

# Evli

## Company report

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This report is a summary translation of the report “Varainhoidon jakautuminen maalissa” published on 04/03/2022 at 11:30 am

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# Demerger of asset management completed

We go back to our target price of EUR 20.0 and Reduce recommendation for Evli that we had before the demerger of the asset management business. From now on, Evli Plc's business consists of the Evli Bank group's asset management, financial advisory and corporate client segments. We haven't made any changes to our previous forecasts, because we had already considered the demerger that has now taken place in previous forecasts and in our view of the company.

## Demerger of Evli Bank has been completed

On April 2, Evli carried out an arrangement whereby it will separate its asset management operations through a demerger. Simultaneously, Fellow Finance will merge into the company that continues Evli's banking business. Thus, Evli Plc that we are monitoring is technically a completely new company whose share starts trading on Monday, April 4. The business operations of the new company correspond in practice to the former Evli Bank, as the importance of the demerged banking activities was very limited. In our view, exit from the banking business was a positive thing for Evli, since they were mainly a burden on the company. With the capital requirements for the banking business, Evli's balance sheet has been heavy and the administrative burden from ever-increasing regulation has raised the cost level. We note that we had already considered the demerger [since our Q4 update](#).

## Current business consists of Evli's asset management operations

The customer base of the current Evli Group is still mainly composed of institutions, companies and wealthy individuals to whom the company provides financial and advisory services. The Asset Management and Investor Client segment (Asset Management) is by far the largest of the group's segments. In our estimate, it accounts for more than 80% of the new Evli's revenue. In addition to asset management, the company will continue to provide investment banking services (Evli Corporate Finance) and remuneration plan services (Evli Alexander Incentives).

## We keep our forecasts unchanged

We haven't made changes to our forecasts since the last update. Although the result of 2022 will fall clearly in the wake of a weakened capital market, we still expect a very strong result from Evli. If our earnings forecasts materialize, the company's result would be the second best in its history. From 2023, we expect the company to return to a healthy earnings growth path. In the long term, the company's earnings growth outlook is still very positive with the right strategic choices and a strong market position. We expect Evli to further unload its surplus balance sheet in the form of additional dividends after the demerger, and the dividend flow to the company's owners as a whole will be very sizable.

## No hurry to buy yet

We expect that trading with Evli's share continues Monday, April 4 roughly at the same level as the Evli Bank's share was trading before the demerger consideration was issued (EUR 20.4). In our forecasts for the coming years, the valuation level (P/E 16-18x) appears to be even at best neutral in absolute and relative terms. We believe that a higher rate would require higher earnings forecasts, in which the key variable is the market situation. The company's dividend yield is very high in the next few years, and this clearly supports the expected return on the share. However, the neutral valuation level and uncertainty about the depth and width of the earnings dip keep us cautious.

## Recommendation

**Reduce**  
(previous N/A)

**EUR 20.00**  
(previous N/A)

**Share price:**

-



## Key figures

	2021	2022e	2023e	2024e
<b>Revenue</b>	115.6	96.8	102.1	110.3
<b>growth-%</b>	45%	-16%	5%	8%
<b>EBIT adj.</b>	53.0	37.5	41.9	48.3
<b>EBIT-% adj.</b>	45.9 %	38.8 %	41.0 %	43.8 %
<b>Net Income</b>	36.3	27.3	29.9	34.8
<b>EPS (adj.)</b>	1.50	1.13	1.23	1.43

<b>P/E (adj.)</b>	17.5	18.1	16.6	14.3
<b>P/B</b>	5.9	5.9	8.6	9.6
<b>Dividend yield-%</b>	4.0 %	11.5 %	8.2 %	6.7 %
<b>EV/EBIT (adj.)</b>	11.6	12.1	11.4	10.0
<b>EV/EBITDA</b>	10.6	10.7	10.3	9.1
<b>EV/S</b>	5.3	4.7	4.7	4.4

Source: Inderes

## Guidance

(Unchanged)

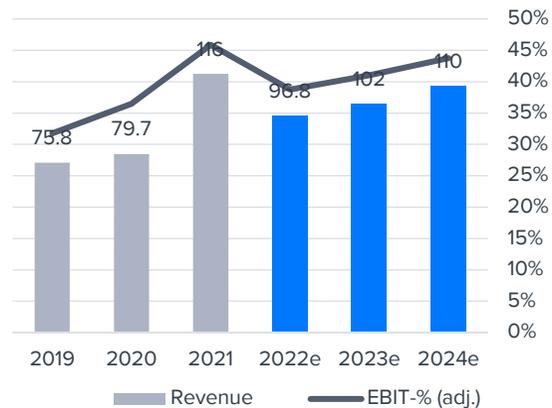
For the asset management business, the company expects the operating result to be at a good level. The outlook for asset management will be further specified after the completion of the demerger and during the year as the outlook for market developments becomes clearer.

## Share price



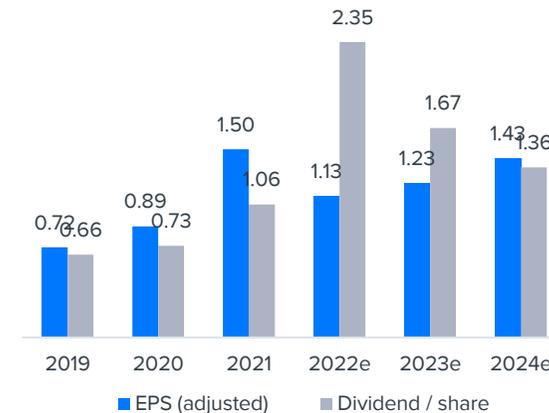
Source: Thomson Reuters

## Revenue and EBIT %



Source: Inderes

## EPS and dividend



Source: Inderes



## Value drivers

- Growth in current products
- International sales
- Private equity fund operations
- Improving cost efficiency
- Release of capital after demerger



## Risk factors

- Market risks
- Continuous price pressure of conventional asset management
- Clearly increased share of performance fees

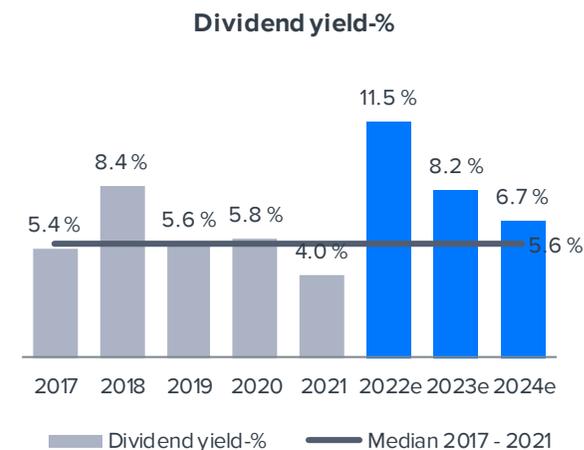
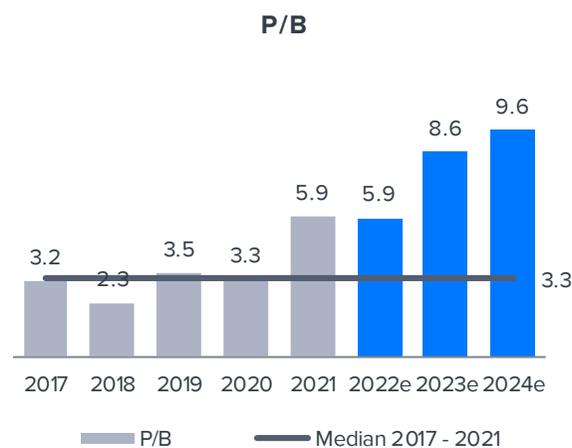
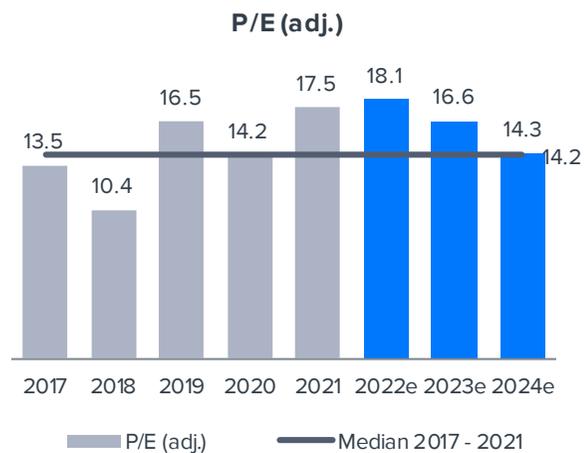
Valuation	2022e	2023e	2024e
Share price	20.4	20.4	20.4
Number of shares, millions	24.2	24.3	24.4
Market cap	494	494	494
EV	454	478	482
P/E (adj.)	18.1	16.6	14.3
P/E	18.1	16.6	14.3
P/B	5.9	8.6	9.6
P/S	5.1	4.8	4.5
EV/Sales	4.7	4.7	4.4
EV/EBIT (adj.)	12.1	11.4	10.0
Payout ratio (%)	208.3%	135.7%	95.0%
Dividend yield-%	11.5%	8.2%	6.7%

Source: Inderes

# Valuation table

Valuation	2017	2018	2019	2020	2021	2022e	2023e	2024e	2025e
Share price	9.60	7.28	11.9	12.6	26.2	20.4	20.4	20.4	20.4
Number of shares, millions	23.4	23.7	23.9	24.1	24.1	24.2	24.3	24.4	24.5
Market cap	227	172	283	303	632	494	494	494	494
EV	226	170	286	320	613	454	478	482	474
P/E (adj.)	13.5	10.4	16.5	14.2	17.5	18.1	16.6	14.3	13.1
P/E	13.5	10.8	16.5	14.2	17.5	18.1	16.6	14.3	13.1
P/B	3.2	2.3	3.5	3.3	5.9	5.9	8.6	9.6	8.7
P/S	3.2	2.5	3.7	3.8	5.5	5.1	4.8	4.5	4.2
EV/Sales	3.2	2.5	3.8	4.0	5.3	4.7	4.7	4.4	4.1
EV/EBIT (adj.)	10.6	8.7	11.9	11.0	11.6	12.1	11.4	10.0	9.0
Payout ratio (%)	73.1 %	90.2 %	91.9 %	82.5 %	70.8 %	208.3 %	135.7 %	95.0 %	95.0 %
Dividend yield-%	5.4 %	8.4 %	5.6 %	5.8 %	4.0 %	11.5 %	8.2 %	6.7 %	7.3 %

Source: Inderes



# Peer group valuation

Peer group valuation	Share price	Market cap	EV	EV/EBIT		EV/EBITDA		EV/S		P/E		Dividend yield-%		P/B
Company		MEUR	MEUR	2022e	2023e	2022e	2023e	2022e	2023e	2022e	2023e	2022e	2023e	2022e
eQ	24.80	995	938	19.2	16.4	18.8	16.2	11.4	9.9	25.5	22.0	4.1	4.7	12.5
United Bankers	13.20	138	124	9.0	8.2	7.9	7.2	2.8	2.5	13.8	12.9	6.1	6.4	3.0
Taaleri	13.80	398	342	21.3	9.2	20.3	9.0	6.7	4.7	34.2	15.1	6.7	6.8	1.9
CapMan	2.48	390	417	11.7	9.8	11.6	9.5	5.5	5.5	16.2	12.7	6.5	6.9	3.1
Titanium	15.00	154	135	7.9	7.0	7.6	6.8	4.7	4.2	11.2	10.2	7.5	8.2	5.8
EAB Group	2.92	40	40	9.8	6.7	6.3	5.0	1.7	1.4	13.2	8.9	5.1	5.5	1.8
Aktia	10.92	787								10.8	9.8	5.5	6.4	1.0
Alexandria	9.38	94	77	8.5	7.3	6.7	6.0	1.8	1.6	14.1	12.7	6.8	7.5	3.2
Oma Säästöpankki	18.85	565								12.1	10.9	2.1	2.7	1.3
<b>Evli (Inderes)</b>	<b>20.40</b>	<b>494</b>	<b>454</b>	<b>12.1</b>	<b>11.4</b>	<b>10.7</b>	<b>10.3</b>	<b>4.7</b>	<b>4.7</b>	<b>18.1</b>	<b>16.6</b>	<b>11.5</b>	<b>8.2</b>	<b>5.9</b>
<b>Average</b>				<b>12.5</b>	<b>9.2</b>	<b>11.3</b>	<b>8.5</b>	<b>4.9</b>	<b>4.3</b>	<b>16.8</b>	<b>12.8</b>	<b>5.6</b>	<b>6.1</b>	<b>3.8</b>
<b>Median</b>				<b>9.8</b>	<b>8.2</b>	<b>7.9</b>	<b>7.2</b>	<b>4.7</b>	<b>4.2</b>	<b>13.8</b>	<b>12.7</b>	<b>6.1</b>	<b>6.4</b>	<b>3.0</b>
<b>Diff-% to median</b>				<b>23%</b>	<b>40%</b>	<b>36%</b>	<b>43%</b>	<b>-1%</b>	<b>11%</b>	<b>31%</b>	<b>31%</b>	<b>90%</b>	<b>27%</b>	<b>92%</b>

Source: Thomson Reuters / Inderes. NB: The market cap Inderes uses does not consider own shares held by the company.

# Income statement

Income statement	2020	Q1'21	Q2'21	Q3'21	Q4'21	2021	Q1'22e	Q2'22e	Q3'22e	Q4'22e	2022e	2023e	2024e	2025e
<b>Revenue</b>	<b>79.7</b>	<b>27.1</b>	<b>28.7</b>	<b>24.8</b>	<b>35.0</b>	<b>116</b>	<b>22.7</b>	<b>24.2</b>	<b>22.2</b>	<b>27.7</b>	<b>96.79</b>	<b>102.1</b>	<b>110.3</b>	<b>117.1</b>
Asset Management and Investor Clients	67.1	22.0	20.1	20.6	28.7	91.4	18.7	19.4	18.9	22.4	79.4	85.0	93.2	100
Advisory and Corporate Clients	9.7	4.0	7.7	3.1	5.4	20.2	3.4	4.4	2.9	4.9	15.6	15.6	16.1	16.9
Group operations	2.8	1.1	0.9	1.1	0.8	3.9	0.6	0.4	0.4	0.4	1.8	1.5	1.0	0.0
Unallocated and eliminations	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
<b>EBITDA</b>	<b>34.8</b>	<b>12.9</b>	<b>14.4</b>	<b>13.4</b>	<b>17.2</b>	<b>57.8</b>	<b>8.6</b>	<b>9.9</b>	<b>10.2</b>	<b>13.7</b>	<b>42.3</b>	<b>46.5</b>	<b>52.8</b>	<b>57.7</b>
Depreciation	-5.7	-1.1	-1.3	-1.3	-1.1	-4.8	-1.2	-1.2	-1.2	-1.2	-4.8	-4.7	-4.5	-5.1
<b>EBIT (excl. NRI)</b>	<b>29.1</b>	<b>11.8</b>	<b>13.1</b>	<b>12.1</b>	<b>16.1</b>	<b>53.0</b>	<b>7.4</b>	<b>8.7</b>	<b>9.0</b>	<b>12.5</b>	<b>37.5</b>	<b>41.9</b>	<b>48.3</b>	<b>52.6</b>
<b>EBIT</b>	<b>29.1</b>	<b>11.8</b>	<b>13.1</b>	<b>12.1</b>	<b>16.1</b>	<b>53.0</b>	<b>7.4</b>	<b>8.7</b>	<b>9.0</b>	<b>12.5</b>	<b>37.5</b>	<b>41.9</b>	<b>48.3</b>	<b>52.6</b>
Asset Management and Investor Clients	27.7	10.6	8.4	10.7	15.1	44.8	6.9	7.5	8.7	10.7	33.8	38.2	43.7	47.7
Advisory and Corporate Clients	1.8	1.1	4.6	0.8	0.9	7.4	0.5	1.2	0.3	1.7	3.6	4.3	4.9	5.2
Group operations	0.0	0.0	0.1	0.7	0.1	0.9	0.0	0.0	0.0	0.0	0.1	0.0	0.3	0.3
Unallocated and eliminations	-0.4	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	-0.6	-0.6	-0.6
Net financial items	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
<b>PTP</b>	<b>29.5</b>	<b>12.1</b>	<b>13.1</b>	<b>12.3</b>	<b>16.2</b>	<b>53.5</b>	<b>7.4</b>	<b>8.7</b>	<b>9.0</b>	<b>14.5</b>	<b>39.5</b>	<b>42.9</b>	<b>49.3</b>	<b>53.6</b>
Taxes	-6.3	-1.9	-3.4	-1.7	-3.5	-10.5	-1.5	-1.8	-1.8	-3.0	-8.1	-8.8	-10.1	-11.0
Minority interest	-1.9	-1.8	-2.6	-1.0	-1.3	-6.7	-0.8	-1.6	-0.8	-0.9	-4.1	-4.2	-4.3	-4.4
<b>Net earnings</b>	<b>21.3</b>	<b>8.4</b>	<b>7.1</b>	<b>9.5</b>	<b>11.3</b>	<b>36.1</b>	<b>5.1</b>	<b>5.3</b>	<b>6.3</b>	<b>10.6</b>	<b>27.3</b>	<b>29.9</b>	<b>34.8</b>	<b>38.1</b>
<b>EPS (adj.)</b>	<b>0.89</b>	<b>0.35</b>	<b>0.29</b>	<b>0.39</b>	<b>0.47</b>	<b>1.50</b>	<b>0.21</b>	<b>0.22</b>	<b>0.26</b>	<b>0.44</b>	<b>1.13</b>	<b>1.23</b>	<b>1.43</b>	<b>1.56</b>
<b>EPS (rep.)</b>	<b>0.89</b>	<b>0.35</b>	<b>0.29</b>	<b>0.39</b>	<b>0.47</b>	<b>1.50</b>	<b>0.21</b>	<b>0.22</b>	<b>0.26</b>	<b>0.44</b>	<b>1.13</b>	<b>1.23</b>	<b>1.43</b>	<b>1.56</b>

Key figures	2020	Q1'21	Q2'21	Q3'21	Q4'21	2021	Q1'22e	Q2'22e	Q3'22e	Q4'22e	2022e	2023e	2024e	2025e
<b>Revenue growth-%</b>	5.1 %	91.0 %	53.0 %	32.7 %	24.5 %	44.9 %	-16.4 %	-15.6 %	-10.5 %	-20.7 %	-16.2 %	5.4 %	8.0 %	6.2 %
<b>Adjusted EBIT growth-%</b>	20.7 %	473.2 %	100.8 %	74.4 %	18.7 %	82.3 %	-37.0 %	-33.5 %	-25.9 %	-22.8 %	-29.3 %	11.6 %	15.3 %	9.0 %
<b>EBITDA-%</b>	43.6 %	47.4 %	50.0 %	54.0 %	49.3 %	50.1 %	38.0 %	40.8 %	45.8 %	49.3 %	43.7 %	45.6 %	47.9 %	49.3 %
<b>Adjusted EBIT-%</b>	36.5 %	43.4 %	45.5 %	48.8 %	46.2 %	45.9 %	32.7 %	35.8 %	40.4 %	45.0 %	38.8 %	41.0 %	43.8 %	44.9 %
<b>Net earnings-%</b>	26.8 %	30.8 %	24.6 %	38.2 %	32.2 %	31.3 %	22.5 %	21.9 %	28.5 %	38.2 %	28.2 %	29.3 %	31.6 %	32.6 %

Source: Inderes

# Balance sheet

Assets	2020	2021	2022e	2023e	2024e
<b>Non-current assets</b>	<b>21.7</b>	<b>19.4</b>	<b>28.1</b>	<b>28.0</b>	<b>28.6</b>
Goodwill	9.2	9.2	9.2	9.2	9.2
Intangible assets	6.8	4.6	4.2	4.1	4.6
Tangible assets	1.4	1.4	1.5	1.5	1.7
Associated companies	4.2	4.1	4.1	4.1	4.1
Other investments	0.0	0.0	9.0	9.0	9.0
Other non-current assets	0.0	0.0	0.0	0.0	0.0
Deferred tax assets	0.1	0.1	0.1	0.1	0.1
<b>Current assets</b>	<b>751</b>	<b>200</b>	<b>138</b>	<b>119</b>	<b>127</b>
Inventories	0.0	0.0	0.0	0.0	0.0
Other current assets	144	0.0	0.0	0.0	0.0
Receivables	100.0	180	96.8	102	110
Cash and equivalents	507	20.0	41.4	17.4	16.5
<b>Balance sheet total</b>	<b>773</b>	<b>219</b>	<b>166</b>	<b>147</b>	<b>155</b>

Source: Inderes

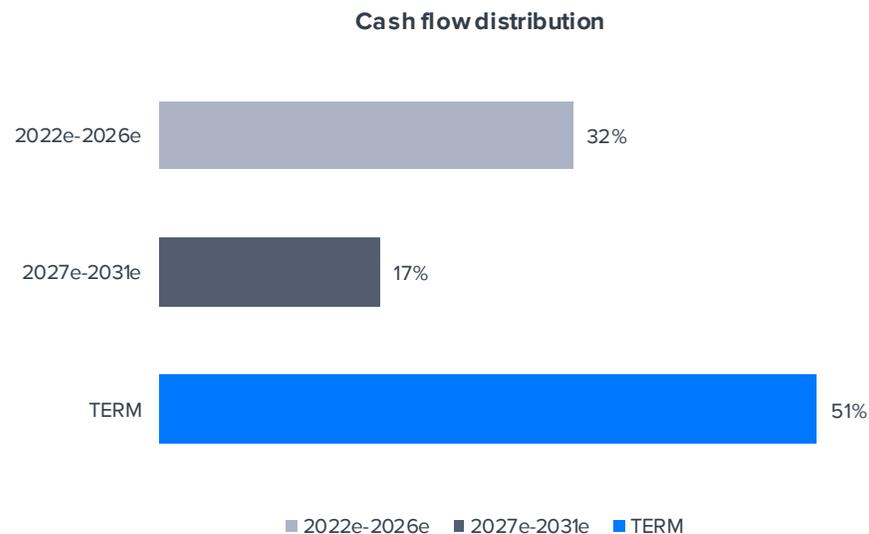
Liabilities & equity	2020	2021	2022e	2023e	2024e
<b>Equity</b>	<b>95.4</b>	<b>112</b>	<b>93.7</b>	<b>70.8</b>	<b>69.4</b>
Share capital	30.2	30.2	30.2	30.2	30.2
Retained earnings	41.3	50.0	27.6	0.5	-5.2
Hybrid bonds	0.0	0.0	0.0	0.0	0.0
Revaluation reserve	1.8	1.8	1.8	1.8	1.8
Other equity	18.5	24.8	24.8	24.8	24.8
Minorities	3.6	5.2	9.3	13.5	17.8
<b>Non-current liabilities</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>
Deferred tax liabilities	0.0	0.0	0.0	0.0	0.0
Provisions	0.0	0.0	0.0	0.0	0.0
Long term debt	0.0	0.0	0.0	0.0	0.0
Convertibles	0.0	0.0	0.0	0.0	0.0
Other long term liabilities	0.0	0.0	0.0	0.0	0.0
<b>Current liabilities</b>	<b>677</b>	<b>107</b>	<b>72.6</b>	<b>76.5</b>	<b>86.0</b>
Short term debt	516	0.0	0.0	0.0	3.3
Payables	53.2	107	72.6	76.5	82.7
Other current liabilities	108	0.0	0.0	0.0	0.0
<b>Balance sheet total</b>	<b>773</b>	<b>219</b>	<b>166</b>	<b>147</b>	<b>155</b>

# DCF calculation

DCF model	2021	2022e	2023e	2024e	2025e	2026e	2027e	2028e	2029e	2030e	2031e	TERM
<b>EBIT (operating profit)</b>	<b>53.0</b>	<b>37.5</b>	<b>41.9</b>	<b>48.3</b>	<b>52.6</b>	<b>49.2</b>	<b>49.1</b>	<b>47.0</b>	<b>41.5</b>	<b>42.7</b>	<b>43.8</b>	
+ Depreciation	4.8	4.8	4.7	4.5	5.1	5.1	6.0	5.7	6.4	6.0	6.8	
- Paid taxes	-10.5	-8.1	-8.8	-10.1	-11.0	-10.3	-10.3	-9.9	-8.7	-9.0	-9.2	
- Tax, financial expenses	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
+ Tax, financial income	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
- Change in working capital	10.2	48.4	-1.3	-2.0	-1.7	-1.5	-1.5	-1.3	-1.0	-1.0	-0.9	
<b>Operating cash flow</b>	<b>57.5</b>	<b>82.6</b>	<b>36.4</b>	<b>40.6</b>	<b>45.0</b>	<b>42.5</b>	<b>43.2</b>	<b>41.5</b>	<b>38.2</b>	<b>38.7</b>	<b>40.5</b>	
+ Change in other long-term liabilities	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
- Gross CAPEX	-2.6	-13.5	-4.5	-5.2	-5.4	-6.0	-6.0	-6.2	-6.2	-6.5	-6.8	
<b>Free operating cash flow</b>	<b>54.9</b>	<b>69.1</b>	<b>31.9</b>	<b>35.4</b>	<b>39.6</b>	<b>36.5</b>	<b>37.2</b>	<b>35.3</b>	<b>32.0</b>	<b>32.2</b>	<b>33.8</b>	
+/- Other	-0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
FCFF	54.8	69.1	31.9	35.4	39.6	36.5	37.2	35.3	32.0	32.2	33.8	605
<b>Discounted FCFF</b>		<b>65.2</b>	<b>27.8</b>	<b>28.5</b>	<b>29.4</b>	<b>25.1</b>	<b>23.7</b>	<b>20.7</b>	<b>17.3</b>	<b>16.1</b>	<b>15.6</b>	<b>280</b>
Sum of FCFF present value		549	484	456	428	398	373	350	329	312	296	280
<b>Enterprise value DCF</b>		<b>549</b>										
- Interesting bearing debt		0.0										
+ Cash and cash equivalents		20.0										
-Minorities		-5.2										
-Dividend/capital return		-25.6										
<b>Equity value DCF</b>		<b>543</b>										
<b>Equity value DCF per share</b>		<b>22.4</b>										

Wacc	
Tax-% (WACC)	20.0 %
Target debt ratio (D/(D+E))	0.0 %
Cost of debt	3.0 %
Equity Beta	1.10
Market risk premium	4.75%
Liquidity premium	1.00%
Risk free interest rate	2.0 %
<b>Cost of equity</b>	<b>8.2 %</b>
<b>Weighted average cost of capital (WACC)</b>	<b>8.2 %</b>

Source: Inderes



# Summary

Income statement	2019	2020	2021	2022e	2023e	Per share data	2019	2020	2021	2022e	2023e
Revenue	75.8	79.7	115.6	<b>96.8</b>	<b>102.1</b>	EPS (reported)	0.72	0.89	1.50	<b>1.13</b>	<b>1.23</b>
EBITDA	27.6	34.8	57.8	<b>42.3</b>	<b>46.5</b>	EPS (adj.)	0.72	0.89	1.50	<b>1.13</b>	<b>1.23</b>
EBIT	24.1	29.1	53.0	<b>37.5</b>	<b>41.9</b>	OCF / share	0.80	0.33	2.38	<b>3.41</b>	<b>1.50</b>
PTP	23.5	29.5	53.5	<b>39.5</b>	<b>42.9</b>	FCF / share	0.55	0.03	2.27	<b>2.85</b>	<b>1.31</b>
Net Income	17.2	21.3	36.1	<b>27.3</b>	<b>29.9</b>	Book value / share	3.35	3.81	4.43	<b>3.48</b>	<b>2.36</b>
Extraordinary items	0.0	0.0	0.0	<b>0.0</b>	<b>0.0</b>	Dividend / share	0.66	0.73	1.06	<b>2.35</b>	<b>1.67</b>
Balance sheet	2019	2020	2021	2022e	2023e	Growth and profitability	2019	2020	2021	2022e	2023e
Balance sheet total	923.2	772.6	219.4	<b>166.2</b>	<b>147.4</b>	Revenue growth-%	11%	5%	45%	<b>-16%</b>	<b>5%</b>
Equity capital	81.8	95.4	112.0	<b>93.7</b>	<b>70.8</b>	EBITDA growth-%	31%	26%	66%	<b>-27%</b>	<b>10%</b>
Goodwill	4.9	9.2	9.2	<b>9.2</b>	<b>9.2</b>	EBIT (adj.) growth-%	23%	21%	82%	<b>-29%</b>	<b>12%</b>
Net debt	0.3	9.1	-20.0	<b>-41.4</b>	<b>-17.4</b>	EPS (adj.) growth-%	2%	23%	69%	<b>-25%</b>	<b>9%</b>
Cash flow	2019	2020	2021	2022e	2023e	EBITDA-%	36.4 %	43.6 %	50.1 %	<b>43.7 %</b>	<b>45.6 %</b>
EBITDA	27.6	34.8	57.8	<b>42.3</b>	<b>46.5</b>	EBIT (adj.)-%	31.8 %	36.5 %	45.9 %	<b>38.8 %</b>	<b>41.0 %</b>
Change in working capital	-3.4	-20.6	10.2	<b>48.4</b>	<b>-1.3</b>	EBIT-%	31.8 %	36.5 %	45.9 %	<b>38.8 %</b>	<b>41.0 %</b>
Operating cash flow	19.1	8.0	57.5	<b>82.6</b>	<b>36.4</b>	ROE-%	21.9 %	24.8 %	36.4 %	<b>28.6 %</b>	<b>42.2 %</b>
CAPEX	-6.0	-7.2	-2.6	<b>-13.5</b>	<b>-4.5</b>	ROI-%	3.4 %	4.4 %	14.8 %	<b>38.4 %</b>	<b>52.1 %</b>
Free cash flow	13.1	0.8	54.8	<b>69.1</b>	<b>31.9</b>	Equity ratio	8.9 %	12.3 %	51.0 %	<b>56.3 %</b>	<b>48.1 %</b>
Valuation multiples	2019	2020	2021	2022e	2023e	Gearing	0.4 %	9.5 %	-17.9 %	<b>-44.2 %</b>	<b>-24.5 %</b>
EV/S	3.8	4.0	5.3	<b>4.7</b>	<b>4.7</b>						
EV/EBITDA (adj.)	10.4	9.2	10.6	<b>10.7</b>	<b>10.3</b>						
EV/EBIT (adj.)	11.9	11.0	11.6	<b>12.1</b>	<b>11.4</b>						
P/E (adj.)	16.5	14.2	17.5	<b>18.1</b>	<b>16.6</b>						
P/E	3.5	3.3	5.9	<b>5.9</b>	<b>8.6</b>						
Dividend-%	5.6 %	5.8 %	4.0 %	<b>11.5 %</b>	<b>8.2 %</b>						

Source: Inderes

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return of the share is very attractive

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 price	Share price
10/24/2019	Accumulate	9.50 €	8.90 €
12/23/2019	Accumulate	10.50 €	10.00 €
1/16/2020	Reduce	10.50 €	11.85 €
1/26/2020	Accumulate	12.50 €	11.75 €
2/24/2020	Accumulate	12.50 €	11.60 €
3/6/2020	Reduce	11.50 €	11.80 €
3/13/2020	Accumulate	9.00 €	7.56 €
4/9/2020	Reduce	8.50 €	8.56 €
4/17/2020	Reduce	8.50 €	8.58 €
6/5/2020	Reduce	9.00 €	9.68 €
7/15/2020	Accumulate	10.00 €	9.18 €
9/18/2020	Accumulate	10.50 €	9.70 €
10/26/2020	Accumulate	11.50 €	10.80 €
12/29/2020	Reduce	12.00 €	12.55 €
1/25/2021	Accumulate	16.50 €	14.85 €
4/16/2021	Accumulate	21.00 €	19.10 €
7/15/2021	Accumulate	24.50 €	23.80 €
10/21/2021	Accumulate	24.50 €	23.60 €
1/7/2022	Reduce	24.50 €	26.90 €
1/26/2022	Reduce	22.00 €	22.10 €
3/14/2022	Reduce	20.00 €	19.35 €
3/31/2022	-	-	20.40 €
4/4/2022	Reduce	20.00 €	



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