

FCR Immobilien AG

Germany | Real Estate | MCap EUR 114.7m

11 April 2025

UPDATE



Successful FY24 thanks to active portfolio management; BUY

BUY (BUY)

Target price	EUR 22.00 (22.00)
Current price	EUR 11.70
Up/downside	88.0%



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What's it all about?

FCR Immobilien AG looks back on a successful FY24. At EUR 54.1m, revenue remained almost at the previous year's level, driven by stable rental income (EUR 33m) and the sale of seven properties (EUR 20.8m). EBT, on the other hand, more than doubled to EUR 23.1m, primarily due to the exit of Immoware24, which contributed around EUR 15m to earnings. In addition, all property-related KPIs also improved: The occupancy rate rose slightly to 94.1% and the WAULT to 5.7 years, which should ensure long-term stability. Despite a moderate increase in interest expenses to EUR 16.1m, FFO was in line with our expectations of EUR 7.0m. The dividend should almost double to EUR 0.45 per share, which would correspond to a yield of 3.8%. In our view, FCR remains well positioned for further growth, which is why we confirm our BUY recommendation with an unchanged PT of EUR 22.00.

IMPORTANT. Please refer to the last page of this report for "Important disclosures" and analyst(s) certifications.

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FCR Immobilien AG

Germany | Real Estate | MCap EUR 114.7m | EV EUR 410.0m

BUY (BUY)

Target price EUR 22.00 (22.00)
Current price EUR 11.70
Up/downside 88.0%

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Successful FY24 thanks to active portfolio management; BUY

Successful FY24 FCR Immobilien AG ("FCR") has published preliminary key figures for FY24, which were very solid, not least due to the portfolio streamlining carried out in 2024 (sale of seven properties) and the recently announced sale of Immoware24. Revenues for FY24 totalled EUR 54.1m, only slightly down on the previous year (EUR 56.6m). In addition to recurring rental income of around EUR 33m, the seven properties sold contributed EUR 20.8m to total revenues (previous year: EUR 18.3 m). The key figures for the existing portfolio remain at a high level. The occupancy rate increased by a further 0.1PP to 94.1%. The WAULT also improved by 0.3 years to 5.7 years at the reporting date, which should continue to ensure good visibility and stability of future rental income for FCR.

Result significantly influenced by Immoware24 sale Earnings before tax (EBT) rose significantly to EUR 23.1m (previous year: EUR 10.1 m) - proof of the high earnings power of the portfolio and the successful exit from Immoware24, which alone is expected to have contributed around EUR 15m to earnings (details of the exit [here](#)). However, FCR was not immune to rising financing costs, although the situation eased in the course of the year as a result of the turnaround in interest rates. As a result, finance costs increased moderately to EUR 16.1m (previous year: EUR 15.0m). FCR generated FFO of EUR 7.0m (previous year: EUR 8.2m), which mainly driven by the increase in interest expenses, in line with our forecast.

Dividend almost doubled FCR has thus continued its sustainably profitable corporate development in the tenth year since its foundation. The company is therefore proposing to increase the dividend to EUR 0.45 per share, almost double that of the previous year. With a dividend yield of around 3.8%, FCR will thus allow shareholders to continue to participate significantly in the successful business performance in 24.

Conclusion Despite difficult conditions, FCR can look back on a successful FY24, which was characterised by stable (and long-term plannable) rental income, active portfolio management, efficiency improvements and the exit (and thus significant book profits) of Immoware24. Even though the persistently high level of interest rates continues to be a burden on the company's cash generation, we believe FCR is very well positioned to remain active on the market in the future. We therefore confirm our BUY rating with an unchanged PT of EUR 22.00.

FCR Immobilien AG	2021	2022	2023	2024P	2025E	2026E
Sales	52.5	35.9	56.6	54.1	38.0	39.9
<i>Growth yoy</i>	34.9%	-31.6%	57.7%	-4.5%	-29.8%	4.9%
EBIT	18.5	27.4	23.0	21.5	22.0	22.4
FFO	7.1	9.4	8.2	7.0	7.6	8.4
FFO-Margin	29.1%	29.6%	24.7%	21.6%	21.6%	22.7%
Net profit	12.1	14.2	8.7	19.2	6.7	7.6
Net debt (net cash)	252.7	322.3	295.3	253.3	271.0	289.1
LTV	77.1%	75.1%	67.2%	59.7%	60.7%	61.6%
EPS reported	1.25	1.45	0.89	1.96	0.68	0.77
FFOPS	0.73	0.96	0.83	0.71	0.77	0.85
DPS	0.35	0.35	0.25	0.45	0.22	0.25
<i>Dividend yield</i>	3.0%	3.0%	2.1%	3.8%	1.9%	2.2%
FFO-yield	6.2%	8.2%	7.1%	6.1%	6.6%	7.3%
EV/EBIT	19.8x	15.9x	17.8x	17.1x	17.5x	18.0x
P/E	9.3x	8.1x	13.2x	6.0x	17.2x	15.1x

Source: Company data, mwb research



Source: Company data, mwb research

High/low 52 weeks 13.30 / 8.75
Price/Book Ratio 0.9x

Ticker / Symbols

ISIN DE000A1YC913
WKN A1YC91
Bloomberg FC9:GR

Changes in estimates

		Sales	EBIT	EPS
2024P	old	37.9	21.7	0.69
	Δ	42.7%	-1.0%	182.3%
2025E	old	40.6	23.6	0.81
	Δ	-6.5%	-6.5%	-15.8%
2026E	old	42.5	23.9	0.90
	Δ	-6.3%	-6.4%	-13.9%

Key share data

Number of shares: (in m pcs) 9.80
Book value per share: (in EUR) 12.79
Ø trading vol.: (12 months) 1,574

Major shareholders

RAT Asset & Trading AG 64.9%
FaMe Invest & Mgmt GmbH 8.0%
WWK Lebensvers. 3.4%
Free Float 23.8%

Company description

FCR Immobilien AG is a German-based company in the real estate sector. The public limited company focuses on retail properties in established secondary locations in Germany with anchor tenants that are mainly highly credible grocery stores.

Recent transactions overview

Date	Purchase / Disposal	Type	Location	Anchor tenant	net rent in EUR K	Leasable area in sqm	WAULT Years	Purch. / Disp. price EUR/m	Rent per sqm / month
2020									
16.01.2020	D	Retail	Duisburg	C&A		10.000			
05.02.2020	P	Retail	Gummersbach	C&A		4.500			
12.02.2020	P	Retail	Höchstadt a.d. Aisch	TAKKO und Action		1.700			
27.02.2020	P	Retail	Landau a.d. Isar	Dänisches Bettenlager und Deichmann		1.300			
09.03.2020	P	Retail portfolio	Bayern	Dänisches und Sonderpreis Baumarkt		-			
		Specialty retail	Cadolzburg	Dänisches Bettenlager		1.100			
		Specialty retail	Schwandorf	Sonderpreis Baumarkt		1.300			
		Specialty retail	Strullendorf	Sonderpreis Baumarkt		900			
28.05.2020	D	Retail	Lichtentanne	Penny		1.500			
01.07.2020	P	Retail	Westeregeln	EDEKA		1.300			
09.09.2020	D	Specialty retail	Hof	TAKKO		900			
21.10.2020	P	Shopping centre	Eilenburg	Kaufand und toom Baumarkt	800	15.000	8,7	10	4,44
27.10.2020	P	Grocery stores			185	-		1,99	0,00
		Retail	Ruhle, Thüringen	Netto	100	1.200	9		6,94
		Retail	Bückeberg, Thüringen	Niedrig-Preis-Markt (NP)	85	1.000	4		7,08
30.10.2020	P	Retail	Ludwigslust	toom Baumarkt	435	7.600		3,8	4,77
03.11.2020	D	Specialty retail	Oer-Erkenschwick, NRW	Buschkamp-Center		6.200			0,00
06.11.2020	D	Specialty retail	Magdeburg			2.800			0,00
17.11.2020	P	Specialty retail	Pulsnitz, Sachsen	Hammer und Pfennigpfeiffer	173	3.300		1,51	4,37
08.12.2020	D	Specialty retail	Pößneck, Thüringen	NKD, vongut		7.600			0,00
2021									
09.04.2021	P	Specialty retail	Görlitz	Möbel Roller, toom Baumarkt	1600	28.000	6	21,5 (eAR)	4,76
30.04.2021	P	Specialty retail	Bauzen, Dresden, Plauen	pitstop, Carglass, Dänisches B.		4.200			0,00
30.04.2021	P	Specialty retail	Altenberg	Netto, lokaler Baumarkt	600	3.300		7 (eAR)	6,67
09.06.2021	P	Specialty retail	Zollenroder	Pfennigpfeiffer	92	1.144	4,8	0,9 (eAR)	1,73
09.06.2021	P	Retail	Eching		160	5.000	6,9	2,9 (eAR)	2,17
01.09.2021	P	Specialty retail	Finsterwalde	EDEKA, Rossmann, Deichmann	500	5.000	4,3	5,3 (eAR)	8,33
10.11.2021	P	Commercial building	Siegen	100% C&A	>1000	7.112	6,4	10,5 (eAR)	11,72
02.12.2021	P	Shopping centre	Eisenach	Marktkauf, toom, TEDI, Woolwort	4000	26.000	0	30 (eAR)	12,82
17.12.2021	D	Student home	Bamberg	Student houses		-	0	20	0,00
29.12.2021	P	Specialty retail	Pforzheim	toom Baumarkt	0	5.600	11,7	2,8 (eAR)	3,00
11.01.2022	P	Specialty retail	Lüchte, Bad Piermont	toom Baumarkt	460	6.400	2,1	4,8 (aAR)	6,00
11.01.2022	P	Specialty retail	Zeithain	Hammer Fachmärkte	260	7.850	3,5	1,6 (eAR)	2,80
2022									
18.02.2022	P	Specialty retail	Zella-Mehlis	EDEKA	300	6.500	5,3	3-3,5 (eAR)	3,85
28.04.2022	P	Specialty retail / office	Salzwedel	EDEKA	200		10		
24.05.2022	P	Specialty retail	Osterode	Hammer	230	2.500	6,6	3,0-3,5 (eAR)	7,66
13.07.2022	P	Logistics	Dettingen unter Teck	Logistic company	500	9.000	10		
13.07.2022	P	Specialty retail	Vohenstrauß	NKD	100	700	9,8		
01.08.2022	P	Specialty retail	Dürröhrsdorf-Dittersbach	diska / EDEKA Group	100	930	7,9		
17.10.2022	P	Specialty retail	Gräfenhainichen/Marktredwitz	DIY, RHG Bau & Garten	700	11.500	5		5,07
2023									
2023	D	na	Kitzbühel (Teil-VK)						
2023	D	na	Gummersbach (Teil-VK)						
2023	D	na	Würselen						
2023	D	na	Frankenberg						
2023	D	na	Söhlde-Hoheneggelsen						
2023	D	Hotel	Il Pelagone					20	
2023	P	Specialty retail	Werdau, Sachsen		0,83	13.000	5,3	8-9 (eAR)	

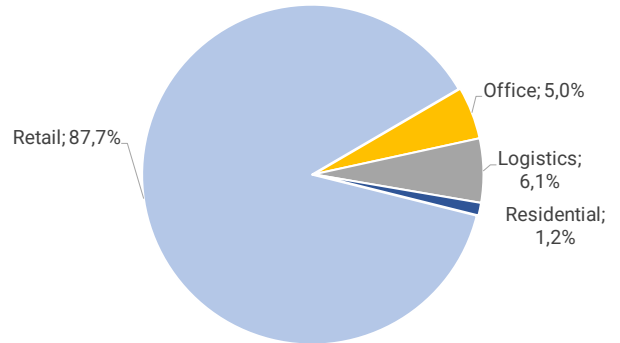
Source: Company data, mwb research, P=purchase, D=disposal

Investment case in six charts

Business Model



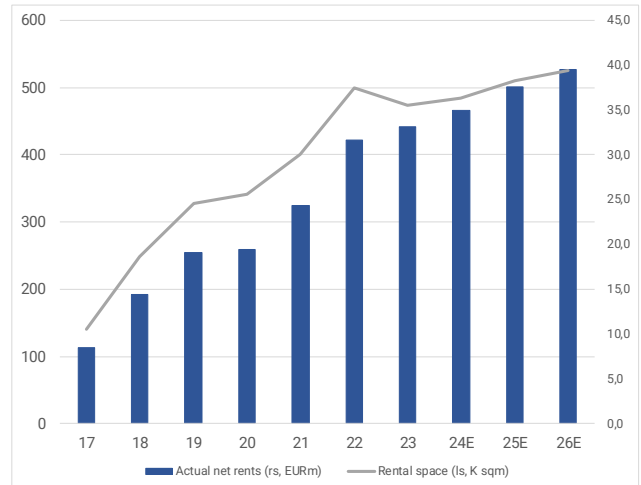
Rental income as per asset class 2023



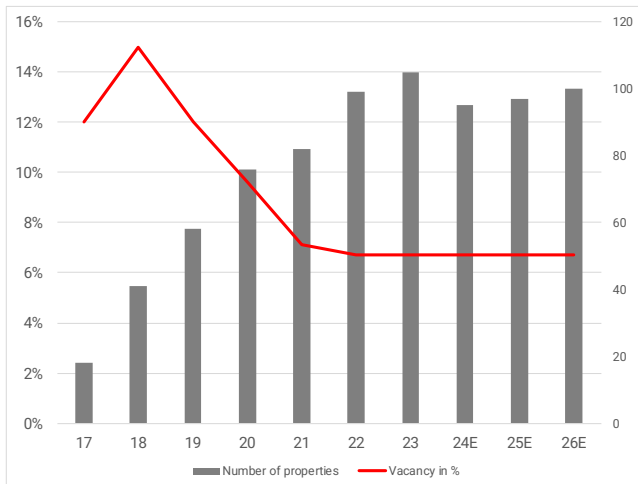
Major tenants

Food retail / grocery	Specialty retail

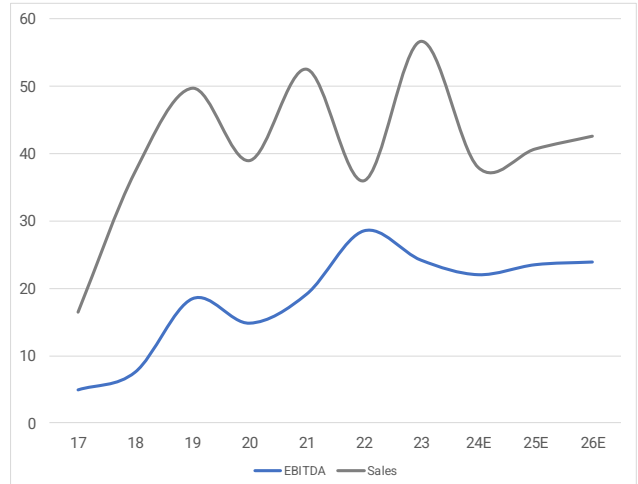
Rental Space and actual net rental income



Development of vacancies and number of properties



Sales and earnings development in EURm



Source: Company data, mwb research

SWOT analysis

Strengths

- Convincing business model with promising future perspectives
- High financial strength thanks to stock market listing
- High management competence
- Clear depression effects through scalable business model
- AI-based software expertise
- Inflation-indexed leases particularly helpful in an inflationary environment
- Increasing ESG awareness e.g. energy efficiency refurbishments or increased number of charging stations at the properties

Weaknesses

- Lack of stock market liquidity causes still low free float
- Lack of breadth in the shareholder structure (share of private customers, institutional)

Opportunities

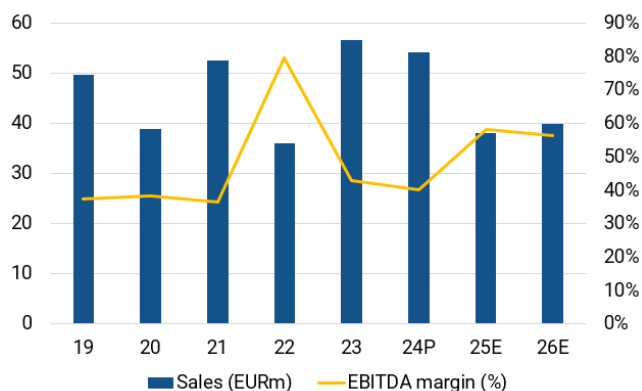
- Improved balance sheet and cash flow statement ratios due to the company's re-focusing on its core portfolio management and development competencies
- Trend reversal in regional population development in favour of rural areas (D locations)
- Greater attractiveness of locations by expanding the sector mix (service provider, health care provider, gastronomy)
- Capital increase provides opportunity for better rating and lower refinancing costs

Threats

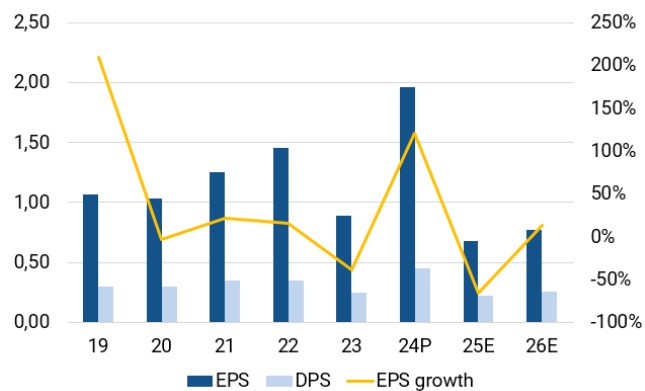
- Interest rate hikes leads to higher re-financing costs and/or slow down in further portfolio additions
- Stronger growth in online trade
- Designation of further retail spaces in the neighbourhood

Financials in six charts

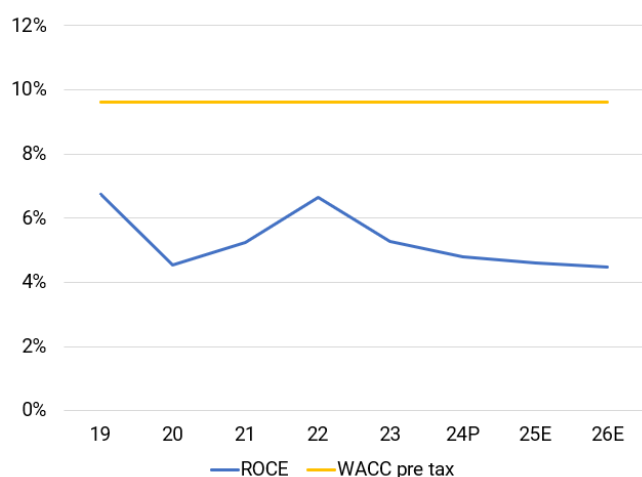
Sales vs. EBITDA margin development



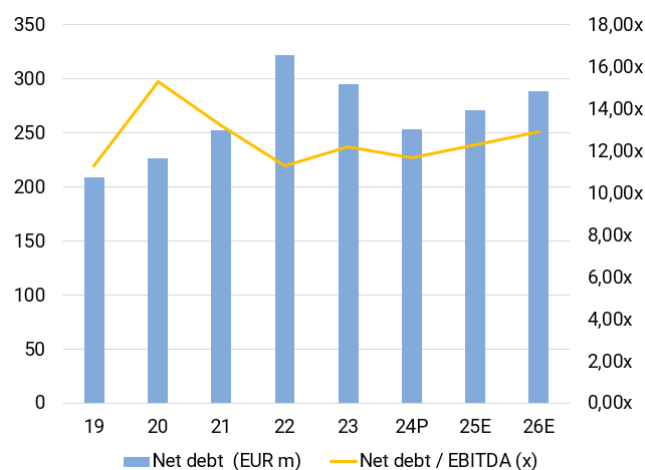
EPS, DPS in EUR & yoy EPS growth



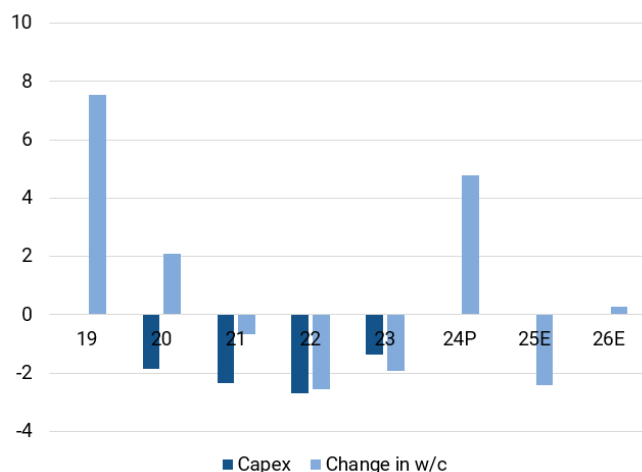
ROCE vs. WACC (pre tax)



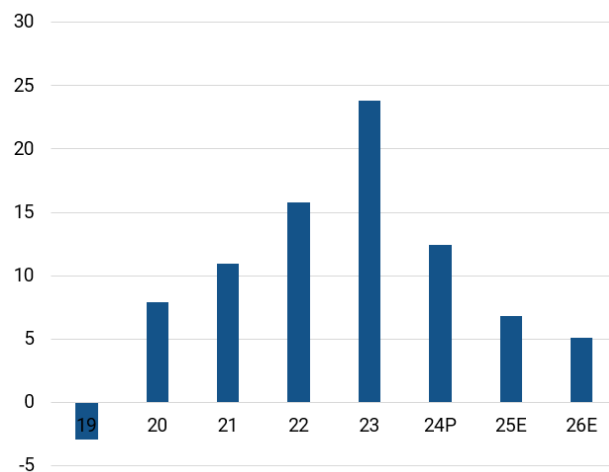
Net debt and net debt/EBITDA



Capex & chgn in w/c requirements in EURm



Free Cash Flow in EURm



Source: Company data; mwb research

Financials

Profit and loss (EURm)	2021	2022	2023	2024P	2025E	2026E
Net sales	52.5	35.9	56.6	54.1	38.0	39.9
Sales growth	34.9%	-31.6%	57.7%	-4.5%	-29.8%	4.9%
Change in finished goods and work-in-process	2.6	2.4	1.9	1.2	0.0	0.0
Total sales	55.1	38.4	58.6	55.3	38.0	39.9
Change in the value of investment property	4.8	9.9	1.0	2.4	2.1	2.2
Expenses from financial investments held real estate	24.4	0.9	18.3	19.5	0.0	0.0
Personnel expenses	4.4	5.9	4.4	4.5	4.6	5.5
Material expenses and other opex	11.9	12.9	12.7	12.0	13.5	14.1
Total operating expenses	35.9	9.8	34.4	33.6	16.0	17.4
EBITDA	19.2	28.6	24.2	21.7	22.0	22.4
Depreciation	0.6	1.1	1.2	0.2	0.0	0.0
EBITA	18.5	27.4	23.0	21.5	22.0	22.4
Amortisation of goodwill and intangible assets	0.0	0.0	0.0	0.0	0.0	0.0
Impairment charges	0.0	0.0	0.0	0.0	0.0	0.0
EBIT	18.5	27.4	23.0	21.5	22.0	22.4
Financial result	-6.6	-10.1	-12.9	1.4	-13.9	-12.9
Recurring pretax income from continuing operations	11.9	17.3	10.1	22.9	8.2	9.5
Extraordinary income/loss	3.0	0.0	0.0	0.0	0.0	0.0
Earnings before taxes	14.9	17.3	10.1	22.9	8.2	9.5
Taxes	2.7	3.1	1.4	3.7	1.5	1.9
Net income from continuing operations	12.1	14.2	8.7	19.2	6.7	7.6
Result from discontinued operations (net of tax)	0.0	0.0	0.0	0.0	0.0	0.0
Net income	12.1	14.2	8.7	19.2	6.7	7.6
Minority interest	0.0	0.0	0.0	0.0	0.0	0.0
Net profit (reported)	12.1	14.2	8.7	19.2	6.7	7.6
Average number of shares	9.69	9.76	9.80	9.80	9.80	9.80
EPS reported	1.25	1.45	0.89	1.96	0.68	0.77

Profit and loss (common size)	2021	2022	2023	2024P	2025E	2026E
Net sales	100%	100%	100%	100%	100%	100%
Change in finished goods and work-in-process	5%	7%	3%	2%	0%	0%
Total sales	105%	107%	103%	102%	100%	100%
Change in the value of investment property	9%	28%	2%	4%	6%	6%
Expenses from financial investments held real estate	46%	3%	32%	36%	0%	0%
Personnel expenses	8%	16%	8%	8%	12%	14%
Material expenses and other opex	23%	36%	22%	22%	36%	36%
Total operating expenses	68%	27%	61%	62%	42%	44%
EBITDA	36%	80%	43%	40%	58%	56%
Depreciation	1%	3%	2%	0%	0%	0%
EBITA	35%	76%	41%	40%	58%	56%
Amortisation of goodwill and intangible assets	0%	0%	0%	0%	0%	0%
Impairment charges	0%	0%	0%	0%	0%	0%
EBIT	35%	76%	41%	40%	58%	56%
Financial result	-13%	-28%	-23%	3%	-36%	-32%
Recurring pretax income from continuing operations	23%	48%	18%	42%	22%	24%
Extraordinary income/loss	6%	0%	0%	0%	0%	0%
Earnings before taxes	28%	48%	18%	42%	22%	24%
Taxes	5%	9%	2%	7%	4%	5%
Net income from continuing operations	23%	39%	15%	36%	18%	19%
Result from discontinued operations (net of tax)	0%	0%	0%	0%	0%	0%
Net income	23%	39%	15%	36%	18%	19%
Minority interest	0%	0%	0%	0%	0%	0%
Net profit (reported)	23%	39%	15%	36%	18%	19%

Source: Company data; mwb research

Balance sheet (EURm)	2021	2022	2023	2024P	2025E	2026E
Intangible assets (excl. Goodwill)	2.3	4.0	4.6	4.6	4.6	4.6
Goodwill	0.0	0.0	0.0	0.0	0.0	0.0
Property, plant and equipment	1.8	3.0	0.9	0.8	0.8	0.8
Financial assets	354.8	430.9	413.1	398.4	420.6	443.8
FIXED ASSETS	358.9	437.9	418.6	403.7	425.9	449.1
Inventories	2.4	1.2	1.3	1.5	1.0	1.1
Accounts receivable	16.6	7.1	6.0	10.4	7.3	7.6
Other current assets	5.5	18.1	17.0	17.0	17.0	17.0
Liquid assets	18.7	5.6	6.5	56.7	59.0	60.9
Deferred taxes	0.0	0.0	0.0	0.0	0.0	0.0
Deferred charges and prepaid expenses	0.1	1.6	0.1	0.2	0.1	0.1
CURRENT ASSETS	43.3	33.6	30.9	85.7	84.4	86.7
TOTAL ASSETS	402.2	471.5	449.5	489.4	510.4	535.9
SHAREHOLDERS EQUITY	108.0	118.8	125.3	157.1	159.4	164.7
MINORITY INTEREST	0.0	0.0	0.0	0.0	0.0	0.0
Long-term debt	259.6	280.5	259.5	310.0	330.0	350.0
Provisions for pensions and similar obligations	0.0	0.0	0.0	0.0	0.0	0.0
Other provisions	0.5	0.3	0.4	0.5	0.4	0.4
Non-current liabilities	260.0	280.8	259.9	310.5	330.4	350.4
short-term liabilities to banks	11.8	47.3	42.3	0.0	0.0	0.0
Accounts payable	2.9	1.5	0.7	1.0	0.7	0.8
Advance payments received on orders	0.0	0.0	0.0	0.0	0.0	0.0
Other liabilities (incl. from lease and rental contracts)	1.9	3.0	2.7	2.6	1.8	1.9
Deferred taxes	17.4	20.1	17.9	17.9	17.9	17.9
Deferred income	0.0	0.0	0.6	0.3	0.2	0.2
Current liabilities	34.2	71.9	64.3	21.8	20.6	20.8
TOTAL LIABILITIES AND SHAREHOLDERS EQUITY	402.2	471.5	449.5	489.4	510.4	535.9

Balance sheet (common size)	2021	2022	2023	2024P	2025E	2026E
Intangible assets (excl. Goodwill)	1%	1%	1%	1%	1%	1%
Goodwill	0%	0%	0%	0%	0%	0%
Property, plant and equipment	0%	1%	0%	0%	0%	0%
Financial assets	88%	91%	92%	81%	82%	83%
FIXED ASSETS	89%	93%	93%	82%	83%	84%
Inventories	1%	0%	0%	0%	0%	0%
Accounts receivable	4%	2%	1%	2%	1%	1%
Other current assets	1%	4%	4%	3%	3%	3%
Liquid assets	5%	1%	1%	12%	12%	11%
Deferred taxes	0%	0%	0%	0%	0%	0%
Deferred charges and prepaid expenses	0%	0%	0%	0%	0%	0%
CURRENT ASSETS	11%	7%	7%	18%	17%	16%
TOTAL ASSETS	100%	100%	100%	100%	100%	100%
SHAREHOLDERS EQUITY	27%	25%	28%	32%	31%	31%
MINORITY INTEREST	0%	0%	0%	0%	0%	0%
Long-term debt	65%	59%	58%	63%	65%	65%
Provisions for pensions and similar obligations	0%	0%	0%	0%	0%	0%
Other provisions	0%	0%	0%	0%	0%	0%
Non-current liabilities	65%	60%	58%	63%	65%	65%
short-term liabilities to banks	3%	10%	9%	0%	0%	0%
Accounts payable	1%	0%	0%	0%	0%	0%
Advance payments received on orders	0%	0%	0%	0%	0%	0%
Other liabilities (incl. from lease and rental contracts)	0%	1%	1%	1%	0%	0%
Deferred taxes	4%	4%	4%	4%	4%	3%
Deferred income	0%	0%	0%	0%	0%	0%
Current liabilities	8%	15%	14%	4%	4%	4%
TOTAL LIABILITIES AND SHAREHOLDERS EQUITY	100%	100%	100%	100%	100%	100%

Source: Company data; mwb research

Cash flow statement (EURm)	2021	2022	2023	2024P	2025E	2026E
Net profit/loss	12.1	14.2	8.7	19.2	6.7	7.6
Depreciation of fixed assets (incl. leases)	0.2	0.6	0.6	0.2	0.0	0.0
Amortisation of goodwill	0.0	0.0	0.0	0.0	0.0	0.0
Amortisation of intangible assets	0.4	0.6	0.7	0.0	0.0	0.0
Others	-0.1	0.6	13.4	-2.2	-2.3	-2.2
Cash flow from operations before changes in w/c	12.7	15.9	23.3	17.2	4.4	5.4
Increase/decrease in inventory	0.0	0.0	0.0	-0.1	0.4	-0.1
Increase/decrease in accounts receivable	0.0	0.0	0.0	-4.4	3.1	-0.4
Increase/decrease in accounts payable	0.0	-1.6	1.2	0.3	-0.3	0.0
Increase/decrease in other w/c positions	0.7	4.2	0.7	-0.6	-0.8	0.1
Increase/decrease in working capital	0.7	2.6	1.9	-4.8	2.4	-0.3
Cash flow from operating activities	13.3	18.5	25.2	12.4	6.8	5.1
CAPEX	-2.3	-2.7	-1.4	0.0	0.0	0.0
Payments for acquisitions	0.0	0.0	0.0	0.0	0.0	0.0
Financial investments	-40.0	-70.8	14.2	7.1	-20.1	-21.0
Income from asset disposals	1.1	-0.9	0.5	25.0	0.0	0.0
Cash flow from investing activities	-41.3	-74.4	13.3	32.1	-20.1	-21.0
Cash flow before financing	-28.0	-55.9	38.5	44.5	-13.3	-15.9
Increase/decrease in debt position	41.0	59.5	-20.8	8.2	20.0	20.0
Purchase of own shares	0.0	0.0	-0.4	0.0	0.0	0.0
Capital measures	6.7	0.0	0.0	0.0	0.0	0.0
Dividends paid	-2.9	-3.4	-2.1	-2.5	-4.4	-2.2
Others	-7.5	-9.5	-14.1	0.0	0.0	0.0
Effects of exchange rate changes on cash	0.0	0.0	0.0	0.0	0.0	0.0
Cash flow from financing activities	37.2	46.6	-37.4	5.7	15.6	17.8
Increase/decrease in liquid assets	9.2	-9.4	1.1	50.2	2.3	1.9
Liquid assets at end of period	14.8	5.5	6.9	57.1	59.4	61.3

Source: Company data; mwb research

Real estate ratios in (EURm)	2021	2022	2023	2024P	2025E	2026E
Number of properties	99	105	95	90	93	96
Rental space	400,000	500,000	474,000	450,000	474,300	489,600
Actual net rents	24.3	31.7	33.1	32.4	35.0	36.9
FFO	7.1	9.4	8.2	7.0	7.6	8.4
FFO margin	29.1%	29.6%	24.7%	21.6%	21.6%	22.7%
FFOPS	0.73	0.96	0.83	0.71	0.77	0.85
Potential net rents	29.1	31.8	33.1	na	na	na
Letting quota	92.9%	93.3%	93.3%	93.3%	93.3%	93.3%
Market value	320.7	404.8	414.3	396.0	418.5	441.6
ACTUAL net rental returns	7.6%	7.8%	8.0%	8.2%	8.4%	8.3%
WAULT	5.4	5.2	5.3	5.3	5.3	5.3
NAV	12.5	13.9	14.3	16.0	16.3	16.8
LTV	77.1%	75.1%	67.2%	59.7%	60.7%	61.6%

Source: Company data; mwb research

Regional sales split (EURm)	2021	2022	2023	2024P	2025E	2026E
Domestic	52.5	35.9	56.6	54.1	38.0	39.9
Europe (ex domestic)	0.0	0.0	0.0	0.0	0.0	0.0
The Americas	0.0	0.0	0.0	0.0	0.0	0.0
Asia	0.0	0.0	0.0	0.0	0.0	0.0
Rest of World	0.0	0.0	0.0	0.0	0.0	0.0
Total sales	52.5	35.9	56.6	54.1	38.0	39.9

Regional sales split (common size)	2021	2022	2023	2024P	2025E	2026E
Domestic	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
Europe (ex domestic)	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
The Americas	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Asia	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Rest of World	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Total sales	100%	100%	100%	100%	100%	100%

Source: Company data; mwb research

Ratios	2021	2022	2023	2024P	2025E	2026E
Per share data						
Earnings per share reported	1.25	1.45	0.89	1.96	0.68	0.77
Cash flow per share	1.37	1.89	2.57	1.25	0.70	0.52
Book value per share	11.14	12.16	12.79	16.03	16.26	16.81
Dividend per share	0.35	0.35	0.25	0.45	0.22	0.25
Valuation						
P/E	9.3x	8.1x	13.2x	6.0x	17.2x	15.1x
P/CF	8.5x	6.2x	4.6x	9.4x	16.8x	22.5x
P/BV	1.0x	1.0x	0.9x	0.7x	0.7x	0.7x
Dividend yield (%)	3.0%	3.0%	2.1%	3.8%	1.9%	2.2%
FCF yield (%)	11.7%	16.2%	22.0%	10.7%	6.0%	4.5%
EV/Sales	7.0x	12.2x	7.2x	6.8x	10.1x	10.1x
EV/EBITDA	19.2x	15.3x	16.9x	17.0x	17.5x	18.0x
EV/EBIT	19.8x	15.9x	17.8x	17.1x	17.5x	18.0x
Income statement (EURm)						
Sales	52.5	35.9	56.6	54.1	38.0	39.9
yoy chg in %	34.9%	-31.6%	57.7%	-4.5%	-29.8%	4.9%
Gross profit	24.4	0.9	18.3	0.0	0.0	0.0
Gross margin in %	46.5%	2.5%	32.3%	0.0%	0.0%	0.0%
EBITDA	19.2	28.6	24.2	21.7	22.0	22.4
EBITDA margin in %	36.5%	79.5%	42.8%	40.1%	58.0%	56.2%
EBIT	18.5	27.4	23.0	21.5	22.0	22.4
EBIT margin in %	35.3%	76.4%	40.6%	39.8%	58.0%	56.2%
Net profit	12.1	14.2	8.7	19.2	6.7	7.6
Cash flow statement (EURm)						
CF from operations	13.3	18.5	25.2	12.4	6.8	5.1
Capex	-2.3	-2.7	-1.4	0.0	0.0	0.0
Maintenance Capex	0.0	0.0	0.0	0.2	0.0	0.0
Free cash flow	11.0	15.7	23.8	12.4	6.8	5.1
Balance sheet (EURm)						
Intangible assets	2.3	4.0	4.6	4.6	4.6	4.6
Tangible assets	1.8	3.0	0.9	0.8	0.8	0.8
Shareholders' equity	108.0	118.8	125.3	157.1	159.4	164.7
Pension provisions	0.0	0.0	0.0	0.0	0.0	0.0
Liabilities and provisions	271.9	328.1	302.2	310.5	330.4	350.4
Net financial debt	252.7	322.3	295.3	253.3	271.0	289.1
w/c requirements	16.0	6.9	6.6	10.8	7.6	8.0
Ratios						
ROE	11.2%	11.9%	6.9%	12.2%	4.2%	4.6%
ROCE	4.9%	6.1%	5.4%	4.6%	4.5%	4.4%
Net gearing	234.0%	271.3%	235.6%	161.2%	170.0%	175.5%
Net debt / EBITDA	13.2x	11.3x	12.2x	11.7x	12.3x	12.9x

Source: Company data; mwb research

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