

## High EBITDA, low new orders

Raute's very high EUR 7.4m Q1 comparable EBITDA was driven by Wood Processing, which continued its strong operational execution. Order intake however slowed again after a more promising Q4. More sustained market recovery still has to be waited for, meaning Raute's comparison figures for next year may turn out to be challengingly high as the company still has enough order book to make this year a very profitable one.

- Raute Q1 revenue grew by 16.1% y/y to EUR 51.9m, compared to our EUR 53.3m estimate, as Wood Processing came in at EUR 37.9m vs our EUR 38.7m estimate. Services was EUR 10.3m vs our EUR 10.2m estimate while Analyzers amounted to EUR 3.7m, compared to our EUR 4.4m estimate.
- Raute comparable EBITDA landed at EUR 7.4m, compared to our EUR 5.9m estimate, while EBIT was EUR 5.9m vs our EUR 4.4m estimate. Wood Processing EBITDA amounted to EUR 5.5m vs our EUR 3.3m estimate while Services was EUR 1.6m vs our EUR 1.8m estimate (Services profitability decreased due to a higher share of cost allocations from the group). Analyzers came in at EUR 0.3m, compared to our EUR 0.7m estimate, as the segment achieved fixed cost savings.
- Q1 order intake was EUR 15m vs our EUR 26m estimate. The demand for end-user products of Raute's customers increased slightly despite the construction market uncertainty, which especially hurts softwood plywood demand. Hardwood plywood and LVL demand has remained more stable, while special applications demand has benefited birch plywood. The North American market was especially slow, and a wider recovery in Raute's markets may have to wait until well into H2'25.
- Order book amounted to EUR 146m at the end of Q1 (EUR 259m a year ago).
- Raute guides FY'25 revenue to be in the range of EUR 190–220m and comparable EBITDA of EUR 20–27m (guidance updated on Apr 25).

### Rating

 Buy

Q1'25	Actual	Evli	Year ago	Q4'24
Revenue	51.9	53.3	44.7	56.5
Wood Processing	37.9	38.7	32.0	41.1
Services	10.3	10.2	9.8	11.6
Analyzers	3.7	4.4	2.9	3.7
Comparable EBITDA	7.4	5.9	3.0	5.1
EBIT	5.9	4.4	1.5	3.5

**Share price, EUR** (Last trading day's closing price) **17.15**  
Target price, EUR 19.0

Latest change in recommendation 04–Feb–25

Latest report on company 28–Apr–25

Research paid by issuer: YES

No. of shares outstanding, '000's 6 120

No. of shares fully diluted, '000's 6 120

Market cap, EURm 105

Free float, % —

Exchange rate —

Reuters code RAUTE.HE

Bloomberg code RAUTE:FH

Average daily volume, EURm 0.1

Next interim report 07–May–25

Web site [www.raute.com/investors](http://www.raute.com/investors)

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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	145.4	1.9	1.3%	32.3	0.22	44.7	0.1	10.1	53.6%	0.10
2024	204.6	13.7	6.7%	11.4	1.98	6.6	0.1	2.1	14.2%	0.55
2025E	201.5	16.6	8.2%	–21.2	2.25	7.6	0.4	4.7	–20.2%	0.60
2026E	193.6	15.8	8.2%	8.6	2.19	7.8	0.4	4.6	8.2%	0.70
2027E	199.1	16.3	8.2%	11.6	2.18	7.9	0.3	4.0	11.0%	0.75
Market cap, EURm	105		Gearing 2025E, %		–45.5 %		CAGR EPS 2024–27, %		3.3 %	
Net debt 2025E, EURm	–27		Price/book 2025E		1.7		CAGR Sales 2024–27, %		–0.9 %	
Enterprise value, EURm	78		Dividend yield 2025E, %		3.5 %		ROE 2025E, %		25.1 %	
Total assets 2025E, EURm	139		Tax rate 2025E, %		20.7 %		ROCE 2025E, %		26.7 %	
Goodwill 2025E, EURm	2		Equity ratio 2025E, %		30.4 %		PEG, P/E 25/CAGR		23.7	

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

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Target price compared to share price

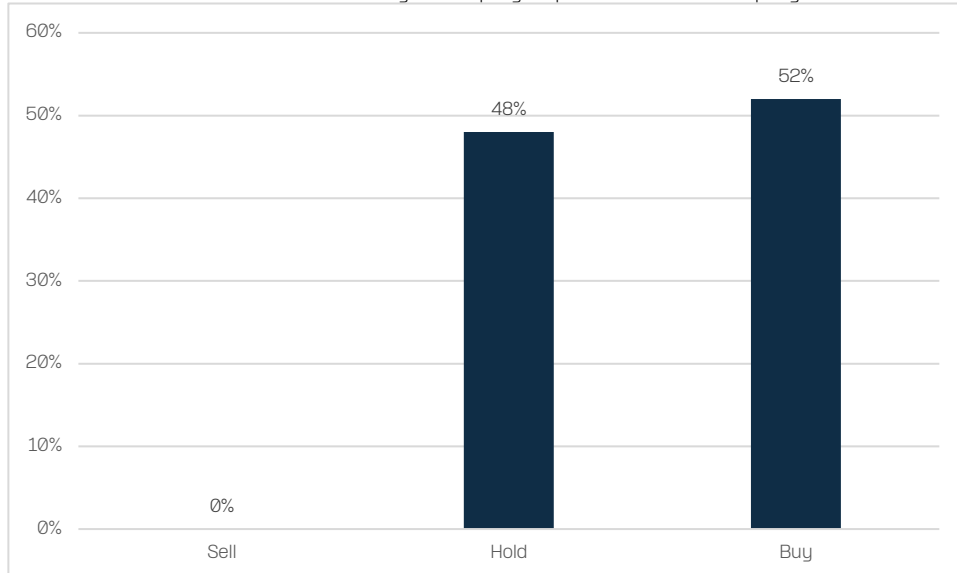
< -10 %  
-10 - 0 %  
0 - (+10) %  
> 10 %

Recommendation

SELL  
RECUDE  
ACCUMULATE  
BUY

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Name(s) of the analyst(s): Joonas Ilvonen

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