KALMAR

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INDERES CORPORATE CUSTOMER

COMPANY REPORT

Stable performance with attractive valuation

Kalmar's Q2 figures were overall slightly positive compared to our expectations, and the services business, which had faced challenges earlier in the year, improved rapidly. The company's market situation also remained stable, and the company did not make changes to its guidance for the current year. Our earnings forecasts for the coming years also remained virtually unchanged despite the revisions we made. Thus, we reiterate our Accumulate recommendation and EUR 46 target price for the stock.

Earnings slightly ahead of expectations, driven by revenue

The company's Q2 revenue grew by as much as 14%, which clearly exceeded our and consensus growth estimates of 6%. At the segment level, both Equipment and Services grew faster than we expected. We believe growth was driven by certain larger equipment deliveries and service projects. In contrast, the North American spare parts sales, which slowed down Services' development in Q1, had not yet shown significant recovery, reflecting the steadily sluggish market activity. Kalmar's adjusted EBIT amounted to 59.6 MEUR, which slightly exceeded both our (58.0 MEUR) and consensus (57.6 MEUR) estimates. However, the company's operating margin fell short of expectations, driven by Equipment (Q2'26: 12.4% vs. Inderes estimate 13.4%, consensus 13.6%). According to the company, the segment's margin was affected by the product mix and certain elevated costs (e.g. logistics). In contrast, the Services margin recovered faster than expected (17.0% vs. Inderes 16.6%, consensus 16.3%) supported by volumes, which was naturally encouraging.

Kalmar's Q2 order intake (449 MEUR) remained stable year-on-year, despite fewer large orders. This was also well in line with the consensus estimate but exceeded our order intake forecast (429 MEUR) calculated in connection with the pre-comment. The beat against our estimates came from the stable Equipment segment, while Service orders fell slightly short of our forecast.

Our near-term estimates remain practically unchanged

Kalmar reiterated its guidance and expects its comparable EBIT margin to exceed 12.5% this year. After H1'26, Kalmar's margin was 12.4%, meaning that achieving the guidance requires an increase in profitability in H2. However, the company seemed quite confident in this regard. According to the company, the demand situation remained stable. It expected overall demand to remain at roughly the same level as in previous quarters for the rest of the year, which was also in line with our projections. The impact of the Middle East situation, however, appears to have been limited so far, apart from delays in decision-making for large orders.

Overall, we made minor revisions to our segment forecasts, but our Group-level earnings forecasts remained almost unchanged. Due to the realized development and our revisions, we now expect the current year's adjusted EBIT margin to be 12.8% (was 13.0%). However, we expect earnings growth in the coming years to remain brisk on average (2026e-28e adj. EBIT growth: 4-12% per year), supported by container traffic growth, the company's strong market position, and the Driving Excellence program.

Valuation is attractive

With our updated forecasts, the EV/EBIT ratios considering Kalmar's strong balance sheet in 2026 and 2027 are approximately 11x and 9x. The corresponding P/E ratios are around 15x and 13x. We consider these multiples to be moderate for a quality company, and they are already below the midpoints of the levels we deem neutral for this year (EV/EBIT 11x-13x, P/E 14x-17x). Given the earnings growth we anticipate, we consider the risk-adjusted expected return on the share rather attractive. Our positive view is also supported by our DCF model (EUR ~49 per share).

Recommendation
Accumulate
(was Accumulate)

Target price:
EUR 46.00
(was EUR 46.00)

Share price:
EUR 40.00

Business risk
●●●○○

Valuation risk
●●●○○

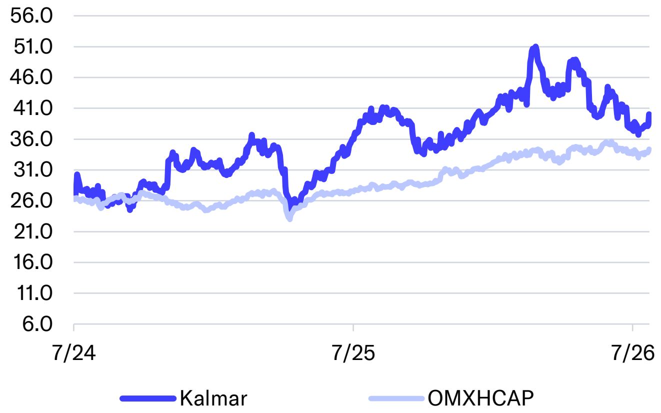
	2025	2026e	2027e	2028e
Revenue	1741.4	1825.7	1939.6	2052.8
growth-%	1%	5%	6%	6%
EBIT adj.	223.4	233.1	260.7	286.1
EBIT-% adj.	12.8 %	12.8 %	13.4 %	13.9 %
Net income	163.3	174.2	197.8	219.4
EPS (adj.)	2.58	2.74	3.09	3.42
P/E (adj.)	15.7	14.6	13.0	11.7
P/B	3.6	3.1	2.7	2.4
Dividend yield-%	2.7 %	3.0 %	3.2 %	3.5 %
EV/EBIT (adj.)	11.7	10.6	9.1	7.9
EV/EBITDA	9.4	8.4	7.2	6.3
EV/S	1.5	1.4	1.2	1.1

Source: Inderes

Guidance (Unchanged)

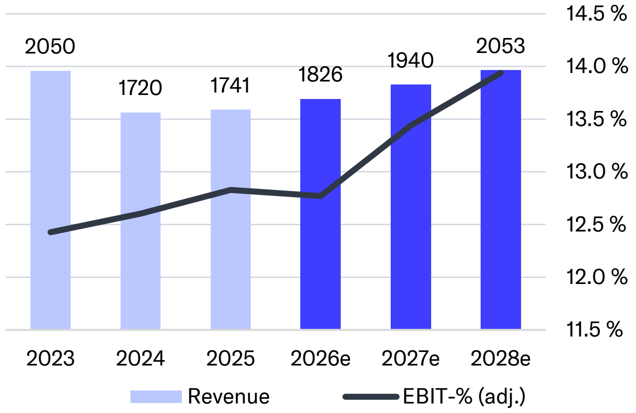
Kalmar expects its comparable operating profit margin to be above 12.5 percent in 2026.

Share price



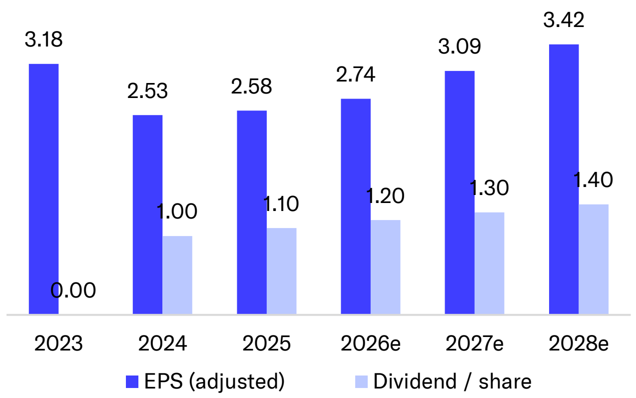
Source: Millistream Market Data AB

Revenue and EBIT % (adj.)



Source: Inderes

EPS and dividend



Source: Inderes

Value drivers

- Accelerating growth in container traffic
- The advancement of equipment electrification and automation in heavy material handling
- Growth in the services business through more efficient utilization of the company's installed equipment base and digitalization
- Improved margin through the development of the company's performance (e.g. the Driving Excellence program)

Risk factors

- The general cyclicality of equipment demand
- Increased and prolonged geopolitical tensions
- Intensified price competition, particularly from Chinese players
- Electrification, digitalization, and automation are not progressing as expected

Valuation	2026e	2027e	2028e
Share price	40.0	40.0	40.0
Number of shares, millions	64.1	64.1	64.1
Market cap	2563	2563	2563
EV	2475	2368	2248
P/E (adj.)	14.6	13.0	11.7
P/E	14.7	13.0	11.7
P/B	3.1	2.7	2.4
P/S	1.4	1.3	1.2
EV/Sales	1.4	1.2	1.1
EV/EBITDA	8.4	7.2	6.3
EV/EBIT (adj.)	10.6	9.1	7.9
Payout ratio (%)	44.1 %	42.1 %	40.8 %
Dividend yield-%	3.0 %	3.2 %	3.5 %

Source: Inderes

Earnings slightly ahead of expectations, driven by revenue

Revenue grew significantly more than expected

Kalmar's Q2 revenue grew by as much as 14%, which clearly exceeded both our and consensus estimates. By segment, Equipment grew by 17% (Inderes estimate +7% y/y) and Services by 10% (Inderes estimate +5% y/y). We believe growth was driven by certain larger equipment deliveries and service projects. In contrast, the North American spare parts sales, which slowed down Services' development in Q1, had not yet shown significant recovery, reflecting the steadily sluggish market activity. The share of services in revenue remained at a typical level (33%). Regionally, the strongest growth was seen in EMEA (+31% y/y), while revenue in APAC clearly declined (-17% y/y). In the Americas, growth was 3% year-on-year.

Beat at the bottom line too

Kalmar's adjusted EBIT was 59.6 MEUR, slightly exceeding estimates, driven by revenue. However, the adjusted EBIT margin was below the comparison period and both our and market expectations. In the quarter, this was driven by Equipment (Q2'26: 12.4% vs. Inderes est. 13.4%, consensus 13.6%), whose margin, according to the company, fell short of previous quarters due to product mix and some increased costs (e.g. logistics). We believe this was also influenced by larger deliveries. Based on the company's comments, margins can be expected to fluctuate between quarters, and based on our interpretation, equipment margins will on average rise above Q2 levels. In contrast, the Services margin recovered faster than expected (17.0% vs. Inderes 16.6%, consensus 16.3%) supported by volumes despite the continued subdued pace of spare parts sales in North America. Group expenses were slightly higher than we expected, while the cost burden on the lower lines was slightly lower than we expected.

Orders were at the level of the comparison period

Kalmar's order intake (449 MEUR) remained stable year-on-year, despite fewer large orders. This was also well in line with the consensus estimate but slightly exceeded our order intake forecasts, which we had lowered in connection with the pre-comment. The beat against our estimates came from Equipment (+1% y/y vs. Inderes -7% y/y), while Services orders were slightly below our expectations (-3% y/y vs. Inderes 0% y/y). Geographically, orders grew in the Americas (+38% y/y) as the distribution customer segment continued to recover in the new equipment business in the US. In contrast, the decline in EMEA (-20% y/y) was mainly explained by the timing of large orders in the comparison period. In APAC, development was stable. The company's order book (986 MEUR, -4% y/y) remained almost unchanged. Currencies did not affect the development in the quarter.

Financial position very strong as usual

Net cash flow from operating activities (incl. payments of lease liabilities) was 108 MEUR in H1 (H1'25: 81 MEUR). The company's net debt at the end of Q2 was only 13 MEUR, and Kalmar's financial position was very strong (net gearing 2%, net debt/EBITDA 0.0x).

Estimates	Q2'25	Q2'26	Q2'26e	Q2'26e	Consensus			Difference (%)	2026e
MEUR / EUR	Comparison	Actualized	Inderes	Consensus	Low		High	Act. vs. inderes	Inderes
Revenue	420	480	445	445	430	-	461	8%	1826
Order intake	450	449	429	446	420	-	470	5%	1848
EBIT (adj.)	54.9	59.6	58.0	57.6	56.0	-	60.0	3%	233
EBIT	53.9	58.3	58.0	57.6	56.0	-	60.0	0%	232
PTP	51.7	55.6	56.0	56.4	52.8	-	60.0	-1%	224
EPS (reported)	0.61	0.69	0.67	0.67	0.63	-	0.72	2%	2.72
Revenue growth-%	0.9 %	14.2 %	6.0 %	5.9 %	2.3 %	-	9.8 %	8.2 pp	4.8 %
EBIT-% (adj.)	13.1 %	12.4 %	13.0 %	13.0 %	13.0 %	-	13.0 %	-0.6 pp	12.8 %

Source: Inderes & Vara Research (7-8 forecasts), 10.7.2026 (consensus)

Big picture of forecasts unchanged

The market situation remained stable despite geopolitical turbulence

According to Kalmar, the overall demand situation remained relatively stable in Q2 despite uncertainties and was comparable to previous quarters. Therefore, we estimate that customer activity has remained strong, particularly in ports and terminals. The continued recovery in the US distribution end-customer segment was also positive, while the still sluggish North American spare parts sales turned negative. In turn, the activity of connected equipment remained fairly stable globally (+2% y/y).

Kalmar expects that overall market demand will remain at roughly the same level as in previous quarters over the next 6 months, which is also in line with our expectations. However, trade tensions and increased geopolitical uncertainty may affect demand. Based on the company's comments, the direct effects of the situation in the Middle East have been minor, but decision-making for large orders has slowed down as a result. In addition, the situation has indirectly impacted the company through increased freight and fuel costs, which it has sought to address through its contractual terms. In our view, the biggest risk for demand and profitability would be a clear escalation of the current situation, but this still seems unlikely for now.

This year's guidance was repeated

Kalmar reiterated its guidance and expects its comparable EBIT margin to exceed 12.5% for the current year. After H1, Kalmar’s margin was 12.4%, meaning that achieving the guidance requires an increase in profitability in H2. However, the company seemed quite confident in this regard. Similarly, regarding the Driving Excellence program, Kalmar had already achieved annual gross efficiency improvements of 49 MEUR by the end of Q2'26 (target 50 MEUR by the end of 2026), primarily driven by successful procurement measures.

We fine-tuned our forecasts, but the effects were quite limited

We made small adjustments to the segments' order and growth forecasts based on the realized development and comments. We slightly raised our forecasts for Equipment in these respects, while lowering our forecasts for Services. Conversely, we made small offsetting revisions to our segment profitability estimates. We also expect Equipment margins to rise from Q2 levels as early as the second half of the year. Overall, our earnings forecasts remained practically unchanged. However, due to the realized development and our adjustments, our margin estimate for the current year decreased to last year's level of 12.8% (previously 13.0%), but we expect the company to achieve its guidance.

Estimate revisions MEUR / EUR	2026e Old	2026e New	Change %	2027e Old	2027e New	Change %	2028e Old	2028e New	Change %
Revenue	1818	1826	0%	1937	1940	0%	2060	2053	0%
EBITDA	301	296	-2%	332	329	-1%	358	355	-1%
EBIT (exc. NRIs)	236	233	-1%	263	261	-1%	289	286	-1%
EBIT	236	232	-2%	263	261	-1%	289	286	-1%
PTP	228	224	-2%	259	257	-1%	287	285	-1%
EPS (excl. NRIs)	2.76	2.74	-1%	3.12	3.09	-1%	3.45	3.42	-1%
DPS	1.20	1.20	0%	1.30	1.30	0%	1.40	1.40	0%

Source: Inderes

Kalmar’s half-year financial report January–June 2026

Valuation remains attractive

Valuation is fairly reasonable

With our updated forecasts, the EV/EBIT ratios considering Kalmar's strong balance sheet in 2026 and 2027 are approximately 11x and 9x. The corresponding net profit-based P/E ratios are approximately 15x and 13x. Taking into account the earnings growth rate we forecast for Kalmar (adj. EPS CAGR 2025-2028e ~10%/year) and its favorable return on capital employed (Q2'26 LTM ROCE-%: 24.1%), while considering the cyclical nature of the equipment market, we deem an EV/EBIT multiple of 11x–13x and a P/E multiple of 14x–17x as acceptable for the stock. Similarly, we believe Kalmar's acceptable EV-based valuation is somewhat constrained by capital allocation decisions (i.e. an overly strong balance sheet), even though this lowers the company's risk level. In this regard, we believe the company has the potential to enhance capital efficiency within its current organic growth strategy, for example, through a slightly more generous profit distribution, but we think it is still too early to rely on this.

For the current year, the multiples are set below the midpoints of the levels we consider neutral. In our view, due to the temporary challenges faced by Services in early this year and the still uncertain effects of the situation in the Middle East (e.g. inflation and interest rate levels), it is justified to value the stock around the midpoint of the range. In light of this, we see upside potential for the stock, even for the current year, as our target price would imply an EV/EBIT multiple of around 12x. However, next year's multiples are already falling to very attractive levels, but our forecasts are based on the assumption that the impact of geopolitical tensions on the global economy will remain reasonably limited. We estimate the dividend to offer a base return of around 3% in the coming years.

Relative valuation

Kalmar's earnings-based valuation is clearly below that of the broader peer group on an EBIT basis, and we believe the peer group's valuation is somewhat neutral for next year. On the other hand, Kalmar's net profit-based valuation is above its peers', but at the same time, their multiples are moderate compared to historical levels. Overall, we do not view the relative valuation as an obstacle to an increase in Kalmar's share price.

Expected total return clearly exceeds required return

Assuming Kalmar's earnings development progresses in line with our expectations, we believe the company and the stock could justifiably be priced at an 11x-13x EV/EBIT ratio and a 14x-17x P/E ratio with the realized earnings at the end of 2028 if no significant changes occur in market pricing or interest rates. This would be equivalent to a value of EUR 51.0-60.6 per share. Converted to annual return, this would correspond to an average of approximately 15%, in addition to which we believe the stock offers an annual dividend yield of some 3%. Thus, the medium-term total return expectation significantly exceeds our cost of equity of just under 10%. We note, however, that the expected return relies more heavily on EV-based valuation, the estimation of which for the longer term involves its own additional challenges (i.e. capital structure). Overall, however, we see this as supporting the stance of upside potential in the valuation.

DCF model supports positive recommendation

Our view of the stock's upside is also supported by our longer-term DCF model, which is clearly above the current price at around EUR 49. Therefore, we see the overall valuation as supporting a positive view of the share.

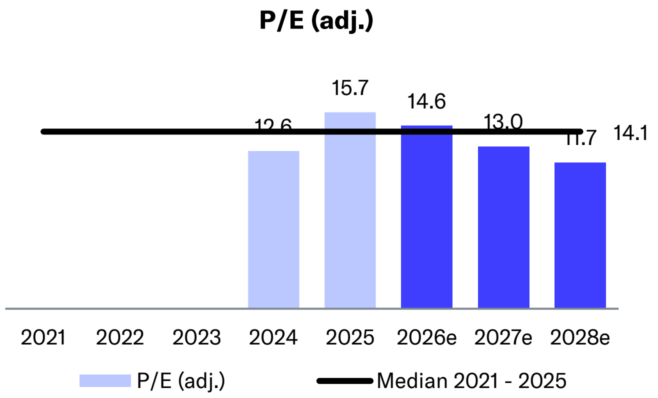
Valuation	2026e	2027e	2028e
Share price	40.0	40.0	40.0
Number of shares, millions	64.1	64.1	64.1
Market cap	2563	2563	2563
EV	2475	2368	2248
P/E (adj.)	14.6	13.0	11.7
P/E	14.7	13.0	11.7
P/B	3.1	2.7	2.4
P/S	1.4	1.3	1.2
EV/Sales	1.4	1.2	1.1
EV/EBITDA	8.4	7.2	6.3
EV/EBIT (adj.)	10.6	9.1	7.9
Payout ratio (%)	44.1 %	42.1 %	40.8 %
Dividend yield-%	3.0 %	3.2 %	3.5 %

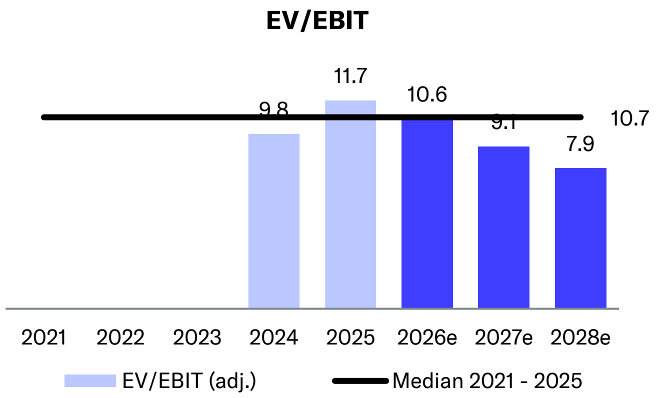
Source: Inderes

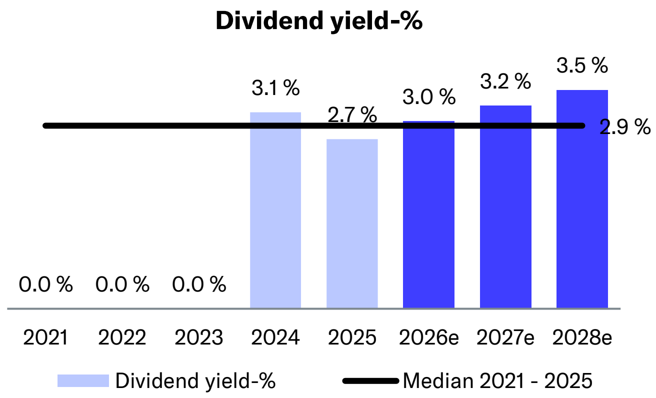
Valuation table

Valuation	2021	2022	2023	2024	2025	2026e	2027e	2028e	2029e
Share price				31.8	40.5	**40.0**	**40.0**	**40.0**	**40.0**
Number of shares, millions				64.1	64.1	**64.1**	**64.1**	**64.1**	**64.1**
Market cap				2040	2598	**2563**	**2563**	**2563**	**2563**
EV				2117	2603	**2475**	**2368**	**2248**	**2121**
P/E (adj.)				12.6	15.7	**14.6**	**13.0**	**11.7**	**10.8**
P/E				16.0	15.9	**14.7**	**13.0**	**11.7**	**10.8**
P/B				3.2	3.6	**3.1**	**2.7**	**2.4**	**2.1**
P/S				1.2	1.5	**1.4**	**1.3**	**1.2**	**1.2**
EV/Sales				1.2	1.5	**1.4**	**1.2**	**1.1**	**1.0**
EV/EBITDA				8.8	9.4	**8.4**	**7.2**	**6.3**	**5.6**
EV/EBIT (adj.)				9.8	11.7	**10.6**	**9.1**	**7.9**	**6.9**
Payout ratio (%)				50.1 %	43.1 %	**44.1 %**	**42.1 %**	**40.8 %**	**40.6 %**
Dividend yield-%				3.1 %	2.7 %	**3.0 %**	**3.2 %**	**3.5 %**	**3.7 %**

Source: Inderes







The market cap and enterprise value in the table consider the expected change in the number of shares and net debt for the forecast years.

Peer group valuation

Peer group valuation	Market cap	EV	EV/EBIT		EV/EBITDA		EV/S		P/E		Dividend yield-%		P/B
Company	**MEUR**	**MEUR**	**2026e**	**2027e**	**2026e**	**2027e**	**2026e**	**2027e**	**2026e**	**2027e**	**2026e**	**2027e**	**2026e**
Hiab	3446	3226	13.5	9.5	11.0	7.5	1.8	1.5	20.7	14.6	2.3	2.8	3.2
Konecranes	6522	6320	11.0	9.7	9.0	8.1	1.5	1.4	15.5	13.5	3.0	3.4	2.8
Metso	12617	13738	16.1	13.9	13.3	11.7	2.5	2.3	20.7	17.7	2.8	3.2	4.3
Hyster-Yale	515	904		8.5	26.3	7.1	0.3	0.3		15.9			1.4
Jungheinrich	2530	4918	12.6	10.6	5.7	5.2	0.9	0.8	10.3	8.3	2.7	3.4	1.0
Manitou BF	771	1011	7.4	6.3	4.5	4.0	0.4	0.4	8.0	7.6	4.3	5.0	0.7
Kion Group	5261	11460	13.3	10.9	5.8	5.3	1.0	0.9	11.3	8.9	2.5	3.2	0.8
Columbus McKinnon	375	3074	34.7	20.5	20.1	8.9	3.1	1.7	6.9	8.5	1.9	1.9	0.4
ZPMC	2201	5410	16.5	14.2	12.9	11.7	1.1	1.0	19.7	15.9	1.7	2.4	1.3
Tadano Ltd	883	1269			6.5	5.7	0.6	0.6	10.9	9.1	2.7	3.3	0.7
Kalmar (Inderes)	**2563**	**2475**	**10.6**	**9.1**	**8.4**	**7.2**	**1.4**	**1.2**	**14.6**	**13.0**	**3.0**	**3.2**	**3.1**
Average			**15.6**	**11.6**	**11.5**	**7.5**	**1.3**	**1.1**	**13.8**	**12.0**	**2.7**	**3.2**	**1.7**
Median			**13.4**	**10.6**	**10.0**	**7.3**	**1.0**	**1.0**	**11.3**	**11.3**	**2.7**	**3.2**	**1.1**
Diff-% to median			**-21%**	**-14%**	**-16%**	**-1%**	**32%**	**27%**	**29%**	**15%**	**13%**	**2%**	**179%**

Source: Refinitiv / Inderes

Income statement

Income statement	2024	Q1'25	Q2'25	Q3'25	Q4'25	2025	Q1'26	Q2'26	Q3'26e	Q4'26e	2026e	2027e	2028e	2029e
Revenue	**1720**	**398**	**420**	**436**	**487**	**1741**	**420**	**480**	**433**	**493**	**1826**	**1940**	**2053**	**2165**
Equipment	1160	252	275	286	324	1137	271	321	286	337	1215	1300	1378	1460
Services	560	145	144	150	163	602	148	158	147	156	609	640	675	704
Other	1	1	1	0	0	2	1	0	0	0	1	0	0	0
EBITDA	**240**	**59.3**	**68.1**	**74.2**	**75.3**	**277**	**67.8**	**73.8**	**73.2**	**81.2**	**296**	**329**	**355**	**377**
Depreciation	-65.8	-13.6	-14.2	-13.5	-15.2	-56.5	-16.3	-15.5	-16.3	-16.3	-64.4	-67.9	-69.3	-71.0
EBIT (excl. NRI)	**217**	**48.0**	**54.9**	**60.0**	**60.5**	**223**	**51.7**	**59.6**	**56.9**	**64.9**	**233**	**261**	**286**	**306**
EBIT	**174**	**45.7**	**53.9**	**60.7**	**60.1**	**221**	**51.5**	**58.3**	**56.9**	**64.9**	**232**	**261**	**286**	**306**
Equipment	139	28.2	38.2	36.7	44.0	147	34.1	39.5	37.5	46.2	157	177	191	204
Services	97.8	26.2	24.2	28.6	26.3	105	23.6	26.8	25.4	26.8	103	112	124	131
Other	-62.7	-8.7	-8.5	-4.6	-10.2	-31.9	-6.2	-7.9	-6.0	-8.0	-28.1	-28.1	-28.9	-29.8
Net financial items	-2.0	-2.3	-2.2	-2.3	-2.5	-9.3	-1.4	-2.7	-2.0	-2.0	-8.1	-3.9	-1.2	1.2
PTP	**172**	**43.4**	**51.7**	**58.5**	**57.6**	**211**	**50.1**	**55.6**	**54.9**	**62.9**	**224**	**257**	**285**	**307**
Taxes	-44.6	-9.3	-12.5	-13.8	-12.3	-47.8	-10.7	-11.6	-12.6	-14.5	-49.4	-59.1	-65.5	-70.6
Minority interest	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net earnings	**128**	**34.1**	**39.2**	**44.7**	**45.4**	**163**	**39.4**	**44.1**	**42.3**	**48.4**	**174**	**198**	**219**	**236**
EPS (adj.)	**2.53**	**0.56**	**0.62**	**0.69**	**0.71**	**2.58**	**0.62**	**0.70**	**0.66**	**0.76**	**2.74**	**3.09**	**3.42**	**3.69**
EPS (rep.)	**1.99**	**0.53**	**0.61**	**0.70**	**0.71**	**2.55**	**0.61**	**0.69**	**0.66**	**0.76**	**2.72**	**3.09**	**3.42**	**3.69**

Key figures	2024	Q1'25	Q2'25	Q3'25	Q4'25	2025	Q1'26	Q2'26	Q3'26e	Q4'26e	2026e	2027e	2028e	2029e
Revenue growth-%	-16.1 %	-9.3 %	0.9 %	2.6 %	10.8 %	1.2 %	5.4 %	14.2 %	-0.6 %	1.2 %	4.8 %	6.2 %	5.8 %	5.4 %
Adjusted EBIT growth-%	-14.9 %	-11.0 %	4.8 %	4.6 %	14.0 %	3.0 %	7.8 %	8.7 %	-5.2 %	7.2 %	4.4 %	11.8 %	9.8 %	6.8 %
EBITDA-%	14.0 %	14.9 %	16.2 %	17.0 %	15.5 %	15.9 %	16.2 %	15.4 %	16.9 %	16.5 %	16.2 %	16.9 %	17.3 %	17.4 %
Adjusted EBIT-%	12.6 %	12.0 %	13.1 %	13.8 %	12.4 %	12.8 %	12.3 %	12.4 %	13.1 %	13.2 %	12.8 %	13.4 %	13.9 %	14.1 %
Net earnings-%	7.4 %	8.6 %	9.3 %	10.3 %	9.3 %	9.4 %	9.4 %	9.2 %	9.8 %	9.8 %	9.5 %	10.2 %	10.7 %	10.9 %

Source: Inderes

Full-year earnings per share are calculated using the number of shares at year-end.

Balance sheet

Assets	2024	2025	2026e	2027e	2028e
Non-current assets	**642**	**638**	**645**	**651**	**659**
Goodwill	262	256	256	256	256
Intangible assets	6.5	5.8	10.6	10.9	10.6
Tangible assets	265	278	280	286	294
Associated companies	53.1	49.1	49.1	49.1	49.1
Other investments	2.2	1.6	1.6	1.6	1.6
Other non-current assets	2.7	1.4	1.4	1.4	1.4
Deferred tax assets	50.4	45.9	45.9	45.9	45.9
Current assets	**1054**	**1110**	**1134**	**1213**	**1356**
Inventories	437	461	478	504	530
Other current assets	27.0	16.3	16.3	16.3	16.3
Receivables	325	352	365	388	411
Cash and equivalents	265	281	274	304	399
Balance sheet total	**1696**	**1748**	**1779**	**1864**	**2015**

Source: Inderes

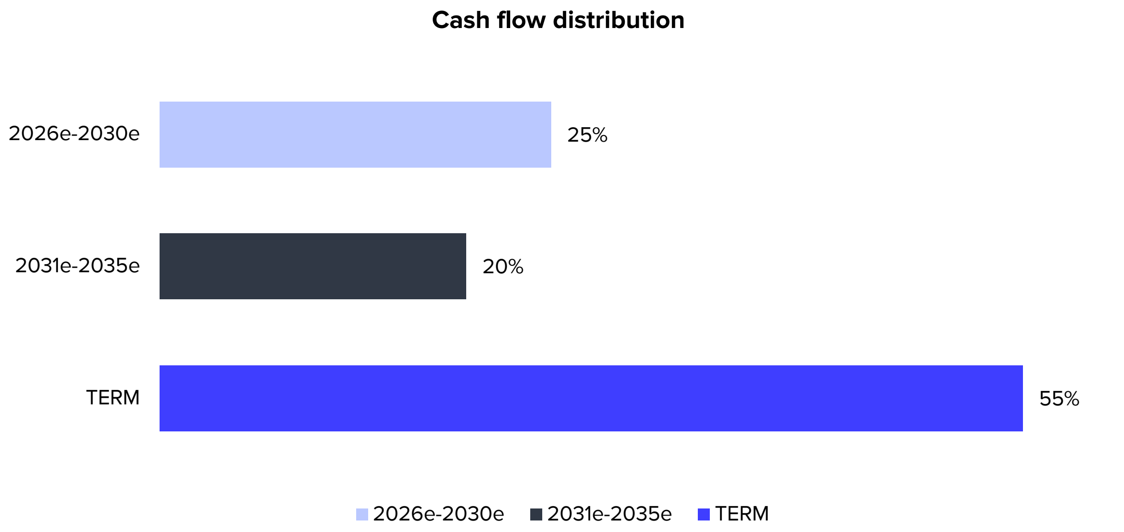
Liabilities & equity	2024	2025	2026e	2027e	2028e
Equity	**638**	**718**	**822**	**943**	**1079**
Share capital	20.0	20.0	20.0	20.0	20.0
Retained earnings	562	665	769	890	1026
Hybrid bonds	0.0	0.0	0.0	0.0	0.0
Revaluation reserve	0.0	0.0	0.0	0.0	0.0
Other equity	56.7	32.9	32.9	32.9	32.9
Minorities	0.0	0.0	0.0	0.0	0.0
Non-current liabilities	**437**	**386**	**256**	**198**	**173**
Deferred tax liabilities	4.7	7.6	7.6	7.6	7.6
Provisions	2.2	1.2	1.2	1.2	1.2
Interest bearing debt	316	262	132	75.0	50.0
Convertibles	0.0	0.0	0.0	0.0	0.0
Other long-term liabilities	115	115	115	115	115
Current liabilities	**621**	**645**	**702**	**723**	**763**
Interest bearing debt	25.2	24.2	53.6	34.5	34.5
Payables	595	621	648	689	729
Other current liabilities	0.0	0.0	0.0	0.0	0.0
Balance sheet total	**1696**	**1748**	**1779**	**1864**	**2015**

DCF calculation

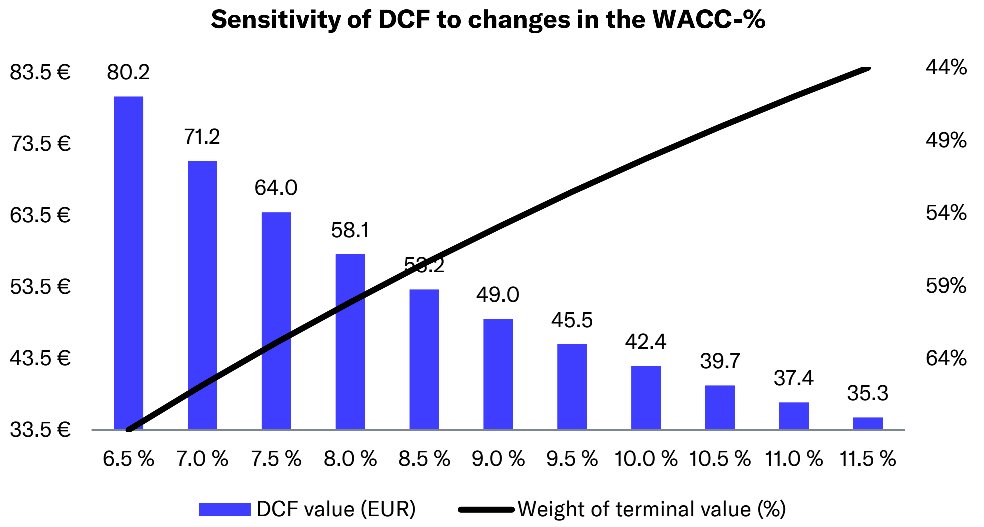
DCF model	2025	2026e	2027e	2028e	2029e	2030e	2031e	2032e	2033e	2034e	2035e	TERM
Revenue growth-%	1.2 %	4.8 %	6.2 %	5.8 %	5.4 %	4.5 %	4.5 %	4.0 %	3.5 %	3.5 %	2.5 %	2.5 %
EBIT-%	12.7 %	12.7 %	13.4 %	13.9 %	14.1 %	13.9 %	13.6 %	13.4 %	13.0 %	12.7 %	12.7 %	12.7 %
EBIT (operating profit)	**221**	**232**	**261**	**286**	**306**	**314**	**321**	**329**	**331**	**334**	**343**	
+ Depreciation	56.5	64.4	67.9	69.3	71.0	72.8	74.7	76.6	78.6	80.5	82.0	
- Paid taxes	-40.4	-49.4	-59.1	-65.5	-70.6	-73.1	-75.2	-77.5	-78.2	-79.6	-82.0	
- Tax, financial expenses	-2.8	-3.0	-2.3	-1.8	-1.8	-1.8	-1.8	-1.9	-1.9	-2.0	-2.0	
+ Tax, financial income	0.7	1.2	1.4	1.5	2.0	2.6	3.1	3.6	4.1	4.6	5.2	
- Change in working capital	-14.4	-3.5	-8.3	-7.8	-11.5	-10.0	-10.5	-9.7	-8.9	-9.2	-6.8	
Operating cash flow	**220**	**241**	**260**	**282**	**295**	**305**	**312**	**321**	**324**	**329**	**339**	
+ Change in other long-term liabilities	-1.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
- Gross CAPEX	-61.2	-71.4	-73.9	-77.5	-79.5	-81.5	-83.5	-85.5	-87.5	-87.5	-86.4	
Free operating cash flow	**158**	**170**	**186**	**204**	**215**	**223**	**228**	**235**	**237**	**241**	**253**	
+/- Other	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
FCFF	158	170	186	204	215	223	228	235	237	241	253	4005
Discounted FCFF		**164**	**165**	**166**	**160**	**153**	**143**	**135**	**125**	**117**	**112**	**1780**
Sum of FCFF present value		3219	3055	2891	2725	2565	2412	2269	2134	2009	1892	1780
Enterprise value DCF		**3219**										
- Interest bearing debt		-286.5										
+ Cash and cash equivalents		281										
+ Associated companies		0.0										
-Minorities		0.0										
-Dividend/capital return		-70.4										
Equity value DCF		**3143**										
Equity value DCF per share		**49.1**										

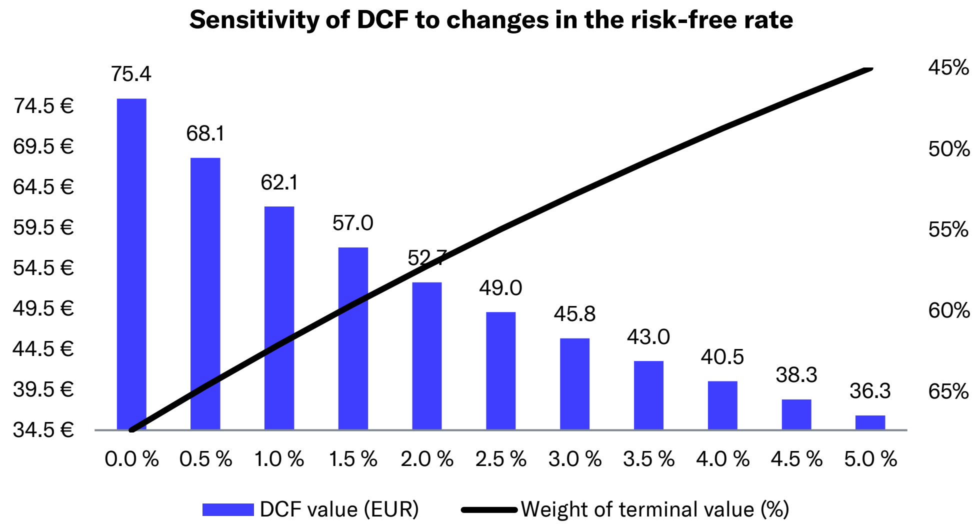
WACC	
Tax-% (WACC)	23.0 %
Target debt ratio (D/(D+E)	10.0 %
Cost of debt	4.0 %
Equity Beta	1.50
Market risk premium	4.75%
Liquidity premium	0.00%
Risk free interest rate	2.5 %
Cost of equity	**9.6 %**
Weighted average cost of capital (WACC)	**9.0 %**

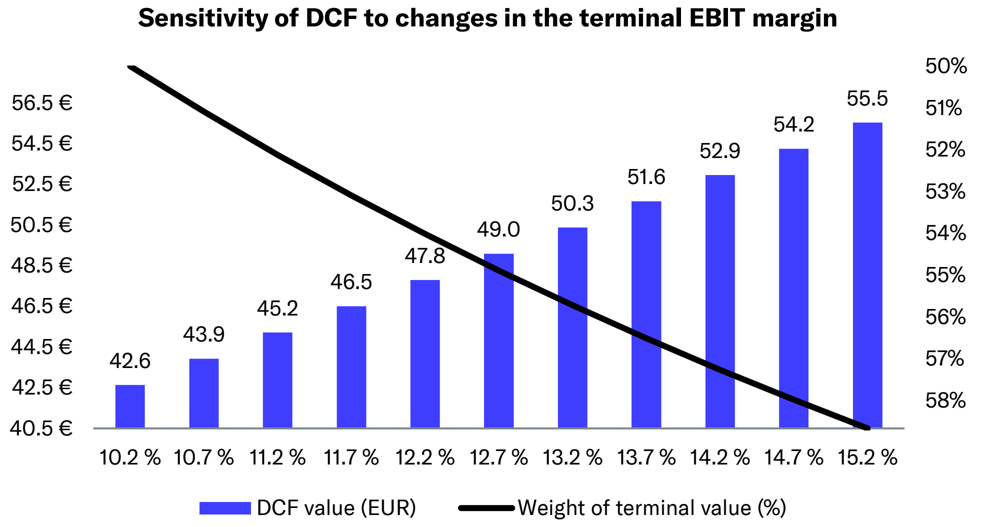
Source: Inderes

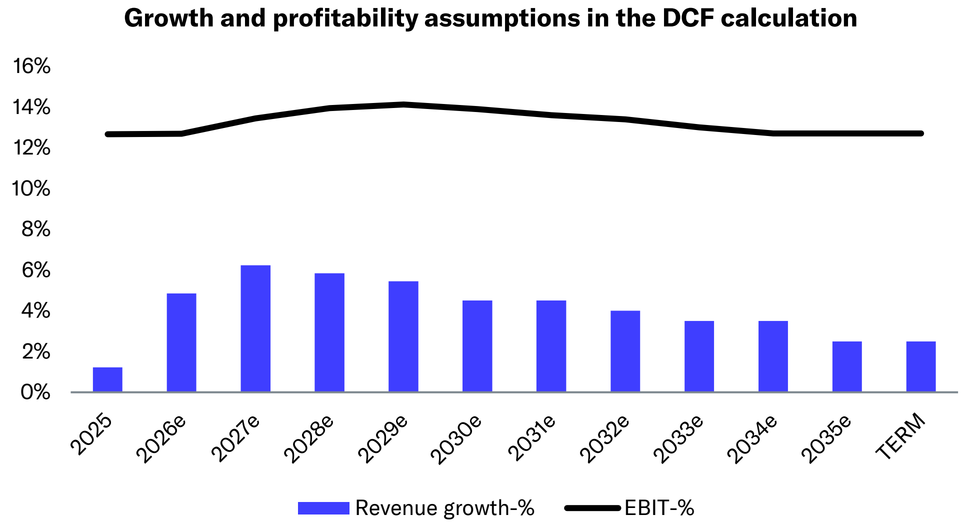


DCF sensitivity calculations and key assumptions in graphs









Source: Inderes. Note that the weight of the terminal value (%) is shown on an inverse scale for clarity.

Summary

Income statement	2023	2024	2025	2026e	2027e
Revenue	2050	1720	1741	**1826**	**1940**
EBITDA	297	240	277	**296**	**329**
EBIT	240	174	221	**232**	**261**
PTP	242	172	211	**224**	**257**
Net Income	194	128	163	**174**	**198**
Extraordinary items	-14.5	-42.4	-2.9	**-1.5**	**0.0**

Balance sheet	2023	2024	2025	2026e	2027e
Balance sheet total	1846	1696	1748	**1779**	**1864**
Equity capital	818	638	718	**822**	**943**
Goodwill	260	262	256	**256**	**256**
Net debt	-118	76	5	**-88**	**-195**

Cash flow	2023	2024	2025	2026e	2027e
EBITDA	297	240	277	**296**	**329**
Change in working capital	-25	-21	-14	**-3**	**-8**
Operating cash flow	220	173	220	**241**	**260**
CAPEX	-63	-51	-61	**-71**	**-74**
Free cash flow	166	120	158	**170**	**186**

Valuation multiples	2023	2024	2025	2026e	2027e
EV/S	neg.	1.2	1.5	**1.4**	**1.2**
EV/EBITDA	neg.	8.8	9.4	**8.4**	**7.2**
EV/EBIT (adj.)	neg.	9.8	11.7	**10.6**	**9.1**
P/E (adj.)	0.0	12.6	15.7	**14.6**	**13.0**
P/B	0.0	3.2	3.6	**3.1**	**2.7**
Dividend-%		3.1 %	2.7 %	**3.0 %**	**3.2 %**

Source: Inderes

Per share data	2023	2024	2025	2026e	2027e
EPS (reported)	3.00	1.99	2.55	**2.72**	**3.09**
EPS (adj.)	3.18	2.53	2.58	**2.74**	**3.09**
OCF / share	3.40	2.70	3.44	**3.77**	**4.06**
OFCF / share	2.57	1.87	2.46	**2.65**	**2.91**
Book value / share	12.65	9.95	11.20	**12.82**	**14.71**
Dividend / share	0.00	1.00	1.10	**1.20**	**1.30**

Growth and profitability	2023	2024	2025	2026e	2027e
Revenue growth-%	5%	-16%	1%	**5%**	**6%**
EBITDA growth-%	74%	-19%	15%	**7%**	**11%**
EBIT (adj.) growth-%	51%	-15%	3%	**4%**	**12%**
EPS (adj.) growth-%	55%	-20%	2%	**6%**	**13%**
EBITDA-%	14.5 %	14.0 %	15.9 %	**16.2 %**	**16.9 %**
EBIT (adj.)-%	12.4 %	12.6 %	12.8 %	**12.8 %**	**13.4 %**
EBIT-%	11.7 %	10.1 %	12.7 %	**12.7 %**	**13.4 %**
ROE-%	23.2 %	17.6 %	24.1 %	**22.6 %**	**22.4 %**
ROI-%	22.9 %	17.0 %	22.6 %	**23.6 %**	**25.9 %**
Equity ratio	44.3 %	40.3 %	44.5 %	**50.2 %**	**55.1 %**
Gearing	-14.4 %	11.9 %	0.7 %	**-10.7 %**	**-20.7 %**
Net debt/EBITDA	-0.4	0.3	0.0	**-0.3**	**-0.6**
EBITDA/net financials	-228.8	120.2	29.7	**36.5**	**85.0**

The market cap and enterprise value in the table consider the expected change in the number of shares and net debt for the forecast years. Per-share figures are calculated using the number of shares at year-end.

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Accumulate	The 12-month risk-adjusted expected shareholder return of the share is attractive
Reduce	The 12-month risk-adjusted expected shareholder return of the share is weak
Sell	The 12-month risk-adjusted expected shareholder return of the share is very weak

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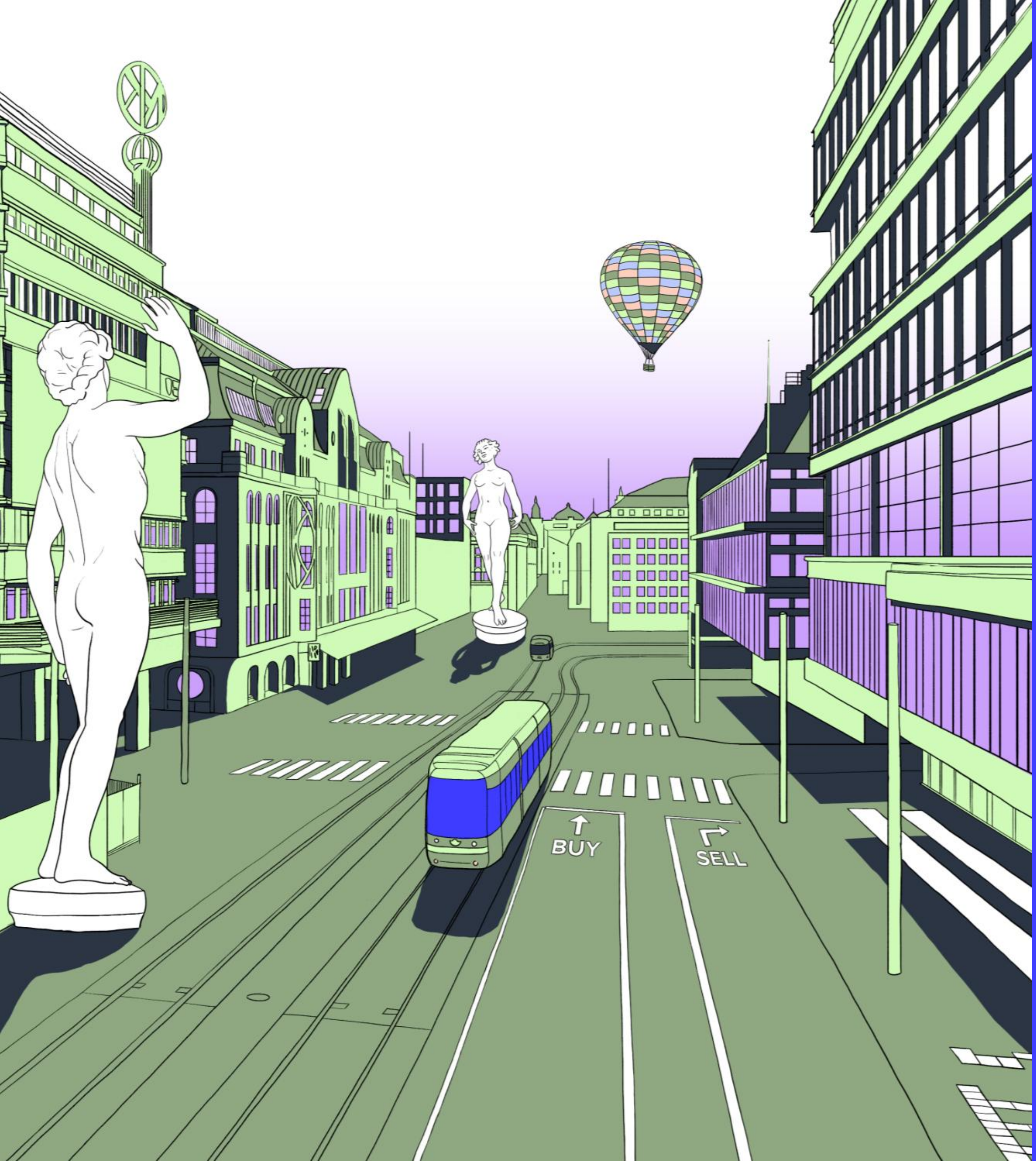
Recommendation history (>12 mo)

Date	Recommendation	Target	Share price
7/1/2024	Buy	36.00 €	26.40 €
8/8/2024	Buy	33.00 €	26.24 €
11/3/2024	Accumulate	35.00 €	32.42 €
Analyst changed			
2/14/2025	Accumulate	38.00 €	34.80 €
4/23/2025	Accumulate	30.00 €	26.30 €
4/30/2025	Accumulate	30.00 €	27.40 €
7/23/2025	Reduce	37.00 €	39.00 €
7/28/2025	Reduce	39.00 €	38.80 €
10/28/2025	Accumulate	39.00 €	35.20 €
11/3/2025	Accumulate	39.00 €	35.94 €
1/30/2026	Accumulate	47.00 €	42.86 €
2/16/2026	Accumulate	48.00 €	44.58 €
5/6/2026	Accumulate	46.00 €	41.04 €
7/23/2026	Accumulate	46.00 €	40.00 €



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