

## Updated estimates due to transition to IFRS reporting

On Thursday, Enersense announced the transition to IFRS reporting and new guidance. Enersense expects net sales to amount to EUR 215-245m, adj. EBITDA of EUR 17-20m, and adj. EBIT of EUR 8-11m in 2021. We have updated our estimates in accordance with IFRS reporting and retain our TP of EUR 11 and BUY-rating.

### Staff Leasing segment will be discontinued

Enersense announced the transition to IFRS reporting and published consolidated financial statements for 2020 and 2019. With the transition, the company updated its guidance and expects net sales to amount to EUR 215-245m, adj. EBITDA of EUR 17-20m, and adj. EBIT of EUR 8-11m in 2021. Enersense also announced that it has agreed to sell the entire share capital of its subsidiary Värviäämö Oy to Citywork Oy. Staff Leasing segment will be discontinued and it will be reported as part of Smart Industry. Thus, the company will report its revenue in the future based on four segments; Power, Smart Industry, Connectivity, and International Operations.

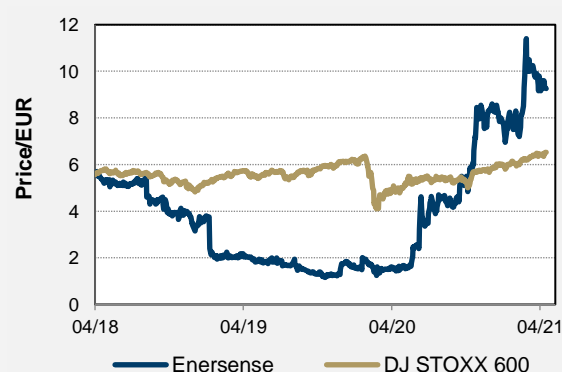
### We expect net sales of EUR 235.1m, adj. EBITDA of EUR 18.8m and adj. EBIT of EUR 10.4m in 2021E

We have adjusted our estimates with the transition to IFRS. Due to the divestment of Värviäämö, we have decreased our net sales estimate for 2021E to EUR 235.1 million (prev. EUR 242m). Our growth estimates of 4.6% and 3.9% for 2022E-23E are unchanged. In 2021E, we expect adj. EBITDA of EUR 18.8m (8% margin) and adj. EBIT of EUR 10.4m (4.4% margin), respectively. We note that Enersense has not provided IFRS figures for Q1/21 and Q1/21 figures below are our estimates.

### No changes to our recommendation

Based on our updated estimates, we have not made changes to our recommendation. We retain our TP of EUR 11 and BUY-rating.

Rating BUY



Share price, EUR (Last trading day's closing price) 9.26  
Target price, EUR 11.0

Latest change in recommendation 17-Mar-21  
Latest report on company 05-May-21  
Research paid by issuer: YES  
No. of shares outstanding, '000's 11,623  
No. of shares fully diluted, '000's 11,623  
Market cap, EURm 108  
Free float, % 60.6  
Exchange rate -  
Reuters code ESENSE.HE  
Bloomberg code ESENSE FH  
Average daily volume, EURm -  
Next interim report 13-Aug-21  
Web site www.enersense.com

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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
2019	58.1	-1.0	-1.7%	-3.0	-0.23	-6.8	0.2	-13.9	-32.1	0.00
2020	147.5	4.8	3.2%	-15.6	0.25	32.6	0.7	20.4	-19.7	0.00
2021E	235.1	6.2	2.6%	-7.1	0.23	39.6	0.5	17.3	-6.6	0.00
2022E	245.9	10.0	4.1%	7.8	0.56	16.6	0.4	9.9	7.3	0.15
2023E	255.4	12.8	5.0%	9.0	0.73	12.6	0.4	7.2	8.3	0.22
Market cap, EURm				108	Gearing 2021E, %		-5.0	CAGR EPS 2020-23, %		42.3
Net debt 2021E, EURm				-2	Price/book 2021E		3.2	CAGR sales 2020-23, %		20.1
Enterprise value, EURm				107	Dividend yield 2021E, %		0.0	ROE 2021E, %		10.9
Total assets 2021E, EURm				127	Tax rate 2021E, %		0.4	ROCE 2021E, %		11.6
Goodwill 2021E, EURm				26	Equity ratio 2021E, %		29.0	PEG, P/E 21/CAGR		0.8

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

Interim figures	2019	2020	Q1'21	Q2'21E	Q3'21E	Q4'21E	2021E	2022E	2023E
Net sales	58.1	147.5	52.4	57.5	61.3	63.9	235.1	245.9	255.4
Smart Industry		64.6	22.3	23.5	22.5	22.4	90.7	93.9	96.2
Power		18.9	10.8	11.5	12.5	12.5	47.3	52.1	56.0
Connectivity		23.4	8.5	11.0	13.5	14.8	47.8	48.7	49.7
Staff leasing		13.8							
International Operations		26.8	10.7	11.5	12.8	14.2	49.2	51.2	53.5
EBITDA	0.1	9.8	1.4	3.7	5.5	5.0	15.6	19.4	22.2
Adj. EBITDA	0.1	11.5	2.8	4.7	6.0	5.3	18.8	20.2	22.2
D&A	-1.0	-5.0	-2.4	-2.4	-2.4	-2.4	-9.4	-9.4	-9.4
Adj. EBIT	-1.0	7.5	0.7	2.6	3.9	3.2	10.4	11.8	13.8
EBIT	-1.0	4.8	-1.0	1.4	3.1	2.7	6.2	10.0	12.8
<i>Sales growth %</i>	<i>22.6 %</i>	<i>154.0 %</i>					<i>59 %</i>	<i>4.6 %</i>	<i>3.9 %</i>
<i>Smart Industry</i>							<i>40.5 %</i>	<i>3.5 %</i>	<i>2.5 %</i>
<i>Power</i>							<i>150.3 %</i>	<i>10.0 %</i>	<i>7.5 %</i>
<i>Connectivity</i>							<i>103.9 %</i>	<i>2.0 %</i>	<i>2.0 %</i>
<i>Staff leasing</i>							<i>0.0 %</i>	<i>0.0 %</i>	<i>0.0 %</i>
<i>International Operations</i>							<i>84.0 %</i>	<i>4.0 %</i>	<i>4.5 %</i>
<i>EBITDA margin %</i>	<i>0.1 %</i>	<i>6.6 %</i>	<i>2.7 %</i>	<i>6.5 %</i>	<i>8.9 %</i>	<i>7.9 %</i>	<i>6.6 %</i>	<i>7.9 %</i>	<i>8.7 %</i>
<i>Adj. EBITDA margin %</i>	<i>0.1 %</i>	<i>7.8 %</i>	<i>5.3 %</i>	<i>8.2 %</i>	<i>9.7 %</i>	<i>8.3 %</i>	<i>8.0 %</i>	<i>8.2 %</i>	<i>8.7 %</i>
<i>Adj. EBIT margin %</i>	<i>-1.7 %</i>	<i>5.1 %</i>	<i>1.3 %</i>	<i>4.5 %</i>	<i>6.3 %</i>	<i>5.1 %</i>	<i>4.4 %</i>	<i>4.8 %</i>	<i>5.4 %</i>
<i>EBIT margin %</i>	<i>-1.7 %</i>	<i>3.2 %</i>	<i>-1.8 %</i>	<i>2.4 %</i>	<i>5.1 %</i>	<i>4.2 %</i>	<i>2.6 %</i>	<i>4.1 %</i>	<i>5.0 %</i>

VALUATION RESULTS	BASE CASE DETAILS	VALUATION ASSUMPTIONS	ASSUMPTIONS FOR WACC	
Current share price	9.26 PV of Free Cash Flow	88 Long-term growth, %	1.5 Risk-free interest rate, %	2.25
DCF share value	13.67 PV of Horizon value	81 WACC, %	9.1 Market risk premium, %	5.8
Share price potential, %	47.6 Unconsolidated equity	-1 Spread, %	0.5 Debt risk premium, %	2.8
Maximum value	14.7 Marketable securities	18 Minimum WACC, %	8.6 Equity beta coefficient	1.20
Minimum value	12.8 Debt - dividend	-27 Maximum WACC, %	9.6 Target debt ratio, %	20
Horizon value, %	48.1 Value of stock	159 Nr of shares, Mn	11.6 Effective tax rate, %	20

DCF valuation, EURm	2020	2021E	2022E	2023E	2024E	2025E	2026E	2027E	2028E	2029E	2030E	Horizon
Net sales	147	235	246	255	263	271	278	283	289	293	298	302
<i>Sales growth, %</i>	<i>154.0</i>	<i>59.4</i>	<i>4.6</i>	<i>3.9</i>	<i>3.0</i>	<i>3.0</i>	<i>2.5</i>	<i>2.0</i>	<i>2.0</i>	<i>1.5</i>	<i>1.5</i>	<i>1.5</i>
Operating income (EBIT)	5	6	10	13	14	14	14	14	14	12	12	12
<i>Operating income margin, %</i>	<i>3.2</i>	<i>2.6</i>	<i>4.1</i>	<i>5.0</i>	<i>5.4</i>	<i>5.0</i>	<i>5.0</i>	<i>5.0</i>	<i>5.0</i>	<i>4.0</i>	<i>4.0</i>	<i>4.0</i>
+ Depreciation+amort.	5	9	9	9	9	9	10	10	10	10	10	11
EBITDA	10	16	19	22	24	23	24	24	25	22	22	
- Paid taxes	0	0	-1	-2	-3	-3	-3	-3	-3	-2	-2	
- Change in NWC	-11	-11	1	1	1	1	1	0	1	0	0	
<i>NWC / Sales, %</i>	<i>-21.6</i>	<i>-9.0</i>	<i>-9.0</i>	<i>-9.0</i>	<i>-9.0</i>	<i>-9.0</i>	<i>-9.0</i>	<i>-9.0</i>	<i>-9.0</i>	<i>-9.0</i>	<i>-9.0</i>	
+ Change in other liabs	17	2	0	0	0	0	0	0	0	0	0	
- Operative CAPEX	-1	-7	-5	-5	-5	-6	-6	-6	-6	-6	-6	
<i>opCAPEX / Sales, %</i>	<i>7.1</i>	<i>4.5</i>	<i>3.6</i>	<i>3.8</i>	<i>3.6</i>	<i>3.8</i>	<i>3.8</i>	<i>3.7</i>	<i>3.8</i>	<i>3.7</i>	<i>3.7</i>	
- Acquisitions	-1	0	0	0	0	0	0	0	0	0	0	
+ Divestments	0	2	0	0	0	0	0	0	0	0	0	
- Other items	-1	0	0	0	0	0	0	0	0	0	0	
= FCFF	12	2	14	16	16	15	15	16	16	14	14	189
= Discounted FCFF		2	12	13	12	10	9	9	8	7	6	81
= DFCF min WACC		2	13	13	12	10	10	9	9	7	6	91
= DFCF max WACC		2	12	13	12	10	9	9	8	6	6	73

## INTERIM FIGURES

EVLI ESTIMATES, EURm	2020Q1	2020Q2	2020Q3	2020Q4	2020	2021Q1	2021Q2E	2021Q3E	2021Q4E	2021E	2022E	2023E
Net sales	0.0	0.0	0.0	147.5	147.5	52.4	57.5	61.3	63.9	235.1	245.9	255.4
EBITDA	0.0	0.0	0.0	9.8	9.8	1.4	3.7	5.5	5.0	15.6	19.2	22.1
<i>EBITDA margin (%)</i>	<i>0.0</i>	<i>0.0</i>	<i>0.0</i>	<i>6.6</i>	<i>6.6</i>	<i>2.7</i>	<i>6.5</i>	<i>8.9</i>	<i>7.9</i>	<i>6.6</i>	<i>7.8</i>	<i>8.7</i>
EBIT	0.0	0.0	0.0	4.8	4.8	-1.0	1.4	3.1	2.7	6.2	10.0	12.8
<i>EBIT margin (%)</i>	<i>0.0</i>	<i>0.0</i>	<i>0.0</i>	<i>3.2</i>	<i>3.2</i>	<i>-1.8</i>	<i>2.4</i>	<i>5.1</i>	<i>4.2</i>	<i>2.6</i>	<i>4.1</i>	<i>5.0</i>
Net financial items	0.0	0.0	0.0	-1.9	-1.9	-1.7	-0.8	-0.5	-0.5	-3.5	-3.0	-3.0
Pre-tax profit	0.0	0.0	0.0	2.9	2.9	-2.6	0.6	2.6	2.2	2.7	7.0	9.8
Tax	0.0	0.0	0.0	-0.5	-0.5	0.0	0.0	0.0	0.0	0.0	-0.6	-1.3
<i>Tax rate (%)</i>	<i>0.0</i>	<i>0.0</i>	<i>0.0</i>	<i>16.8</i>	<i>16.8</i>	<i>-0.5</i>	<i>0.0</i>	<i>0.0</i>	<i>0.0</i>	<i>0.4</i>	<i>8.0</i>	<i>13.0</i>
Net profit	0.0	0.0	0.0	2.4	2.4	-2.6	0.6	2.6	2.2	2.7	6.5	8.5
EPS	0.00	0.00	0.00	0.25	0.25	-0.23	0.05	0.22	0.19	0.23	0.56	0.73
EPS adjusted (diluted no. of shares)	0.00	0.00	0.00	0.25	0.25	-0.23	0.05	0.22	0.19	0.23	0.56	0.73
Dividend per share	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.15	0.22
<b>SALES, EURm</b>												
Smart Industry	0.0	0.0	0.0	64.6	64.6	22.3	23.5	22.5	22.4	90.7	93.9	96.2
Power	0.0	0.0	0.0	18.9	18.9	10.8	11.5	12.5	12.5	47.3	52.1	56.0
Connectivity	0.0	0.0	0.0	23.4	23.4	8.5	11.0	13.5	14.8	47.8	48.7	49.7
Staff Leasing	0.0	0.0	0.0	13.8	13.8	0.0	0.0	0.0	0.0	0.0	0.0	0.0
International Operations	0.0	0.0	0.0	26.8	26.8	10.7	11.5	12.8	14.2	49.2	51.2	53.5
Group	0.0	0.0	0.0	0.0	0.0	0.1	0.0	0.0	0.0	0.1	0.0	0.0
Total	0.0	0.0	0.0	147.5	147.5	52.4	57.5	61.3	63.9	235.1	245.9	255.4
<b>SALES GROWTH, Y/Y %</b>												
Smart Industry	<i>0.0</i>	<i>0.0</i>	<i>0.0</i>	<i>0.0</i>	<i>0.0</i>					<i>40.5</i>	<i>3.5</i>	<i>2.5</i>
Power	<i>0.0</i>	<i>0.0</i>	<i>0.0</i>	<i>0.0</i>	<i>0.0</i>					<i>150.3</i>	<i>10.0</i>	<i>7.5</i>
Connectivity	<i>0.0</i>	<i>0.0</i>	<i>0.0</i>	<i>0.0</i>	<i>0.0</i>					<i>103.9</i>	<i>2.0</i>	<i>2.0</i>
Staff Leasing	<i>0.0</i>	<i>0.0</i>	<i>0.0</i>	<i>0.0</i>	<i>0.0</i>					<i>-100.0</i>	<i>0.0</i>	<i>0.0</i>
International Operations	<i>0.0</i>	<i>0.0</i>	<i>0.0</i>	<i>0.0</i>	<i>0.0</i>					<i>84.0</i>	<i>4.0</i>	<i>4.5</i>
Group												
Total	<i>0.0</i>	<i>0.0</i>	<i>0.0</i>	<i>154.0</i>	<i>154.0</i>					<i>59.4</i>	<i>4.6</i>	<i>3.9</i>
<b>EBIT, EURm</b>												
Group	0.0	0.0	0.0	4.8	4.8	-1.0	1.4	3.1	2.7	6.2	10.0	12.8
Total	0.0	0.0	0.0	4.8	4.8	-1.0	1.4	3.1	2.7	6.2	10.0	12.8
<b>EBIT margin, %</b>												
Total	<i>0.0</i>	<i>0.0</i>	<i>0.0</i>	<i>3.2</i>	<i>3.2</i>	<i>-1.8</i>	<i>2.4</i>	<i>5.1</i>	<i>4.2</i>	<i>2.6</i>	<i>4.1</i>	<i>5.0</i>

INCOME STATEMENT, EURm	2016	2017	2018	2019	2020	2021E	2022E	2023E
Sales	36.9	47.0	47.4	58.1	147.5	235.1	245.9	255.4
<i>Sales growth (%)</i>	<i>114.5</i>	<i>27.5</i>	<i>0.7</i>	<i>22.6</i>	<i>154.0</i>	<i>59.4</i>	<i>4.6</i>	<i>3.9</i>
EBITDA	4.0	1.9	-1.3	0.1	9.8	15.6	19.2	22.1
<i>EBITDA margin (%)</i>	<i>10.9</i>	<i>4.1</i>	<i>-2.6</i>	<i>0.1</i>	<i>6.6</i>	<i>6.6</i>	<i>7.8</i>	<i>8.7</i>
Depreciation	-0.1	-0.2	-0.4	-1.0	-5.0	-9.4	-9.2	-9.3
EBITA	3.9	1.7	-1.6	-1.0	4.8	6.2	10.0	12.8
Goodwill amortization / writedown	0.0	0.0	-0.1	0.0	0.0	0.0	0.0	0.0
EBIT	3.9	1.7	-1.7	-1.0	4.8	6.2	10.0	12.8
<i>EBIT margin (%)</i>	<i>10.6</i>	<i>3.7</i>	<i>-3.5</i>	<i>-1.7</i>	<i>3.2</i>	<i>2.6</i>	<i>4.1</i>	<i>5.0</i>
Reported EBIT	3.9	1.7	-1.7	-1.0	4.8	6.2	10.0	12.8
<i>EBIT margin (reported) (%)</i>	<i>10.6</i>	<i>3.7</i>	<i>-3.5</i>	<i>-1.7</i>	<i>3.2</i>	<i>2.6</i>	<i>4.1</i>	<i>5.0</i>
Net financials	-0.2	-0.3	-1.0	-0.4	-1.9	-3.5	-3.0	-3.0
Pre-tax profit	3.7	1.5	-2.7	-1.4	2.9	2.7	7.0	9.8
Taxes	-0.7	-0.5	0.5	0.0	-0.5	0.0	-0.6	-1.3
Minority shares	0.0	0.0	0.2	0.0	0.0	0.0	0.0	0.0
Net profit	2.9	1.0	-1.9	-1.4	2.4	2.7	6.5	8.5
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
<b>BALANCE SHEET, EURm</b>								
<b>Assets</b>								
Fixed assets	0	1	1	2	25	24	23	23
Goodwill	0	0	4	4	26	26	26	26
Right of use assets	0	0	0	2	9	8	8	9
Inventory	0	0	0	0	4	5	5	5
Receivables	9	11	10	13	34	35	37	38
Liquid funds	2	2	3	1	18	28	28	34
Total assets	12	15	19	23	116	127	128	136
<b>Liabilities</b>								
Shareholder's equity	4	3	9	7	16	34	40	47
Minority interest	0	0	0	0	2	2	2	2
Convertibles	0	0	0	0	0	0	0	0
Lease liabilities	0	0	0	2	9	8	8	9
Deferred taxes	0	0	0	0	0	0	0	0
Interest bearing debt	3	4	2	4	18	18	10	8
Non-interest bearing current liabilities	5	8	8	10	70	61	64	66
Other interest-free debt	0	0	0	0	1	1	1	1
Total liabilities	12	15	19	23	116	127	128	136
<b>CASH FLOW, EURm</b>								
+ EBITDA	4	2	-1	0	10	16	19	22
- Net financial items	0	0	-1	0	-2	-3	-3	-3
- Taxes	-1	0	0	0	0	0	-1	-1
- Increase in Net Working Capital	-1	0	1	-1	-11	-11	1	1
+/- Other	0	0	0	-1	-1	0	0	0
= Cash flow from operations	2	2	-1	-2	-4	1	17	19
- Capex	0	-1	-3	0	-10	-10	-9	-10
- Acquisitions	0	0	-3	0	-1	0	0	0
+ Divestments	0	0	0	0	0	2	0	0
= Free cash flow	1	1	-6	-3	-16	-7	8	9
+/- New issues/buybacks	-1	0	8	0	8	15	0	0
- Paid dividend	0	-2	0	0	0	0	0	-2
+/- Other	1	1	-1	2	24	2	-8	-2
Change in cash	2	0	1	-1	16	11	0	6

KEY FIGURES	2017	2018	2019	2020	2021E	2022E	2023E
M-cap	0	19	9	79	108	108	108
Net debt (excl. convertibles)	2	0	5	9	-2	-10	-17
Enterprise value	2	19	13	97	107	99	92
Sales	47	47	58	147	235	246	255
EBITDA	2	-1	0	10	16	19	22
EBIT	2	-2	-1	5	6	10	13
Pre-tax	1	-3	-1	3	3	7	10
Earnings	1	-2	-1	2	3	6	9
Equity book value (excl. minorities)	3	9	7	16	34	40	47
<b>Valuation multiples</b>							
EV/sales	0.0	0.4	0.2	0.7	0.5	0.4	0.4
EV/EBITDA	1.2	-14.8	179.9	9.9	6.9	5.2	4.2
EV/EBITA	1.3	-11.6	-13.9	20.4	17.3	9.9	7.2
EV/EBIT	1.3	-11.1	-13.9	20.4	17.3	9.9	7.2
EV/OCF	1.5	-21.6	-6.3	-22.8	75.8	6.0	4.9
EV/FCFF	1.9	-6.0	-5.7	8.1	58.1	6.9	5.7
P/FCFE	0.0	-3.1	-3.1	-5.1	-15.2	13.7	12.0
P/E	0.0	-10.0	-6.8	32.6	39.6	16.6	12.6
P/B	0.0	2.1	1.3	5.0	3.2	2.7	2.3
Target EV/EBITDA	0.0	0.0	0.0	0.0	8.2	6.2	5.1
Target EV/EBIT	0.0	0.0	0.0	0.0	20.7	12.0	8.8
Target EV/FCF	0.0	0.0	0.0	0.0	-18.0	15.3	12.6
Target P/B	0.0	0.0	0.0	0.0	3.8	3.2	2.7
Target P/E	0.0	0.0	0.0	0.0	47.1	19.7	15.0
<b>Per share measures</b>							
Number of shares	4,529	5,948	5,948	9,548	11,623	11,623	11,623
Number of shares (diluted)	4,529	5,948	5,948	9,548	11,623	11,623	11,623
EPS	0.22	-0.33	-0.23	0.25	0.23	0.56	0.73
Operating cash flow per share	0.33	-0.14	-0.36	-0.45	0.12	1.43	1.61
Free cash flow per share	0.21	-1.06	-0.50	-1.63	-0.61	0.68	0.77
Book value per share	0.62	1.52	1.24	1.66	2.92	3.48	4.06
Dividend per share	0.00	0.00	0.00	0.00	0.00	0.15	0.22
Dividend payout ratio, %	0.0	0.0	0.0	0.0	0.0	26.9	30.0
Dividend yield, %	0.0	0.0	0.0	0.0	0.0	1.6	2.4
FCF yield, %	0.0	-32.7	-32.1	-19.7	-6.6	7.3	8.3
<b>Efficiency measures</b>							
ROE	30.1	-32.7	-16.5	20.9	10.9	17.4	19.5
ROCE	24.7	-18.5	-8.1	16.6	11.6	16.3	20.2
<b>Financial ratios</b>							
Inventories as % of sales	0.2	0.8	0.6	2.4	2.0	2.0	2.0
Receivables as % of sales	24.3	21.8	22.8	23.4	15.0	15.0	15.0
Non-interest bearing liabilities as % of sales	16.0	16.9	17.2	47.4	26.0	26.0	26.0
NWC/sales, %	8.5	5.7	6.2	-21.6	-9.0	-9.0	-9.0
Operative CAPEX/sales, %	1.2	5.6	0.7	7.1	4.5	3.6	3.8
CAPEX/sales (incl. acquisitions), %	1.2	-0.4	-0.1	6.3	4.5	3.6	3.8
FCFF/EBITDA	0.6	2.5	-31.6	1.2	0.1	0.7	0.7
Net debt/EBITDA, book-weighted	1.2	0.3	61.4	0.9	-0.1	-0.5	-0.8
Debt/equity, market-weighted	0.0	0.1	0.4	0.2	0.2	0.1	0.1
Equity ratio, book-weighted	19.2	46.3	30.8	15.7	29.0	33.9	37.1
Gearing, %	80.1	-4.4	64.8	52.3	-5.0	-22.8	-34.4

**COMPANY DESCRIPTION:** Enersense International Oyj is a service provider of emission-free energy solutions. The company offers a wide range of solutions to Nordic and international companies in the industry, energy, telecommunication, and construction sectors. Enersense is strongly involved in the prevailing energy revolution and the creation of a zero-emission society.

**INVESTMENT CASE:** Enersense expanded its business from recruiting and resource management services to a solution provider for the Smart industry, Power, and Connectivity markets by acquiring Empower in 2020. The turnaround in profitability has progressed well and Enersense managed to improve its EBITDA from EUR -0.8m in 2019 to EUR 7.2m in 2020. With the increased and healthier order backlog and potential synergies of the Empower acquisition, Enersense has the potential to further improve its profitability. Over the next five years, Enersense intends to grow in the domestic market, continue its strong internationalization in certain markets, and improve its profitability.

OWNERSHIP STRUCTURE	SHARES	EURm	%
MBÅ Invest Oy	2,753,072	25.493	23.7%
Nidoco AB	2,075,000	19.214	17.9%
Joensuun Kauppa Ja Kone Oy	1,349,432	12.496	11.6%
Verman Group Oy	1,250,000	11.575	10.8%
Taloustieto Incrementum Ky	828,083	7.668	7.1%
Corporatum Oy	612,669	5.673	5.3%
Ilmarinen	275,000	2.546	2.4%
Siementila Suokas Oy	240,860	2.230	2.1%
Holopainen Jussi	158,395	1.467	1.4%
Proup Oy	148,646	1.376	1.3%
Ten largest	9,691,157	89.740	83%
Residual	1,931,572	17.886	17%
Total	11,622,729	107.626	100%

**EARNINGS CALENDAR**

August 13, 2021

Q2 report

November 02, 2021

Q3 report

**OTHER EVENTS**

March 19, 2021

AGM

**COMPANY MISCELLANEOUS**

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Konepajaranta 2, 28100 Pori

CFO: Risto Takkala

Tel: +358 29 020 011

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



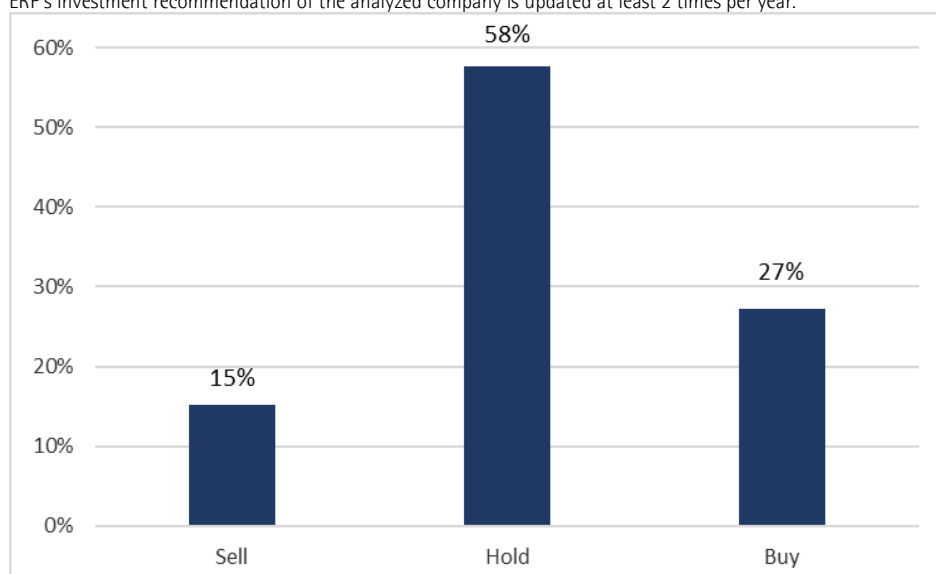
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Investment recommendations are defined as follows:

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

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

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