

Still on an improving trend

Aspo downgraded guidance as ESL's demand hasn't picked up as fast as might have been expected earlier this year. Q4 EBITA will gain some, but expectations rest on next year.

We cut our Q4'24 earnings estimate by EUR 3m

Aspo first issued FY'24 guidance in February, when ESL seemed to have good potential for y/y earnings gains over the summer as the comparison figures were already low. ESL's Q2'24 EBITA improved y/y, but Q3 remained soft. Telko by contrast had soft Q2 earnings while Q3 was very strong. The comparison figures for Q4 are not high, but the guidance downgrade suggests EBITA will now increase by only roughly EUR 2m y/y. We believe this softness is mainly due to ESL (the Baltic Handysize index has been declining in the past few months although it doesn't have a very clear correlation with ESL's results) in Q4, however in our view it did achieve lower earnings than might have been expected also during most other parts of the year. We thus cut our Q4 EBITA estimate for ESL by some EUR 2m. We also lower our respective estimate for Telko by EUR 0.7m.

Earnings still have many more drivers next year

We leave our estimates for Leipurin mostly intact as it has been a stable performer this year. We expect Aspo FY'24 EBITA to gain by less than EUR 3m y/y, yet it still has significant room to increase as the new green coasters add to ESL's capacity while Telko has acquired EUR 85m in revenue and EUR 7.5m EBIT this year. The market may remain challenging for ESL especially in the early months of next year, so there's uncertainty around how much its earnings could pick up from the bottom. We trim our FY'25 ESL EBITA estimate by EUR 1m and by a similar amount for Telko so that on Aspo level the estimate falls EUR 2.5m. We thus continue to see Aspo's EBITA potential clearly above EUR 40m in the medium term, although the key question remains how much ESL will improve towards next summer.

Valuation remains low while earnings have room to gain

Aspo's valuation seems to have mostly anticipated the guidance downgrade, and now the key driver remains the expected demand pick-up for ESL. Aspo is valued below 8x EV/EBITA on our FY'25 estimates, and although there's uncertainty around the earnings gains pace then we don't consider the level expensive. Our new TP is EUR 6.0 (7.0) as we retain BUY rating.

Rating ++ Buy



Share price, EUR (Last trading day's closing price)	4.99
Target price, EUR	6.0
Latest change in recommendation	02–Nov–23
Latest report on company	30–Oct–24
Research paid by issuer:	YES
No. of shares outstanding, '000's	31 420
No. of shares fully diluted, '000's	31 420
Market cap, EURm	157
Free float, %	–
Exchange rate	–
Reuters code	ASPO.HE
Bloomberg code	ASPO FH
Average daily volume, EURm	0.1
Next interim report	14–Feb–25
Web site	www.aspo.com
Analyst	Joonas Ilvonen
E-mail	joonas.ilvonen@evli.com
Telephone	+358 44 430 9071

++ BUY ◻ HOLD ◻ SELL

KEY FIGURES

	Sales EURm	EBIT EURm	EBIT %	FCF EURm	EPS EUR	P/E (x)	EV/Sales (x)	EV/EBIT (x)	FCF yield %	DPS EUR
2022	560.7	38.3	6.8%	16.5	0.98	8.4	0.7	10.8	6.4%	0.46
2023	536.4	25.9	4.8%	-1.1	0.52	11.6	0.7	13.7	-0.6%	0.24
2024E	591.9	20.0	3.4%	12.6	0.19	25.7	0.5	15.8	8.0%	0.25
2025E	664.8	42.5	6.4%	16.4	0.77	6.5	0.5	7.2	10.5%	0.35
2026E	682.9	51.6	7.6%	29.9	1.06	4.7	0.4	5.6	19.1%	0.40
Market cap, EURm	157		Gearing 2024E, %	115.2 %		CAGR EPS 2023–26, %		27.0 %		
Net debt 2024E, EURm	160		Price/book 2024E	1.1		CAGR Sales 2023–26, %		8.4 %		
Enterprise value, EURm	317		Dividend yield 2024E, %	5.0 %		ROE 2024E, %		4.4 %		
Total assets 2024E, EURm	412		Tax rate 2024E, %	32.4 %		ROCE 2024E, %		6.1 %		
Goodwill 2024E, EURm	52		Equity ratio 2024E, %	33.8 %		PEG, P/E 24/CAGR		0.3		

All the important disclosures can be found on the last pages of this report.

VALUATION RESULTS	BASE CASE DETAILS	VALUATION ASSUMPTIONS	ASSUMPTIONS FOR WACC
Current share price	4.99 PV of Free Cash Flow	337 Long-term growth, %	1.0 % Risk-free interest rate, % 2.25 %
DCF share value	17.16 PV of Horizon value	375 WACC, %	7.4 % Market risk premium, % 5.8 %
Share price potential, %	243.9 % Unconsolidated equity	0 Spread, %	0.5 % Debt risk premium % 2.8 %
Maximum value	18.9 Marketable securities	31 Minimum WACC, %	6.9 % Equity beta coefficient 1.00
Minimum value	15.6 Debt – dividend	-203 Maximum WACC, %	7.9 % Target debt ratio, % 35 %
Horizon value, %	52.6 % Value of stock	539 No. of shares, Mn	31.4 Effective tax rate, % 10 %

DCF valuation, EURm	2023	2024E	2025E	2026E	2027E	2028E	2029E	2030E	2031E	2032E	2033E	TERMINAL
Net sales	536	592	665	683	694	705	715	726	737	748	755	763
Sales growth (%)	-4.3%	10.4%	12.3%	2.7%	1.7%	1.5%	1.5%	1.5%	1.5%	1.5%	1.0%	1.0%
Operating income (EBIT)	26	20	43	52	62	49	50	51	52	52	53	53
Operating income margin %	4.8%	3.4%	6.4%	7.6%	9.0%	7.0%	7.0%	7.0%	7.0%	7.0%	7.0%	7.0%
+ Depreciation+amort.	34	38	28	33	25	23	22	19	20	20	20	
EBITDA	59	58	70	84	87	73	72	70	71	72	73	
- Paid taxes	-2	-4	-5	-5	-6	-5	-5	-5	-5	-5	-5	
- Change in NWC	-2	7	-7	-15	-5	2	6	6	-1	-1	-1	
NWC / Sales, %	12.3%	10.0%	10.0%	12.0%	12.5%	12.0%	11.0%	10.0%	10.0%	10.0%	10.0%	
+ Change in other liabs	-2											
- Operative CAPEX	-22	-25	-25	-20	-20	-14	-6	-21	-22	-22	-22	
opCAPEX / Sales, %	7.9%	6.5%	4.2%	3.0%	2.9%	2.1%	0.9%	3.0%	3.0%	3.0%	2.9%	
- Acquisitions												
+ Divestments												
- Other items	-5		-1	-1	-1	-1	-1	-1	-1	-1		
= FCFF	27	35	32	43	55	55	66	49	42	43	46	716
= Discounted FCFF		35	30	37	44	41	46	32	26	24	24	375
= DFCF min WACC		35	30	37	45	42	47	33	26	25	25	424
= DFCF max WACC		35	29	36	44	40	45	31	25	23	23	333

Sensitivity analysis, EUR

		Terminal WACC				
		5.42 %	6.43 %	7.42 %	8.43 %	9.43 %
Terminal EBIT-%	5.00 %	19.85	15.95	13.21	11.17	9.59
	6.00 %	23.26	18.49	15.18	12.74	10.87
	7.00 %	26.66	21.04	17.16	14.32	12.14
	8.00 %	30.06	23.59	19.14	15.89	13.42
	9.00 %	33.46	26.13	21.11	17.46	14.69

Peer multiples and SOTP valuation

ESL PEER GROUP	MCAP MEUR	EV/EBITDA			EV/EBIT			P/B		
		23	24	25	23	24	25	23	24	25
Algoma Central	404	5.3x	5.2x	4.4x						
Diana Shipping	224	6.1x	6.6x	4.9x		11.4x	7.3x			
Seanergy Maritime Hldgs	130	7.1x	3.5x	3.2x	16.8x	5.2x	4.8x	0.6x	0.6x	0.5x
Genco Shipping & Trading	626	8.4x	4.5x	4.5x	23.9x	7.8x	8.4x	0.7x	0.7x	0.7x
Golden Ocean Group	1793	10.0x	6.8x	6.1x	17.5x	9.5x	8.5x	1.0x	1.0x	0.9x
2020 Bulkers	245	8.8x			11.5x			1.7x	1.7x	1.7x
Pangaea Logistics	245	7.3x	6.1x	5.2x	12.9x	10.7x	8.7x		0.7x	0.7x
Safe Bulkers	405	5.7x	4.9x	5.0x	8.6x	6.9x	7.8x	0.6x	0.5x	0.5x
EuroDry	34	11.3x	9.9x	4.4x	116.2x	251.7x	8.3x	0.3x	0.4x	0.3x
Belships	361	5.8x	6.7x	5.5x	8.1x	9.3x	7.7x	1.4x	1.4x	1.3x
Star Bulk Carriers	1831	8.3x	5.0x	4.3x	13.1x	7.1x	5.8x	0.9x	0.7x	0.7x
Peer Group Average	573	7.7x	5.9x	4.8x	25.4x	35.5x	7.5x	0.9x	0.8x	0.8x
Peer Group Median	361	7.3x	5.7x	4.7x	13.1x	9.3x	7.8x	0.8x	0.7x	0.7x

TELKO PEER GROUP	MCAP MEUR	EV/EBITDA			EV/EBIT			EBIT-%		
		23	24	25	23	24	25	23	24	25
AKR Corporindo	1602	7.7x	8.3x	7.5x	8.5x	9.4x	8.4x	8.4 %	8.0 %	8.4 %
Ashland	3380	11.7x	10.6x	10.2x	24.6x	19.9x	18.9x	10.1 %	11.8 %	12.8 %
Brenntag	8868	9.3x	7.9x	7.3x	11.6x	11.1x	9.9x	7.5 %	6.4 %	6.8 %
IMCD	8612	18.5x	17.4x	15.8x	23.7x	21.5x	19.6x	9.6 %	9.7 %	10.0 %
Azelis Group	4734	13.4x	12.1x	11.3x	15.5x	14.5x	13.4x	10.4 %	10.1 %	10.4 %
Nagase	2163			7.4x	12.3x	13.0x	11.9x	3.5 %	3.9 %	4.1 %
Redox	1227	8.0x	13.5x	12.8x	8.6x	14.6x	13.8x	10.7 %	10.8 %	10.3 %
Peer Group Average	4370	11.4x	11.6x	10.3x	15.0x	14.9x	13.7x	8.6 %	8.7 %	9.0 %
Peer Group Median	3380	10.5x	11.4x	10.2x	12.3x	14.5x	13.4x	9.6 %	9.7 %	10.0 %

LEIPURIN PEER GROUP	MCAP MEUR	EV/EBITDA			EV/EBIT			EBIT-%		
		23	24	25	23	24	25	23	24	25
Sligro Food Group NV	475	8.4x	6.8x	5.3x	37.2x	20.9x	11.0x	1.1 %	1.6 %	3.1 %
Chefs' Warehouse	1795	11.5x	13.9x	12.5x	18.8x	22.4x	19.8x	3.4 %	3.5 %	3.8 %
Marr	649	8.0x	7.0x	6.4x	11.7x	10.2x	9.5x	4.1 %	4.0 %	4.2 %
United Natural Foods	1739	7.7x	10.0x	9.4x	19.4x	32.2x	26.7x	0.8 %	0.5 %	0.6 %
Orkla	8528	10.6x	11.9x	11.5x	14.5x	16.1x	15.2x	10.2 %	11.0 %	11.3 %
Performance Food Group	13145	11.0x	12.0x	10.5x	14.4x	15.7x	13.8x	1.9 %	2.1 %	2.2 %
Sysco	37581	12.1x	12.2x	11.6x	14.8x	14.8x	14.0x	4.3 %	4.4 %	4.5 %
Tate & Lyle	3776	9.0x	8.0x	6.9x	11.4x	10.0x	8.5x	15.3 %	17.1 %	19.2 %
Dole	1320	6.5x	6.7x	6.6x	10.6x	10.2x	9.9x	2.9 %	3.1 %	3.1 %
US Foods Holding	15419	10.4x	12.7x	11.5x	13.7x	16.7x	14.8x	3.3 %	3.5 %	3.7 %
Nomad Foods	2702	8.4x	8.2x	7.8x	11.2x	10.6x	9.7x	13.2 %	13.9 %	14.7 %
Peer Group Average	7921	9.4x	10.0x	9.1x	16.1x	16.3x	13.9x	5.5 %	5.9 %	6.4 %
Peer Group Median	2702	9.0x	10.0x	9.4x	14.4x	15.7x	13.8x	3.4 %	3.5 %	3.8 %

Segment	EBITA	EBIT	EV/EBIT	EV	EBITA	EBIT	EV/EBIT	EV
	'24e ¹⁾	'24e ¹⁾	'24e [*]		'25e	'25e	'25e [*]	
ESL	17.7	17.6	9.3x	164	25.9	25.8	7.8x	201
Telko	12.7	11.4	14.5x	165	18.8	17.2	13.4x	231
Leipurin	5.1	4.8	15.7x	75	6.1	5.7	13.8x	79
Other operations	-5.2	-5.3	12.0x	-63	-5.9	-6.2	10.5x	-65
Total	30.3	28.5	12.0x	341	44.9	42.5	10.5x	446
ESL minority				29				29
Hybrid				30				30
Net debt (Evli YE est.)				160				149
Equity value				122				239
Per share				3.9				7.6

*Peer group median (FactSet)

1) adjusted for comparison

INTERIM FIGURES

EVLI ESTIMATES, EURm	2023Q1	2023Q2	2023Q3	2023Q4	2023	2024Q1	2024Q2	2024Q3	2024Q4E	2024E	2025E	2026E
Net sales	141.6	132.6	130.1	132.1	536.4	132.7	153.5	146.6	159.1	591.9	664.8	682.9
EBITDA	16.8	11.1	16.4	15.1	59.4	12.3	13.9	16.3	16.0	57.9	70.1	84.5
<i>EBITDA margin (%)</i>	<i>11.9%</i>	<i>8.4%</i>	<i>12.6%</i>	<i>11.4%</i>	<i>11.1%</i>	<i>9.3%</i>	<i>9.1%</i>	<i>11.1%</i>	<i>10.1%</i>	<i>9.8%</i>	<i>10.5%</i>	<i>12.4%</i>
EBIT	8.6	2.9	8.0	6.4	25.9	-3.2	6.4	8.3	8.5	20.0	42.5	51.6
<i>EBIT margin (%)</i>	<i>6.1%</i>	<i>2.2%</i>	<i>6.2%</i>	<i>4.8%</i>	<i>4.8%</i>	<i>-2.4%</i>	<i>4.2%</i>	<i>5.7%</i>	<i>5.3%</i>	<i>3.4%</i>	<i>6.4%</i>	<i>7.6%</i>
Net financial items	-1.9	-2.2	-2.5	-2.7	-9.3	-2.2	-2.1	-3.1	-1.8	-9.2	-7.2	-6.1
Pre-tax profit	6.7	0.7	5.5	3.7	16.6	-5.4	4.3	5.2	6.7	10.8	35.4	45.5
Tax	-0.3	0.9	-0.3	-0.7	-0.4	-0.6	-0.5	-1.7	-0.7	-3.5	-4.0	-4.5
<i>Tax rate (%)</i>	<i>4.5%</i>	<i>-128.6%</i>	<i>5.5%</i>	<i>18.9%</i>	<i>2.4%</i>	<i>-11.1%</i>	<i>11.6%</i>	<i>32.7%</i>	<i>10.5%</i>	<i>32.4%</i>	<i>11.3%</i>	<i>10.0%</i>
Net profit	6.4	1.6	5.2	3.0	16.2	-7.4	4.9	4.1	4.5	6.1	24.2	33.2
EPS	0.20	0.05	0.17	0.10	0.52	-0.24	0.16	0.13	0.14	0.19	0.77	1.06
EPS adj. (diluted)	0.20	0.05	0.17	0.10	0.52	-0.24	0.16	0.13	0.14	0.19	0.77	1.06
Dividend per share					0.24					0.25	0.35	0.40
SALES, EURm	2023Q1	2023Q2	2023Q3	2023Q4	2023	2024Q1	2024Q2	2024Q3	2024Q4E	2024E	2025E	2026E
ESL Shipping	52.7	44.0	43.0	49.3	189.0	49.9	60.3	41.3	52.7	204.2	219.5	227.2
Leipurin	34.6	34.4	33.2	33.9	136.1	32.6	32.3	32.9	36.2	134.0	143.4	146.2
Telko	54.3	54.2	53.9	48.9	211.3	50.2	60.9	72.4	70.2	253.7	301.9	309.5
Total	141.6	132.6	130.1	132.1	536.4	132.7	153.5	146.6	159.1	591.9	664.8	682.9
SALES GROWTH, Y/Y%	2023Q1	2023Q2	2023Q3	2023Q4	2023	2024Q1	2024Q2	2024Q3	2024Q4E	2024E	2025E	2026E
ESL Shipping	-7.2%	-27.0%	-33.9%	-22.1%	-23.0%	-5.3%	37.1%	-4.0%	6.9%	8.0%	7.5%	3.5%
Leipurin	61.7%	49.6%	26.7%	-4.0%	28.5%	-5.8%	-6.1%	-0.9%	6.8%	-1.5%	7.0%	2.0%
Telko	7.3%	2.5%	4.5%	-9.9%	0.9%	-7.6%	12.4%	34.3%	43.6%	20.1%	19.0%	2.5%
Total	9.9%	-2.6%	-8.9%	-13.6%	-4.3%	-6.3%	15.8%	12.7%	20.4%	10.4%	12.3%	2.7%
EBIT, EURm	2023Q1	2023Q2	2023Q3	2023Q4	2023	2024Q1	2024Q2	2024Q3	2024Q4E	2024E	2025E	2026E
ESL Shipping	6.0	3.3	4.0	4.4	17.7	-5.0	5.9	3.8	5.1	9.8	25.8	29.5
Leipurin	1.2	1.4	2.0	1.0	5.6	1.1	0.9	1.2	1.2	4.4	5.7	6.6
Telko	2.7	-0.1	3.1	2.3	8.0	2.2	1.3	4.0	3.6	11.1	17.2	21.7
Other operations	-1.3	-1.7	-1.1	-1.3	-5.4	-1.5	-1.7	-0.7	-1.4	-5.3	-6.2	-6.2
Total	8.6	2.9	8.0	6.4	25.9	-3.2	6.4	8.3	8.5	20.0	42.5	51.6
EBIT margin %	2023Q1	2023Q2	2023Q3	2023Q4	2023	2024Q1	2024Q2	2024Q3	2024Q4E	2024E	2025E	2026E
ESL Shipping	11.4%	7.5%	9.3%	8.9%	9.4%	-10.0%	9.8%	9.2%	9.7%	4.8%	11.8%	13.0%
Leipurin	3.5%	4.1%	6.0%	2.9%	4.1%	3.4%	2.8%	3.7%	3.3%	3.3%	4.0%	4.5%
Telko	5.0%	-0.2%	5.8%	4.7%	3.8%	4.4%	2.1%	5.5%	5.1%	4.4%	5.7%	7.0%
Other operations	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%
Total	6.1%	2.2%	6.2%	4.8%	4.8%	-2.4%	4.2%	5.7%	5.3%	3.4%	6.4%	7.6%

INCOME STATEMENT, EURm	2019	2020	2021	2022	2023	2024E	2025E	2026E
Sales	587.7	500.7	573.3	560.7	536.4	591.9	664.8	682.9
<i>Sales growth (%)</i>	8.6%	-14.8%	14.5%	-2.2%	-4.3%	10.4%	12.3%	2.7%
EBITDA	49.7	45.7	71.4	71.5	59.4	57.9	70.1	84.5
<i>EBITDA margin (%)</i>	8.5%	9.1%	12.5%	12.8%	11.1%	9.8%	10.5%	12.4%
Depreciation	-28.6	-29.0	-34.5	-33.2	-33.5	-37.9	-27.6	-32.9
EBITA	21.1	16.7	36.9	38.3	25.9	20.0	42.5	51.6
Goodwill amortization / writedown								
EBIT	21.1	16.7	36.9	38.3	25.9	20.0	42.5	51.6
<i>EBIT margin (%)</i>	3.6%	3.3%	6.4%	6.8%	4.8%	3.4%	6.4%	7.6%
Reported EBIT	21.1	16.7	33.9	28.2	11.3	20.0	42.5	51.6
<i>EBIT margin (reported) (%)</i>	3.6%	3.3%	5.9%	5.0%	2.1%	3.4%	6.4%	7.6%
Net financials	-2.9	-4.5	-3.9	-5.9	-9.3	-9.2	-7.2	-6.1
Pre-tax profit	18.2	12.2	33.0	32.4	16.6	10.8	35.4	45.5
Taxes	-2.1	-1.4	-4.7	-1.7	-0.4	-3.5	-4.0	-4.5
Minority shares						-1.2	-6.0	-6.5
Net profit	16.1	10.8	25.3	20.6	1.6	6.1	24.2	33.2
Cash NRIs			-3.0	-10.1	-14.6			
Non-cash NRIs								
BALANCE SHEET, EURm								
Assets								
Fixed assets	190	177	175	179	170	168	165	152
Goodwill	43	49	40	47	52	52	52	52
Right of use assets	22	20	21	16	23	25	28	29
Inventory	56	42	69	70	59	71	80	89
Receivables	75	63	83	82	74	71	80	89
Liquid funds	24	32	18	22	31	24	27	27
Total assets	410	384	406	416	410	412	433	439
Liabilities								
Shareholders' equity	122	113	129	144	141	139	155	178
Minority interest								
Convertibles								
Lease liabilities	9	7	7	5	24	25	28	29
Deferred taxes								
Interest bearing debt	200	182	164	172	172	159	150	131
Non-interest bearing current liabilities	61	64	79	72	67	83	93	96
Other interest-free debt	18	18	27	23	6	6	6	6
Total liabilities	410	384	406	416	410	412	433	439
CASH FLOW, EURm								
+ EBITDA	50	46	71	72	59	58	70	84
- Net financial items	-3	-5	-4	-6	-9	-9	-7	-6
- Taxes	0	-2	-5	-2	-1	-3	-4	-5
- Increase in Net Working Capital	-14	29	-23	-13	-2	7	-7	-15
+/- Other			-1	-6	-5	-1	-7	-8
= Cash flow from operations	33	68	40	45	42	51	44	51
- Capex	-7	-21	-31	-28	-43	-38	-28	-21
- Acquisitions								
+ Divestments								
= Free cash flow	25	48	9	17	-1	13	16	30
+/- New issues/buybacks	28	-12	2	8	10			
- Paid dividend	7	11	14	14	8	8	11	13
+/- Other	-35	-20	-14	-6	15	-12	-6	-18
Change in cash	4	9	-15	4	9	-7	3	1

KEY FIGURES	2020	2021	2022	2023	2024E	2025E	2026E
M-cap	264	357	258	189	157	157	157
Net debt (excl. convertibles)	157	153	155	165	160	152	133
Enterprise value	420	510	413	354	317	308	289
Sales	501	573	561	536	592	665	683
EBITDA	46	71	72	59	58	70	84
EBIT	17	37	38	26	20	43	52
Pre-tax	12	33	32	17	11	35	45
Earnings	11	28	31	16	6	24	33
Equity book value (excl. minorities)	113	129	144	141	139	155	178

Valuation multiple	2020	2021	2022	2023	2024E	2025E	2026E
EV/Sales	0.8	0.9	0.7	0.7	0.5	0.5	0.4
EV/EBITDA	9.2	7.1	5.8	6.0	5.5	4.4	3.4
EV/EBITA	25.2	13.8	10.8	13.7	15.8	7.2	5.6
EV/EBIT	25.2	13.8	10.8	13.7	15.8	7.2	5.6
EV/OCF	6.2	12.9	9.2	8.5	6.2	6.9	5.7
EV/FCF	6.7	18.5	12.0	13.0	9.0	9.7	6.8
P/FCFR	5.6	41.0	15.6	-171.4	12.5	9.5	5.2
P/E	24.4	12.6	8.4	11.6	25.7	6.5	4.7
P/BV	2.3	2.8	1.8	1.3	1.1	1.0	0.9
Target EV/EBITDA					6.0	4.8	3.8
Target EV/EBIT					17.4	8.0	6.2
Target EV/FCFF					27.7	20.7	10.7
Target P/BV					1.4	1.2	1.1
Target P/E, diluted	20.7	15.6	8.1	11.3	31.0	7.8	5.7

Per share measures	2020	2021	2022	2023	2024E	2025E	2026E
Number of shares (million)	31.42	31.42	31.42	31.42	31.42	31.42	31.42
Number of shares (diluted, million)	31.42	31.42	31.42	31.42	31.42	31.42	31.42
EPS	0.34	0.90	0.98	0.52	0.19	0.77	1.06
Operating cash flow per share	2.17	1.26	1.42	1.32	1.62	1.42	1.61
Free cash flow per share	1.51	0.28	0.53	-0.04	0.40	0.52	0.95
Book value per share	3.61	4.12	4.57	4.47	4.43	4.94	5.65
Dividend per share	0.35	0.45	0.46	0.24	0.25	0.35	0.40
Dividend payout ratio, %	101.8%	50.0%	47.1%	46.6%	129.0%	45.5%	37.8%
Dividend yield, %	4.2%	4.0%	5.6%	4.0%	5.0%	7.0%	8.0%
FCF yield, %	18.0%	2.4%	6.4%	-0.6%	8.0%	10.5%	19.1%

Efficiency measures	2020	2021	2022	2023	2024E	2025E	2026E
ROE	9.2%	23.3%	22.5%	11.4%	4.4%	16.4%	20.0%
ROCE	5.3%	12.3%	12.3%	7.9%	6.1%	13.0%	15.4%

Financial ratios	2020	2021	2022	2023	2024E	2025E	2026E
Inventories as % of sales	8.5%	12.0%	12.5%	11.0%	12.0%	12.0%	13.0%
Receivables as % of sales	12.6%	14.4%	14.6%	13.8%	12.0%	12.0%	13.0%
Non-int. bearing liabilities as % of sales	12.8%	13.8%	12.9%	12.5%	14.0%	14.0%	14.0%
NWC/sales, %	5.7%	8.9%	11.4%	12.3%	10.0%	10.0%	12.0%
Operative CAPEX/Sales, %	4.2%	5.4%	5.0%	7.9%	6.5%	4.2%	3.0%
CAPEX/sales (incl. acquisitions), %	4.2%	5.4%	5.0%	7.9%	6.5%	4.2%	3.0%
FCFF/EBITDA	1.4	0.4	0.5	0.5	0.6	0.5	0.5
Net Debt/EBITDA, book-weighted	3.4	2.1	2.2	2.8	2.8	2.2	1.6
Debt/equity, market-weighted	0.7	0.5	0.7	0.9	1.0	1.0	0.8
Equity ratio, book-weighted	0.3	0.3	0.3	0.3	0.3	0.4	0.4
Gearing, %	137.9%	118.2%	107.9%	117.6%	115.2%	97.6%	74.7%

COMPANY DESCRIPTION: Aspo includes three independent business-to-business segments each of which operates mostly in regions surrounding the Baltic Sea. The three segments all provide different kinds of logistical solutions, such as maritime transportation and raw materials wholesale distribution. Aspo's goal is to help each of its operating segments build long-lasting customer relationships. Aspo aims to create value by developing and internationalizing its subsidiary businesses while proactively considering potential acquisitions and divestitures.

INVESTMENT CASE: Aspo's largest segment by value, ESL Shipping, should see its earnings rebound in the coming years thanks to stabilizing dry bulk cargo demand in its key markets as well as changes to its fleet structure. ESL has stable long-term customer relationships and a fleet tailored for the specifications of the Baltic Sea, where dry bulk cargo demand will grow in the coming years due to major green industrial investments. We expect Telko, a chemical distributor, to achieve significantly higher earnings going forward as it has made many acquisitions recently. We also see good scope for Leipurin's continued improvement due to internal measures as well as recent acquisitions.

OWNERSHIP STRUCTURE	SHARES	EURm	%
Havsudden Oy Ab	3 412 941	17.031	10.9 %
Aev Capital Holding Oy	3 253 554	16.235	10.4 %
Varma Mutual Pension Insurance Company	1 423 076	7.101	4.5 %
Vehmas Tapio	1 275 827	6.366	4.1 %
Ilmarinen Mutual Pension Insurance Company	875 226	4.367	2.8 %
Nyberg Gustav	818 045	4.082	2.6 %
Nordea Nordic Small Cap Fund	726 040	3.623	2.3 %
Mandatum Life Insurance Company Limited	683 128	3.409	2.2 %
Procurator-Holding Oy	564 882	2.819	1.8 %
Iaik Oy	505 947	2.525	1.6 %
Ten largest	13 538 666	67.558	43.1 %
Residual	17 881 113	89.227	56.9 %
Total	31 419 779	156.785	100%

EARNINGS CALENDAR

February 14, 2025	FY 2024 Results
May 07, 2025	Q1 report
August 15, 2025	Q2 report
October 31, 2025	Q3 report

OTHER EVENTS

COMPANY MISCELLANEOUS

CEO: Jansson Rolf	Keilaranta 17, FI-02150 Espoo
OFO: Repo Erkka	Tel: +358 9 5211
IR:	

DEFINITIONS

P/E $\frac{\text{Price per share}}{\text{Earnings per share}}$	EPS $\frac{\text{Profit before extraord. items and taxes} - \text{income taxes} + \text{minority interest}}{\text{Number of shares}}$
P/BV $\frac{\text{Price per share}}{\text{Shareholder's equity} + \text{taxed provisions per share}}$	DPS Dividend for the financial period per share
Market cap Price per share * Number of shares	OCF (Operating cash flow) EBITDA – Net financial items – Taxes – Increase in working capital – Cash NRIs ± Other adjustments
EV (Enterprise value) Market cap + net debt + minority interest at market value – share of associated companies at market value	FCF (Free cash flow) Operating cash flow – Operative CAPEX – acquisitions + divestments
EV/Sales $\frac{\text{Enterprise value}}{\text{Sales}}$	FCF yield, % $\frac{\text{Free cash flow}}{\text{Market cap}}$
EV/EBITDA $\frac{\text{Enterprise value}}{\text{Earnings before interest, tax, depreciation and amortization}}$	Operative CAPEX / Sales $\frac{\text{Capital expenditure} - \text{divestments} - \text{acquisitions}}{\text{Sales}}$
EV/EBIT $\frac{\text{Enterprise value}}{\text{Operating profit}}$	Net working capital Current assets – current liabilities
Net debt Interest bearing debt – financial assets	Capital employed / Share $\frac{\text{Total assets} - \text{non-interest bearing debt}}{\text{Number of shares}}$
Total assets Balance sheet total	Gearing $\frac{\text{Net debt}}{\text{Equity}}$
Div yield, % $\frac{\text{Dividend per share}}{\text{Price per share}}$	Debt/Equity, % $\frac{\text{Interest bearing debt}}{\text{Shareholders' equity} + \text{minority interest} + \text{taxed provisions}}$
Payout ratio, % $\frac{\text{Total dividends}}{\text{Earnings before extraordinary items and taxes} - \text{income taxes} + \text{minority interest}}$	Equity ratio, % $\frac{\text{Shareholders' equity} + \text{minority interest} + \text{taxed provisions}}{\text{Total assets} - \text{interest-free loans}}$
ROCE, % $\frac{\text{Profit before extraordinary items} + \text{interest expenses} + \text{other financial costs}}{\text{Balance sheet total} - \text{non-interest bearing debt (average)}}$	CAGR, % Cumulative annual growth rate = Average growth rate per year
ROE, % $\frac{\text{Profit before extraordinary items and taxes} - \text{income taxes}}{\text{Shareholders' equity} + \text{minority interest} + \text{taxed provisions (average)}}$	

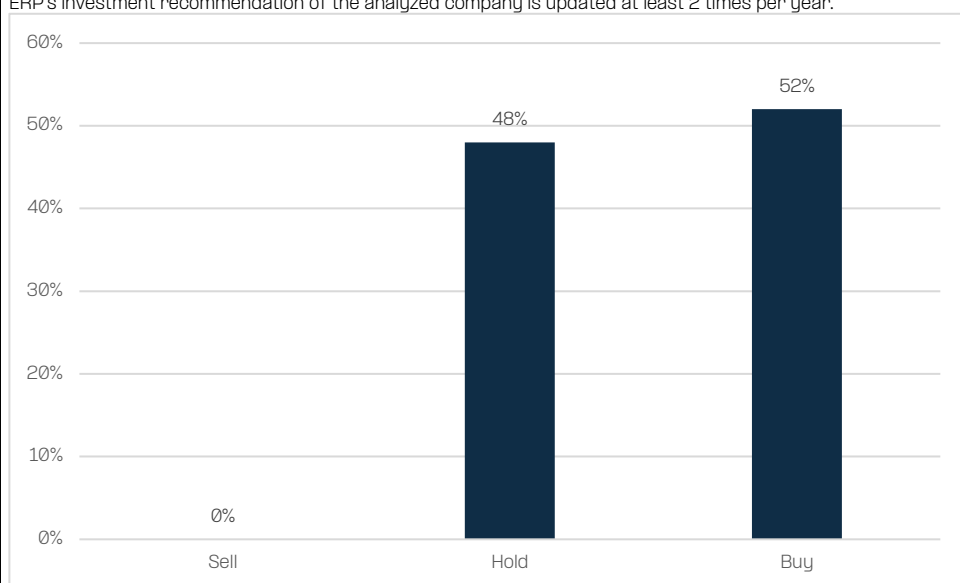
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Target price compared to share price < -10 % -10 - (+10) % > 10 %	Recommendation SELL HOLD BUY
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Name(s) of the analyst(s): Joonas Iivonen

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Contact information**SALES, TRADING AND RESEARCH****Equity Sales & Trading**

Joachim Dannberg (head) +358 9 4766 9123
Aleksi Jalava +358 9 4766 9123
Pasi Väisänen +358 9 4766 9123

Evli Investment Solutions

Johannes Asuja +358 9 4766 9205

Equity Research

Jerker Salokivi (head) +358 9 4766 9149
Joonas Ilvonen +358 44 430 9071
Atte Jortikka +358 40 054 3725
Atte Pitkälampi +358 44 047 6597

EVLI

EVLI PLC
Aleksanterinkatu 19 A
P.O. Box 1081
FIN-00101 Helsinki, FINLAND
Phone +358 9 476 690
Internet www.evli.com
E-mail firstname.lastname@evli.com

**EVLI PLC,
STOCKHOLMSFILIAL**
Regeringsgatan 67 P.O. Box 16354
SE-103 26 Stockholm
Sverige
stockholm@evli.com
Tel +46 (0)8 407 8000