

Metals & Mining/Finland, August 16, 2024 Company update

Should deliver profitable growth in H2

Despite Pampalo's profitability not meeting our expectations in H1, we anticipate substantial volume growth in H2 to enhance profitability, supported by sustained high gold prices.

Net sales met expectations, yet profitability fell short

Given the disclosed production volume of 7,019 oz for the first half of the year, our net sales prediction of EUR 13.3m was close to the actual figure of EUR 13.1m. In terms of profitability, we expected group EBITDA of EUR 3.3m, which was clearly higher than the actual figure of EUR 1.9m. The miss was mainly the result of higher-than-expected Pampalo cash cost. The ramp-up of Hosko and some preparatory work in the Pampalo open-pit affected the cash cost negatively. Overhead costs were only slightly higher than we estimated at EUR 2.1m (Evli est. EUR 1.8m).

Profitability should improve in H2 driven by volume growth

For the second half, we estimate y/y volume growth of nearly 50% to 8,903 ounces. For the full year, we expect production of 15,922 ounces, with a growth of 24% y/y. Endomines kept its guidance unchanged and estimates that the gold production will increase by 15-35%, therefore our current estimate is at the middle point of the guidance range. As our estimate for Pampalo's profitability proved too optimistic for H1, we have increased our estimate for Pampalo cash cost for H2. Our FY 2024 net sales estimate is now at EUR 30.9m and group EBITDA at EUR 6.7m. In the Karelian gold line, we expect that the company is able to increase its resource base considerably in the Southern gold line as the results in Korvilansuo and Kuittila deposits have showed positive results, and the company continues resource growth drilling during the second half.

HOLD with a TP of EUR 7.3 (prev. EUR 7.5)

Driven by the slight net negative adjustments to our model, we decrease our TP to EUR 7.3 while keeping the rating at HOLD. We expect profitable production growth for H2 whilst the resource update should increase resources in the Karelian Gold Line. The destiny of the company's assets in the United States remain unknown while the partnership negotiations remain an important priority during the second half.



BUY	■ SELL
E BUIT	

KEY FIGL	JRES									
	Sales EURm	EBIT EURm	EBIT %	FCF EURm	EPS EUR	P/E (x)	EV/Sales (x)	EV/EBIT (x)	FCF yield %	DPS EUR
2022	13.5	-14.7	-108.9%	-8.0	-1.87	-2.7	4.0	-3.6	-17.1	0.00
2023	19.7	-3.0	-15.2%	-10.7	-0.55	-12.3	4.1	-26.8	-16.3	0.00
2024E	30.9	3.3	10.5%	1.2	0.11	74.2	3.0	28.3	1.5	0.00
2025E	38.0	9.5	24.9%	5.0	0.76	10.6	2.3	9.3	6.3	0.00
2026E	39.8	10.2	25.5%	5.4	0.72	11.2	2.1	8.1	6.8	0.00
Market cap	, EURm		79 Ge	aring 2024E, ^o	%	-	13.0 CAGR E	PS 2023-26	5, %	0.0
Net debt 2	024E, EURm		14 Pri	ce/book 2024	E		2.4 CAGR s	ales 2023-2	6, %	26.4
Enterprise	value, EURm		92 Div	vidend yield 2	024E, %		0.0 ROE 20	24E, %		3.2
Total asset	s 2024E, EURn	n	66 Tax	k rate 2024E, ^c	%		0.0 ROCE 2	024E, %		6.4
	024E, EURm tant disclosures	can be found	0 Eq on the last page	uity ratio 202 s of this report.	•		81.7 PEG, P/	E 24/CAGR		0.8



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H1/2024 softer than expected, yet stronger volumes in H2 expected to drive profitability

Revenue in H1 amounted to EUR 13.1m (EUR 10.7m H1/23), only slightly below our estimate of EUR 13.3m. The group EBITDA in H1 was at EUR 1.9 m (0.4m H1 2023), lower than our estimate of EUR 3.3m. The profitability of Pampalo's operations fell short of our estimates, in addition, the company's overhead costs were slightly higher than expected (EUR 2.1m vs. EUR 1.9m Evli est.). Pampalo's cash cost was negatively affected by the ramp-up of Hosko deposit and preparatory work in Pampalo open-pit deposit. Depreciation was higher than expected and therefore EBIT came in at EUR 0.1m, significantly lower than our estimate of EUR 2.1m. While H1/24 was operationally below our estimates, we expect improvement for H2/24 as volumes should grow significantly vs. H1 while the gold price is expected to stay at the current roughly USD 2400/oz levels coupled with slightly improving cash cost level. In addition to the Pampalo production, the company should be able to increase its resource base quite significantly in the Karelian gold line as the exploration results in both Korvilansuo and Kuittila have showed rather positive results. In addition, the company's plan is to focus on the Southern gold line during H2/24 with resource growth drilling at Kuittila. Earlier the company has indicated that it aims to grow Kuittila's mineralization footprint by 300-400% from the current levels of approximately 50k inferred resource ounces. The company's cash position was at EUR 3.0m at the end of H1/24. Given the current cash reserves and the anticipated profitable growth generating cash flows in the latter half of the year, we do not foresee an immediate requirement for external financing.

Table 1: Estimate summary

Endomines (EURm)	2022	H1/'23	H2/'23	2023	H1/'24	H2/'24	2024E	2025E	2026E
Gold production (Oz)	8 601	6 753	6 037	12 790	7 019	8 903	15 922	19 668	22 299
Net sales	13.5	10.7	9.0	19.7	13.1	17.8	30.9	38.0	39.8
sales growth %	>100%	91%	14%	46%	<i>23%</i>	98%	<i>57%</i>	23%	<i>5%</i>
Pampalo EBITDA	0.6	2.4	0.9	3.3	4.0	6.7	10.7	15.4	16.4
Group EBITDA	-6.4	0.4	-1.0	-0.7	1.9	4.8	6.7	12.7	13.7
EBITDA margin	-47%	4%	-11%	-3%	14%	<i>27%</i>	22%	33%	34%
EB IT	-14.7	-0.8	-2.2	-3.0	0.1	3.2	3.3	9.5	10.2
EBIT margin	-109%	-7%	-24%	-15%	1%	18%	11%	25%	26%
Assumptions	2022	H1/'23	H2/'23	2023	H1/'24	H2/'24	2024E	2025E	2026E
Gold price USD/Oz	1798	1934	1950	1942	2205	2409	2307	2360	2200
Gold price EUR/Oz	1681	1774	1805	1790	2045	2220	2133	2145	1982
EUR/USD	1.07	1.09	1.08	1.09	1.08	1.08	1.08	1.10	1.11

Source: Endomines, Evli Research



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Table 2: Sum of the parts model

	Evli est.	Spot	Estimate basis
US asset portfolio	34	41	Evli est. based on average of different valuation methods, Spot est. based on historic purchase price
Pampalo	44	53	DCF based on reserves & M+I resources Pampalo OP & UG + Hosko
Karelian gold line	26	45	Real option value for the Southern Gold Line + other satellites
Overhead	(10)	(10)	Discounted overhead costs
Net cash (debt)	(4)	(4)	2024E adjusted for theoretical conversion + accrued interest
Fair Value	90	125	
Long-term gold price (USD/oz)	2 000		Evli est.
Spot price (USD/oz)		2 450	
Diluted shares outstanding (m)	12.2	12.2	Incl. theoretical conversion of notes available for conversion during FY 2024
Fair value per share	7.3	10.2	

Source: Evli Research

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INTERIM FIGURES

EVLI ESTIMATES, EURm	2023Q1	2023Q2	2023Q3	2023Q4	2023	2024Q1E	2024Q2E	2024Q3E	2024Q4E	2024E	2025E	2026E
Net sales	0.0	10.7	0.0	9.0	19.7	0.0	13.1	0.0	17.8	30.9	38.0	39.8
EBITDA	0.0	0.4	0.0	-1.0	-0.6	0.0	1.9	0.0	4.8	6.7	12.9	13.4
EBITDA margin (%)	0.0	3.7	0.0	-11.1	-3.0	0.0	14.5	0.0	26.8	21.5	33.8	33.6
EBIT	0.0	-0.8	0.0	-2.2	-3.0	0.0	0.1	0.0	3.2	3.3	9.5	10.2
EBIT margin (%)	0.0	-7.5	0.0	-24.4	-15.2	0.0	0.8	0.0	17.8	10.5	24.9	25.5
Net financial items	0.0	-1.1	0.0	-1.2	-2.3	0.0	-1.1	0.0	-1.1	-2.2	-2.0	-2.1
Pre-tax profit	0.0	-1.9	0.0	-3.4	-5.3	0.0	-1.0	0.0	2.1	1.1	7.5	8.1
Tax	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Tax rate (%)	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 profit	0.0	-1.9	0.0	-3.4	-5.3	0.0	-1.0	0.0	2.1	1.1	7.5	8.1
EPS	0.00	-0.19	0.00	-0.35	-0.55	0.00	-0.10	0.00	0.21	0.11	0.76	0.72
EPS adjusted (diluted no. of shares)	0.00	-0.19	0.00	-0.35	-0.55	0.00	-0.10	0.00	0.21	0.11	0.76	0.72
Dividend per share	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
SALES, EURm												
Endomines	0.0	10.7	0.0	9.0	19.7	0.0	13.1	0.0	17.8	30.9	38.0	39.8
Total	0.0	10.7	0.0	9.0	19.7	0.0	13.1	0.0	17.8	30.9	38.0	39.8
SALES GROWTH, Y/Y %												
Endomines	0.0	<i>89.7</i>	-100.0	-33.3	45.9	0.0	22.7	0.0	97.7	57.0	22.8	4.8
Total	0.0	89.7	-100.0	-33.3	45.9	0.0	22.7	0.0	97.7	57.0	22.8	4.8
EBIT, EURm											•	
Endomines	0.0	-0.8	0.0	-2.2	-3.0	0.0	0.1	0.0	3.2	3.3	9.5	10.2
Total	0.0	-0.8	0.0	-2.2	-3.0	0.0	0.1	0.0	3.2	3.3	9.5	10.2
EBIT margin, %										·		
Endomines	0.0	-7.5	0.0	-24.4	-15.2	0.0	0.8	0.0	17.8	10.5	24.9	25.5
Total	0.0	-7.5	0.0	-24.4	-15.2	0.0	0.8	0.0	17.8	10.5	24.9	25.5

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INCOME STATEMENT, EURm	2019	2020	2021	2022	2023	2024E	2025E	2026E
Sales	0.5	1.3	0.5	13.5	19.7	30.9	38.0	39.8
Sales growth (%)	-94.6	134.3	-61.4	2,643.4	45.9	57.0	22.8	4.8
EBITDA	-4.6	-10.5	-11.6	-6.4	-0.6	6.7	12.9	13.4
EBITDA margin (%)	-841.1	-824.5	-2,362.0	-47.1	-3.0	21.5	33.8	33.6
Depreciation	-0.3	-7.5	-13.5	-8.3	-2.4	-3.4	-3.4	-3.2
EBITA	-4.9	-18.0	-25.1	-14.7	-3.0	3.3	9.5	10.2
Goodwill amortization / writedown	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
EBIT	-4.9	-18.0	-25.1	-14.7	-3.0	3.3	9.5	10.2
EBIT margin (%)	-903.4	-1,410.0	-5,102.0	- 108.9	-15.2	10.5	24.9	25.5
Reported EBIT	-4.9	-18.0	-25.1	-14.7	-3.0	3.3	9.5	10.2
EBIT margin (reported) (%)	-903.4	-1,410.0	-5, 102.0	- 108.9	-15.2	10.5	24.9	25.5
Net financials	-0.7	-1.2	-1.6	-2.7	-2.3	-2.2	-2.0	-2.1
Pre-tax profit	-5.6	-19.2	-26.7	-17.4	-5.3	1.1	7.5	8.1
Taxes	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Minority shares	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net profit	-5.6	-19.2	-26.7	-17.5	-5.3	1.1	7.5	8.1
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	55	57	51	49	55	55	57	59
Goodwill	0	0	0	0	0	0	0	0
Right of use assets	0	0	0	0	0	0	0	0
Inventory	0	0	1	0	0	1	1	1
Receivables	0	0	2	2	2	3	4	4
Liquid funds	2	1	1	4	1	7	12	11
Total assets	56	58	55	55	59	66	74	75
Liabilities								
Shareholder's equity	32	33	30	36	32	33	41	49
Minority interest	0	0	0	0	0	0	0	0
Convertibles	17	0	0	0	16	21	21	14
Lease liabilities	0	0	0	0	0	0	0	0
Deferred taxes	0	0	0	0	0	0	0	0
Interest bearing debt	4	15	16	11	0	0	0	0
Non-interest bearing current liabilities	0	0	0	0	0	0	0	0
Other interest-free debt	3	10	9	9	11	12	12	12
Total liabilities	56	58	55	55	59	66	74	75
CASH FLOW, EURm								
+ EBITDA	-5	-11	-12	-6	-1	7	13	13
- Net financial items	-1	-1	-2	-3	-2	-2	-2	-2
- Taxes	0	0	0	0	0	0	0	0
- Increase in Net Working Capital	-1	0	0	3	1	0	-1	0
+/- Other	-2	4	1	2	0	0	0	0
= Cash flow from operations	-7	-7	-12	-4	-2	5	10	11
- Capex	-8	-3	-5	-4	-9	-3	-5	-6
- Acquisitions	0	0	0	0	0	0	0	0
+ Divestments	0	0	0	0	0	0	0	0
= Free cash flow	-15	-10	-17	-8	-11	1	5	5
+/- New issues/buybacks	13	20	24	23	2	0	0	0
- Paid dividend	0	0	0	0	0	0	0	0
+/- Other	2	-11	-7	-13	6	5	0	-7
Change in cash	0	0	0	3	-2	6	5	-1
-		-	-	-		-	-	

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KEY FIGURES	2020	2021	2022	2023	2024E	2025E	2026E
M-cap	35	57	47	66	79	79	79
Net debt (excl. convertibles)	14	14	7	-1	-7	-12	-11
Enterprise value	49	71	54	81	92	87	82
Sales	1	0	14	20	31	38	40
EBITDA	-11	-12	-6	-1	7	13	13
EBIT	-18	-25	-15	-3	3	9	10
Pre-tax	-19	-27	-17	-5	1	7	8
Earnings	-19	-27	-17	-5	1	7	8
Equity book value (excl. minorities)	33	30	36	32	33	41	49
Valuation multiples							
EV/sales	38.5	144.2	4.0	4.1	3.0	2.3	2.1
EV/EBITDA	-4.7	-6.1	-8.4	-134.2	13.9	6.8	6.1
EV/EBITA	-2.7	-2.8	-3.6	-26.8	28.3	9.3	8.1
EV/EBIT	-2.7	-2.8	-3.6	-26.8	28.3	9.3	8.1
EV/OCF	-6.7	-6.1	-13.1	-42.6	19.8	8.8	7.4
EV/FCFF	-5.7	-4.7	-10.2	-10.8	27.5	12.5	11.0
P/FCFE	-0.1	-0.1	-5.9	-6.1	67.5	15.8	16.9
P/E	-1.8	-2.1	-2.7	-12.3	74.2	10.6	11.2
P/B	1.1	1.9	1.3	2.0	2.4	1.9	1.6
Target EV/EBITDA	0.0	0.0	0.0	0.0	12.8	6.2	6.4
Target EV/EBIT	0.0	0.0	0.0	0.0	26.1	8.5	8.5
Target EV/FCF	0.0	0.0	0.0	0.0	73.1	16.1	16.0
Target P/B	0.0	0.0	0.0	0.0	2.1	1.8	1.7
Target P/E	0.0	0.0	0.0	0.0	67.4	9.6	10.2
Per share measures	0.0	0.0	0.0	0.0	0,,,	0.0	70.2
Number of shares	3,283	5,645	9,370	9,795	9,795	9,795	11,312
Number of shares (diluted)	3,283	5,645	9,370	9,795	9,795	9,795	11,312
EPS	-5.84	-4.73	-1.87	-0.55	0.11	0.76	0.72
Operating cash flow per share	-2.23	-2.07	-0.44	-0.19	0.48	1.02	0.98
Free cash flow per share	-3.01	-2.95	-0.85	-1.09	0.12	0.51	0.47
Book value per share	10.03	5.34	3.83	3.30	3.41	4.17	4.32
Dividend per share	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Dividend payout ratio, %	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Dividend yield, %	0.0	0.0	0.0	0.0	0.0	0.0	0.0
FCF yield, %	-28.2	-29.4	-17.1	-16.3	1.5	6.3	6.8
Efficiency measures							
ROE	-59.0	-84.6	-52.9	-15.7	3.2	20.1	18.0
ROCE	-35.5	-53.4	-31.9	-6.3	6.4	16.4	16.3
Financial ratios							
Inventories as % of sales	19.2	162.0	3.0	2.0	2.0	2.0	2.0
Receivables as % of sales	25.9	360.9	14.8	10.4	10.4	10.4	10.4
Non-interest bearing liabilities as % of sales	0.0	0.0	0.0	0.0	0.0	0.0	0.0
	0.0				17.0	110	-10.7
NWC/sales, %	-466.5	-1,062.8	-30.4	-26.1	-17.3	-11.8	10.7
NWC/sales, % Operative CAPEX/sales, %			-30.4 28.9	-26.1 44.7	-17.3 11.3	-11.8 13.2	14.3
·	-466.5	-1,062.8					
Operative CAPEX/sales, %	-466.5 198.5	-1,062.8 1,001.1	28.9	44.7	11.3	13.2	14.3
Operative CAPEX/sales, % CAPEX/sales (incl. acquisitions), % FCFF/EBITDA	-466.5 198.5 198.5 0.8	-1,062.8 1,001.1 1,001.1 1.3	28.9 28.9 0.8	44.7 44.7 12.4	11.3 11.3 0.5	13.2 13.2 0.5	14.3 14.3 0.6
Operative CAPEX/sales, % CAPEX/sales (incl. acquisitions), % FCFF/EBITDA Net debt/EBITDA, book-weighted	-466.5 198.5 198.5	-1,062.8 1,001.1 1,001.1	28.9 28.9	44.7 44.7	11.3 11.3	13.2 13.2	14.3 14.3
Operative CAPEX/sales, % CAPEX/sales (incl. acquisitions), % FCFF/EBITDA	-466.5 198.5 198.5 0.8 -1.3	-1,062.8 1,001.1 1,001.1 1.3 -1.2	28.9 28.9 0.8 -1.1	44.7 44.7 12.4 2.0	11.3 11.3 0.5 -1.1	13.2 13.2 0.5 -0.9	14.3 14.3 0.6 -0.8

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COMPANY DESCRIPTION: Endomines engages in exploration, mining, and extraction of gold deposits. Its sites are found in Eastern Finland along the Karelian Gold line and in Idaho and Montana, USA. The company was founded in 2005 and is headquartered in Espoo, Finland. Endomines focuses its operations to assets in stable jurisdictions that can be brought to production rapidly and with limited investment.

INVESTMENT CASE: Endomines new strategy focuses on development of the company's Finnish assets, the US assets are developed through partnership models. The company has proceeded well with reinitiating production at the Pampalo site, Endomines produced 12 790 ounces of gold during 2023. The company's focus in the near term is on Pampalo underground, East open pit and Hosko production and on gold exploration activities in Karelian gold line.

OWNERSHIP STRUCTURE	SHARES	EURm	0/0
Joensuun Kauppa ja Kone Oy	2,176,726	17.501	22.2%
Mariatorp OY	920,000	7.397	9.4%
Wipunen varainhallinta Oy	910,000	7.316	9.3%
K22 Finance Oy	389,987	3.135	4.0%
Taloustieto Incrementum Oy	316,376	2.544	3.2%
Kakkonen Kari Heikki Ilmari	295,204	2.373	3.0%
Vakuutusosakeyhtiö Henki-Fennia	239,907	1.929	2.4%
Eyemaker's Finland Oy	177,560	1.428	1.8%
Hietamoor Oy	172,110	1.384	1.8%
Ehrnrooth Helene Margareta	150,000	1.206	1.5%
Ten largest	5,747,870	46.213	59%
Residual	4,047,469	32.542	41%
Total	9,795,339	78.755	100%

EARNINGS CALENDAR		
OTHER EVENTS		

COMPANY MISCELLANEOUS	
CEO: Kari Vyhtinen	Ahventie 4 A, FI-02170 Espoo
CFO: Minni Lempinen	Tel:
IR: Riikka Niemi	

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DEFINITIONS

P/E	EPS
2:	
Price per share Earnings per share	Profit before extraord. items and taxes- income taxes + minority interest Number of shares
3e ber errer	Number of Shares
P/BV	DPS
Price per share Shareholders' equity + taxed provisions per share	Dividend for the financial period per share
Shareholders equity it taked provisions per share	
Market cap	OCF (Operating cash flow)
warker cap	oer (operating cash now)
Price per share * Number of shares	EBITDA – Net financial items – Taxes – Increase in working
	capital – Cash NRIs ± Other adjustments
EV (Enterprise value)	FCF (Free cash flow)
Market cap + net debt + minority interest at market value – share of associated companies at market value	Operating cash flow – operative CAPEX – acquisitions + divestments
Share of associated companies at market value	
EV/Sales	FCF yield, %
LV/Sdics	i Ci yiciu, 90
Enterprise value	Free cash flow_
Sales	Market cap
EV/EDITO A	O CAREV/ L .
EV/EBITDA	Operative CAPEX/sales
Enterprise value	Capital expenditure – divestments – acquisitions
Earnings before interest, tax, depreciation and amortization	Sales
T.//FDIT	N. d
EV/EBIT	Net working capital
Enterprise value	Current assets – current liabilities
Operating profit	
Net debt	Capital employed/Share
Net debt	Capital Chiployed/Share
Interest bearing debt – financial assets	Total assets – non-interest bearing debt
	Number of shares
Total assets	Gearing
	,
Balance sheet total	Net debt
	Equity
Div yield, %	Debt/Equity, %
Dividend per share	Interest bearing debt
Price per share	Shareholders' equity + minority interest + taxed provisions
Payout ratio, %	Equity ratio, %
*	
Total dividends Earnings before extraordinary items and taxes – income taxes + minority interest	Shareholders' equity + minority interest + taxed provisions
Services of the services of th	Total assets – interest-free loans
DOCE of	OAOD 0/
ROCE, %	CAGR, %
Profit hefore extraordingly items , interest expenses, other financial co-t-	
Profit before extraordinary items + interest expenses+ other financial costs Balance sheet total – non-interest bearing debt (average)	Cumulative annual growth rate = Average growth per year

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ROE	9%	
	Profit before extraordinary items and taxes – income taxes Shareholder's equity + minority interest + taxed provisions (average)	
	sidelisted sequely minority interest interest provisions (areauge)	

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Important Disclosures

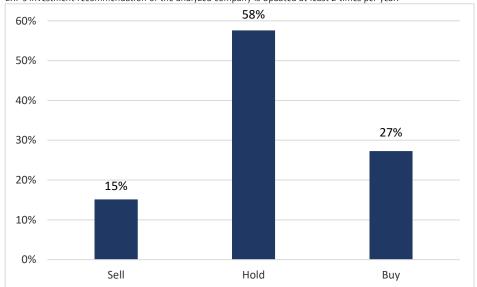
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Target price compared to share price Recommendation

< -10 % SELL -10 - (+10) % HOLD > 10 % BUY

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

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