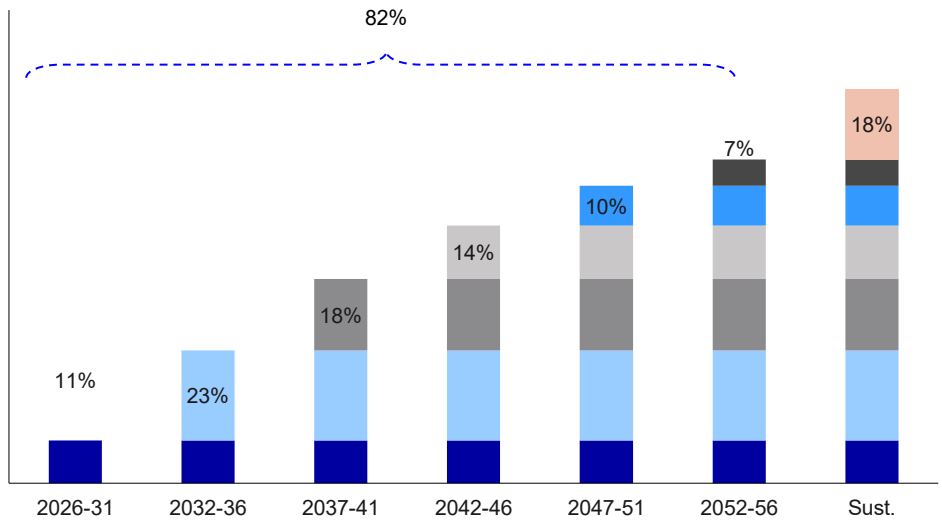
Source: Nordea estimates

DCF VALUE (EURm AND EUR)

DCF value	Value	Per share
NPV FCFF	144-162	1.1-1.2
(Net debt)	-68	-0.5
Market value of associate	0	0.0
(Market value of minoritie	0	0.0
Surplus values	0	0.0
(Mkt. value pref. shs)	0	0.0
Share based adjustments	0	0.0
Other adjustments	0	0.0
Time value	7	0.1
DCF Value	**83-102**	**0.6-0.8**

Source: Nordea estimates

DCF VALUATION COMPOSITION



Source: Nordea estimates

DCF ASSUMPTIONS

Averages and assumptions	2026-31	2032-36	2037-41	2042-46	2047-51	2052-56	Sust.
Sales growth, CAGR	3.89%	2.5%	2.5%	2.5%	2.5%	2.5%	
EBIT-margin, excluding associates	2.9%	4.0%	4.0%	4.0%	4.0%	3.3%	
Capex/depreciation, x	1.2	1.0	1.0	1.0	1.0	1.0	
Capex/sales	4.8%	3.0%	3.0%	3.0%	3.0%	3.0%	
NWC/sales	7.6%	9.5%	9.5%	9.5%	9.5%	9.5%	
FCFF, CAGR	-199.5%		2.5%	2.5%	2.5%	-2.0%	2.5%

Source: Nordea estimates

DCF valuation sensitivity

To highlight the sensitivity of our DCF valuation, we provide sensitivity matrices that model variations in revenue growth, margin assumptions and cost of capital. The sensitivities in our WACC are shown below. Using changes of ±1pp for WACC, ±1pp for sales growth and ±1pp for the EBIT margin, our DCF model yields a value range of EUR 0.2-1.3 per share.

A ±1pp sales growth change translates to a change of +15%/-13% in the fair value

A ±1pp EBIT margin change translates to a ±42% change in the fair value

SENSITIVITY OF OUR DCF MODEL (EUR)

		WACC				
		6.7%	7.7%	8.7%	9.7%	10.7%
EBIT marg. change	+2.0pp	2.3	1.7	1.3	0.9	0.7
	+1.0pp	1.9	1.3	1.0	0.7	0.5
		1.4	1.0	**0.7**	0.5	0.3
	-1.0pp	0.9	0.6	0.4	0.2	0.1
	-2.0pp	0.4	0.2	0.1	0.0	-0.1

		WACC				
		6.7%	7.7%	8.7%	9.7%	10.7%
Sales gr. change	+2.0pp	1.8	1.3	0.9	0.6	0.4
	+1.0pp	1.6	1.1	0.8	0.6	0.4
		1.4	1.0	**0.7**	0.5	0.3
	-1.0pp	1.2	0.8	0.6	0.4	0.3
	-2.0pp	1.0	0.7	0.5	0.4	0.2

		Sales growth change				
		-2.0pp	-1.0pp		+1.0pp	+2.0pp
EBIT margin change	+2.0pp	1.0	1.1	1.3	1.4	1.7
	+1.0pp	0.7	0.9	1.0	1.1	1.3
		0.5	0.6	**0.7**	0.8	0.9
	-1.0pp	0.3	0.3	0.4	0.5	0.5
	-2.0pp	0.1	0.1	0.1	0.1	0.2

Source: Nordea estimates

Detailed estimates

QUARTERLY ESTIMATES

EURm	Q1 24	Q2 24	Q3 24	Q4 24	Q1 25	Q2 25	Q3 25	Q4 25	Q1 26	Q2 26	Q3 26	Q4 26E
Net sales	**114**	**119**	**112**	**119**	**118**	**100**	**100**	**95**	**96**	**106**	**101**	**103**
growth y/y	-3%	5%	5%	3%	3%	-16%	-11%	-20%	-19%	6%	1%	8%
on constant currencies	-2%	5%	6%	3%	3%	-13%	-7%	-14%	-12%	7%	0%	6%
Gross profit	8	9	5	8	8	7	6	5	4	7	7	7
gross margin, %	7.2%	7.5%	4.6%	6.4%	7.1%	7.0%	6.1%	5.1%	4.3%	6.5%	6.9%	6.9%
EBITDA	5	4	3	5	4	3	3	1	0	2	4	3
Adj. EBITDA	**4**	**5**	**3**	**4**	**4**	**3**	**3**	**2**	**2**	**4**	**5**	**4**
Adj. EBITDA margin, %	3.9%	4.2%	3.0%	3.6%	3.5%	3.2%	3.4%	2.0%	2.3%	4.1%	5.0%	4.2%
D&A	-4.6	-4.6	-4.8	-4.5	-4.4	-4.2	-4.1	-4.6	-4.1	-4.1	-4.0	-4.5
EBIT	0.1	-0.8	-1.4	0.9	-0.3	-1.6	-0.8	-3.2	-4.4	-1.8	-0.5	-1.2
Adj. EBIT	**-0.1**	**0.4**	**-1.5**	**-0.3**	**-0.3**	**-1.0**	**-0.7**	**-2.2**	**-1.9**	**0.2**	**1.0**	**-0.2**
Adj. EBIT margin, %	-0.1%	0.3%	-1.3%	-0.2%	-0.2%	-1.0%	-0.7%	-2.4%	-2.0%	0.2%	1.0%	-0.1%
Net financials	-0.8	-1.1	-1.9	-0.3	-1.9	-2.9	-1.3	-1.4	-1.0	-1.2	-1.2	-1.4
PTP	-0.7	-1.9	-3.3	0.6	-2.2	-4.5	-2.1	-4.6	-5.4	-3.0	-1.8	-2.6
Income taxes	-0.3	0.0	0.1	0.3	0.0	0.5	0.1	0.7	-0.3	0.0	-1.3	0.6
Net profit	-1.0	-1.9	-3.2	0.8	-2.2	-4.0	-2.0	-3.9	-5.7	-3.0	-3.1	-2.0
EPS, EUR	**-0.02**	**-0.03**	**-0.05**	**0.01**	**-0.04**	**-0.07**	**-0.03**	**-0.07**	**-0.04**	**-0.02**	**-0.02**	**-0.01**
DPS, EUR												

Geographical split	**Q1 24**	**Q2 24**	**Q3 24**	**Q4 24**	**Q1 25**	**Q2 25**	**Q3 25**	**Q4 25**	**Q1 26**	**Q2 26**	**Q3 26**	**Q4 26E**
Net sales, EURm												
Americas	70.0	75.7	69.5	72.7	73.6	59.9	60.3	58.8	55.6	65.7	63.8	65.0
Europe	43.5	43.0	42.1	45.8	43.9	40.0	39.5	36.5	40.0	39.9	37.2	38.3
Sales growth, y/y												
Americas	14%	18%	-13%	-11%	5%	-21%	-13%	-19%	-24%	10%	6%	11%
Europe	-10%	-20%	-19%	-11%	1%	-7%	-6%	-20%	-9%	0%	-6%	5%

Source: Company data and Nordea estimates

ANNUAL ESTIMATES

EURm	2019	2020	2021	2022	2023	2024	2025	2026E	2027E	2028E
Net sales	**411**	**459**	**443**	**493**	**451**	**462**	**412**	**406**	**448**	**459**
growth y/y	-5%	12%	-3%	11%	-9%	3%	-11%	-2%	10%	2%
on constant currencies	-7%	14%	-1%	4%	-7%	3%	-8%	0%	9%	2%
Gross profit	34	70	51	19	23	30	26	25	38	49
gross margin, %	8.3%	15.2%	11.5%	3.8%	5.0%	6.4%	6.4%	6.2%	8.5%	10.8%
EBITDA	34	61	47	14	11	17	11	9	23	32
Adj. EBITDA	**34**	**61**	**47**	**15**	**16**	**17**	**13**	**16**	**24**	**32**
Adj. EBITDA margin, %	8.2%	13.3%	10.6%	3.1%	3.5%	3.7%	3.2%	3.9%	5.2%	7.0%
D&A	-26	-21	-20	-23	-19	-18	-17	-17	-18	-18
EBIT	8	39	27	-9	-8	-1	-6	-8	5	14
Adj. EBIT	**8**	**39**	**27**	**-4**	**-3**	**-1**	**-4**	**-1**	**6**	**14**
Adj. EBIT margin, %	2.0%	8.6%	6.1%	-0.8%	-0.6%	-0.3%	-1.0%	-0.2%	1.2%	3.1%
Net financials	-6	-6	0	-3	-6	-4	-7	-5	-6	-5
PTP	2	34	27	-12	-14	-5	-13	-13	-1	9
Income taxes	-2	-4	-6	-2	1	0	1	-1	0	-2
Net profit	0	30	21	-14	-13	-5	-12	-14	-1	7
EPS, EUR	**0.00**	**0.52**	**0.36**	**-0.24**	**-0.22**	**-0.09**	**-0.21**	**-0.14**	**-0.01**	**0.05**
DPS, EUR	0.05	0.20	0.20	0.10	0.10	0.00	0.00	0.00	0.00	0.03

Geographical split	**2019**	**2020**	**2021**	**2022**	**2023**	**2024**	**2025**	**2026E**	**2027E**	**2028E**
Net sales, EURm										
Americas	262	289	265	288	288	288	253	250	277	288
Europe	150	170	178	206	163	174	160	155	171	171
Sales growth, y/y										
Americas		10%	-8%	9%	0%	0%	-12%	-1%	11%	4%
Europe		13%	5%	15%	-21%	7%	-8%	-3%	10%	0%

Source: Company data and Nordea estimates

Reported numbers and forecasts

INCOME STATEMENT

EURm	2018	2019	2020	2021	2022	2023	2024	2025	2026E	2027E	2028E
Total revenue	**431.1**	**411.4**	**458.9**	**443.2**	**493.3**	**450.9**	**462.3**	**412.4**	**405.5**	**447.9**	**459.0**
- growth	1.20%	-4.57%	11.5%	-3.43%	11.3%	-8.61%	2.54%	-10.8%	-1.68%	10.4%	2.47%
of which organic	n.a.	n.a.	n.a.	n.a.	3.89%	-7.25%	2.51%	-7.92%	-0.05%	8.98%	2.47%
of which FX	n.a.	n.a.	n.a.	n.a.	0.07	-0.01	0.00	-0.03	-0.02	0.01	0.00
EBITDA (rep.)	25.6	33.7	60.9	47.0	14.3	11.2	17.2	11.3	8.84	22.5	32.3
Depreciation and impairments PPE	-21.0	-25.5	-21.4	-20.1	-23.3	-18.7	-18.4	-17.2	-16.7	-18.0	-18.0
of which leased assets	0.00	0.00	0.00	0.00	0.00	-3.50	-2.91	-2.87	-2.92	-3.00	-3.00
EBITA	4.60	8.13	39.5	26.9	-8.96	-7.52	-1.26	-5.90	-7.88	4.50	14.3
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	4.60	8.13	39.5	26.9	-8.96	-7.52	-1.26	-5.90	-7.88	4.50	14.3
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	-5.56	-6.00	-5.58	-0.39	-2.92	-5.99	-4.09	-7.47	-4.79	-5.70	-5.20
of which lease interest	0.00	0.00	0.00	0.00	0.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00
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	**-0.96**	**2.13**	**33.9**	**26.6**	**-11.9**	**-13.5**	**-5.34**	**-13.4**	**-12.7**	**-1.20**	**9.10**
Reported taxes	-0.76	-1.91	-3.80	-5.82	-1.98	0.72	0.05	1.30	-1.09	0.26	-2.00
Net profit from continued operations	-1.72	0.22	30.1	20.7	-13.9	-12.8	-5.29	-12.1	-13.8	-0.94	7.10
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	-1.72	0.22	30.1	20.7	-13.9	-12.8	-5.29	-12.1	-13.8	-0.94	7.10
EPS (rep. EUR)	**-0.03**	**0.00**	**0.52**	**0.36**	**-0.24**	**-0.22**	**-0.09**	**-0.21**	**-0.14**	**-0.01**	**0.05**
DPS - total	0.00	0.05	0.20	0.20	0.10	0.10	0.00	0.00	0.00	0.00	0.03
of which ordinary	0.00	0.05	0.20	0.20	0.10	0.10	0.00	0.00	0.00	0.00	0.03
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	5.94%	8.18%	13.3%	10.6%	2.91%	2.48%	3.71%	2.74%	2.18%	5.02%	7.04%
EBITA	1.07%	1.98%	8.61%	6.08%	-1.82%	-1.67%	-0.27%	-1.43%	-1.94%	1.00%	3.12%
EBIT	1.07%	1.98%	8.61%	6.08%	-1.82%	-1.67%	-0.27%	-1.43%	-1.94%	1.00%	3.12%
Adjusted earnings											
EBITDA (adj.)	25.6	33.7	60.9	47.0	15.3	15.8	17.0	13.0	16.0	23.5	32.3
EBITA (adj.)	4.60	8.13	39.5	26.9	-4.16	-2.75	-1.43	-4.18	-0.77	5.50	14.3
EBIT (adj.)	4.60	8.13	39.5	26.9	-4.16	-2.75	-1.43	-4.18	-0.77	5.50	14.3
EPS (adj. EUR)	-0.03	0.00	0.52	0.36	-0.16	-0.14	-0.09	-0.18	-0.07	0.00	0.05
Adjusted profit margins in %											
EBITDA (adj.) margin	5.94%	8.18%	13.3%	10.6%	3.11%	3.51%	3.68%	3.16%	3.93%	5.25%	7.04%
EBITA (adj.) margin	1.07%	1.98%	8.61%	6.08%	-0.84%	-0.61%	-0.31%	-1.01%	-0.19%	1.23%	3.12%
EBIT (adj.) margin	1.07%	1.98%	8.61%	6.08%	-0.84%	-0.61%	-0.31%	-1.01%	-0.19%	1.23%	3.12%
Performance metrics											
CAGR last five years											
Net revenue (five-year CAGR)	-0.56%	0.48%	0.66%	1.23%	2.98%	0.90%	2.36%	-2.11%	-1.76%	-1.91%	0.36%
EBITDA (five-year CAGR)	-5.40%	-4.08%	4.27%	1.28%	-16.0%	-15.3%	-12.6%	-28.6%	-28.4%	9.42%	23.7%
EBIT (five-year CAGR)	-23.3%	-20.7%	4.47%	1.01%	n.m.	n.m.	n.m.	n.m.	n.m.	n.m.	n.m.
EPS (five-year CAGR)	n.m.	-47.9%	9.04%	3.46%	n.m.	n.m.	n.m.	n.m.	n.m.	n.m.	n.m.
DPS (five-year CAGR)	n.m.	0.00%	14.9%	12.7%	-1.89%	n.m.	n.m.	n.m.	n.m.	n.m.	-21.4%
Average last five years											
Average EBIT margin	4.85%	4.00%	4.33%	4.34%	3.14%	2.57%	2.11%	0.15%	-1.42%	-0.83%	0.17%
Average EBITDA margin	9.20%	8.79%	9.27%	9.29%	8.11%	7.40%	6.52%	4.46%	2.82%	3.26%	4.21%

Source: Company data and Nordea estimates

VALUATION RATIOS

EURm	2018	2019	2020	2021	2022	2023	2024	2025	2026E	2027E	2028E
ADJUSTED EARNINGS											
P/E (adj.)	n.m.	n.m.	9.76	14.6	n.m.	n.m.	n.m.	n.m.	n.m.	n.m.	9.61
EV/EBITDA (adj.)	7.39	5.99	5.47	7.48	14.9	13.3	11.4	13.2	8.05	6.01	4.26
EV/EBITA (adj.)	41.2	24.8	8.43	13.0	n.m.	n.m.	n.m.	n.m.	n.m.	25.7	9.62
EV/EBIT (adj.)	41.2	24.8	8.43	13.0	n.m.	n.m.	n.m.	n.m.	n.m.	25.7	9.62
REPORTED EARNINGS											
P/E	n.m.	n.m.	9.76	14.6	n.m.	n.m.	n.m.	n.m.	n.m.	n.m.	9.61
EV/Sales	0.44	0.49	0.73	0.79	0.46	0.46	0.42	0.42	0.32	0.32	0.30
EV/EBITDA	7.39	5.99	5.47	7.48	16.0	18.8	11.3	15.2	14.5	6.27	4.26
EV/EBITA	41.2	24.8	8.43	13.0	n.m.	n.m.	n.m.	n.m.	n.m.	31.4	9.62
EV/EBIT	41.2	24.8	8.43	13.0	n.m.	n.m.	n.m.	n.m.	n.m.	31.4	9.62
Dividend yield (ord.)	0.00%	2.16%	3.94%	3.86%	3.34%	3.51%	0.00%	0.00%	0.00%	0.00%	5.95%
FCF yield	14.7%	14.6%	15.6%	-1.45%	2.44%	11.9%	-7.84%	-12.7%	-28.4%	-14.2%	9.56%
FCF yield before A&D, lease-adj.	14.7%	14.6%	15.6%	-2.17%	2.44%	11.9%	-7.84%	-15.5%	-32.7%	-18.6%	5.17%
Payout ratio	0.00%	1,285%	38.4%	56.2%	n.m.	n.m.	0.00%	0.00%	0.00%	0.00%	57.2%

Source: Company data and Nordea estimates

BALANCE SHEET

EURm	2018	2019	2020	2021	2022	2023	2024	2025	2026E	2027E	2028E
Intangible assets	36.7	35.5	32.2	28.7	25.2	21.6	18.2	17.8	17.8	17.8	17.8
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	21.2	20.0	16.7	13.2	9.71	6.08	2.75	2.26	2.26	2.26	2.26
of which goodwill	15.5	15.5	15.5	15.5	15.5	15.5	15.5	15.5	15.5	15.5	15.5
Tangible assets	129.4	135.9	122.4	131.2	128.1	123.8	131.4	128.1	136.7	149.2	154.2
of which leased assets	0.00	14.3	17.8	15.7	11.9	11.1	11.0	8.08	8.00	8.00	8.00
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	3.35	3.65	3.98	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Deferred tax assets	2.54	2.09	4.03	1.67	0.69	2.05	2.27	2.27	2.27	2.27	2.27
Other non-IB non-current assets	0.78	0.78	0.77	0.42	0.42	0.42	0.42	0.42	0.42	0.42	0.42
Other non-current assets	1.39	0.07	0.07	0.10	0.10	0.08	0.16	0.16	0.16	0.16	0.16
Total non-current assets	174.2	178.0	163.5	162.1	154.5	148.0	152.5	148.7	157.3	169.8	174.8
Inventory	51.6	39.3	35.4	49.8	63.3	37.9	47.5	48.0	46.6	47.0	45.9
Accounts receivable	58.1	46.7	51.1	65.5	66.6	62.3	62.5	63.0	56.8	62.7	64.3
Short-term leased assets	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2.92	3.00	3.00	3.00
Other current assets	9.11	8.37	9.40	7.97	8.86	9.47	6.63	5.99	5.89	6.51	6.67
Cash and bank	27.8	37.7	57.9	101.4	49.5	58.8	41.3	34.2	41.6	28.9	32.4
Total current assets	146.5	132.1	153.8	224.6	188.3	168.5	157.9	154.1	153.9	148.1	152.2
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	**320.7**	**310.1**	**317.4**	**386.7**	**342.8**	**316.4**	**310.4**	**302.8**	**311.2**	**318.0**	**327.1**
Shareholders' equity	130.5	132.5	145.9	163.2	145.9	124.9	117.6	112.5	128.0	127.1	134.2
of which preferred stocks	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
of which equity part of hybrid debt	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Minority interest	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total Equity	130.5	132.5	145.9	163.2	145.9	124.9	117.6	112.5	128.0	127.1	134.2
Deferred tax	12.4	12.8	13.3	13.9	11.7	9.36	7.99	7.07	7.07	7.07	7.07
Long-term interest-bearing debt	80.7	81.7	82.9	49.1	49.3	49.4	49.6	49.6	49.6	49.6	49.6
Pension provisions	0.85	0.79	0.77	0.64	0.42	0.18	0.19	0.19	0.19	0.19	0.19
Other long-term provisions	0.00	0.00	1.80	1.92	1.95	0.56	0.59	0.59	0.59	0.59	0.59
Other long-term liabilities	0.00	1.61	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Non-current lease debt	0.00	10.5	14.9	13.2	11.2	9.71	9.28	9.23	9.15	9.15	9.15
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	93.9	107.4	113.7	78.8	74.6	69.3	67.6	66.7	66.6	66.6	66.6
Accounts payable	75.4	53.3	54.6	57.2	79.0	75.1	81.8	80.4	73.0	80.6	82.6
Current lease debt	0.00	2.99	2.54	2.76	2.80	3.12	2.88	2.92	3.00	3.00	3.00
Other current liabilities	0.12	0.00	0.42	0.41	0.46	4.02	0.39	0.53	0.52	0.57	0.59
Short-term interest-bearing debt	20.8	14.0	0.00	84.1	40.0	40.0	40.0	40.0	40.0	40.0	40.0
Total current liabilities	96.3	70.3	57.8	144.6	122.3	122.3	125.1	123.9	116.5	124.2	126.2
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	**320.7**	**310.1**	**317.4**	**386.6**	**342.8**	**316.4**	**310.4**	**303.1**	**311.2**	**318.0**	**327.1**
Balance sheet and debt metrics											
Net debt	71.4	68.8	37.1	49.6	54.6	43.5	60.4	67.6	60.2	72.9	69.4
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	43.3	41.1	40.9	65.6	59.3	30.6	34.3	36.0	35.8	35.0	33.6
Invested capital	217.5	219.1	204.5	227.7	213.8	178.5	186.8	184.7	193.1	204.9	208.5
Capital employed	232.0	241.6	246.2	312.3	249.2	227.2	219.4	214.3	229.8	228.9	236.0
ROE	-1.29%	0.17%	21.6%	13.4%	-8.97%	-9.44%	-4.36%	-10.5%	-11.4%	-0.73%	5.43%
ROIC	1.58%	2.91%	14.5%	9.72%	-1.47%	-1.09%	-0.61%	-1.76%	-0.32%	2.16%	5.40%
ROCE	1.92%	3.43%	16.2%	9.65%	-1.48%	-1.15%	-0.64%	-1.93%	-0.35%	2.40%	6.15%
Net debt/EBITDA	2.79	2.04	0.61	1.05	3.81	3.90	3.52	5.98	6.81	3.24	2.15
Interest coverage	0.83	1.36	7.07	69.1	-3.06	-1.51	-0.41	-0.91	-2.08	0.96	3.40
Equity ratio	40.7%	42.7%	46.0%	42.2%	42.6%	39.5%	37.9%	37.1%	41.1%	40.0%	41.0%
Net gearing	54.7%	51.9%	25.4%	30.4%	37.4%	34.8%	51.4%	60.1%	47.0%	57.4%	51.7%

Source: Company data and Nordea estimates

CASH FLOW STATEMENT

EURm	2018	2019	2020	2021	2022	2023	2024	2025	2026E	2027E	2028E
EBITDA (adj.) for associates	**25.6**	**33.7**	**60.9**	**47.0**	**14.3**	**11.2**	**17.2**	**11.3**	**8.84**	**22.5**	**32.3**
Paid taxes	5.72	-1.32	-2.44	-6.73	-3.16	-3.85	-1.19	-1.91	-1.09	0.26	-2.00
Net financials	-4.68	-5.22	-4.29	-5.26	-4.74	-4.95	-4.98	-6.12	-4.79	-5.70	-5.20
Change in provisions	-0.13	-0.06	2.03	-0.02	-0.43	-1.63	0.03	0.00	0.00	0.00	0.00
Change in other long-term non-IB	2.60	3.38	-3.54	2.69	0.98	-1.34	-0.30	0.00	0.00	0.00	0.00
Cash flow to/from associates	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Dividends paid to minorities	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Other adj. to reconcile to cash flow	-2.59	-2.18	5.33	-1.35	-0.72	5.64	-0.96	0.61	0.00	0.00	0.00
Funds from operations (FFO)	**26.5**	**28.3**	**58.0**	**36.3**	**6.27**	**5.02**	**9.79**	**3.87**	**2.96**	**17.1**	**25.1**
Change in NWC	5.62	1.63	-1.02	-25.2	7.75	25.7	-5.93	8.35	0.17	0.74	1.43
Cash flow from operations (CFO)	**32.1**	**29.9**	**57.0**	**11.1**	**14.0**	**30.7**	**3.86**	**12.2**	**3.13**	**17.8**	**26.5**
Capital expenditure	-14.8	-10.5	-10.9	-17.6	-9.76	-11.0	-14.3	-25.5	-22.5	-27.5	-20.0
Free cash flow before A&D	**17.3**	**19.4**	**46.1**	**-6.54**	**4.26**	**19.7**	**-10.4**	**-13.2**	**-19.4**	**-9.70**	**6.53**
Proceeds from sale of assets	0.00	0.07	0.00	2.17	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Acquisitions	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Free cash flow	17.3	19.4	46.1	-4.37	4.27	19.7	-10.4	-13.2	-19.4	-9.70	6.53
Free cash flow bef. A&D, lease adj.	17.3	19.4	46.1	-6.54	4.26	19.7	-10.4	-16.1	-22.3	-12.7	3.53
Dividends paid	-6.41	0.00	-2.88	-11.5	-11.5	-5.77	-5.77	0.00	0.00	0.00	0.00
Equity issues	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	29.3	0.00	0.00
Net change in debt	-7.50	-9.57	-17.0	56.5	-48.0	-3.27	-3.31	-80.8	0.00	0.00	0.00
Other financing adjustments	-0.01	0.00	0.00	0.00	0.00	0.00	0.00	0.00	-2.60	-3.00	-3.00
Other non-cash adjustments	-2.88	0.11	-6.13	2.82	3.38	-1.41	2.09	87.0	0.00	0.00	0.00
Change in cash	0.52	9.98	20.1	43.5	-51.8	9.25	-17.4	-7.14	7.38	-12.7	3.53
Cash flow metrics											
Capex/D&A	70.6%	41.2%	50.8%	87.9%	41.9%	59.0%	77.5%	148.1%	134.6%	152.8%	111.1%
Capex/sales	3.44%	2.56%	2.37%	3.98%	1.98%	2.45%	3.09%	6.18%	5.55%	6.14%	4.36%
Key information											
Share price, year-end (current)	2.05	2.31	5.08	5.18	3.00	2.85	2.28	1.79	0.50	0.50	0.50
Market cap	117.9	132.8	296.0	301.8	174.5	166.0	132.8	104.3	68.2	68.2	68.2
Enterprise value	189.2	201.6	333.0	351.4	229.1	209.6	193.3	171.9	128.5	141.2	137.6
Diluted no. of shares, year-end (m)	57.5	57.5	58.3	58.3	58.3	58.3	58.3	58.3	135.4	135.4	135.4

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

05/11/2026 20:02 CET

Market-making obligations and other significant financial interest

Nordea has no market-making obligations in Suominen Oyj shares.

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

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 Suominen Oyj 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: Suominen Oyj **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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