

High hopes for H2

Pihlajalinna's Q1 result outpaced the expectations. Revenue increased by ~5% and adj. EBIT by ~59% y/y. We have slightly increased our 21E estimates and keep our rating "BUY" with TP of EUR 13.2 (13.0).

Q1 earnings outpaced expectations

Pihlajalinna's Q1 result outpaced the expectations. Revenue increased by 5.2% y/y to EUR 140m which was in line with the Factset consensus estimates but above our EUR 137m. Revenue was once again supported by COVID-19 testing (revenue increase of EUR 8.2m). Testing volumes increased by 65% q/q. On the other hand, customer volumes of private clinics remained in a lower level. Revenue of corporate customer group increased by ~12% y/y while revenue of private customers was down by ~10% y/y. Revenue of public sector customer group increased by ~8% y/y. Adj. EBITDA amounted EUR 15.2m vs. EUR 14.4m/14.7m Evli/cons. and adj. EBIT was EUR 6.7m vs. EUR 5.6m/6.1m Evli/cons. EPS improved clearly to EUR 0.20 (Q1'20: EUR 0.06) vs. EUR 0.15/0.17 Evli/cons.

High hopes for H2'21

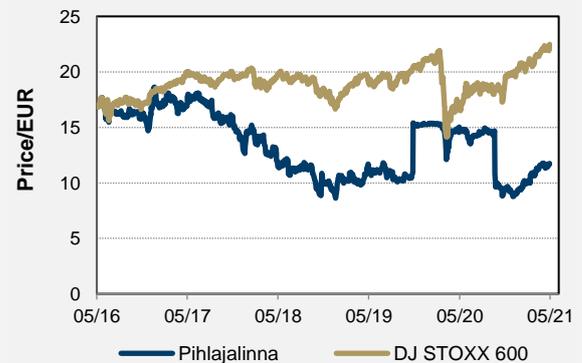
Pihlajalinna's margin improvement in the private sector is right on track. The company has successfully renewed its sales strategy, and this was shown in Q1 figures. In the public sector, Pihlajalinna transitioned from the outsourcing market to the service sales market, in which the impact of the planned SOTE reform is low. The virus situation worsened towards the end of the first quarter and nearly all Pihlajalinna's fitness centers were closed during April which will continue to hamper private customer segment in Q2. The situation has since improved and the vaccination coverage is gradually increasing. We expect the situation to normalize during H2'21 and the pent-up demand starting to release in late summer.

"BUY" with TP of EUR 13.2 (13.0)

Pihlajalinna reiterated its 2021 guidance and expects revenue and adj. EBIT to increase clearly compared to 2020. We have increased our 21E adj. EBIT expectation by ~7%. We expect 2021E revenue to grow by ~12% y/y and adj. EBIT of EUR 30.7m (5.4% margin). In 22E-23E, we expect adj EBIT margins of 5.6%. On our estimates, the company trades with 21E-22E EV/EBIT multiple of 16.8x and 13.5x which is ~15-20% discount compared to the peers. We keep "BUY" with TP of EUR 13.2 (13.0).

Rating

BUY



Share price, EUR (Last trading day's closing price) 11.76
 Target price, EUR 13.2

Latest change in rating 22-Feb-21
 Latest report on company 30-Apr-21
 Research paid by issuer: YES
 No. of shares outstanding, '000's 22,584
 No. of shares fully diluted, '000's 22,584
 Market cap, EURm 266
 Free float, % 80.1
 Exchange rate na.
 Reuters code PIHLIS.HE
 Bloomberg code PIHLIS FH
 Average daily volume, EURm na.
 Next interim report 13-Aug-21
 Web site investors.pihlajalinna.fi

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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	518.7	20.9	4.0%	12.8	0.61	24.9	1.1	26.6	3.7	0.00
2020	508.8	20.8	4.1%	0.5	0.50	18.6	0.8	20.0	0.2	0.20
2021E	569.1	30.7	5.4%	-39.2	0.92	12.8	0.9	16.8	-14.8	0.32
2022E	596.1	33.1	5.6%	73.3	0.97	12.1	0.8	13.5	27.6	0.34
2023E	614.0	34.4	5.6%	18.6	1.00	11.8	0.7	12.7	7.0	0.35
Market cap, EURm	266		Gearing 2021E, %	182.1		CAGR EPS 2020-23, %		25.6		
Net debt 2021E, EURm	239		Price/book 2021E	2.1		CAGR sales 2020-23, %		6.5		
Enterprise value, EURm	515		Dividend yield 2021E, %	2.7		ROE 2021E, %		17.7		
Total assets 2021E, EURm	442		Tax rate 2021E, %	19.8		ROCE 2021E, %		8.5		
Goodwill 2021E, EURm	174		Equity ratio 2021E, %	29.6		PEG, P/E 21/CAGR		2.2		

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

Estimates

Net sales	2017	2018	2019	Q1'20	Q2'20	Q3'20	Q4'20	2020	Q1'21	Q2'21E	Q3'21E	Q4'21E	2021E
Corporate Customers	82.6	103.7	122.1	31.6	27.8	30.7	36.1	126.2	35.4	35.1	34.2	39.7	144.4
of which insurance companies	26.6	25.2	27.6	8.3	6.6	6.4	8.6	29.9	8.5	8.4	7.0	9.5	33.3
of which other corporates	56.0	78.5	94.5	23.5	21.2	24.3	27.5	96.5	26.9	26.7	27.2	30.3	111.1
Private Customers	67.9	92.1	97.8	23.5	14.7	19.5	22.0	79.7	21.1	21.3	20.7	26.4	89.5
Public sector customers	330.5	349.7	360.6	93.9	88.1	88.9	97.5	368.4	101.7	100.8	97.3	103.3	403.1
Total	424.0	487.8	518.6	133.0	114.7	123.9	137.2	508.8	139.9	140.7	135.6	152.9	569.1
Net sales growth													
Corporate Customers	-	25.5%	17.3%	1.3%	-8.1%	13.7%	13.2%	3.4%	12.0%	26.2%	11.4%	10.0%	14.4%
Private Customers	-	35.6%	6.5%	-11.0%	-42.5%	-7.6%	-11.6%	-18.5%	-10.2%	45.0%	6.0%	20.0%	12.3%
Public sector customers	-	5.8%	3.2%	4.6%	-1.7%	-1.2%	5.2%	2.2%	8.3%	14.4%	9.4%	5.9%	9.4%
Total	6.2%	15.0%	6.3%	0.4%	-11.6%	0.9%	2.6%	-1.9%	5.2%	22.7%	9.5%	11.4%	11.9%
Adj. EBITDA (group)	34.0	45.9	55.2	12.7	9.0	17.2	15.7	54.6	15.2	14.4	19.3	16.8	65.6
Adj. EBITDA-margin (group)	8.0%	9.4%	10.6%	9.5%	7.8%	13.9%	11.4%	10.7%	10.9%	10.2%	14.2%	11.0%	11.5%

Source: Pihlajalinna, Evli Research

Valuation

PIHLAJALINNA PEER GROUP	Security identifier	MCAP Local FX	EV/EBITDA			EV/EBIT			P/E		
			21	22	23	21	22	23	21	22	23
Ambea AB	AMBEA-SE	6341	8.4x	7.4x	7.1x	18.7x	15.4x	13.9x	13.1x	10.6x	9.0x
Attendo AB	ATT-SE	6874	8.2x	7.1x	6.7x	22.1x	17.2x	15.4x	25.4x	15.4x	12.2x
CareTech Holdings PLC	CTH-GB	630	9.2x	8.3x	7.5x	11.5x	10.2x	9.2x	12.1x	11.1x	11.7x
Fresenius SE & Co. KGaA	FRE-DE	22993	6.5x	5.8x	5.1x	10.3x	8.9x	7.8x	12.9x	11.3x	10.2x
Georgia Healthcare Group Plc	GHG-GB										
GHP Specialty Care AB	GHP-SE	1988	10.3x	9.0x	8.1x	20.7x	17.5x	15.4x	29.5x	25.3x	22.5x
Humana AB	HUM-SE	3885	8.1x	7.4x	7.4x	14.1x	12.6x	12.7x	12.4x	10.7x	10.3x
Korian SA	KORI-FR	3416	9.0x	8.1x	7.1x	23.2x	19.6x	16.6x	24.4x	18.1x	15.7x
LNA Sante SA	LNA-FR	464	11.3x	10.0x	9.0x	20.8x	18.0x	16.4x	16.7x	13.5x	12.3x
Mediclinic International Plc	MDC-GB	2245	7.9x	7.2x	5.9x	14.1x	12.4x	9.8x	14.1x	11.7x	10.5x
Orpea SA	ORP-FR	6878	14.6x	12.8x	12.1x	29.8x	25.3x	24.3x	28.9x	23.9x	21.8x
RHON-KLINIKUM AG	RHK-DE	1071	14.2x	13.2x	11.4x	57.7x	42.5x	26.4x	69.6x	47.1x	28.6x
Spire Healthcare Group PLC	SPI-GB	810	9.5x	7.2x	5.5x	19.4x	14.0x	10.5x	60.1x	32.6x	23.4x
Terveystalo Oy Class A	TTALO-FI	1520	10.3x	9.6x	8.8x	18.1x	16.7x	14.9x	18.7x	17.9x	17.1x
Peer Group Median		4659	9.2x	8.1x	7.4x	19.4x	16.7x	14.9x	18.7x	15.4x	12.3x
Peer Group Average		2245	9.8x	8.7x	7.8x	21.6x	17.7x	14.9x	26.0x	19.2x	15.8x
Pihlajalinna (Evli est.)		266	7.8x	6.4x	6.1x	16.8x	13.5x	12.7x	12.8x	12.1x	11.8x

Pihlajalinna premium/discount to peer median

-15 % -21 % -18 % -14 % -19 % -15 % -32 % -22 % -4 %

Source: Factset, Evli Research

INTERIM FIGURES

EVLI ESTIMATES, EURm	2020Q1	2020Q2	2020Q3	2020Q4	2020	2021Q1	2021Q2E	2021Q3E	2021Q4E	2021E	2022E	2023E
Net sales	133.0	114.7	123.9	137.2	508.8	139.9	140.7	135.6	152.9	569.1	596.1	614.0
EBITDA	12.7	9.0	17.2	15.7	54.6	15.2	14.4	19.3	16.8	65.6	69.5	72.1
<i>EBITDA margin (%)</i>	<i>9.5</i>	<i>7.8</i>	<i>13.9</i>	<i>11.4</i>	<i>10.7</i>	<i>10.9</i>	<i>10.2</i>	<i>14.2</i>	<i>11.0</i>	<i>11.5</i>	<i>11.7</i>	<i>11.7</i>
EBIT	4.2	0.6	8.7	7.3	20.8	6.7	5.6	10.5	8.0	30.7	33.1	34.4
<i>EBIT margin (%)</i>	<i>3.2</i>	<i>0.5</i>	<i>7.0</i>	<i>5.3</i>	<i>4.1</i>	<i>4.8</i>	<i>3.9</i>	<i>7.7</i>	<i>5.2</i>	<i>5.4</i>	<i>5.6</i>	<i>5.6</i>
Net financial items	-1.4	-1.0	-1.0	-1.0	-4.4	-0.9	-1.1	-1.1	-1.1	-4.2	-5.0	-5.5
Pre-tax profit	2.8	-0.4	7.7	6.3	16.4	5.8	4.5	9.4	6.9	26.5	28.1	28.9
Tax	-0.6	0.1	-1.5	-2.8	-4.8	-1.1	-0.9	-1.9	-1.4	-5.2	-5.6	-5.8
<i>Tax rate (%)</i>	<i>21.4</i>	<i>25.0</i>	<i>19.5</i>	<i>44.4</i>	<i>29.3</i>	<i>19.0</i>	<i>20.0</i>	<i>20.0</i>	<i>20.0</i>	<i>19.8</i>	<i>20.0</i>	<i>20.0</i>
Net profit	2.1	0.0	5.4	3.9	11.4	4.6	3.5	7.3	5.4	20.8	22.0	22.6
EPS	0.09	0.00	0.24	0.17	0.50	0.20	0.15	0.32	0.24	0.92	0.97	1.00
EPS adjusted (diluted no. of shares)	0.09	0.00	0.24	0.17	0.50	0.20	0.15	0.32	0.24	0.92	0.97	1.00
Dividend per share	0.00	0.00	0.00	0.00	0.20	0.00	0.00	0.00	0.00	0.32	0.34	0.35
SALES, EURm												
Corporate Customers	32.9	27.8	30.7	36.1	127.5	35.4	35.1	34.2	39.7	144.4	150.4	154.9
Private Customers	23.5	14.7	19.5	22.0	79.7	21.1	21.3	20.7	26.4	89.5	105.1	108.3
Public sector customers	92.6	88.1	88.9	97.5	367.1	101.7	100.8	97.3	103.3	403.1	410.4	422.7
Eliminations	-16.0	-15.9	-15.2	-18.4	-65.5	-18.3	-16.5	-16.5	-16.5	-67.8	-69.8	-71.9
Total	133.0	114.7	123.9	137.2	508.8	139.9	140.7	135.6	152.9	569.1	596.1	614.0
SALES GROWTH, Y/Y %												
<i>Corporate Customers</i>	<i>4.1</i>	<i>-8.1</i>	<i>13.7</i>	<i>10.1</i>	<i>4.8</i>	<i>7.6</i>	<i>26.2</i>	<i>11.4</i>	<i>10.0</i>	<i>13.3</i>	<i>4.2</i>	<i>3.0</i>
<i>Private Customers</i>	<i>-11.3</i>	<i>-42.5</i>	<i>-7.6</i>	<i>-11.6</i>	<i>-18.7</i>	<i>-10.2</i>	<i>45.0</i>	<i>6.0</i>	<i>20.0</i>	<i>12.3</i>	<i>17.5</i>	<i>3.0</i>
<i>Public sector customers</i>	<i>3.7</i>	<i>-1.7</i>	<i>-1.2</i>	<i>6.1</i>	<i>1.7</i>	<i>9.8</i>	<i>14.4</i>	<i>9.4</i>	<i>5.9</i>	<i>9.8</i>	<i>1.8</i>	<i>3.0</i>
<i>Eliminations</i>	<i>7.4</i>	<i>1.3</i>	<i>-1.0</i>	<i>16.5</i>	<i>6.1</i>	<i>14.4</i>	<i>3.8</i>	<i>8.2</i>	<i>-10.3</i>	<i>3.4</i>	<i>3.0</i>	<i>3.0</i>
Total	0.4	-11.6	0.9	2.5	-1.9	5.2	22.7	9.5	11.4	11.9	4.7	3.0
EBIT, EURm												
Group	4.2	0.6	8.7	7.3	20.8	6.7	5.6	10.5	8.0	30.7	33.1	34.4
Total	4.2	0.6	8.7	7.3	20.8	6.7	5.6	10.5	8.0	30.7	33.1	34.4
EBIT margin, %												
<i>Total</i>	<i>3.2</i>	<i>0.5</i>	<i>7.0</i>	<i>5.3</i>	<i>4.1</i>	<i>4.8</i>	<i>3.9</i>	<i>7.7</i>	<i>5.2</i>	<i>5.4</i>	<i>5.6</i>	<i>5.6</i>

INCOME STATEMENT, EURm	2016	2017	2018	2019	2020	2021E	2022E	2023E
Sales	399.1	424.0	487.8	518.7	508.8	569.1	596.1	614.0
<i>Sales growth (%)</i>	<i>87.0</i>	<i>6.2</i>	<i>15.0</i>	<i>6.3</i>	<i>-1.9</i>	<i>11.9</i>	<i>4.7</i>	<i>3.0</i>
EBITDA	29.4	34.3	45.9	55.1	54.6	65.6	69.5	72.1
<i>EBITDA margin (%)</i>	<i>7.4</i>	<i>8.1</i>	<i>9.4</i>	<i>10.6</i>	<i>10.7</i>	<i>11.5</i>	<i>11.7</i>	<i>11.7</i>
Depreciation	-12.8	-14.2	-31.5	-34.2	-33.8	-34.9	-36.3	-37.7
EBITA	16.6	20.1	14.4	20.9	20.8	30.7	33.1	34.4
Goodwill amortization / writedown	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
EBIT	16.6	20.1	14.4	20.9	20.8	30.7	33.1	34.4
<i>EBIT margin (%)</i>	<i>4.2</i>	<i>4.7</i>	<i>3.0</i>	<i>4.0</i>	<i>4.1</i>	<i>5.4</i>	<i>5.6</i>	<i>5.6</i>
Reported EBIT	15.1	19.2	13.8	10.2	18.2	30.5	33.1	34.4
<i>EBIT margin (reported) (%)</i>	<i>3.8</i>	<i>4.5</i>	<i>2.8</i>	<i>2.0</i>	<i>3.6</i>	<i>5.4</i>	<i>5.6</i>	<i>5.6</i>
Net financials	-1.2	-1.4	-3.8	-4.0	-4.4	-4.2	-5.0	-5.5
Pre-tax profit	15.4	18.7	10.6	16.9	16.4	26.5	28.1	28.9
Taxes	-3.0	-3.4	-2.7	-1.9	-4.8	-5.2	-5.6	-5.8
Minority shares	-2.7	-4.6	-3.3	-1.1	-0.2	-0.5	-0.5	-0.5
Net profit	8.2	9.8	4.0	3.2	8.8	20.6	22.0	22.6
Cash NRIs	-1.5	-0.9	-0.6	-10.7	-2.6	-0.2	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	67	83	68	74	66	67	68	67
Goodwill	92	104	170	174	174	174	174	174
Right of use assets	0	0	116	108	103	111	117	124
Inventory	2	2	3	2	3	3	3	3
Receivables	27	25	40	47	78	53	50	51
Liquid funds	28	37	36	27	13	28	30	31
Total assets	218	254	437	438	442	442	447	455
Liabilities								
Shareholder's equity	98	100	121	101	110	126	140	155
Minority interest	3	6	9	5	5	5	5	5
Convertibles	0	0	0	0	0	0	0	0
Lease liabilities	0	0	119	114	114	111	117	124
Deferred taxes	6	6	6	6	6	6	6	6
Interest bearing debt	52	77	99	107	94	156	85	68
Non-interest bearing current liabilities	55	62	80	102	109	34	89	92
Other interest-free debt	3	3	3	2	3	3	3	3
Total liabilities	217	254	437	438	442	442	447	455
CASH FLOW, EURm								
+ EBITDA	29	34	46	55	55	66	69	72
- Net financial items	-1	-1	-4	-4	-4	-4	-5	-6
- Taxes	-2	-5	-5	-4	-4	-5	-6	-6
- Increase in Net Working Capital	8	7	2	14	-23	-50	59	1
+/- Other	-1	0	-11	-12	-3	-1	-1	-1
= Cash flow from operations	32	35	27	49	21	5	117	61
- Capex	-5	-10	-23	-36	-20	-45	-44	-43
- Acquisitions	-22	-17	-79	0	0	0	0	0
+ Divestments	0	0	0	0	0	0	0	0
= Free cash flow	6	8	-74	13	1	-39	73	19
+/- New issues/buybacks	-1	-2	24	-25	0	0	0	0
- Paid dividend	0	-3	-3	-2	0	-5	-7	-8
+/- Other	7	7	53	5	-14	59	-65	-10
Change in cash	12	10	-1	-9	-14	15	1	1

KEY FIGURES	2017	2018	2019	2020	2021E	2022E	2023E
M-cap	275	195	346	212	266	266	266
Net debt (excl. convertibles)	40	181	194	195	239	172	162
Enterprise value	325	391	557	417	515	448	436
Sales	424	488	519	509	569	596	614
EBITDA	34	46	55	55	66	69	72
EBIT	20	14	21	21	31	33	34
Pre-tax	19	11	17	16	27	28	29
Earnings	11	5	14	11	21	22	23
Equity book value (excl. minorities)	100	121	101	110	126	140	155
Valuation multiples							
EV/sales	0.8	0.8	1.1	0.8	0.9	0.8	0.7
EV/EBITDA	9.5	8.5	10.1	7.6	7.8	6.4	6.1
EV/EBITA	16.2	27.1	26.6	20.0	16.8	13.5	12.7
EV/EBIT	16.2	27.1	26.6	20.0	16.8	13.5	12.7
EV/OCF	9.3	14.3	11.3	20.3	96.0	3.8	7.1
EV/FCFF	19.3	-11.7	20.3	33.3	-47.8	4.4	9.0
P/FCFE	35.7	-2.6	27.0	424.3	-6.8	3.6	14.3
P/E	25.7	42.4	24.9	18.6	12.8	12.1	11.8
P/B	2.7	1.6	3.4	1.9	2.1	1.9	1.7
Target EV/EBITDA	0.0	0.0	0.0	0.0	8.3	6.8	6.5
Target EV/EBIT	0.0	0.0	0.0	0.0	17.6	14.4	13.5
Target EV/FCF	0.0	0.0	0.0	0.0	-13.8	6.5	25.0
Target P/B	0.0	0.0	0.0	0.0	2.4	2.1	1.9
Target P/E	0.0	0.0	0.0	0.0	14.3	13.5	13.2
Per share measures							
Number of shares	20,613	22,620	22,620	22,618	22,584	22,584	22,584
Number of shares (diluted)	20,613	22,620	22,620	22,618	22,584	22,584	22,584
EPS	0.52	0.20	0.61	0.50	0.92	0.97	1.00
Operating cash flow per share	1.69	1.21	2.17	0.91	0.24	5.18	2.72
Free cash flow per share	0.37	-3.29	0.57	0.02	-1.74	3.25	0.82
Book value per share	4.87	5.36	4.47	4.85	5.57	6.22	6.88
Dividend per share	0.16	0.10	0.00	0.20	0.32	0.34	0.35
Dividend payout ratio, %	30.8	49.2	0.0	39.7	35.0	35.0	35.0
Dividend yield, %	1.2	1.2	0.0	2.1	2.7	2.9	3.0
FCF yield, %	2.8	-38.2	3.7	0.2	-14.8	27.6	7.0
Efficiency measures							
ROE	10.8	4.2	12.5	10.8	17.7	16.5	15.3
ROCE	12.2	5.4	6.2	6.4	8.5	8.9	9.8
Financial ratios							
Inventories as % of sales	0.5	0.5	0.4	0.7	0.5	0.5	0.5
Receivables as % of sales	5.9	8.2	9.1	15.3	9.3	8.3	8.3
Non-interest bearing liabilities as % of sales	14.6	16.3	19.7	21.5	6.0	15.0	15.0
NWC/sales, %	-8.4	-8.0	-10.2	-6.0	3.5	-6.5	-6.5
Operative CAPEX/sales, %	2.4	4.6	7.0	3.9	7.8	7.3	7.0
CAPEX/sales (incl. acquisitions), %	-1.6	-11.6	7.0	3.9	7.8	7.3	7.0
FCFF/EBITDA	0.5	-0.7	0.5	0.2	-0.2	1.5	0.7
Net debt/EBITDA, book-weighted	1.2	3.9	3.5	3.6	3.6	2.5	2.2
Debt/equity, market-weighted	0.3	0.5	0.3	0.4	0.6	0.3	0.3
Equity ratio, book-weighted	41.8	29.8	24.2	26.0	29.6	32.6	35.3
Gearing, %	37.3	138.7	182.9	169.5	182.1	118.4	100.6

COMPANY DESCRIPTION: Pihlajalinna is the 3rd largest private social welfare and healthcare service provider in Finland offering a wide selection of services to private individuals, businesses, insurance companies and public sector entities, such as municipalities and joint municipal authorities. In its private clinics and hospitals Pihlajalinna provides general practitioner services, specialized care, emergency and on-call services, a wide range of surgical services, occupational healthcare and dental care. Pihlajalinna is the market leader in complete social and healthcare outsourcings in Finland.

INVESTMENT CASE: The demand for private social and healthcare services is growing due to ageing population and increasing pressure on public healthcare spending, offering Pihlajalinna growth opportunities in primary care as well as in specialized care. Profitability improvement stems from increased volumes and better utilization rate of the clinics.

OWNERSHIP STRUCTURE	SHARES	EURm	%
LähiTapiola Keskinäinen Vakuutusyhtiö	3,481,641	40.944	15.4%
Mww Yhtiö Oy	2,309,010	27.154	10.2%
Fennia Mutual Insurance Company	1,998,965	23.508	8.9%
Tapiola Keskinäinen Henkivakuutusyhtiö	1,891,385	22.243	8.4%
Elo Pension Company	1,267,161	14.902	5.6%
Niemistö Leena Katriina	703,475	8.273	3.1%
Ilmarinen Mutual Pension Insurance Company	628,431	7.390	2.8%
Fondita Nordic Micro Cap	470,000	5.527	2.1%
FIM Fenno Sijoitusrahasto	321,421	3.780	1.4%
Fennia Life Insurance Company Ltd	309,993	3.646	1.4%
Ten largest	13,381,482	157.366	59%
Residual	9,202,905	108.226	41%
Total	22,584,387	265.592	100%

EARNINGS CALENDAR	
August 13, 2021	Q2 report
November 04, 2021	Q3 report

COMPANY MISCELLANEOUS	
CEO: Joni Aaltonen	Kehräsaari B, 33200 Tampere
CFO: Tarja Rantala	Tel:
IR: Marko Savolainen	

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

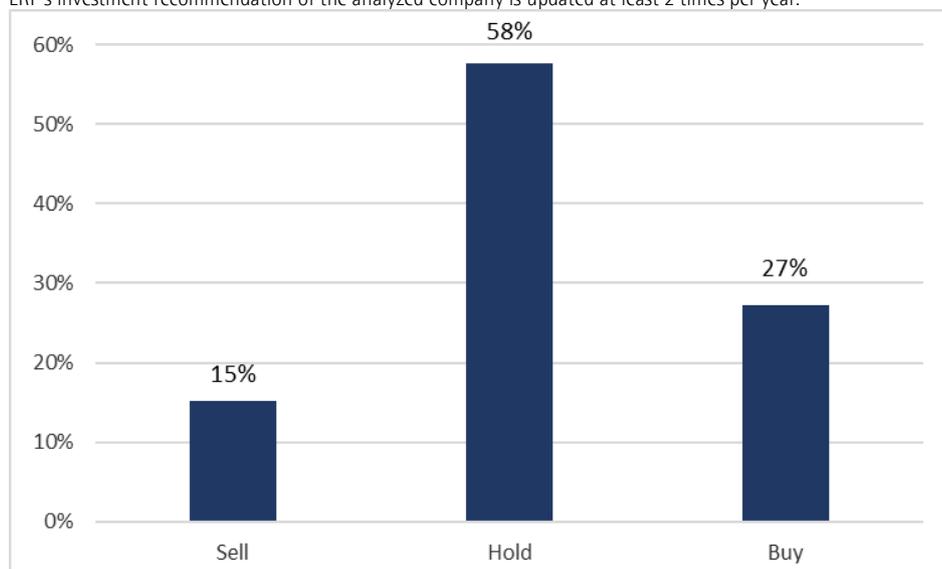
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Target price compared to share price	Recommendation
< -10 %	SELL
-10 – (+10) %	HOLD
> 10 %	BUY

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

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