Setbacks continue

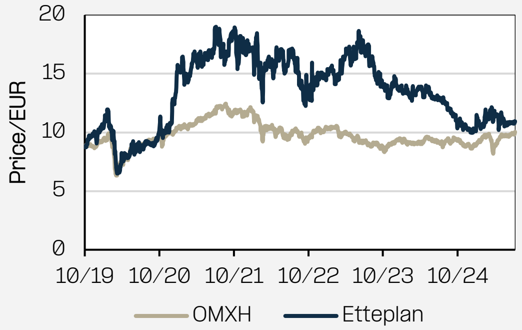
Etteplan released a profit warning yesterday and provided preliminary figures for Q2. The company reports its Q2 numbers on 6th of August.

Market environment has remained slow
Etteplan released a profit warning due to persistently weak market conditions. The trade war further slowed down the market in the quarter and resulted in suspensions, postponements and even cancellations of projects that were already agreed upon. One of the areas of interest in the coming report will be the extent and prevalence of these project cancellations. While weak, we estimate that the company's performance has been in line with the market as Etteplan's public peers have generally reported weak earnings and continued weak demand outlook. Looking forward, the US and EU trade agreement alleviates uncertainty which could lead to the resumption of the postponed investment decisions during the second half and 2026. In addition, the Eurozone Manufacturing PMI has continued to improve throughout the first half of the year.

Guidance was challenging after a very soft first quarter
Etteplan now estimates its 2025 net sales to be EUR 365–385m (prev. EUR 365–395m) and EBIT to be EUR 19–24m (23–28m). In addition to the guidance revision, the company provided preliminary figures for Q2/25. Revenue is estimated to be roughly EUR 91.4m and EBIT approximately EUR 4.4m. We had previously estimated net sales of EUR 92.3m and EBIT of EUR 6.1m for Q2. For FY25, we estimated net sales of EUR 376m and EBIT of EUR 23m. While Q2 net sales were well in line with our expectations, the profitability fell more than we had estimated. We expect that the profitability has been affected by lower utilization despite the company's ongoing optimization and cost-cutting actions. Similarly, profitability guidance for the full year was revised more heavily compared to top line. We have updated our model with the preliminary Q2 figures and, despite our previous estimates being within the updated guidance range, we have further lowered our forecasts for the second half of the year as we do not anticipate a significant improvement in market conditions. We now estimate net sales of EUR 372m and EBIT of EUR 20m for FY 2025.

ACCUMULATE with a TP of EUR 11.0 (prev. EUR 11.5)
With the updated estimates for 25–26E, Etteplan is priced at adj. EV/EBITA of 12–11x. The average multiples for 25–26E are rather neutral both on a relative and absolute basis. While long-term potential exists, it is currently obscured by prevailing uncertainty and the possibility of further near-term headwinds. We maintain our rating at ACCUMULATE and revise TP to EUR 11.0 (prev. EUR 11.5).

Rating — Accumulate



Share price, EUR (Last trading day's closing price)	**10.60**
Target price, EUR	11.0
Latest change in recommendation	29-Apr-25
Latest report on company	29-Jul-25
Research paid by issuer:	YES
No. of shares outstanding, '000's	25 250
No. of shares fully diluted, '000's	25 250
Market cap, EURm	268
Free float, %	23.0 %
Exchange rate	0.0
Reuters code	ETTE.HE
Bloomberg code	ETTE FH
Average daily volume, EURm	0.027
Next interim report	06-Aug-25
Web site	etteplan.com/investors

Analyst	Atte Jortikka
E-mail	atte.jortikka@evli.com
Telephone	+358 400 543 725

BUY ACCUMULATE REDUCE 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
2023	360.0	25.5	7.1%	16.2	0.66	17.7	1.1	15.8	4.7%	0.30
2024	361.0	18.4	5.1%	-0.3	0.41	24.3	0.9	17.6	-0.1%	0.22
2025E	371.7	20.2	5.4%	-4.3	0.46	22.8	0.9	17.2	-1.6%	0.23
2026E	389.8	24.9	6.4%	10.5	0.63	16.9	0.9	13.8	3.9%	0.31
2027E	403.2	29.9	7.4%	20.3	0.79	13.4	0.8	11.1	7.6%	0.39

Market cap, EURm	268	Gearing 2025E, %	64.9 %	CAGR EPS 2024-27, %	24.2 %
Net debt 2025E, EURm	80	Price/book 2025E	2.2	CAGR Sales 2024-27, %	3.8 %
Enterprise value, EURm	348	Dividend yield 2025E, %	2.2 %	ROE 2025E, %	9.7 %
Total assets 2025E, EURm	317	Tax rate 2025E, %	23.4 %	ROCE 2025E, %	9.1 %
Goodwill 2025E, EURm	128	Equity ratio 2025E, %	39.2 %	PEG, P/E 25/CAGR	0.9

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

Table 1: Estimate summary

Etteplan	2023	Q1/'24	Q2/'24	Q3/'24	Q4/'24	2024	Q1/'25	Q2/'25E	Q3/'25E	Q4/'25E	2025E	2026E	2027E
Net sales	360.0	97.1	92.6	80.0	91.3	361.0	94.9	91.4	84.5	101.0	371.7	389.8	403.2
sales growth %	2.8%	2.3%	3.1%	0.0%	-4.1%	0.3%	-2.3%	-1.3%	5.6%	10.6%	3.0%	4.9%	3.4%
EBITA	30.9	8.2	6.8	2.9	6.4	24.7	5.8	6.0	6.2	8.6	26.6	31.3	36.3
EBITA margin	8.6%	8.4%	7.4%	3.7%	7.1%	6.8%	6.1%	6.5%	7.3%	8.6%	7.1%	8.0%	9.0%
EBIT	25.5	6.7	5.3	1.4	5.0	18.4	4.2	4.4	4.6	7.1	20.2	24.9	29.9
EBIT margin	7.1%	6.9%	5.8%	1.8%	5.4%	5.1%	4.4%	4.8%	5.4%	7.0%	5.4%	6.4%	7.4%
NRIs	-1.7	-0.3	-0.4	-1.4	-0.9	-3.0	-1.3	0.0	0.0	0.0	-1.3	0.0	0.0
EBIT (excl. NRIs)	27.2	7.0	5.7	2.8	5.9	21.4	5.5	4.4	4.6	7.1	21.5	24.9	29.9
-margin	7.6%	7.2%	6.2%	3.5%	6.4%	5.9%	5.8%	4.8 %	5.4 %	7.0 %	5.8%	6.4%	7.4%

Engineering Solutions	2023	Q1/'24	Q2/'24	Q3/'24	Q4/'24	2024	Q1/'25	Q2/'25E	Q3/'25E	Q4/'25E	2025E	2026E	2027E
Net sales	202.4	52.3	49.6	42.0	48.9	192.8	52.9	50.1	47.8	57.0	207.8	216.1	222.6
sales growth %	10.2%	1.1%	-2.7%	-6.9%	-10.5%	-4.8%	1.1%	1.0%	14.0%	16.5%	7.8%	4.0%	3.0%
EBITA	19.9	4.7	3.9	1.2	3.6	13.4	3.5	3.6	3.8	5.1	16.0	18.4	21.1
EBITA margin	9.8%	9.0%	7.9%	2.9%	7.3%	7.0%	6.5%	7.2%	8.0%	9.0%	7.7%	8.5%	9.5%

Software and Embedded Solutions	2023	Q1/'24	Q2/'24	Q3/'24	Q4/'24	2024	Q1/'25	Q2/'25E	Q3/'25E	Q4/'25E	2025E	2026E	2027E
Net sales	86.9	26.3	24.9	21.7	24.4	97.4	23.1	23.8	20.6	25.7	93.2	99.8	103.8
sales growth %	-9.4%	10.1%	17.4%	13.0%	8.3%	12.1%	-11.9%	-4.5%	-5.0%	5.0%	-4.2%	7.0%	4.0%
EBITA	6.9	2.4	1.9	1.5	2.1	7.9	1.9	1.5	1.5	2.2	7.1	8.7	9.5
EBITA margin	8.0%	9.1%	7.6%	6.8%	8.7%	8.1%	8.0%	6.5%	7.5%	8.5%	7.6%	8.7%	9.2%

Technical Communication and Data Solutions	2023	Q1/'24	Q2/'24	Q3/'24	Q4/'24	2024	Q1/'25	Q2/'25E	Q3/'25E	Q4/'25E	2025E	2026E	2027E
Net sales	70.0	18.5	17.9	16.2	17.9	70.5	18.9	17.4	15.9	18.2	70.4	73.2	76.1
sales growth %	0.2%	-3.7%	2.9%	4.6%	0.1%	0.8%	2.1%	-3.0%	-2.0%	2.0%	-0.2%	4.0%	4.0%
EBITA	4.9	1.4	1.2	0.6	1.1	4.3	0.8	1.0	1.0	1.5	4.4	5.1	6.5
EBITA margin	7.1%	7.3%	6.8%	3.9%	5.9%	6.1%	4.4%	6.0%	6.5%	8.5%	6.3%	7.0%	8.5%

Table 2: Peer group

ETTEPLAN PEER GROUP	MCAP MEUR	EV/Sales 25	EV/Sales 26	EV/Sales 27	EV/EBITA* 25	EV/EBITA* 26	EV/EBITA* 27	P/E* 25	P/E* 26	P/E* 27
SWECO	5758	2.2x	2.1x	1.9x	20.7x	19.9x	17.9x	30.6x	26.2x	23.3x
AFRY	1657	0.9x	0.9x	0.8x	11.1x	11.5x	9.6x	14.0x	13.1x	10.5x
Alten	2446	0.6x	0.5x	0.5x	8.0x	7.2x	6.2x	10.8x	10.0x	8.9x
Bertrandt	244	0.3x	0.3x	0.3x		11.8x	5.9x		12.5x	5.2x
Multiconsult	438	1.1x	1.0x	0.9x	12.6x	11.0x	10.5x	12.4x	13.5x	12.6x
TietoEVRY	1918	1.0x	1.0x	0.9x	8.7x	9.9x	9.0x	9.1x	10.5x	9.7x
Etteplan	294	1.0x	1.0x	0.9x	12.5x	11.9x	10.5x	18.9x	15.4x	12.8x
Prevas	117	1.0x	0.9x	0.8x	12.6x	10.0x	8.3x	14.2x	12.7x	9.9x
Rejlers AB	359	1.0x	0.9x	0.8x	10.3x	11.5x	9.9x	15.1x	13.9x	11.8x
Peer Group Average	1470	1.0x	1.0x	0.9x	12.1x	11.6x	9.7x	15.7x	14.2x	11.6x
Peer Group Median	438	1.0x	0.9x	0.8x	11.8x	11.5x	9.6x	14.1x	13.1x	10.5x
Etteplan (Evli est.)	294	1.0x	0.9x	0.8x	11.4x	9.9x	8.7x	13.5x	11.3x	10.1x
Etteplan prem./disc. to peer mec		*-3 %*	*-1 %*	*2 %*	*-4 %*	*-14 %*	*-10 %*	*-4 %*	*-14 %*	*-4 %*

Source FactSet, Evli Research

** Adj. for NRIs and PPA amortization*

VALUATION RESULTS		BASE CASE DETAILS		VALUATION ASSUMPTIONS		ASSUMPTIONS FOR WACC	
Current share price	10.60	PV of Free Cash Flow	204	Long-term growth, %	2.0 %	Risk-free interest rate, %	2.25 %
DCF share value	13.78	PV of Horizon value	220	WACC, %	10.0 %	Market risk premium, %	5.8 %
Share price potential, %	30.0 %	Unconsolidated equity	0	Spread, %	0.5 %	Debt risk premium %	3.3 %
Maximum value	14.9	Marketable securities	25	Minimum WACC, %	9.5 %	Equity beta coefficient	0.90
Minimum value	12.8	Debt - dividend	-101	Maximum WACC, %	10.5 %	Target debt ratio, %	20 %
Horizon value, %	51.9 %	Value of stock	348	No. of shares, Mn	25.2	Effective tax rate, %	20 %

DCF valuation, EURm	2024	2025E	2026E	2027E	2028E	2029E	2030E	2031E	2032E	2033E	2034E	TERMINAL
Net sales	361	372	390	403	415	428	436	445	454	463	472	482
Sales growth (%)	*0.3%*	*3.0%*	*4.9%*	*3.4%*	*3.0%*	*3.0%*	*2.0%*	*2.0%*	*2.0%*	*2.0%*	*2.0%*	*2.0%*
Operating income (EBIT)	18	20	25	30	33	34	35	33	32	32	33	34
Operating income margin %	*5.1%*	*5.4%*	*6.4%*	*7.4%*	*8.0%*	*8.0%*	*8.0%*	*7.5%*	*7.0%*	*7.0%*	*7.0%*	*7.0%*
+ Depreciation+amort.	18	19	20	21	21	22	23	23	24	24	25	
EBITDA	37	39	45	51	55	56	58	57	56	57	58	
- Paid taxes	-2	-5	-6	-7	-8	-8	-8	-8	-7	-8	-8	
- Change in NWC	1	-1	-1	-1	-1	-1	-1	-1	-1	-1	-1	
NWC / Sales, %	*6.4%*	*6.4%*	*6.4%*	*6.4%*	*6.4%*	*6.4%*	*6.4%*	*6.4%*	*6.4%*	*6.4%*	*6.4%*	
+ Change in other liabs	0											
- Operative CAPEX	-23	-23	-12	-8	-11	-11	-11	-11	-12	-12	-7	
opCAPEX / Sales, %	*8.8%*	*9.2%*	*6.2%*	*5.0%*	*5.7%*	*5.7%*	*5.6%*	*5.6%*	*5.6%*	*5.6%*	*4.5%*	
- Acquisitions												
+ Divestments												
- Other items												
= FCFF	12	11	26	36	35	36	38	37	36	37	43	542
= Discounted FCFF		10	22	28	25	24	23	20	18	16	17	220
= DFCF min WACC		10	23	28	26	24	23	21	18	17	18	245
= DFCF max WACC		10	22	28	25	23	22	19	17	16	17	199

Sensitivity analysis, EUR

Terminal EBIT-% \ Terminal WACC	8.02 %	9.02 %	10.02 %	11.02 %	12.02 %
5.00 %	16.57	13.88	11.85	10.26	8.98
6.00 %	18.10	15.08	12.82	11.05	9.64
7.00 %	19.63	16.29	13.78	11.84	10.29
8.00 %	21.16	17.49	14.75	12.63	10.94
9.00 %	22.69	18.69	15.72	13.42	11.60

INTERIM FIGURES

EVLI ESTIMATES, EURm	2024Q1	2024Q2	2024Q3	2024Q4	2024	2025Q1	2025Q2E	2025Q3E	2025Q4E	2025E	2026E	2027E
Net sales	97.1	92.6	80.0	91.3	361.0	94.9	91.4	84.5	101.0	371.7	389.8	403.2
EBITDA	11.6	9.7	6.1	9.5	36.8	8.9	9.0	9.2	11.6	38.7	44.9	51.2
EBITDA margin (%)	*11.9%*	*10.5%*	*7.6%*	*10.4%*	*10.2%*	*9.4%*	*9.8%*	*10.9%*	*11.5%*	*10.4%*	*11.5%*	*12.7%*
EBIT	6.7	5.3	1.4	5.0	18.4	4.2	4.4	4.6	7.1	20.2	24.9	29.9
EBIT margin (%)	*6.9%*	*5.8%*	*1.8%*	*5.4%*	*5.1%*	*4.4%*	*4.8%*	*5.5%*	*7.0%*	*5.4%*	*6.4%*	*7.4%*
Net financial items	-1.1	-1.2	-1.2	-1.4	-4.8	-1.1	-1.2	-1.2	-1.4	-4.9	-4.2	-3.9
Pre-tax profit	5.6	4.1	0.3	3.6	13.6	3.0	3.2	3.4	5.7	15.3	20.7	26.0
Tax	-1.7	-0.7	-0.3	-0.5	-3.2	-0.7	-0.7	-0.8	-1.3	-3.6	-4.8	-6.1
Tax rate (%)	*29.6%*	*17.9%*	*98.9%*	*15.0%*	*23.5%*	*24.8%*	*23.0%*	*23.0%*	*23.0%*	*23.4%*	*23.4%*	*23.4%*
Net profit	3.9	3.4	0.0	3.1	10.4	2.3	2.5	2.6	4.4	11.7	15.9	19.9
EPS	0.16	0.13	0.00	0.12	0.41	0.09	0.10	0.10	0.17	0.46	0.63	0.79
EPS adj. (diluted)	0.16	0.13	0.00	0.12	0.41	0.09	0.10	0.10	0.17	0.46	0.63	0.79
Dividend per share					0.22					0.23	0.31	0.39

SALES, EURm	2024Q1	2024Q2	2024Q3	2024Q4	2024	2025Q1	2025Q2E	2025Q3E	2025Q4E	2025E	2026E	2027E
Engineering Solutions	52.3	49.6	42.0	48.9	192.8	52.9	50.1	47.8	57.0	207.8	216.1	222.6
Software and Embedded Solutions	26.3	24.9	21.7	24.4	97.4	23.1	23.8	20.6	25.7	93.2	99.8	103.8
Technical Communication Solutions	18.5	17.9	16.2	17.9	70.5	18.9	17.4	15.9	18.2	70.4	73.2	76.1
Other	0.1	0.1	0.1	0.1	0.4	0.0	0.1	0.1	0.1	0.3	0.7	0.7
Total	97.1	92.6	80.0	91.3	361.0	94.9	91.4	84.5	101.0	371.7	389.8	403.2

SALES GROWTH, Y/Y %	2024Q1	2024Q2	2024Q3	2024Q4	2024	2025Q1	2025Q2E	2025Q3E	2025Q4E	2025E	2026E	2027E
Engineering Solutions	1.1%	-2.7%	-6.9%	-10.5%	-4.8%	1.1%	1.0%	14.0%	16.5%	7.8%	4.0%	3.0%
Software and Embedded Solutions	10.1%	17.4%	13.0%	8.3%	12.0%	-11.9%	-4.5%	-5.0%	5.0%	-4.2%	7.0%	4.0%
Technical Communication Solutions	-3.7%	2.9%	4.6%	0.1%	0.8%	2.1%	-3.0%	-2.0%	2.0%	-0.2%	4.0%	4.0%
Other	-61.0%	-15.9%	-54.4%	-32.5%	-43.3%	-91.0%	-13.8%	29.9%	-3.9%	-18.1%	123.8%	
Total	2.3%	3.1%		-4.1%	0.3%	-2.3%	-1.3%	5.6%	10.6%	3.0%	4.9%	3.4%

EBIT, EURm	2024Q1	2024Q2	2024Q3	2024Q4	2024	2025Q1	2025Q2E	2025Q3E	2025Q4E	2025E	2026E	2027E
Engineering Solutions	4.7	3.9	1.2	3.6	13.4	3.5	3.6	3.8	5.1	16.0	18.4	21.1
Software and Embedded Solutions	2.4	1.9	1.5	2.1	7.9	1.9	1.5	1.5	2.2	7.1	8.7	9.5
Technical Communication Solutions	1.4	1.2	0.6	1.1	4.3	0.8	1.0	1.0	1.5	4.4	5.1	6.5
Other	-1.7	-1.7	-1.9	-1.8	-7.2	-2.0	-1.8	-1.8	-1.8	-7.4	-7.3	-7.3
Total	6.7	5.3	1.4	5.0	18.4	4.2	4.4	4.6	7.1	20.2	24.9	29.9

EBIT margin %	2024Q1	2024Q2	2024Q3	2024Q4	2024	2025Q1	2025Q2E	2025Q3E	2025Q4E	2025E	2026E	2027E
Engineering Solutions	9.0%	7.9%	2.9%	7.3%	7.0%	6.5%	7.2%	8.0%	9.0%	7.7%	8.5%	9.5%
Software and Embedded Solutions	9.1%	7.6%	6.8%	8.7%	8.1%	8.0%	6.5%	7.5%	8.5%	7.6%	8.7%	9.2%
Technical Communication Solutions	7.3%	6.8%	3.9%	5.9%	6.1%	4.4%	6.0%	6.5%	8.5%	6.3%	7.0%	8.5%
Other	-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	6.9%	5.8%	1.8%	5.4%	5.1%	4.4%	4.8%	5.5%	7.0%	5.4%	6.4%	7.4%

INCOME STATEMENT, EURm	2020	2021	2022	2023	2024	2025E	2026E	2027E
Sales	259.7	300.1	350.2	360.0	361.0	371.7	389.8	403.2
Sales growth (%)	−1.1%	15.6%	16.7%	2.8%	0.3%	3.0%	4.9%	3.4%
EBITDA	40.4	43.6	48.7	44.4	36.8	38.7	44.9	51.2
EBITDA margin (%)	15.6%	14.5%	13.9%	12.3%	10.2%	10.4%	11.5%	12.7%
Depreciation	−18.0	−17.8	−20.0	−18.9	−18.4	−18.5	−20.0	−21.3
EBITA	22.4	25.8	28.6	25.5	18.4	20.2	24.9	29.9
Goodwill amortization / writedown								
EBIT	22.4	25.8	28.6	25.5	18.4	20.2	24.9	29.9
EBIT margin (%)	8.6%	8.6%	8.2%	7.1%	5.1%	5.4%	6.4%	7.4%
Reported EBIT	22.4	25.8	28.6	25.5	18.4	20.2	24.9	29.9
EBIT margin (reported) (%)	8.6%	8.6%	8.2%	7.1%	5.1%	5.4%	6.4%	7.4%
Net financials	−1.3	−0.9	−6.2	−4.7	−4.8	−4.9	−4.2	−3.9
Pre−tax profit	21.1	24.9	22.4	20.8	13.6	15.3	20.7	26.0
Taxes	−4.0	−4.8	−4.2	−4.2	−3.2	−3.6	−4.8	−6.1
Minority shares								
Net profit	17.1	20.1	18.2	16.6	10.4	11.7	15.9	19.9
Cash NRIs								
Non−cash NRIs								

BALANCE SHEET, EURm								
Assets								
Fixed assets	29	32	39	36	43	48	51	49
Goodwill	84	92	105	110	117	128	128	128
Right of use assets	23	22	21	21	19	20	21	21
Inventory	0	0	1	1	1	1	1	1
Receivables	57	75	94	92	92	94	99	102
Liquid funds	24	30	20	23	25	26	27	28
Total assets	218	253	281	285	298	317	327	330
Liabilities								
Shareholders' equity	87	99	106	114	118	124	134	146
Minority interest								
Convertibles								
Lease liabilities	24	23	22	21	19	22	23	24
Deferred taxes	7	7	10	10	10	10	10	10
Interest bearing debt	40	56	69	65	77	84	80	67
Non−interest bearing current liabilities	57	66	66	67	67	69	72	75
Other interest−free debt	2	3	8	8	8	8	8	8
Total liabilities	218	253	281	285	298	317	327	330

CASH FLOW, EURm								
+ EBITDA	40	44	49	44	37	39	45	51
− Net financial items	−1	−1	−6	−5	−5	−5	−4	−4
− Taxes	−5	−6	−5	−5	−1	−4	−5	−6
− Increase in Net Working Capital	1	−10	−17	1	1	−1	−1	−1
+/− Other	3	1	8					
= Cash flow from operations	38	27	28	36	31	30	35	40
− Capex	−21	−12	−12	−20	−32	−34	−24	−20
− Acquisitions	−6	−7	−21					
+ Divestments	0							
= Free cash flow	11	8	−4	16	0	−4	11	20
+/− New issues/buybacks	2	0	−1	0	1			
− Paid dividend	8	10	9	8	6	6	8	10
+/− Other	4	6	4	−3	9	11	−3	−11
Change in cash	9	6	−11	4	2	1	1	1

KEY FIGURES	2021	2022	2023	2024	2025E	2026E	2027E
M-cap	424	366	341	252	268	268	268
Net debt (excl. convertibles)	48	71	63	71	80	76	63
Enterprise value	472	437	404	323	348	343	331
Sales	300	350	360	361	372	390	403
EBITDA	44	49	44	37	39	45	51
EBIT	26	29	26	18	20	25	30
Pre-tax	25	22	21	14	15	21	26
Earnings	20	18	17	10	12	16	20
Equity book value (excl. minorities)	99	106	114	118	124	134	146

Valuation multiple	2021	2022	2023	2024	2025E	2026E	2027E
EV/Sales	1.6	1.2	1.1	0.9	0.9	0.9	0.8
EV/EBITDA	10.8	9.0	9.1	8.8	9.0	7.7	6.5
EV/EBITA	18.3	15.2	15.8	17.6	17.2	13.8	11.1
EV/EBIT	18.3	15.2	15.8	17.6	17.2	13.8	11.1
EV/OCF	17.4	15.5	11.2	10.3	11.7	9.9	8.2
EV/FCF	41.1	57.3	12.8	27.0	32.5	13.3	9.3
P/FCFR	52.6	-81.8	21.1	-731.5	-61.7	25.4	13.2
P/E	21.1	15.2	17.7	24.3	22.8	16.9	13.4
P/BV	4.3	3.4	3.0	2.1	2.2	2.0	1.8
Target EV/EBITDA					9.3	7.9	6.7
Target EV/EBIT					17.7	14.2	11.4
Target EV/FCFF					-82.6	33.6	16.8
Target P/BV					2.2	2.1	1.9
Target P/E, diluted	21.5	18.1	17.1	30.7	23.7	17.5	13.9

Per share measures	2021	2022	2023	2024	2025E	2026E	2027E
Number of shares (million)	25.08	25.04	25.25	25.25	25.25	25.25	25.25
Number of shares (diluted, million)	25.08	25.04	25.25	25.25	25.25	25.25	25.25
EPS	0.80	0.73	0.66	0.41	0.46	0.63	0.79
Operating cash flow per share	1.08	1.12	1.43	1.24	1.18	1.37	1.60
Free cash flow per share	0.32	-0.18	0.64	-0.01	-0.17	0.42	0.80
Book value per share	3.94	4.25	4.52	4.67	4.91	5.31	5.78
Dividend per share	0.40	0.36	0.30	0.22	0.23	0.31	0.39
Dividend payout ratio, %	49.9%	49.6%	45.5%	53.4%	50.0%	50.0%	50.0%
Dividend yield, %	2.4%	2.5%	2.2%	2.2%	2.2%	3.0%	3.7%
FCF yield, %	1.9%	-1.2%	4.7%	-0.1%	-1.6%	3.9%	7.6%

Efficiency measures	2021	2022	2023	2024	2025E	2026E	2027E
ROE	21.6%	17.7%	15.1%	9.0%	9.7%	12.3%	14.2%
ROCE	15.7%	15.3%	12.9%	8.9%	9.1%	10.7%	12.6%

Financial ratios	2021	2022	2023	2024	2025E	2026E	2027E
Inventories as % of sales	0.1%	0.2%	0.2%	0.2%	0.2%	0.2%	0.2%
Receivables as % of sales	24.9%	26.7%	25.5%	25.5%	25.4%	25.4%	25.4%
Non-int. bearing liabilities as % of sales	21.9%	19.0%	18.5%	18.5%	18.5%	18.5%	18.5%
NWC/sales, %	2.6%	7.0%	6.6%	6.4%	6.4%	6.4%	6.4%
Operative CAPEX/Sales, %	4.0%	3.3%	5.5%	8.8%	9.2%	6.2%	5.0%
CAPEX/sales (incl. acquisitions), %	1.7%	-2.6%	5.5%	8.8%	9.2%	6.2%	5.0%
FCFF/EBITDA	0.3	0.2	0.7	0.3	0.3	0.6	0.7
Net Debt/EBITDA, book-weighted	1.1	1.5	1.4	1.9	2.1	1.7	1.2
Debt/equity, market-weighted	0.1	0.2	0.2	0.3	0.3	0.3	0.3
Equity ratio, book-weighted	0.4	0.4	0.4	0.4	0.4	0.4	0.4
Gearing, %	48.7%	66.8%	55.4%	60.0%	64.9%	56.6%	43.5%

COMPANY DESCRIPTION: Etteplan is a specialist in industrial equipment engineering, embedded systems and IoT and technical communication solutions and services. The company is market leader in Finland and among the largest operators in the field in Sweden and one of the largest companies in Europe providing technical communication solutions. Customers are leading global manufacturers of industrial equipment and machinery.

INVESTMENT CASE: Etteplan has a comprehensive service offering and a good market position that provides organic growth opportunities, with growth further boosted through acquisitions. Etteplan has achieved a solid level of relative profitability, but some smaller challenges in Technical Communication Solutions and Software and Embedded Solutions still remain. Bringing those service areas up to par and optimizing resources through an increase in Managed Services and introducing AI into the service offering could provide a further boost to margins. However, the last two years have been difficult due to poor market conditions, which have impacted overall demand and created additional challenges. In the near term, uncertainty is further elevated by the weakened overall demand situation.

OWNERSHIP STRUCTURE	SHARES	EURm	%
Ingman Group Oy Ab	16 760 000	177.656	66.4 %
Oy Fincorp Ab	2 650 414	28.094	10.5 %
Varma Mutual Pension Insurance Company	985 593	10.447	3.9 %
Ilmarinen Mutual Pension Insurance Company	343 618	3.642	1.4 %
Tuori Klaus	309 134	3.277	1.2 %
Tuori Aino	298 275	3.162	1.2 %
Elo Mutual Pension Insurance Company	262 000	2.777	1.0 %
VAS Invest Oy	194 035	2.057	0.8 %
Juha Näkki	107 739	1.142	0.4 %
Etteplan Oyj	100 921	1.070	0.4 %
Ten largest	22 011 729	233.324	87.2 %
Residual	3 238 143	34.324	12.8 %
Total	25 249 872	267.649	100%

EARNINGS CALENDAR

August 06, 2025	Q2 report
October 29, 2025	Q3 report

OTHER EVENTS

COMPANY MISCELLANEOUS

CEO: Juha Näkki
CFO: Helena Kukkonen
IR: Outi Torniainen

Tekniikantie 4 D, 02150 Espoo
Tel: +358 10 3070

DEFINITIONS

P/E $\frac{\text{Price per share}}{\text{Earnings per share}}$	**EPS** $\frac{\text{Profit before extraord. items and taxes – income taxes + minority interest}}{\text{Number of shares}}$
P/BV $\frac{\text{Price per share}}{\text{Shareholder's equity + taxed provisions per share}}$	**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** $\frac{\text{Capital expenditure – divestments – acquisitions}}{\text{Sales}}$
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** $\frac{\text{Total assets – non–interest bearing debt}}{\text{Number of shares}}$
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, %** $\frac{\text{Interest bearing debt}}{\text{Shareholders' equity + minority interest + taxed provisions}}$
Payout ratio, % $\frac{\text{Total dividends}}{\text{Earnings before extraordinary items and taxes – income taxes + minority interest}}$	**Equity ratio. %** $\frac{\text{Shareholders' equity + minority interest + taxed provisions}}{\text{Total assets – interest–free loans}}$
ROCE, % $\frac{\text{Profit before extraordinary items + interest expenses + other financial costs}}{\text{Balance sheet total – non–interest bearing debt (average)}}$	**CAGR, %** Cumulative annual growth rate = Average growth rate per year
ROE, % $\frac{\text{Profit before extraordinary items and taxes – income taxes}}{\text{Shareholders' equity + minority interest + taxed provisions (average)}}$	

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Investment recommendations are defined as follows:

Target price compared to share price	Recommendation
< -10 %	SELL
-10 – 0 %	RECUDE
0 – (+10) %	ACCUMULATE
> 10 %	BUY

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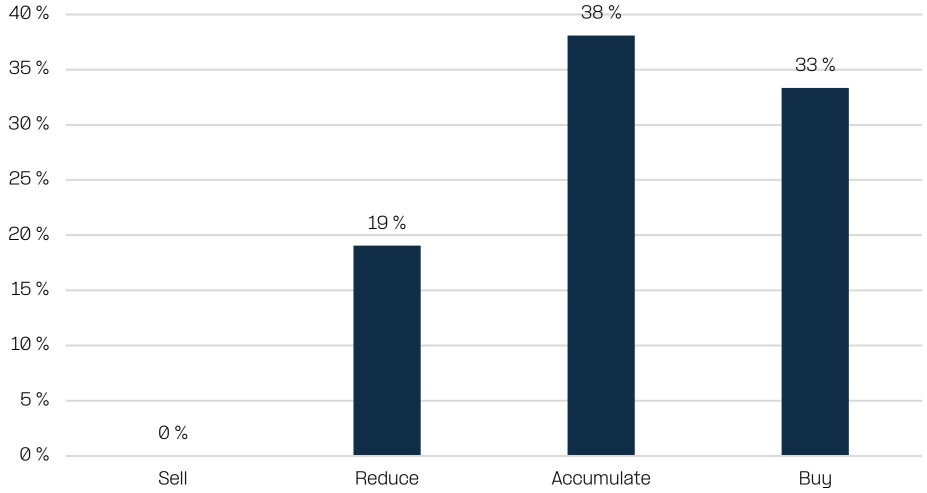

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Name(s) of the analyst(s): Atte Jortikka

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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 Pitkäjärvi	+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