

On track towards y/y improvement

Consti reported Q2 results that corresponded quite well with expectations. Prevailing market conditions still create some uncertainties for the end of the year but overall, the outlook is still quite positive. We retain our target price of EUR 12.0 per share and BUY-rating.

Q2 results quite as expected

Consti reported Q2 results which overall corresponded well with expectations. The prolonged winter had a small impact on net sales growth, with growth nonetheless at 3.1% y/y to EUR 73.1m (EUR 74.6m/74.7m Evli/Cons.). The operating profit amounted to EUR 2.9m (EUR 3.0m/2.9m Evli/cons.), at a margin of 4.0%. The increase in construction materials prices had a greater impact than in the comparison period in certain on-going projects and inflation increased indirect costs. The order backlog was at a quite good level of EUR 240.8m, up 1.9% y/y, with a Q2 order intake of EUR 98.7m (98.5m). The 2022 operating profit guidance of EUR 9-13m was kept intact.

Near-term uncertainty still present

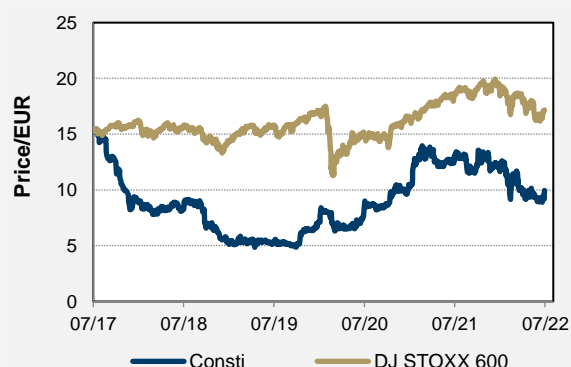
We have made only smaller adjustment to our estimates, till expecting relative growth to pick up slightly during the end of the year for an overall modest full-year growth. Our 2022e operating profit estimate is slightly below the guidance mid-point, at EUR 10.4m. The near-term demand situation remains affected by current uncertainties, especially within corporate customers. The situation with construction material prices and availability still has an impact, although smaller within renovation projects. Some indications of price peaks have been seen, but the uncertainty should still most likely be present at least throughout the year.

BUY with a target price of EUR 12.0

Despite the prevailing market situation and uncertainties Consti has in our view performed well and we remain rather optimistic also for the coming quarters. Long-term drivers still remain. Compared with peers the current valuation remains quite cheap. We keep our target price of EUR 12.0 intact, rating still BUY.

Rating

BUY



Share price, EUR (Last trading day's closing price) **9.96**

Target price, EUR **12.0**

Latest change in recommendation **23-Jul-21**

Latest report on company **02-May-22**

Research paid by issuer: **YES**

No. of shares outstanding, '000's **7,735**

No. of shares fully diluted, '000's **7,735**

Market cap, EURm **77**

Free float, % **62.0**

Exchange rate EUR **1.000**

Reuters code **CONSTI.HE**

Bloomberg code **CONSTI FH**

Average daily volume, EURm **0.1**

Next interim report **27-Oct-22**

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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
2020	274.6	8.2	3.0%	15.1	0.71	14.2	0.3	10.6	19.2	0.40
2021	288.8	5.7	2.0%	-3.1	0.47	25.9	0.4	19.1	-3.3	0.45
2022E	299.3	10.4	3.5%	8.2	0.98	10.2	0.3	8.3	10.7	0.49
2023E	309.3	12.2	3.9%	9.5	1.18	8.4	0.3	6.6	12.4	0.59
2024E	319.6	13.0	4.1%	10.2	1.28	7.8	0.2	5.8	13.2	0.64
Market cap, EURm			77	Gearing 2022E, %		26.2	CAGR EPS 2021-24, %		40.0	
Net debt 2022E, EURm			9	Price/book 2022E		2.1	CAGR sales 2021-24, %		3.4	
Enterprise value, EURm			87	Dividend yield 2022E, %		4.9	ROE 2022E, %		22.3	
Total assets 2022E, EURm			121	Tax rate 2022E, %		19.9	ROCE 2022E, %		16.3	
Goodwill 2022E, EURm			50	Equity ratio 2022E, %		29.8	PEG, P/E 22/CAGR		1.0	

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

Construction companies	MCAP MEUR	EV/EBITDA			EV/EBIT			P/E		
		22	23	24	22	23	24	22	23	24
YIT	718	8.9x	8.1x	7.3x	11.2x	10.1x	8.9x	11.8x	10.4x	8.8x
SRV Yhtiot	78		6.0x	5.0x	8.2x	7.4x	6.0x		5.7x	4.0x
Lehto Group	33		9.6x	7.7x		18.3x	11.0x		9.5x	4.8x
Skanska	6774	7.3x	7.4x	6.7x	9.9x	10.7x	9.8x	11.2x	12.2x	11.1x
NCC	1035	5.2x	4.9x	4.8x	9.5x	8.6x	8.3x	8.6x	7.6x	7.2x
Peab	1909	8.5x	8.7x	8.5x	12.6x	12.7x	12.6x	8.4x	8.5x	8.5x
JM AB	1219	10.2x	10.7x	11.1x	10.0x	10.2x	10.0x	9.0x	9.4x	9.7x
Veidekke	1286	4.6x	4.2x	4.1x	7.5x	6.7x	6.6x	12.7x	11.2x	11.1x
Peer Group Average	1580	7.4x	7.4x	6.9x	9.8x	10.6x	9.2x	10.3x	9.3x	8.1x
Peer Group Median	1189	7.9x	7.8x	7.0x	9.9x	10.2x	9.4x	10.1x	9.5x	8.6x
Consti (Evli est.)	77	6.2x	5.1x	4.6x	8.3x	6.6x	5.8x	10.2x	8.4x	7.8x

Consti prem./disc. to peer median -22 % -34 % -35 % -16 % -35 % -38 % 1 % -11 % -10 %
 Source FactSet, Evli Research

Building installations and services companies	MCAP MEUR	EV/EBITDA			EV/EBIT			P/E		
		22	23	24	22	23	24	22	23	24
Caverion	652	5.5x	5.0x	4.7x	10.6x	8.9x	7.9x	12.5x	10.2x	8.9x
Bravida Holding	1971	11.4x	10.8x	10.6x	14.8x	14.0x	13.6x	17.1x	16.1x	15.6x
MITIE Group	1171	5.4x	5.1x	4.7x	7.2x	6.8x	6.1x	10.1x	9.7x	8.8x
ISS A/S	2957	7.8x	6.9x	6.4x	12.7x	10.6x	9.7x	13.4x	10.6x	9.2x
Bilfinger	1115							14.7x	11.4x	8.8x
Instalco	1207	14.0x	13.2x	12.5x	18.9x	17.2x	16.0x	20.7x	18.7x	17.2x
Peer Group Average	1580	8.8x	8.2x	7.8x	12.8x	11.5x	10.6x	14.7x	12.8x	11.4x
Peer Group Median	1189	7.8x	6.9x	6.4x	12.7x	10.6x	9.7x	14.0x	11.0x	9.0x
Consti (Evli est.)	77	6.2x	5.1x	4.6x	8.3x	6.6x	5.8x	10.2x	8.4x	7.8x

Consti prem./disc. to peer median -21 % -25 % -29 % -35 % -38 % -41 % -28 % -23 % -14 %
 Source FactSet, Evli Research

VALUATION RESULTS	BASE CASE DETAILS	VALUATION ASSUMPTIONS	ASSUMPTIONS FOR WACC	
Current share price	9.96 PV of Free Cash Flow	87 Long-term growth, %	1.2 Risk-free interest rate, %	2.25
DCF share value	20.27 PV of Horizon value	88 WACC, %	8.6 Market risk premium, %	5.8
Share price potential, %	103.6 Unconsolidated equity	0 Spread, %	0.5 Debt risk premium, %	3.3
Maximum value	21.9 Marketable securities	18 Minimum WACC, %	8.1 Equity beta coefficient	1.15
Minimum value	18.9 Debt - dividend	-36 Maximum WACC, %	9.1 Target debt ratio, %	30
Horizon value, %	50.2 Value of stock	157 Nr of shares, Mn	7.7 Effective tax rate, %	20

DCF valuation, EURm	2021	2022E	2023E	2024E	2025E	2026E	2027E	2028E	2029E	2030E	2031E	Horizon
Net sales	289	299	309	320	324	329	334	339	344	349	354	358
<i>Sales growth, %</i>	<i>5.1</i>	<i>3.6</i>	<i>3.3</i>	<i>3.3</i>	<i>1.5</i>	<i>1.5</i>	<i>1.5</i>	<i>1.5</i>	<i>1.5</i>	<i>1.5</i>	<i>1.2</i>	<i>1.2</i>
Operating income (EBIT)	6	10	12	13	13	13	13	14	14	14	14	14
<i>Operating income margin, %</i>	<i>2.0</i>	<i>3.5</i>	<i>3.9</i>	<i>4.1</i>	<i>4.0</i>	<i>4.0</i>	<i>4.0</i>	<i>4.0</i>	<i>4.0</i>	<i>4.0</i>	<i>4.0</i>	<i>4.0</i>
+ Depreciation+amort.	3	4	3	3	3	4	4	4	4	4	4	4
EBITDA	9	14	16	16	16	17	17	17	18	18	18	
- Paid taxes	-1	-2	-2	-3	-3	-3	-3	-3	-3	-3	-3	-3
- Change in NWC	-3	0	0	0	0	0	0	0	0	0	0	0
<i>NWC / Sales, %</i>	<i>-3.4</i>	<i>-3.4</i>	<i>-3.4</i>	<i>-3.4</i>	<i>-3.4</i>	<i>-3.4</i>	<i>-3.4</i>	<i>-3.4</i>	<i>-3.4</i>	<i>-3.4</i>	<i>-3.4</i>	<i>-3.4</i>
+ Change in other liabs	0	0	0	0	0	0	0	0	0	0	0	0
- Operative CAPEX	-1	-1	-1	-1	-1	-1	-1	-1	-1	-1	-2	-2
<i>opCAPEX / Sales, %</i>	<i>2.4</i>	<i>1.1</i>	<i>1.1</i>	<i>1.1</i>	<i>1.1</i>	<i>1.1</i>	<i>1.1</i>	<i>1.1</i>	<i>1.1</i>	<i>1.1</i>	<i>1.2</i>	<i>1.1</i>
- Acquisitions	-1	0	0	0	0	0	0	0	0	0	0	0
+ Divestments	0	0	0	0	0	0	0	0	0	0	0	0
- Other items	1	0	0	0	0	0	0	0	0	0	0	0
= FCFF	3	11	12	13	13	13	13	13	13	14	14	190
= Discounted FCFF		11	11	10	10	9	8	8	7	7	6	88
= DFCF min WACC		11	11	11	10	9	9	8	8	7	7	98
= DFCF max WACC		11	11	10	9	9	8	8	7	7	6	78

INTERIM FIGURES

EVLI ESTIMATES, EURm	2021Q1	2021Q2	2021Q3	2021Q4	2021	2022Q1	2022Q2	2022Q3E	2022Q4E	2022E	2023E	2024E
Net sales	59.3	70.9	76.0	82.6	288.8	59.8	73.1	79.8	86.5	299.3	309.3	319.6
EBITDA	0.9	0.3	4.0	4.0	9.2	1.4	3.7	4.2	4.7	14.0	15.7	16.5
<i>EBITDA margin (%)</i>	<i>1.5</i>	<i>0.4</i>	<i>5.3</i>	<i>4.9</i>	<i>3.2</i>	<i>2.3</i>	<i>5.1</i>	<i>5.3</i>	<i>5.4</i>	<i>4.7</i>	<i>5.1</i>	<i>5.2</i>
EBIT	0.1	-0.5	3.1	3.0	5.7	0.4	2.9	3.3	3.8	10.4	12.2	13.0
<i>EBIT margin (%)</i>	<i>0.2</i>	<i>-0.7</i>	<i>4.1</i>	<i>3.6</i>	<i>2.0</i>	<i>0.7</i>	<i>4.0</i>	<i>4.1</i>	<i>4.4</i>	<i>3.5</i>	<i>3.9</i>	<i>4.1</i>
Net financial items	-0.2	-0.4	-0.2	-0.3	-1.1	-0.2	-0.2	-0.2	-0.2	-0.9	-0.8	-0.6
Pre-tax profit	-0.1	-0.9	2.9	2.7	4.6	0.2	2.7	3.1	3.6	9.5	11.4	12.4
Tax	0.0	0.2	-0.6	-0.5	-0.9	0.0	-0.5	-0.6	-0.7	-1.9	-2.3	-2.5
<i>Tax rate (%)</i>	<i>19.8</i>	<i>20.0</i>	<i>19.1</i>	<i>19.1</i>	<i>18.9</i>	<i>15.6</i>	<i>20.0</i>	<i>20.0</i>	<i>20.0</i>	<i>19.9</i>	<i>20.0</i>	<i>20.0</i>
Net profit	-0.1	-0.7	2.4	2.2	3.7	0.2	2.2	2.4	2.8	7.6	9.1	9.9
EPS	-0.02	-0.09	0.30	0.27	0.47	0.02	0.28	0.32	0.37	0.98	1.18	1.28
EPS adjusted (diluted no. of shares)	-0.02	-0.09	0.30	0.27	0.47	0.02	0.28	0.32	0.37	0.98	1.18	1.28
Dividend per share	0.00	0.00	0.00	0.00	0.45	0.00	0.00	0.00	0.00	0.49	0.59	0.64
SALES, EURm												
Housing Companies	13.4	21.7	27.6	27.3	90.0	15.6	25.4	29.9	30.3	101.2	105.2	109.4
Corporations	21.8	26.0	25.6	27.6	101.0	20.2	24.3	24.8	27.0	96.3	99.1	102.1
Public Sector	7.5	8.5	9.6	12.1	37.7	10.9	9.4	11.0	13.0	44.3	45.7	47.0
Building Technology	19.2	17.8	16.3	19.5	72.9	16.0	17.7	17.3	20.2	71.2	73.4	75.6
Elimination	-2.6	-3.1	-3.1	-3.9	-12.7	-2.9	-3.6	-3.2	-4.0	-13.7	-14.1	-14.6
Total	59.3	70.9	76.0	82.6	288.8	59.8	73.1	79.8	86.5	299.3	309.3	319.6
SALES GROWTH, Y/Y %												
<i>Housing Companies</i>	<i>-18.6</i>	<i>-12.4</i>	<i>16.1</i>	<i>29.2</i>	<i>4.5</i>	<i>16.5</i>	<i>16.9</i>	<i>8.3</i>	<i>11.0</i>	<i>12.4</i>	<i>4.0</i>	<i>4.0</i>
<i>Corporations</i>	<i>5.0</i>	<i>20.2</i>	<i>18.8</i>	<i>3.5</i>	<i>11.4</i>	<i>-7.4</i>	<i>-6.7</i>	<i>-3.0</i>	<i>-2.1</i>	<i>-4.7</i>	<i>3.0</i>	<i>3.0</i>
<i>Public Sector</i>	<i>-20.3</i>	<i>-17.4</i>	<i>-2.0</i>	<i>1.0</i>	<i>-9.1</i>	<i>46.6</i>	<i>10.5</i>	<i>14.7</i>	<i>7.3</i>	<i>17.7</i>	<i>3.0</i>	<i>3.0</i>
<i>Building Technology</i>	<i>24.4</i>	<i>8.2</i>	<i>2.7</i>	<i>-9.3</i>	<i>5.1</i>	<i>-16.6</i>	<i>-0.7</i>	<i>6.0</i>	<i>3.6</i>	<i>-2.2</i>	<i>3.0</i>	<i>3.0</i>
<i>Elimination</i>	<i>-13.5</i>	<i>-19.6</i>	<i>11.6</i>	<i>22.1</i>	<i>-1.1</i>	<i>12.2</i>	<i>15.5</i>	<i>3.0</i>	<i>3.0</i>	<i>7.9</i>	<i>3.0</i>	<i>3.0</i>
Total	0.4	2.3	11.4	5.8	5.1	0.9	3.1	5.0	4.7	3.6	3.3	3.3
EBIT, EURm												
Group	0.1	-0.5	3.1	3.0	5.7	0.4	2.9	3.3	3.8	10.4	12.2	13.0
Total	0.1	-0.5	3.1	3.0	5.7	0.4	2.9	3.3	3.8	10.4	12.2	13.0
EBIT margin, %												
<i>Total</i>	<i>0.2</i>	<i>-0.7</i>	<i>4.1</i>	<i>3.6</i>	<i>2.0</i>	<i>0.7</i>	<i>4.0</i>	<i>4.1</i>	<i>4.4</i>	<i>3.5</i>	<i>3.9</i>	<i>4.1</i>

INCOME STATEMENT, EURm	2017	2018	2019	2020	2021	2022E	2023E	2024E
Sales	300.2	315.8	314.8	274.6	288.8	299.3	309.3	319.6
<i>Sales growth (%)</i>	<i>14.8</i>	<i>5.2</i>	<i>-0.3</i>	<i>-12.8</i>	<i>5.1</i>	<i>3.6</i>	<i>3.3</i>	<i>3.3</i>
EBITDA	1.7	-0.5	8.1	11.4	9.2	14.0	15.7	16.5
<i>EBITDA margin (%)</i>	<i>0.6</i>	<i>-0.1</i>	<i>2.6</i>	<i>4.2</i>	<i>3.2</i>	<i>4.7</i>	<i>5.1</i>	<i>5.2</i>
Depreciation	-2.1	-1.7	-3.5	-3.2	-3.5	-3.6	-3.5	-3.5
EBITA	-0.4	-2.1	4.6	8.2	5.7	10.4	12.2	13.0
Goodwill amortization / writedown	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
EBIT	-0.4	-2.1	4.6	8.2	5.7	10.4	12.2	13.0
<i>EBIT margin (%)</i>	<i>-0.1</i>	<i>-0.7</i>	<i>1.5</i>	<i>3.0</i>	<i>2.0</i>	<i>3.5</i>	<i>3.9</i>	<i>4.1</i>
Reported EBIT	-0.4	-2.1	4.6	8.2	5.7	10.4	12.2	13.0
<i>EBIT margin (reported) (%)</i>	<i>-0.1</i>	<i>-0.7</i>	<i>1.5</i>	<i>3.0</i>	<i>2.0</i>	<i>3.5</i>	<i>3.9</i>	<i>4.1</i>
Net financials	-0.8	-0.7	-1.2	-1.0	-1.1	-0.9	-0.8	-0.6
Pre-tax profit	-1.2	-2.8	3.4	7.2	4.6	9.5	11.4	12.4
Taxes	0.1	0.5	-0.7	-1.6	-0.9	-1.9	-2.3	-2.5
Minority shares	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net profit	-1.1	-2.3	2.5	5.6	3.7	7.6	9.1	9.9
Cash NRIs	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Non-cash NRIs	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
BALANCE SHEET, EURm								
Assets								
Fixed assets	5	4	4	3	3	3	4	4
Goodwill	49	49	49	49	50	50	50	50
Right of use assets	0	4	3	2	6	5	5	5
Inventory	1	1	1	1	1	1	1	1
Receivables	36	53	50	49	41	43	44	46
Liquid funds	10	3	10	24	18	19	19	20
Total assets	101	115	117	129	119	121	123	125
Liabilities								
Shareholder's equity	25	23	26	30	32	36	41	47
Minority interest	0	0	0	0	0	0	0	0
Convertibles	0	0	3	3	0	0	0	0
Lease liabilities	0	4	4	2	5	5	5	5
Deferred taxes	0	0	0	0	0	0	0	0
Interest bearing debt	22	23	25	27	27	23	18	13
Non-interest bearing current liabilities	52	62	56	63	52	54	56	58
Other interest-free debt	0	0	0	0	0	0	0	0
Total liabilities	101	115	117	129	119	121	123	125
CASH FLOW, EURm								
+ EBITDA	2	0	8	11	9	14	16	16
- Net financial items	-1	-1	-1	-1	-1	-1	-1	-1
- Taxes	-1	0	0	-1	-1	-2	-2	-2
- Increase in Net Working Capital	9	-5	-3	8	-3	0	0	0
+/- Other	0	0	0	0	1	0	0	0
= Cash flow from operations	9	-7	4	18	5	12	13	14
- Capex	-1	-1	-4	-3	-7	-3	-3	-4
- Acquisitions	-4	0	0	0	-1	0	0	0
+ Divestments	1	1	0	0	0	0	0	0
= Free cash flow	4	-8	0	15	-3	8	10	10
+/- New issues/buybacks	1	0	0	0	1	0	0	0
- Paid dividend	-4	0	0	-1	-3	-4	-4	-5
+/- Other	-1	1	6	0	-1	-4	-5	-5
Change in cash	0	-6	7	14	-6	1	1	1

KEY FIGURES	2018	2019	2020	2021	2022E	2023E	2024E
M-cap	43	50	79	95	77	77	77
Net debt (excl. convertibles)	23	19	5	14	9	4	-2
Enterprise value	67	72	87	109	87	81	75
Sales	316	315	275	289	299	309	320
EBITDA	0	8	11	9	14	16	16
EBIT	-2	5	8	6	10	12	13
Pre-tax	-3	3	7	5	9	11	12
Earnings	-2	2	6	4	8	9	10
Equity book value (excl. minorities)	23	26	30	32	36	41	47
Valuation multiples							
EV/sales	0.2	0.2	0.3	0.4	0.3	0.3	0.2
EV/EBITDA	-143.6	8.9	7.6	11.9	6.2	5.1	4.6
EV/EBITA	-31.3	15.6	10.6	19.1	8.3	6.6	5.8
EV/EBIT	-31.3	15.6	10.6	19.1	8.3	6.6	5.8
EV/OCF	-9.9	19.7	4.9	23.3	7.5	6.2	5.5
EV/FCFF	-9.6	31.9	5.2	32.9	7.9	6.6	5.9
P/FCFE	-5.7	523.9	5.2	-30.6	9.3	8.1	7.6
P/E	-18.5	20.3	14.2	25.9	10.2	8.4	7.8
P/B	1.8	1.9	2.6	3.0	2.1	1.9	1.6
Target EV/EBITDA	0.0	0.0	0.0	0.0	7.3	6.2	5.5
Target EV/EBIT	0.0	0.0	0.0	0.0	9.8	7.9	7.0
Target EV/FCF	0.0	0.0	0.0	0.0	12.4	10.1	8.9
Target P/B	0.0	0.0	0.0	0.0	2.6	2.2	2.0
Target P/E	0.0	0.0	0.0	0.0	12.2	10.2	9.4
Per share measures							
Number of shares	7,858	7,858	7,858	7,858	7,735	7,735	7,735
Number of shares (diluted)	7,858	7,858	7,858	7,858	7,735	7,735	7,735
EPS	-0.30	0.32	0.71	0.47	0.98	1.18	1.28
Operating cash flow per share	-0.85	0.47	2.27	0.60	1.49	1.68	1.77
Free cash flow per share	-0.96	0.01	1.93	-0.40	1.07	1.23	1.32
Book value per share	2.98	3.33	3.87	4.08	4.66	5.36	6.05
Dividend per share	0.00	0.16	0.40	0.45	0.49	0.59	0.64
Dividend payout ratio, %	0.0	50.8	56.3	96.4	50.0	50.0	50.0
Dividend yield, %	0.0	2.5	4.0	3.7	4.9	5.9	6.4
FCF yield, %	-17.4	0.2	19.2	-3.3	10.7	12.4	13.2
Efficiency measures							
ROE	-9.6	10.0	19.7	11.8	22.3	23.6	22.5
ROCE	-4.2	8.6	13.7	9.1	16.3	19.1	20.2
Financial ratios							
Inventories as % of sales	0.2	0.2	0.2	0.3	0.3	0.3	0.3
Receivables as % of sales	16.8	15.8	17.9	14.3	14.3	14.3	14.3
Non-interest bearing liabilities as % of sales	19.5	17.8	23.1	18.0	18.0	18.0	18.0
NWC/sales, %	-2.5	-1.7	-4.9	-3.4	-3.4	-3.4	-3.4
Operative CAPEX/sales, %	0.4	1.3	1.0	2.4	1.1	1.1	1.1
CAPEX/sales (incl. acquisitions), %	0.4	1.3	1.0	2.0	1.1	1.1	1.1
FCFF/EBITDA	15.0	0.3	1.5	0.4	0.8	0.8	0.8
Net debt/EBITDA, book-weighted	-50.5	2.3	0.4	1.5	0.7	0.2	-0.1
Debt/equity, market-weighted	0.5	0.5	0.3	0.3	0.3	0.2	0.2
Equity ratio, book-weighted	24.4	29.8	26.1	26.9	29.8	33.7	37.4
Gearing, %	100.0	64.4	14.1	44.1	26.2	9.0	-4.1

COMPANY DESCRIPTION: Consti is one of the leading renovation and technical service companies in Finland. Consti has a comprehensive service offering covering technical building services, residential pipeline renovation, renovation contracting, building facade repair and maintenance, and other renovation and technical services for residential and non-residential properties. Consti was established in 2008 to meet the growing need for repair and construction work.

INVESTMENT CASE: Consti should seek to maintain the achieved healthier levels of profitability after a period of weaker profitability during previous years driven by a number of weak margin projects. Growth has been a challenge but with an improved order backlog and the strategic venture into new construction services growth is once again picking up. Demand in certain areas remains affected by the pandemic but for instance the housing market has seen good recovery. The long-term market outlook remains favourable due to among other things a large aging building stock, and the renovation market is expected to see steady growth.

OWNERSHIP STRUCTURE	SHARES	EURm	%
Lujatalo Oy	790,000	7.868	10.2%
Heikintorppa Oy	750,000	7.470	9.7%
Wipunen varainhallinta Oy	750,000	7.470	9.7%
Fennia Life Insurance Company Ltd	518,525	5.165	6.7%
Korkeela Esa Sakari	442,058	4.403	5.7%
Kivi Risto Juhani	380,267	3.787	4.9%
Kalervo Markku	300,044	2.988	3.9%
Varma Mutual Pension Insurance Company	172,000	1.713	2.2%
Korkeela Antti Petteri	157,214	1.566	2.0%
Drumbo Oy	150,000	1.494	1.9%
Ten largest	4,410,108	43.925	57%
Residual	3,324,420	33.111	43%
Total	7,734,528	77.036	100%

EARNINGS CALENDAR

October 27, 2022

Q3 report

OTHER EVENTS

COMPANY MISCELLANEOUS

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CFO: Joni Sorsanen

Tel: +358 10 288 6000

IR: Ismo Heikkilä

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	$\frac{\text{Price per share}}{\text{Shareholders' equity} + \text{taxed provisions per share}}$	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 per year
ROE, %	$\frac{\text{Profit before extraordinary items and taxes} - \text{income taxes}}{\text{Shareholder's equity} + \text{minority interest} + \text{taxed provisions (average)}}$		

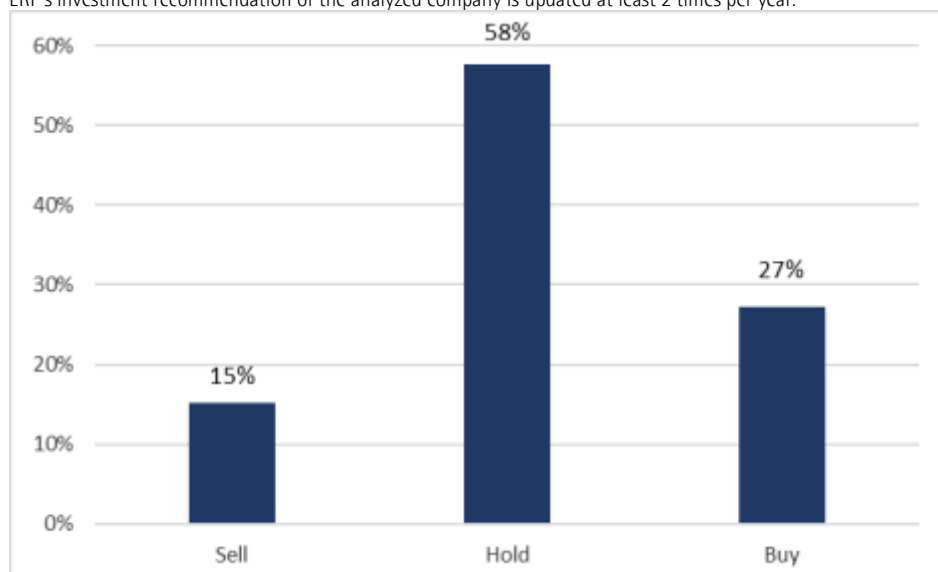
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Investment recommendations are defined as follows:

Target price compared to share price	Recommendation
< -10 %	SELL
-10 – (+10) %	HOLD
> 10 %	BUY

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Name(s) of the analyst(s): Salokivi

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