

Kalmar

Company report

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This report is a summary translation of the report “Juhlien alkamisajankohtaa lykätty” published on 8/0/2024 at 0:25 am EEST.

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Start of the party postponed

Kalmar's Q2 orders were disappointing, but profitability numbers were good. The company continues to expect a stable market in 2024-2025 and maintained its previous guidance for 2024. We have modeled a postponement of around 6 months to our previous 2024-2026 projections. The valuation of the stock is very attractive, and we maintain our Buy recommendation. As we have slightly lowered our forecasts for the coming years, we lower our price target to EUR 33.00 (was EUR 36.00).

Q2 orders took a hit, profitability held up well

Kalmar's Q2 orders (-14% y/y) were a disappointment, driven by Equipment orders (-21% y/y). Service orders increased slightly. There was a softness in the North American distribution customer segment, particularly for terminal tractors, and delays in decision making for the largest orders. In other geographic areas, demand was described as normal. The market challenges have affected all operators, and Kalmar has not lost market share. The company's revenue was broadly in line with forecasts. Given the sharp decline in revenue, the gross margin of 26.5% was a significant positive surprise. According to Kalmar, most of the volume-related decline in the group's comparable EBIT was offset by operational efficiency improvements (sales mix, pricing, manufacturing cost management) and fixed cost reductions. The comparable EBIT margin (12.6%) was well above forecasts. Reported EBIT was negatively impacted by de-merger and listing costs of -16 MEUR, which were not included in the consensus forecast.

Upswing is coming, but later than expected

In its market comments, Kalmar reiterated its earlier message that the market will be fairly stable between 2024 and 2025. According to the company, the demand picture has not changed from previous quarters. Small bright spots are Drewry's increase in the global container traffic growth forecast for 2024 to +4.0% and Kalmar's own fleet operating hours, which have increased year-on-year. Kalmar reiterated its 2024 guidance for a comparable EBIT margin of >11%, which was disappointing after a strong H1 profitability (12.4%). Prior to this report, the consensus forecast for the comparable EBIT margin in 2024 was 12.6%. We have modeled a lag of roughly six months on the order intake and revenue forecasts we presented in our [Initiation of coverage](#) report in early July. Our updated forecast for order intake growth (CAGR) for 2024-2026 is now +4.8% p.a. (was +5.7% p.a.). Our comparable EBIT margin forecasts are almost unchanged: we now expect 11.7% for 2024 (previously 11.7%), 12.0% for 2025 (12.3%) and 12.9% for 2026 (13.1%).

Investment story remains solid and valuation is low

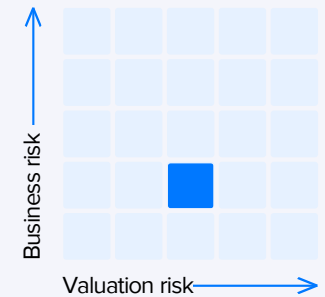
Although our forecasts have been slightly reduced, Kalmar's investment story has not changed fundamentally. Growth prospects beyond 2025 are good and Kalmar has the potential to increase both market share and margins in the coming years. The share valuation is also very attractive. Based on the 2025 EV/EBIT multiple, the expected total return on the stock is +20% p.a., well above the 10% required return. The risk-adjusted return is therefore very attractive. The peer group's median EV/EBIT for 2025 is 10x compared to 9x for Kalmar, resulting in a valuation discount of -13%. On this basis, Kalmar's share is a bargain in terms of peer pricing. The DCF model gives the stock upside of +46%.

Recommendation

Buy
(previous Buy)

EUR 33.00
(previous EUR 36.00)

Share price:
26.24



Key figures

	2023	2024e	2025e	2026e
Revenue	2050	1685	1721	1886
growth-%	5%	-18%	2%	10%
EBIT adj.	254.7	197.4	205.9	243.4
EBIT-% adj.	12.4 %	11.7 %	12.0 %	12.9 %
Net Income	193.8	125.1	148.4	178.9
EPS (adj.)	3.17	2.31	2.31	2.78

P/E (adj.)	n.a.	11.4	11.4	9.4
P/B	n.a.	2.8	2.4	2.1
Dividend yield-%	n.a.	3.8 %	4.6 %	5.3 %
EV/EBIT (adj.)	n.a.	9.3	8.6	7.0
EV/EBITDA	n.a.	8.2	6.8	5.7
EV/S	n.a.	1.1	1.0	0.9

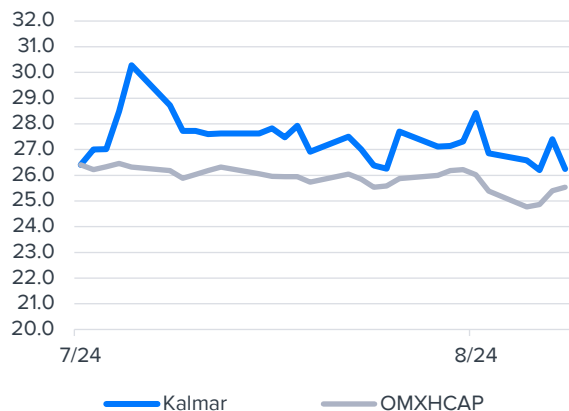
Source: Inderes

Guidance

(Unchanged)

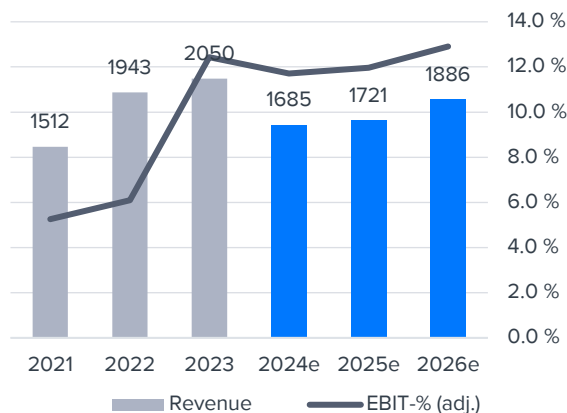
Kalmar's comparable operating profit margin as a standalone company is estimated to be above 11% in 2024.

Share price



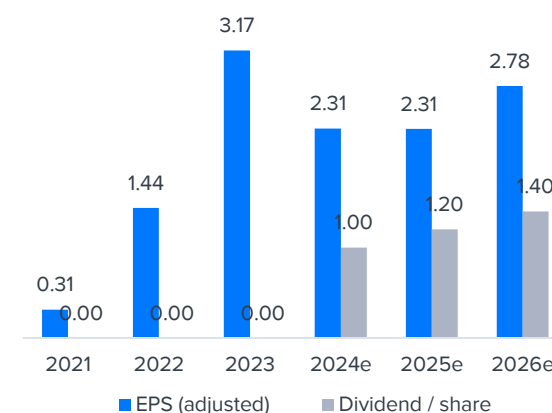
Source: Millistream Market Data AB

Revenue and EBIT-%



Source: Inderes

EPS and dividend



Source: Inderes



Value drivers

- Accelerating container transport growth from H2'24 onwards
- Progress in equipment electrification and automation of container handling
- Growth of service business through more efficient utilization of the installed equipment base and digitalization



Risk factors

- General cyclicality of equipment demand
- Increasing geopolitical tensions
- Intensified price competition, particularly from Chinese players
- Electrification and automation will not progress at the expected pace

Valuation	2024e	2025e	2026e
Share price	26.2	26.2	26.2
Number of shares, millions	64.3	64.3	64.3
Market cap	1688	1688	1688
EV	1842	1767	1708
P/E (adj.)	11.4	11.4	9.4
P/E	13.5	11.4	9.4
P/B	2.8	2.4	2.1
P/S	1.0	1.0	0.9
EV/Sales	1.1	1.0	0.9
EV/EBITDA	8.2	6.8	5.7
EV/EBIT (adj.)	9.3	8.6	7.0
Payout ratio (%)	51.3 %	51.9 %	50.3 %
Dividend yield-%	3.8 %	4.6 %	5.3 %

Source: Inderes

Q2 orders took a hit, profitability held up well

Sturdy margin in Q2

Kalmar's Q2 orders were disappointing, but profitability numbers were good.

Sluggish American market

Kalmar's order intake in Q2 (375 MEUR; -14% y/y) was disappointing. Our own expectation for orders was 432 MEUR (-1% y/y) and the consensus was 401 MEUR (-8% y/y). The order disappointment was in Equipment (-21% y/y), while Service orders increased slightly. Kalmar commented that there was weakness in the North American distribution customer segment, particularly for terminal tractors, and delays in decision-making for the largest orders. The destocking of the dealer network also continued. In other geographies, demand was described as normal and demand for smaller port equipment (e.g. forklifts) was good. Kalmar also emphasized that the

challenges in the market have affected all operators and that the company has not lost any market share. The mixed market development is also reflected in the geographic distribution of orders, with European orders down -12% year-on-year and American orders down -32% year-on-year, while Asia and Africa saw order growth of +8% year-on-year.

Drop in revenue expected

Kalmar's revenue was in the same range as the forecasts. The -29% year-on-year decline in Equipment revenue reflects the sluggish order intake in Q3'23-Q1'24, while Service revenue (-2% y/y) was relatively flat. At the same time, the sales mix became significantly more service-oriented than before (Q2'24: 33% vs. Q2'23: 27%).

Cost flexibility showed its teeth

Kalmar's gross margin of 26.5% (Q2'23a: 24.1%) was a

significant positive surprise compared to the sharp decline in revenue. This was driven by an improved sales mix and particularly operational efficiency, with pricing playing a key role. Kalmar's preparation for temporarily lower volumes was also reflected in fixed costs, where e.g. administrative expenses decreased by -14% year-on-year. According to Kalmar, approximately 65% of the -60 MEUR decrease in the group's comparable EBIT on a volume basis (H1'24 vs. H1'23) was compensated by efficiency improvements (sales mix, pricing, manufacturing cost management) and fixed cost reductions. As a result, comparable EBIT decreased from 128 MEUR in H1'23 to 106 MEUR in H1'24, i.e., "only" -22 MEUR. Between comparable and reported EBIT there were de-merger and listing costs of -16 MEUR in Q2 (Inderes forecast -20 MEUR), which were not included in the consensus forecast.

Estimates MEUR / EUR	Q2'23	Q2'24	Q2'24e	Q2'24e	Consensus		Difference (%)	2024e
	Comparison	Actualized	Inderes	Consensus	Low	High	Act. vs. inderes	Inderes
Revenue	552	417	424	428	403	444	-2%	1685
EBIT (adj.)	71.6	52.3	47.4	51.7	47.4	56.0	10%	197
EBIT	71.6	35.9	27.4	45.8	27.4	52.4	31%	166
PTP	71.3	39.7	27.2	43.9	27.2	54.0	46%	167
EPS (adj.)	0.86	0.68	0.57	0.51	0.33	0.62	19%	2.31
EPS (reported)	0.86	0.49	0.33	0.51	0.33	0.62	51%	1.94
Revenue growth-%	28.9 %	-24.5 %	-23.1 %	-22.4 %	-27.0 %	-19.5 %	-1.4 pp	-17.8 %
EBIT-% (adj.)	13.0 %	12.6 %	11.2 %	12.1 %	11.8 %	12.6 %	1.4 pp	11.7 %

Source: Inderes & Vara Research (consensus)

Upswing is coming, but later than expected

Upswing postponed

Kalmar continues to expect a stable market in 2024-2025 and maintained its previous guidance for 2024. We have modeled a postponement of around 6 months to our previous 2024-2026 projections.

Small bright spots on the market

In its market commentary, Kalmar reiterated the message from the May Capital Markets Day that the market will be fairly stable between 2024 and 2025. According to the company, the demand picture has not changed from previous quarters. Small bright spots are Drewry's increase of its global container traffic growth forecast for 2024 to +4.0% (Q2'24a: +3.4%) and Kalmar's own fleet operating hours, which increased year-on-year. The exception is the fleet operating hours in North America compared to Q1'24.

Interpretation of the guidance remained weak

Kalmar reaffirmed its 2024 guidance for a comparable EBIT margin of >11%. This was disappointing after strong H1 profitability (12.4%). Prior to this report, the consensus forecast for the comparable EBIT margin in 2024 was 12.6%.

Same projections, but six months later

We have modeled a lag of roughly six months on the order intake and revenue forecasts we presented in our [Initiation of coverage](#) report in early July. In our view, material handling equipment remains a growth market, supported by megatrends such as the need to reduce emissions, the electrification of the equipment fleet, the decentralization of logistics chains, and increasing productivity and safety requirements. Our updated forecast for order intake growth (CAGR) for 2024-2026 is now +4.8% p.a. (was

+5.7% p.a.). Our expectation for the change in revenue over the same period is now -2.1% p.a. (-1.0% p.a.) after very strong revenue in the comparison year 2023. Our comparable EBIT margin forecasts faced very minor changes: we now expect 11.7% for 2024 (previously 11.7%), 12.0% for 2025 (12.3%) and 12.9% for 2026 (13.1%).

Only a glimpse of the efficiency plan was offered

Kalmar reported that it has made progress in designing the "driving excellence" improvement program in line with its strategy. The program targets efficiency improvements of 50 MEUR by the end of 2026, which is in line with the group's EBIT margin target of 15% (2028). As no details of the program and its impact on results were provided, we have not modeled it at this stage.

Estimate revisions	2024e		Change	2025e		Change	2026e		Change
	Old	New		Old	New		Old	New	
MEUR / EUR			%			%			%
Revenue	1742	1685	-3%	1818	1721	-5%	1949	1886	-3%
EBITDA	223	223	0%	279	261	-6%	313	299	-5%
EBIT (exc. NRIs)	204	197	-3%	224	206	-8%	255	243	-4%
EBIT	167	166	-1%	224	206	-8%	255	243	-4%
PTP	168	167	-1%	211	193	-9%	244	232	-5%
EPS (excl. NRIs)	2.42	2.31	-4%	2.53	2.31	-9%	2.92	2.78	-5%
DPS	1.00	1.00	0%	1.30	1.20	-8%	1.45	1.40	-3%

Source: Inderes

Investment story remains solid and valuation is low

Investment story and recommendation remain the same

Although our forecasts now take into account a lag of about six months compared to our previous estimates of Kalmar's future performance, the investment story has not fundamentally changed. Our positive investment view remains based on: 1) Kalmar's growth prospects beyond 2025 are good, as the target market is growing well in both Equipment and Services; 2) Kalmar is well positioned to increase its market share, based on its strong offering in the fastest growing segment of all-electric equipment and the service potential offered by its large installed base; 3) the potential for significant margin improvement in the coming years, based on volume growth, operational leverage and the company's many efficiency programs; and 3) the very attractive valuation of the stock. Possible positive price drivers include news on the rapid progress of electrification in target markets and related orders from Kalmar, as well as more detailed information on the objectives and content of excellence programs and progress in their implementation.

We maintain a Buy recommendation on the stock. As our forecasts for the coming years and especially for 2025 are moderately lower, we lower our target price to EUR 33.00 (was EUR 36.00). The target price is in the range of EUR 31-37 based on the valuation multiples we consider justified for Kalmar for 2025 (EV/EBIT = 10-12x).

Risk-adjusted expected return is generous

The total expected return on Kalmar's share (upside potential based on earnings growth and expected annual change in the valuation multiple plus dividend yield) is +19% p.a. (price change +15% and dividend yield +4%) for 2025 based on the P/E ratio, which is well above the 10% p.a. required return. Based on the EV/EBIT multiple, the expected return is in the same range of +20% p.a. (price change +16% and dividend yield +4%). Overall, the risk-adjusted return is very attractive.

Peer valuation indicates valuation discount

We emphasize 2025 in our valuation analysis of the peer group. Since the peers are almost across the board clearly more indebted than Kalmar, we feel the EV/EBIT ratio is more suitable for comparison than P/E. On the other hand, we consider EV/EBIT a better indicator than EV/EBITDA in a capital-intensive industry. The median EV/EBIT for the peer group for 2025 is 10x whereas for Kalmar it is 9x. The resulting valuation discount is -13%, which makes Kalmar's share attractive compared to its peers.

Hefty upside in DCF

The DCF model gives the stock upside of +46%. The potential is significant, but we recognize that it will likely take time to realize it.

Valuation	2024e	2025e	2026e
Share price	26.2	26.2	26.2
Number of shares, millions	64.3	64.3	64.3
Market cap	1688	1688	1688
EV	1842	1767	1708
P/E (adj.)	11.4	11.4	9.4
P/E	13.5	11.4	9.4
P/B	2.8	2.4	2.1
P/S	1.0	1.0	0.9
EV/Sales	1.1	1.0	0.9
EV/EBITDA	8.2	6.8	5.7
EV/EBIT (adj.)	9.3	8.6	7.0
Payout ratio (%)	51.3 %	51.9 %	50.3 %
Dividend yield-%	3.8 %	4.6 %	5.3 %

Source: Inderes

Peer group valuation

Peer group valuation	Market cap	EV	EV/EBIT		EV/EBITDA		EV/S		P/E		Dividend yield-%		P/B
Company	MEUR	MEUR	2024e	2025e	2024e	2025e	2024e	2025e	2024e	2025e	2024e	2025e	2024e
Cargotec	2823	2735	9.8	9.9	8.2	8.3	1.0	1.1	12.6	12.4	3.3	3.4	2.2
Konecranes	4741	5175	10.2	9.7	8.5	8.1	1.3	1.3	13.5	12.8	2.6	2.9	2.6
Metsu	7124	8164	10.5	9.8	8.8	8.3	1.6	1.5	13.2	12.0	4.3	4.6	2.6
Hyster-Yale	937	1330	5.8	5.6	4.7	5.3	0.3	0.3	7.0	6.3			
Jungheinrich	2811	5223	11.5	10.6	5.7	5.5	0.9	0.9	8.9	8.1	2.9	3.2	1.1
Manitou BF	797	1212	6.1	6.4	4.5	4.5	0.4	0.4	5.8	6.0	6.7	6.8	0.8
Kion Group	4305	10367	13.1	11.5	5.6	5.3	0.9	0.9	9.4	8.3	2.8	3.6	0.7
Columbus McKinnon	865	1269	11.2	11.5	8.2	8.1	1.4	1.4	11.1	10.7	25.0	0.9	1.1
ZPMC	1985	5918			12.3	9.4	1.3	1.2	23.8	15.2			1.2
Tadano Ltd	754	750			4.4	4.4	0.4	0.4	12.2	10.3	2.2	2.7	0.6
Kalmar (Inderes)	1688	1842	9.3	8.6	8.2	6.8	1.1	1.0	11.4	11.4	3.8	4.6	2.8
Average			9.8	9.3	7.1	6.7	1.0	0.9	11.8	10.2	6.2	3.5	1.4
Median			10.4	9.8	6.9	6.8	1.0	1.0	11.6	10.5	3.1	3.3	1.1
Diff-% to median			-10%	-13%	19%	0%	12%	3%	-3%	8%	22%	38%	144%

Source: Refinitiv / Inderes

Income statement

Income statement	2022	2023	Q1'24	Q2'24	Q3'24e	Q4'24e	2024e	2025e	2026e	2027e
Revenue	1943	2050	439	417	424	406	1685	1721	1886	2053
Kalmar	1943	2050	439	417	424	406	1685	1721	1886	2053
EBITDA	171	297	61.2	49.8	57.6	54.7	223	261	299	344
Depreciation	-52.3	-57.1	-15.4	-14.0	-14.0	-14.0	-57.4	-54.6	-55.2	-61.8
EBIT (excl. NRI)	118	255	53.9	52.4	50.3	40.7	197	206	243	283
EBIT	118	240	45.8	35.8	43.6	40.7	166	206	243	283
Kalmar	118	240	45.8	35.8	43.6	40.7	166	206	243	283
Net financial items	-0.8	1.3	1.9	3.9	-2.4	-2.4	1.0	-13.1	-11.1	-9.3
PTP	118	242	47.7	39.7	41.2	38.3	167	193	232	273
Taxes	-24.9	-47.7	-14.3	-8.5	-9.9	-9.2	-41.9	-44.3	-53.4	-62.8
Minority interest	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net earnings	92.6	194	33.4	31.2	31.3	29.1	125	148	179	210
EPS (adj.)	1.44	3.17	0.61	0.68	0.57	0.45	2.31	2.31	2.78	3.27
EPS (rep.)	1.44	3.00	0.52	0.49	0.49	0.45	1.94	2.31	2.78	3.27

Key figures	2022	2023	Q1'24	Q2'24	Q3'24e	Q4'24e	2024e	2025e	2026e	2027e
Revenue growth-%	28.5 %	5.5 %	-9.5 %	-24.5 %	-15.8 %	-20.4 %	-17.8 %	2.1 %	9.6 %	8.8 %
Adjusted EBIT growth-%	48.8 %	115.3 %	-4.3 %	-26.8 %	-24.3 %	-32.4 %	-22.5 %	4.3 %	18.2 %	16.1 %
EBITDA-%	8.8 %	14.5 %	13.9 %	12.0 %	13.6 %	13.5 %	13.3 %	15.1 %	15.8 %	16.8 %
Adjusted EBIT-%	6.1 %	12.4 %	12.3 %	12.6 %	11.9 %	10.0 %	11.7 %	12.0 %	12.9 %	13.8 %
Net earnings-%	4.8 %	9.5 %	7.6 %	7.5 %	7.4 %	7.2 %	7.4 %	8.6 %	9.5 %	10.3 %

Source: Inderes

Balance sheet

Assets	2022	2023	2024e	2025e	2026e
Non-current assets	636	646	644	650	678
Goodwill	268	260	259	259	259
Intangible assets	11.2	6.9	5.7	5.4	6.8
Tangible assets	257	273	276	282	309
Associated companies	39.3	48.8	47.3	47.3	47.3
Other investments	4.5	0.1	1.3	1.3	1.3
Other non-current assets	3.5	2.5	1.7	1.7	1.7
Deferred tax assets	52.3	54.4	53.6	53.6	53.6
Current assets	1266	1190	991	995	1070
Inventories	503	461	404	413	453
Other current assets	25.6	20.2	14.0	14.0	14.0
Receivables	377	336	286	293	321
Cash and equivalents	360	372	286	275	283
Balance sheet total	1905	1846	1646	1655	1759

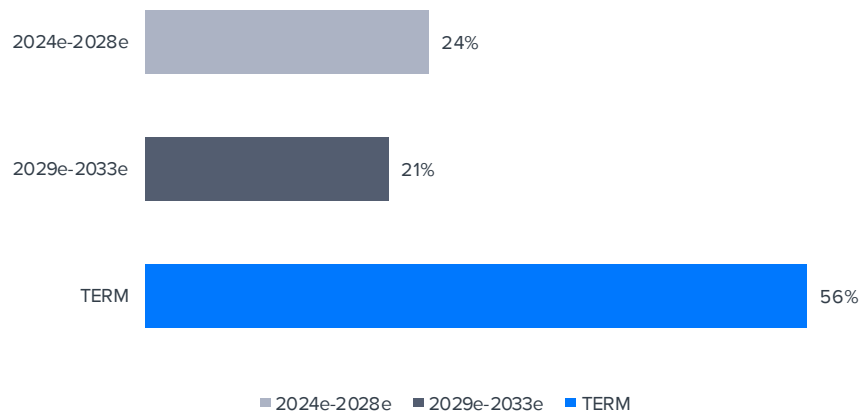
Source: Inderes

Liabilities & equity	2022	2023	2024e	2025e	2026e
Equity	853	818	612	696	798
Share capital	0.0	0.0	20.0	20.0	20.0
Retained earnings	0.0	0.0	537	622	723
Hybrid bonds	0.0	0.0	0.0	0.0	0.0
Revaluation reserve	0.0	0.0	0.0	0.0	0.0
Other equity	853	818	54.2	54.2	54.2
Minorities	0.0	0.0	0.0	0.0	0.0
Non-current liabilities	181	243	400	335	297
Deferred tax liabilities	12.8	9.9	6.6	6.6	6.6
Provisions	4.0	3.2	3.0	3.0	3.0
Interest bearing debt	58.0	114	345	281	242
Convertibles	0.0	0.0	0.0	0.0	0.0
Other long term liabilities	106	116	44.9	44.9	44.9
Current liabilities	871	785	634	624	664
Interest bearing debt	113	141	95.1	73.5	60.8
Payables	758	644	539	551	604
Other current liabilities	0.0	0.0	0.0	0.0	0.0
Balance sheet total	1905	1846	1646	1655	1759

DCF calculation

DCF model	2023	2024e	2025e	2026e	2027e	2028e	2029e	2030e	2031e	2032e	2033e	TERM
Revenue growth-%	5.5 %	-17.8 %	2.1 %	9.6 %	8.8 %	7.8 %	6.7 %	5.6 %	4.6 %	3.5 %	2.5 %	2.5 %
EBIT-%	11.7 %	9.9 %	12.0 %	12.9 %	13.8 %	12.9 %	12.1 %	11.2 %	10.4 %	9.5 %	9.5 %	9.5 %
EBIT (operating profit)	240	166	206	243	283	286	285	279	270	256	263	
+ Depreciation	57.1	57.4	54.6	55.2	61.8	64.0	71.7	76.6	80.9	84.6	87.5	
- Paid taxes	-52.7	-44.4	-44.3	-53.4	-62.8	-63.9	-64.0	-62.9	-60.7	-57.5	-58.7	
- Tax, financial expenses	-0.8	-1.2	-4.0	-3.5	-3.2	-2.9	-2.7	-2.6	-2.7	-2.9	-3.1	
+ Tax, financial income	1.1	1.5	1.0	1.0	1.0	1.1	1.2	1.3	1.3	1.4	1.4	
- Change in working capital	-25.2	7.5	-3.2	-14.9	-15.0	-14.3	-13.3	-12.0	-10.3	-8.2	-6.0	
Operating cash flow	220	187	210	228	264	270	278	280	278	274	284	
+ Change in other long-term liabilities	9.4	-71.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
- Gross CAPEX	-63.0	-58.0	-60.2	-83.8	-87.2	-92.6	-96.5	-98.8	-99.9	-99.9	-98.6	
Free operating cash flow	166	57.5	150	144	177	177	181	181	179	174	185	
+/- Other	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
FCFF	166	57.5	150	144	177	177	181	181	179	174	185	2918
Discounted FCFF		55.6	133	117	132	121	114	105	94.7	84.6	82.8	1304
Sum of FCFF present value		2344	2289	2156	2038	1906	1784	1670	1566	1471	1387	1304
Enterprise value DCF		2344										
- Interest bearing debt		-255										
+ Cash and cash equivalents		372										
-Minorities		0.0										
-Dividend/capital return		0.0										
Equity value DCF		2462										
Equity value DCF per share		38.3										

Cash flow distribution



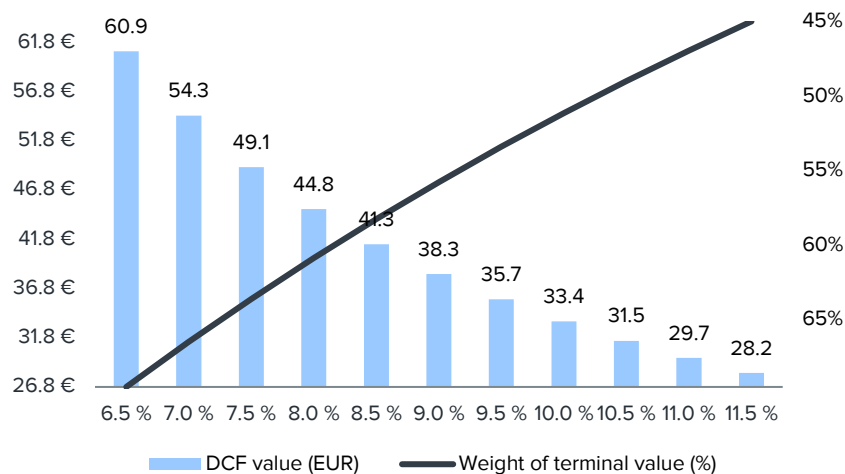
WACC

Tax-% (WACC)	23.0 %
Target debt ratio (D/(D+E))	10.0 %
Cost of debt	3.5 %
Equity Beta	1.40
Market risk premium	4.75%
Liquidity premium	0.50%
Risk free interest rate	2.5 %
Cost of equity	9.7 %
Weighted average cost of capital (WACC)	9.0 %

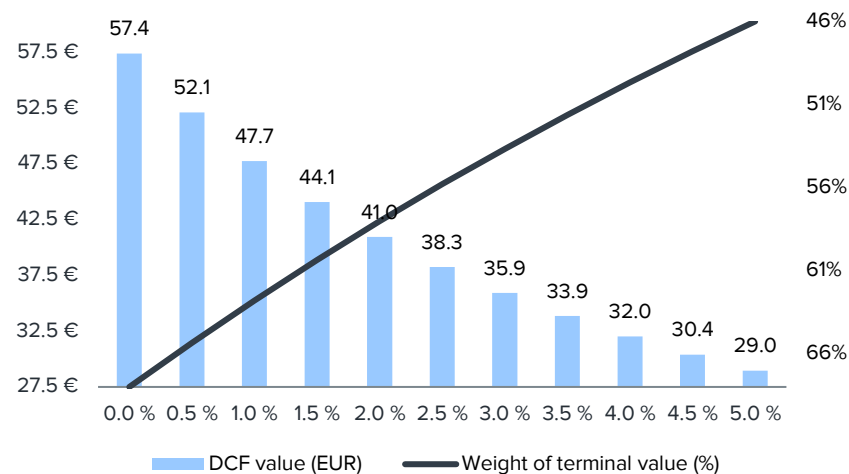
Source: Inderes

DCF sensitivity calculations and key assumptions in graphs

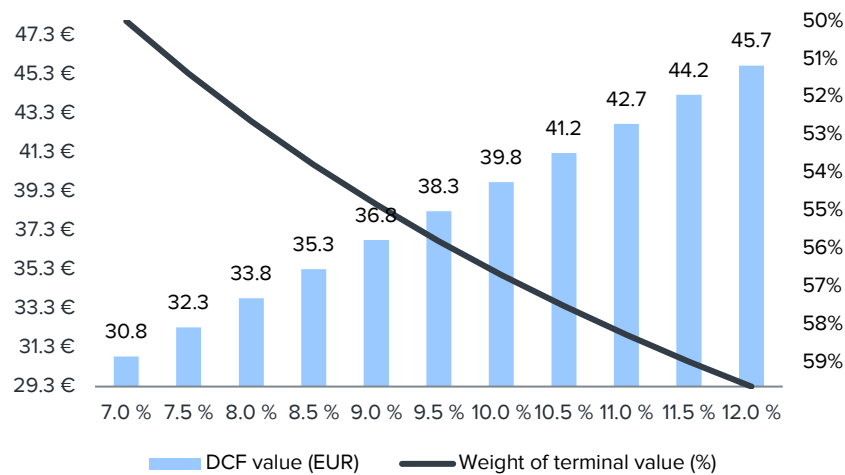
Sensitivity of DCF to changes in the WACC-%



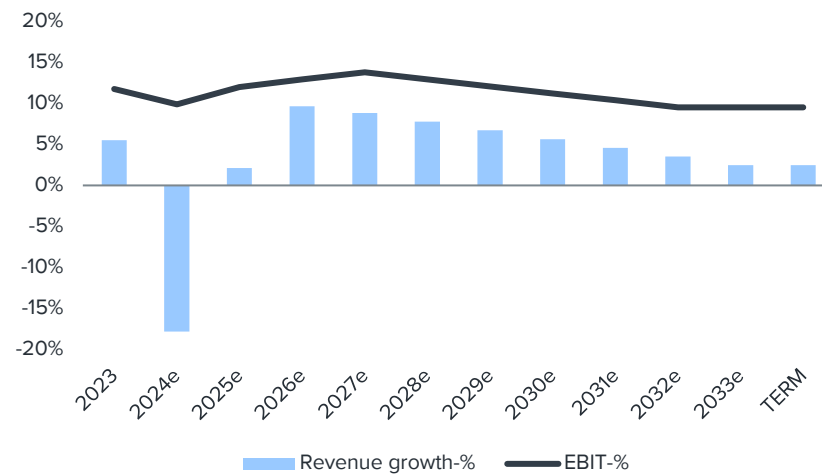
Sensitivity of DCF to changes in the risk-free rate



Sensitivity of DCF to changes in the terminal EBIT margin



Growth and profitability assumptions in the DCF calculation



Source: Inderes. Note that the weight of the terminal value (%) is shown on an inverse scale for clarity.

Summary

Income statement	2021	2022	2023	2024e	2025e	Per share data	2021	2022	2023	2024e	2025e
Revenue	1512.2	1942.8	2049.6	1684.9	1720.7	EPS (reported)	4.06	1.44	3.00	1.94	2.31
EBITDA	373.7	170.6	297.3	223.4	260.6	EPS (adj.)	0.31	1.44	3.17	2.31	2.31
EBIT	320.8	118.3	240.2	166.0	205.9	OCF / share	1.61	2.64	3.39	2.90	3.26
PTP	319.0	117.5	241.5	167.0	192.8	FCF / share	-6.01	1.85	2.57	0.89	2.33
Net Income	261.5	92.6	193.8	125.1	148.4	Book value / share	12.03	13.23	12.65	9.51	10.82
Extraordinary items	241.3	0.0	-14.5	-31.4	0.0	Dividend / share	0.00	0.00	0.00	1.00	1.20
Balance sheet	2021	2022	2023	2024e	2025e	Growth and profitability	2021	2022	2023	2024e	2025e
Balance sheet total	1759.7	1904.5	1846.1	1645.8	1654.9	Revenue growth-%	-1%	28%	5%	-18%	2%
Equity capital	776.0	853.0	818.2	611.6	695.8	EBITDA growth-%	126%	-54%	74%	-25%	17%
Goodwill	270.5	268.1	260.2	258.5	258.5	EBIT (adj.) growth-%	-49%	49%	115%	-23%	4%
Net debt	-89.5	-188.8	-117.8	154.1	78.7	EPS (adj.) growth-%	-66%	358%	121%	-27%	0%
Cash flow	2021	2022	2023	2024e	2025e	EBITDA-%	24.7 %	8.8 %	14.5 %	13.3 %	15.1 %
EBITDA	373.7	170.6	297.3	223.4	260.6	EBIT (adj.)-%	5.3 %	6.1 %	12.4 %	11.7 %	12.0 %
Change in working capital	-170.2	22.3	-25.2	7.5	-3.2	EBIT-%	21.2 %	6.1 %	11.7 %	9.9 %	12.0 %
Operating cash flow	103.8	170.2	219.7	186.7	210.0	ROE-%	67.4 %	11.4 %	23.2 %	17.5 %	22.7 %
CAPEX	-603.5	-48.9	-63.0	-58.0	-60.2	ROI-%	66.4 %	12.3 %	23.2 %	16.2 %	20.0 %
Free cash flow	-387.8	119.1	166.1	57.5	149.8	Equity ratio	44.1 %	44.8 %	44.3 %	37.2 %	42.0 %
Valuation multiples	2021	2022	2023	2024e	2025e	Gearing	-11.5 %	-22.1 %	-14.4 %	25.2 %	11.3 %
EV/S	1.8	1.3	1.6	1.1	1.0						
EV/EBITDA	19.0	14.5	11.1	8.2	6.8						
EV/EBIT (adj.)	34.4	20.9	12.9	9.3	8.6						
P/E (adj.)	>100	28.8	16.6	11.4	11.4						
P/B	3.6	3.1	4.2	2.8	2.4						
Dividend-%	0.0 %	0.0 %	0.0 %	3.8 %	4.6 %						

Source: Inderes

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return of the share is very attractive

Accumulate The 12-month risk-adjusted expected shareholder return of the share is attractive

Reduce The 12-month risk-adjusted expected shareholder return of the share is weak

Sell The 12-month risk-adjusted expected shareholder return of the share is very weak

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Recommendation history (>12 mo)

Date	Recommendation	Target	Share price
7/1/2024	Buy	36.00 €	26.40 €
8/8/2024	Buy	33.00 €	26.24 €



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