

## In line with our estimates

Consti's net sales in Q3 amounted to EUR 79.0m, in line with our and consensus estimates (EUR 79.8m/79.6m Evli/cons.), with growth of 4.0% y/y. EBIT amounted to EUR 3.3m, in line with our and consensus estimates (EUR 3.2m/3.3m Evli/cons.). Guidance reiterated: operating result in 2022 is expected to be EUR 9-13m.

- Net sales in Q3 were EUR 79.0m (EUR 76.0m in Q3/21), in line with our and consensus estimates (EUR 79.8m/79.6m Evli/Cons.). Sales grew 4.0% y/y.
- Adj. operating profit in Q3 amounted to EUR 3.3m (EUR 3.1m in Q3/21), in line with our and consensus estimates (EUR 3.2m/3.3m Evli/cons.), at a margin of 4.2%.
- EPS in Q3 amounted to EUR 0.32 (EUR 0.29 in Q3/21), in line with our and consensus estimates (EUR - 0.31/0.31 Evli/cons.).
- The order backlog in Q3 was EUR 210.5m (EUR 217.9m in Q3/21), down by 3.4% y/y. Order intake was EUR 38.4m in Q3 (Q3/21: EUR 40.0m).
- Free cash flow amounted to EUR 5.8m (Q3/21: EUR - 3.6m).
- During the quarter Consti's building technology unit was selected for the development phases of both Laakso Joint Hospital and Jorvi Hospital's new ward building. The alliances will make separate decisions on the launch of implementation phases after the development phases.
- **Guidance for 2022 (reiterated):** Operating profit is expected to be between EUR 9-13m.

### Rating + BUY

| Q3/22     | Actual | Evli | Consensus | Year ago | Q2/22 |
|-----------|--------|------|-----------|----------|-------|
| Net sales | 79.0   | 79.8 | 79.6      | 76.0     | 73.1  |
| EBIT      | 3.3    | 3.2  | 3.3       | 3.1      | 2.9   |
| EPS       | 0.32   | 0.31 | 0.31      | 0.30     | 0.28  |

| Deviation | Actual | Evli | Consensus | Year ago | Q2/22 |
|-----------|--------|------|-----------|----------|-------|
| Net sales |        | -1 % | -1 %      | 4 %      | 8 %   |
| EBIT      |        | 4 %  | 2 %       | 7 %      | 14 %  |
| EPS       |        | 5 %  | 3 %       | 6 %      | 15 %  |

*Consensus by Bloomberg*

Share price, EUR (Last trading day's closing price) 8.70

Target price, EUR 11.0

Latest change in recommendation 26-Jul-21

Latest report on company 24-Oct-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 67

Free float, % 46.0

Exchange rate EUR 1.000

Reuters code CONSTI.HE

Bloomberg code CONSTI FH

Average daily volume, EURm 0.05

Next interim report 27-Oct-22

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+ BUY + HOLD - SELL

### PRE-REPORT KEY FIGURES

|       | Sales<br>EURm | EBIT<br>EURm | EBIT<br>% | FCF<br>EURm | EPS<br>EUR | P/E<br>(x) | EV/Sales<br>(x) | EV/EBIT<br>(x) | FCF yield<br>% | DPS<br>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         | 10.2         | 3.4%      | 8.1         | 0.96       | 9.1        | 0.3             | 7.5            | 12.0           | 0.48       |
| 2023E | 309.3         | 12.0         | 3.9%      | 9.4         | 1.16       | 7.5        | 0.2             | 5.9            | 13.9           | 0.58       |
| 2024E | 319.6         | 12.8         | 4.0%      | 10.0        | 1.26       | 6.9        | 0.2             | 5.1            | 14.9           | 0.63       |

|                          |     |                         |      |                       |      |
|--------------------------|-----|-------------------------|------|-----------------------|------|
| Market cap, EURm         | 67  | BV per share 2022E, EUR | 26.8 | CAGR EPS 2021-24, %   | 39.2 |
| Net debt 2022E, EURm     | 10  | Price/book 2022E        | 1.9  | CAGR sales 2021-24, % | 3.4  |
| Enterprise value, EURm   | 77  | Dividend yield 2022E, % | 5.5  | ROE 2022E, %          | 21.9 |
| Total assets 2022E, EURm | 121 | Tax rate 2022E, %       | 19.9 | ROCE 2022E, %         | 16.0 |
| Goodwill 2022E, EURm     | 50  | Equity ratio 2022E, %   | 29.7 | PEG, P/E 22/CAGR      | 0.9  |

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

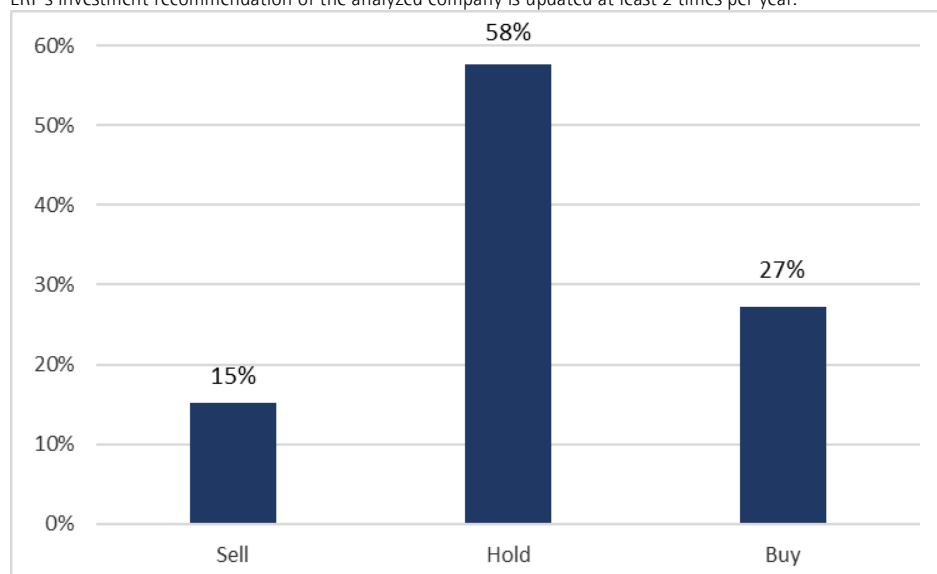
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| Target price compared to share price | Recommendation |
|--------------------------------------|----------------|
| < -10 %                              | SELL           |
| -10 – (+10) %                        | HOLD           |
| > 10 %       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

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

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