

## Focus on the long game

LapWall releases its business review on 29<sup>th</sup> of April. We expect largely flat sales and profitability development for the first quarter. Alongside the guidance that will be published with the report, our focus lies on the company's order backlog which declined throughout 2024.

### Some positive signals from the market

According to the latest market outlook from The Confederation of Finnish Construction Industries RT (OFCI), Finnish overall construction volumes declined by 8% in 2024, driven by residential construction where volumes fell 26% y/y. For 2025, OFCI expects that volumes turn to growth with 4% overall growth where residential volumes are expected to lead the turnaround with growth of 10% y/y. In addition to residential, non-residential volumes are expected to grow 3.5% and 4.0% during 2025–2026 respectively. Drivers for non-residential growth include for example defense and datacenter investments. We believe LapWall's roof element products have the potential to be well-suited for datacenter use. According to the Finnish Association for Manufacturers of Prefabricated Houses PTT, the prefabricated house sales, deliveries and backlog increased y/y during Q1/2025, while the total volumes remained at low levels. At the same time, outlook declined slightly from the strong levels seen late last year.

### Expecting H2 trends to persist during Q1

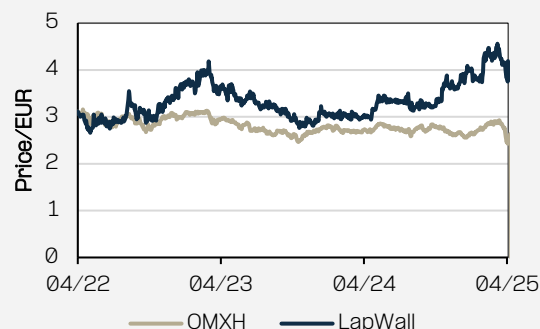
LapWall did not provide guidance for 2025 in its Q4/24 report; instead, the guidance will be issued alongside the Q1/25 report. We have not made significant adjustments to our estimates for the year as we model net sales of EUR 45m (growth of 4.0% y/y) with EBITA of EUR 5.6m (EBITA margin of 12.4%). Demand for LapWall's roof elements declined during H2 of last year after a strong first half. We expect this trend to continue throughout the first half as the roof element side of the business (incl. roof element systems) faces tougher comparable figures. Additionally, the company's substantial EUR 6.5m order contributed to net sales during H1/24. LapWall has not yet succeeded in securing similar large orders during 2024–2025.

### ACCUMULATE with a TP of EUR 4.3

LapWall is priced at 11–9x EV/EBITA and 13–10x adj. P/E on our estimates for 2025–2026. The pricing presents a discount of roughly 10–25% compared to peers. While we expect the market to remain challenging and multiples slightly elevated on absolute terms especially for 2025, we are inclined to focus on the company's long-term potential given its performance in difficult market conditions and robust balance sheet.

### Rating

+ Accumulate



Share price, EUR (Last trading day's closing price) **3.98**  
Target price, EUR 4.3

Latest change in recommendation 31-Jan-25  
Latest report on company 23-Apr-25  
Research paid by issuer: YES  
No. of shares outstanding, '000's 14 526  
No. of shares fully diluted, '000's 14 526  
Market cap, EURm 58  
Free float, %  
Exchange rate  
Reuters code LAPWALL.HE  
Bloomberg code LAPWALL FH  
Average daily volume, EURm 0.033  
Next interim report 29-Apr-25  
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+ 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	41.9	3.2	7.7%	-0.9	0.18	17.6	1.0	13.1	-2.0%	0.13
2024	43.3	4.2	9.7%	-4.1	0.24	16.8	1.4	14.7	-7.1%	0.18
2025E	45.0	4.7	10.5%	2.1	0.26	15.3	1.4	13.1	3.6%	0.20
2026E	56.5	6.4	11.4%	4.0	0.35	11.5	1.1	9.4	6.8%	0.26
2027E	66.4	8.2	12.4%	8.0	0.45	8.8	0.9	6.9	13.9%	0.34

Market cap, EURm	58	Gearing 2025E, %	16.2 %	CAGR EPS 2024–27, %	23.9 %
Net debt 2025E, EURm	3	Price/book 2025E	3.0	CAGR Sales 2024–27, %	15.3 %
Enterprise value, EURm	62	Dividend yield 2025E, %	4.9 %	ROE 2025E, %	20.0 %
Total assets 2025E, EURm	40	Tax rate 2025E, %	17.1 %	ROCE 2025E, %	19.2 %
Goodwill 2025E, EURm	4	Equity ratio 2025E, %	49.6 %	PEG, P/E 25/CAGR	0.6

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

Table 1: Estimate summary

LapWall	2023	H1/'24	H2/'24	2024E	H2/'25E	H2/'25E	2025E	2026E	2027E
<b>Revenue</b>	<b>41.9</b>	<b>21.1</b>	<b>22.2</b>	<b>43.3</b>	<b>20.5</b>	<b>24.5</b>	<b>45.0</b>	<b>56.5</b>	<b>66.4</b>
<i>change, %</i>	<i>-20.2%</i>	<i>12.0%</i>	<i>-3.7%</i>	<i>3.4%</i>	<i>-3.0%</i>	<i>10.5%</i>	<i>4.0%</i>	<i>25.6%</i>	<i>17.5%</i>
<b>EBITDA</b>	<b>5.3</b>	<b>2.8</b>	<b>3.6</b>	<b>6.4</b>	<b>2.8</b>	<b>4.0</b>	<b>6.8</b>	<b>9.1</b>	<b>10.9</b>
<i>-margin</i>	<i>12.6%</i>	<i>13.2%</i>	<i>16.2%</i>	<i>14.7%</i>	<i>13.5%</i>	<i>16.3%</i>	<i>15.0%</i>	<i>16.1%</i>	<i>16.4%</i>
<b>EBITA</b>	<b>4.0</b>	<b>2.2</b>	<b>3.0</b>	<b>5.1</b>	<b>2.2</b>	<b>3.4</b>	<b>5.6</b>	<b>7.2</b>	<b>9.0</b>
<i>-margin</i>	<i>9.4%</i>	<i>10.2%</i>	<i>13.3%</i>	<i>11.8%</i>	<i>10.7%</i>	<i>13.8%</i>	<i>12.4%</i>	<i>12.8%</i>	<i>13.6%</i>
<b>Operating profit</b>	<b>3.2</b>	<b>1.7</b>	<b>2.5</b>	<b>4.2</b>	<b>1.8</b>	<b>3.0</b>	<b>4.7</b>	<b>6.4</b>	<b>8.2</b>
<i>-margin</i>	<i>7.7%</i>	<i>8.2%</i>	<i>11.3%</i>	<i>9.8%</i>	<i>8.7%</i>	<i>12.1%</i>	<i>10.5%</i>	<i>11.4%</i>	<i>12.4%</i>
Net financials	0.0	0.0	0.0	0.0	0.0	0.0	0.0	-0.2	-0.2
<b>Pre-tax profit</b>	<b>3.2</b>	<b>1.7</b>	<b>2.5</b>	<b>4.2</b>	<b>1.8</b>	<b>3.0</b>	<b>4.7</b>	<b>6.2</b>	<b>8.1</b>
Income taxes	-0.6	-0.2	-0.5	-0.9	-0.4	-0.6	-0.9	-1.2	-1.5
<b>Net earnings</b>	<b>2.6</b>	<b>1.4</b>	<b>2.0</b>	<b>3.5</b>	<b>1.4</b>	<b>2.4</b>	<b>3.8</b>	<b>5.0</b>	<b>6.6</b>

Source: LapWall, Evli Research estimates

Table 2: Peer group

Peer group	MCAP MEUR	EV/Sales			EV/EBITDA			EV/EBITA			P/E		
		25	26	27	25	26	27	25	26	27	25	26	27
Steico	302	1.1x	0.9x		5.6x	5.3x		12.0x	10.6x		14.9x	12.3x	
Inwido	1013	1.3x	1.2x	1.1x	9.0x	8.2x	7.7x	11.9x	10.7x	9.9x	15.6x	13.6x	12.4x
Kingspan Group	12851	1.5x	1.4x	1.2x	12.1x	11.0x	10.0x	15.0x	13.5x	12.1x	17.6x	15.7x	14.1x
HH International	243	0.8x	0.8x	0.7x	7.2x	5.9x	5.2x	13.6x	9.9x	8.4x	20.5x	12.6x	10.0x
Nobia	224	0.7x	0.6x	0.6x	5.9x	4.9x	4.3x	17.0x	10.9x	8.6x	31.1x		5.6x
Balco Group	62	0.5x	0.4x		5.3x	4.8x		7.0x	6.2x		6.3x	5.3x	
<b>Peer Group Average</b>	<b>2449</b>	<b>1.0x</b>	<b>0.9x</b>	<b>0.9x</b>	<b>7.5x</b>	<b>6.7x</b>	<b>6.8x</b>	<b>12.7x</b>	<b>10.3x</b>	<b>9.8x</b>	<b>17.7x</b>	<b>11.9x</b>	<b>10.5x</b>
<b>Peer Group Median</b>	<b>272</b>	<b>0.9x</b>	<b>0.8x</b>	<b>0.9x</b>	<b>6.6x</b>	<b>5.6x</b>	<b>6.5x</b>	<b>12.8x</b>	<b>10.6x</b>	<b>9.2x</b>	<b>16.6x</b>	<b>12.6x</b>	<b>11.2x</b>
<b>LapWall (Evli est.)</b>	<b>58</b>	<b>1.4x</b>	<b>1.1x</b>	<b>0.9x</b>	<b>9.1x</b>	<b>6.8x</b>	<b>5.2x</b>	<b>11.5x</b>	<b>8.7x</b>	<b>6.5x</b>	<b>12.6x</b>	<b>9.9x</b>	<b>7.9x</b>

LapWall prem./disc. to peer median

Source FactSet, Evli Research

Source: Factset, Evli Research estimates

VALUATION RESULTS	BASE CASE DETAILS	VALUATION ASSUMPTIONS	ASSUMPTIONS FOR WACC
Current share price	3.98 PV of Free Cash Flow	44 Long-term growth, %	2.0 % Risk-free interest rate, %
DCF share value	5.62 PV of Horizon value	41 WACC, %	9.6 % Market risk premium, %
Share price potential, %	41.2 % Unconsolidated equity	–1 Spread, %	0.5 % Debt risk premium %
Maximum value	6.0 Marketable securities	4 Minimum WACC, %	9.1 % Equity beta coefficient
Minimum value	5.3 Debt – dividend	–6 Maximum WACC, %	10.1 % Target debt ratio, %
Horizon value, %	48.2 % Value of stock	82 No. of shares, Mn	14.5 Effective tax rate, %

DCF valuation, EURm	2024	2025E	2026E	2027E	2028E	2029E	2030E	2031E	2032E	2033E	2034E	TERMINAL
Net sales	43	45	57	66	73	79	82	84	86	87	89	91
Sales growth (%)	3.4%	4.0%	25.6%	17.5%	10.0%	7.5%	5.0%	2.0%	2.0%	2.0%	2.0%	2.0%
Operating income (EBIT)	4	5	6	8	9	10	11	10	9	10	10	10
Operating income margin %	9.7%	10.5%	11.4%	12.4%	13.0%	13.0%	13.0%	12.0%	11.0%	11.0%	11.0%	11.0%
+ Depreciation+amort.	2	2	3	3	3	3	3	2	2	2	2	
EBITDA	6	7	9	11	12	13	13	12	11	11	12	
– Paid taxes	–1	–1	–1	–2	–2	–2	–2	–2	–2	–2	–2	
– Change in NWC	–2	3	0	0	0	0	0	0	0	0	0	
NWC / Sales, %	1.0%	–4.7%	–3.0%	–2.5%	–2.5%	–2.5%	–2.5%	–2.5%	–2.5%	–2.5%	–2.5%	
+ Change in other liabs												
– Operative CAPEX	–8	–6	–3	–1	–1	–1	–2	–2	–2	–2	–2	
opCAPEX / Sales, %	18.6%	14.0%	5.7%	1.7%	1.9%	1.8%	2.4%	2.6%	2.6%	2.6%	2.6%	
– Acquisitions												
+ Divestments												
– Other items	0											
= FCFF	–4	2	4	8	9	10	9	8	7	7	7	100
= Discounted FCFF		2	4	6	6	6	5	4	4	3	3	41
= DFCF min WACC		2	4	6	7	6	6	4	4	3	3	46
= DFCF max WACC		2	4	6	6	6	5	4	3	3	3	37

## Sensitivity analysis, EUR

		Terminal WACC				
		7.59 %	8.59 %	9.59 %	10.59 %	11.59 %
Terminal EBIT–%	9.00 %	6.58	5.64	4.94	4.39	3.96
	10.00 %	7.13	6.07	5.28	4.67	4.18
	11.00 %	7.68	6.50	5.62	4.94	4.41
	12.00 %	8.24	6.93	5.96	5.22	4.63
	13.00 %	8.79	7.35	6.30	5.49	4.86

## INTERIM FIGURES

EVLI ESTIMATES, EURm	2024Q1	2024Q2	2024Q3	2024Q4	2024	2025Q1E	2025Q2E	2025Q3E	2025Q4E	2025E	2026E	2027E
Net sales	10.1	11.0	11.7	10.5	43.3	10.0	10.5	12.5	12.0	45.0	56.5	66.4
EBITDA	1.3	1.4	2.0	1.6	6.4	1.3	1.5	2.1	1.9	6.8	9.0	10.9
EBITDA margin (%)	13.3%	13.1%	17.0%	15.3%	14.7%	13.1%	14.2%	16.9%	15.8%	15.1%	15.9%	16.4%
EBIT	0.8	0.9	1.4	1.1	4.2	0.8	1.0	1.6	1.4	4.7	6.4	8.2
EBIT margin (%)	7.9%	8.1%	12.4%	10.2%	9.7%	8.0%	9.3%	12.7%	11.5%	10.5%	11.4%	12.4%
Net financial items		0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	-0.2	-0.2
Pre-tax profit	0.8	0.9	1.4	1.1	4.2	0.8	1.0	1.6	1.4	4.7	6.2	8.1
Tax	-0.2	-0.2	-0.3	-0.3	-0.9	-0.2	-0.2	-0.3	-0.3	-0.9	-1.2	-1.5
Tax rate (%)	15.6%	18.8%	15.3%	19.8%	17.2%	15.9%	16.5%	17.7%	17.4%	17.1%	17.1%	17.1%
Net profit	0.7	0.7	1.2	0.8	3.4	0.6	0.8	1.3	1.1	3.8	5.0	6.6
EPS	0.05	0.05	0.08	0.06	0.24	0.04	0.05	0.09	0.08	0.26	0.35	0.45
EPS adj. (diluted)	0.05	0.05	0.08	0.06	0.24	0.04	0.05	0.09	0.08	0.26	0.35	0.45
Dividend per share					0.18					0.20	0.26	0.34
SALES, EURm	2024Q1	2024Q2	2024Q3	2024Q4	2024	2025Q1E	2025Q2E	2025Q3E	2025Q4E	2025E	2026E	2027E
LapWall	10.1	11.0	11.7	10.5	43.3	10.0	10.5	12.5	12.0	45.0	56.5	66.4
Total	10.1	11.0	11.7	10.5	43.3	10.0	10.5	12.5	12.0	45.0	56.5	66.4
SALES GROWTH, Y/Y%	2024Q1	2024Q2	2024Q3	2024Q4	2024	2025Q1E	2025Q2E	2025Q3E	2025Q4E	2025E	2026E	2027E
LapWall	9.4%	14.6%	6.9%	-13.3%	3.4%	-1.4%	-4.4%	7.0%	14.5%	4.0%	25.6%	17.5%
Total	9.4%	14.6%	6.9%	-13.3%	3.4%	-1.4%	-4.4%	7.0%	14.5%	4.0%	25.6%	17.5%
EBIT, EURm	2024Q1	2024Q2	2024Q3	2024Q4	2024	2025Q1E	2025Q2E	2025Q3E	2025Q4E	2025E	2026E	2027E
LapWall	0.8	0.9	1.4	1.1	4.2	0.8	1.0	1.6	1.4	4.7	6.4	8.2
Total	0.8	0.9	1.4	1.1	4.2	0.8	1.0	1.6	1.4	4.7	6.4	8.2
EBIT margin %	2024Q1	2024Q2	2024Q3	2024Q4	2024	2025Q1E	2025Q2E	2025Q3E	2025Q4E	2025E	2026E	2027E
LapWall	7.9%	8.1%	12.4%	10.2%	9.7%	8.0%	9.3%	12.7%	11.5%	10.5%	11.4%	12.4%
Total	7.9%	8.1%	12.4%	10.2%	9.7%	8.0%	9.3%	12.7%	11.5%	10.5%	11.4%	12.4%

INCOME STATEMENT, EURm	2020	2021	2022	2023	2024	2025E	2026E	2027E
Sales		35.5	52.5	41.9	43.3	45.0	56.5	66.4
<i>Sales growth (%)</i>			48.0%	-20.3%	3.4%	4.0%	25.6%	17.5%
EBITDA		6.1	9.5	5.3	6.4	6.8	9.0	10.9
<i>EBITDA margin (%)</i>		17.2%	18.1%	12.6%	14.7%	15.1%	15.9%	16.4%
Depreciation		-1.4	-1.2	-1.3	-1.3	-1.3	-1.7	-1.8
EBITA		4.8	8.3	4.0	5.1	5.6	7.2	9.0
Goodwill amortization / writedown		-0.4	-0.5	-0.7	-0.9	-0.8	-0.8	-0.8
EBIT		4.4	7.8	3.2	4.2	4.7	6.4	8.2
<i>EBIT margin (%)</i>		12.3%	14.9%	7.7%	9.7%	10.5%	11.4%	12.4%
Reported EBIT		4.4	7.8	3.2	4.2	4.7	6.4	8.2
<i>EBIT margin (reported) (%)</i>		12.3%	14.9%	7.7%	9.7%	10.5%	11.4%	12.4%
Net financials		-0.1	-0.7	0.0	0.0	0.0	-0.2	-0.2
Pre-tax profit		4.2	7.1	3.2	4.2	4.7	6.2	8.1
Taxes		-0.9	-1.4	-0.6	-0.9	-0.9	-1.2	-1.5
Minority shares								
Net profit		3.3	5.5	2.6	3.4	3.8	5.0	6.6
Cash NRIs								
Non-cash NRIs								
BALANCE SHEET, EURm								
Assets								
Fixed assets	8	7	10	9	16	21	23	22
Goodwill	2	2	2	6	5	4	3	2
Right of use assets								
Inventory	1	3	3	3	3	7	7	9
Receivables	3	3	5	5	4	6	6	6
Liquid funds	2	2	8	4	4	1	2	5
Total assets	17	17	28	27	32	40	41	45
Liabilities								
Shareholders' equity	5	7	16	17	18	20	22	24
Minority interest					0	0	0	0
Convertibles								
Lease liabilities								
Deferred taxes								
Interest bearing debt	5	3	2	1	6	5	4	3
Non-interest bearing current liabilities	6	7	10	9	7	10	15	17
Other interest-free debt						6		
Total liabilities	17	17	28	27	32	40	41	45
CASH FLOW, EURm								
+ EBITDA		6	10	5	6	7	9	11
- Net financial items		0	-1	0	0	0	0	0
- Taxes		-1	-1	-1	-1	-1	-1	-2
- Increase in Net Working Capital	2	-1	1	0	-2	3	0	0
+/- Other			0		0			
= Cash flow from operations	2	4	8	4	4	8	7	9
- Capex	-11	0	-4	-5	-8	-6	-3	-1
- Acquisitions								
+ Divestments								
= Free cash flow	-9	4	4	-1	-4	2	4	8
+/- New issues/buybacks	5	-2	5	1	0			
- Paid dividend		2	3	2	3	3	4	5
+/- Other	5	-2	-1	-1	5	-2	-1	-1
Change in cash	2	0	6	-3	-1	-2	0	3

KEY FIGURES	2021	2022	2023	2024	2025E	2026E	2027E
M-cap		51	45	58	58	58	58
Net debt (excl. convertibles)	1	-6	-3	3	3	2	-2
Enterprise value	1	45	42	62	62	61	56
Sales	35	53	42	43	45	57	66
EBITDA	6	10	5	6	7	9	11
EBIT	4	8	3	4	5	6	8
Pre-tax	4	7	3	4	5	6	8
Earnings	3	5	3	3	4	5	7
Equity book value (excl. minorities)	7	16	17	18	20	22	24

Valuation multiple	2021	2022	2023	2024	2025E	2026E	2027E
EV/Sales	0.0	0.9	1.0	1.4	1.4	1.1	0.9
EV/EBITDA	0.2	4.8	8.0	9.7	9.1	6.8	5.2
EV/EBITA	0.3	5.5	10.7	12.2	11.2	8.4	6.3
EV/EBIT	0.3	5.8	13.1	14.7	13.1	9.4	6.9
EV/OCF	0.3	5.8	10.3	15.6	7.4	8.5	6.2
EV/FCF	0.3	10.9	-48.0	-15.1	29.7	14.7	6.9
P/FCFR		14.4	-50.4	-14.1	27.9	14.6	7.2
P/E		9.3	17.6	16.8	15.3	11.5	8.8
P/BV		3.2	2.7	3.2	3.0	2.7	2.4
Target EV/EBITDA					9.7	7.2	5.6
Target EV/EBIT					13.9	10.1	7.4
Target EV/FCFF					31.8	16.4	7.6
Target P/BV					3.2	2.9	2.6
Target P/E, diluted				19.1	16.5	12.4	9.5

Per share measures	2021	2022	2023	2024	2025E	2026E	2027E
Number of shares (million)	12.38	14.23	14.53	14.53	14.53	14.53	14.53
Number of shares (diluted, million)	12.38	14.23	14.53	14.53	14.53	14.53	14.53
EPS	0.27	0.38	0.18	0.24	0.26	0.35	0.45
Operating cash flow per share	0.36	0.55	0.28	0.27	0.58	0.49	0.63
Free cash flow per share	0.33	0.25	-0.06	-0.28	0.14	0.27	0.55
Book value per share	0.58	1.11	1.15	1.26	1.34	1.49	1.69
Dividend per share	0.14	0.19	0.13	0.18	0.20	0.26	0.34
Dividend payout ratio, %	51.9%	49.4%	73.7%	75.9%	75.0%	75.0%	75.0%
Dividend yield, %		5.3%	4.2%	4.5%	4.9%	6.5%	8.5%
FCF yield, %		7.0%	-2.0%	-7.1%	3.6%	6.8%	13.9%

Efficiency measures	2021	2022	2023	2024	2025E	2026E	2027E
ROE	53.4%	47.6%	15.7%	19.6%	20.0%	24.5%	28.4%
ROCE	41.0%	54.4%	17.8%	19.4%	19.2%	25.7%	30.8%

Financial ratios	2021	2022	2023	2024	2025E	2026E	2027E
Inventories as % of sales	7.1%	6.1%	7.4%	8.0%	16.0%	13.0%	14.0%
Receivables as % of sales	8.8%	9.5%	10.9%	8.4%	14.0%	10.0%	9.5%
Non-int. bearing liabilities as % of sales	18.8%	19.0%	21.3%	15.4%	22.0%	26.0%	26.0%
NWC/sales, %	-2.9%	-3.3%	-3.0%	1.0%	-4.7%	-3.0%	-2.5%
Operative CAPEX/Sales, %	1.2%	8.3%	12.0%	18.6%	14.0%	5.7%	1.7%
CAPEX/sales (incl. acquisitions), %	1.2%	8.3%	12.0%	18.6%	14.0%	5.7%	1.7%
FCFF/EBITDA	0.7	0.4	-0.2	-0.6	0.3	0.5	0.7
Net Debt/EBITDA, book-weighted	0.2	-0.6	-0.6	0.4	0.5	0.2	-0.2
Debt/equity, market-weighted		0.0	0.0	0.1	0.1	0.1	0.0
Equity ratio, book-weighted	0.4	0.6	0.6	0.6	0.5	0.5	0.6
Gearing, %	17.7%	-34.7%	-18.0%	14.3%	16.2%	9.5%	-8.6%

**COMPANY DESCRIPTION:** LapWall is a Finnish construction material company that produces prefabricated wooden construction elements for both residential and non-residential buildings. The company operates through its three production facilities located in Finland. LapWall's business model is centered around its LEKO® element system that covers everything from element design to installation. LapWall was founded in 2011 and currently employs roughly 115 personnel. The company was listed to the First North Growth Market in 2022.

**INVESTMENT CASE:** The sluggish residential construction market has decreased demand for LapWall's wooden wall element products during 2023–2024. While the wall elements market remains difficult, the firm's expansion into roof element capabilities has proven fruitful, with roof element demand holding up better. The company is currently investing in its Pyhäntä factory to triple the capacity. We forecast 2023–2024 to be the cycle-low in terms of earnings and expect that the company will continue its profitable growth as market stabilizes throughout 2025–2028 and LapWall gains market share.

OWNERSHIP STRUCTURE	SHARES	EURm	%
Jarmo Pekkarinen	2 700 000	10.746	18.6 %
Timo Pekkarinen	2 245 000	8.935	15.5 %
Pohjanmaan Arvo Sijoitusosuuskunta	1 415 416	5.633	9.7 %
Ahola Tuomas Veli	1 117 128	4.446	7.7 %
Pekkarinen Janne Petteri	964 751	3.840	6.6 %
Alquila Oy	405 026	1.612	2.8 %
Pekkarinen Antti Olavi	390 632	1.555	2.7 %
Kari Viljamaa	385 644	1.535	2.7 %
Suomen Teollisuussijoitus Oy	294 108	1.171	2.0 %
Ahti Väisänen	271 254	1.080	1.9 %
Ten largest	10 188 959	40.552	70.1 %
Residual	4 336 559	17.260	29.9 %
Total	14 525 518	57.812	100%

**EARNINGS CALENDAR**

April 29, 2025	Q1 report
August 07, 2025	Q2 report
October 28, 2025	Q3 report

**OTHER EVENTS****COMPANY MISCELLANEOUS**

CEO: Jarmo Pekkarinen	Yrittäjäntie 7, 36600 Pälkäne
CFO: Tuomo Riihonen	Tel:
IR:	

## DEFINITIONS

<b>P/E</b>  $\frac{\text{Price per share}}{\text{Earnings per share}}$	<b>EPS</b>  $\frac{\text{Profit before extraord. items and taxes} - \text{income taxes} + \text{minority interest}}{\text{Number of shares}}$
<b>P/BV</b>  $\frac{\text{Price per share}}{\text{Shareholder's equity} + \text{taxed provisions per share}}$	<b>DPS</b>  Dividend for the financial period per share
<b>Market cap</b>  Price per share * Number of shares	<b>OCF (Operating cash flow)</b>  EBITDA – Net financial items – Taxes – Increase in working capital – Cash NRIs ± Other adjustments
<b>EV (Enterprise value)</b>  Market cap + net debt + minority interest at market value – share of associated companies at market value	<b>FCF (Free cash flow)</b>  Operating cash flow – Operative CAPEX – acquisitions + divestments
<b>EV/Sales</b>  $\frac{\text{Enterprise value}}{\text{Sales}}$	<b>FCF yield, %</b>  $\frac{\text{Free cash flow}}{\text{Market cap}}$
<b>EV/EBITDA</b>  $\frac{\text{Enterprise value}}{\text{Earnings before interest, tax, depreciation and amortization}}$	<b>Operative CAPEX / Sales</b>  $\frac{\text{Capital expenditure} - \text{divestments} - \text{acquisitions}}{\text{Sales}}$
<b>EV/EBIT</b>  $\frac{\text{Enterprise value}}{\text{Operating profit}}$	<b>Net working capital</b>  Current assets – current liabilities
<b>Net debt</b>  Interest bearing debt – financial assets	<b>Capital employed / Share</b>  $\frac{\text{Total assets} - \text{non-interest bearing debt}}{\text{Number of shares}}$
<b>Total assets</b>  Balance sheet total	<b>Gearing</b>  $\frac{\text{Net debt}}{\text{Equity}}$
<b>Div yield, %</b>  $\frac{\text{Dividend per share}}{\text{Price per share}}$	<b>Debt/Equity, %</b>  $\frac{\text{Interest bearing debt}}{\text{Shareholders' equity} + \text{minority interest} + \text{taxed provisions}}$
<b>Payout ratio, %</b>  $\frac{\text{Total dividends}}{\text{Earnings before extraordinary items and taxes} - \text{income taxes} + \text{minority interest}}$	<b>Equity ratio, %</b>  $\frac{\text{Shareholders' equity} + \text{minority interest} + \text{taxed provisions}}{\text{Total assets} - \text{interest-free loans}}$
<b>ROCE, %</b>  $\frac{\text{Profit before extraordinary items} + \text{interest expenses} + \text{other financial costs}}{\text{Balance sheet total} - \text{non-interest bearing debt (average)}}$	<b>CAGR, %</b>  Cumulative annual growth rate = Average growth rate per year
<b>ROE, %</b>  $\frac{\text{Profit before extraordinary items and taxes} - \text{income taxes}}{\text{Shareholders' equity} + \text{minority interest} + \text{taxed provisions (average)}}$	



**Important Disclosures**

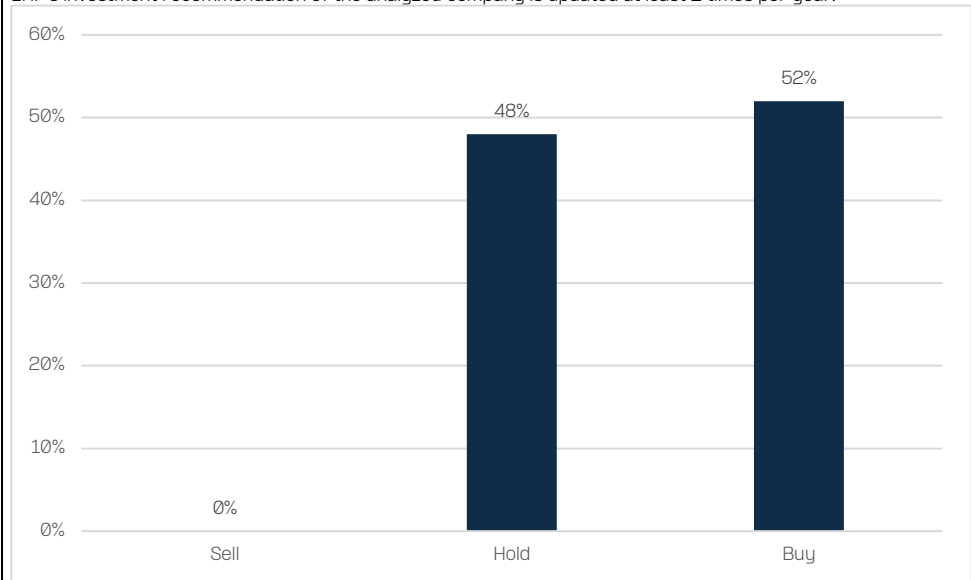
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Investment recommendations are defined as follows:

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

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

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