

# MS Industrie AG

Germany | Transportation Equipment | MCap EUR 38.4m

15 May 2026

UPDATE



Start to the year shows  
expected recovery;  
Reiterate BUY

## What's it all about?

MS Industrie's Q1 26 results confirm the expected recovery trend, with revenue growth returning and profitability improving yoy despite ongoing US ramp-up costs. EBIT turned positive again, highlighting early operational progress. The order backlog was broadly stable, providing short-term visibility. Management reaffirmed its 2026 guidance, still pointing to higher revenue and improving profitability, supported by gradually better demand in European truck markets, diversification and declining US ramp-up costs. We slightly lower our 2026 profitability expectations due to a slower earnings ramp, while keeping the mid-term outlook unchanged. Structural drivers remain intact and should support further earnings momentum even without a strong global truck cycle upswing. We reiterate our BUY rating with an unchanged PT of EUR 2.20. On 20 May, CEO Dr. Andreas Aufschneider will provide further insights during the earnings call. Register here: <https://research-hub.de/events/registration/2026-05-20-14-00/MSAG-GR>

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

**BUY** (BUY)

Target price	EUR 2.20 (2.20)
Current price	EUR 1.28
Up/downside	71.9%

 ResearchHub 



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# MS Industrie AG

Germany | Transportation Equipment | MCap EUR 38.4m | EV EUR 59.1m

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## Start to the year shows expected recovery; Reiterate BUY

**Q1 shows recovery.** MS Industrie has announced unaudited Q1 26 results that provide early confirmation of the recovery trend we had anticipated. Revenue increased by 6.2% yoy to EUR 38.4m, broadly in line with our expectations and marking a welcome return to top-line growth. EBITDA came in at EUR 1.9m, up 27.7% yoy, although around 15% below our forecast. Importantly, EBIT returned to positive territory at EUR 0.4m versus negative EUR 0.3m in Q1 25, despite still including c. EUR 0.3m of ramp-up costs related to the US expansion. Adjusted for these start-up expenses, profitability would have been only slightly below our estimates. Meanwhile, the order backlog at the end of Q1 stood at EUR 79m, down 2.5% yoy but up 0.9% versus the previous quarter, providing good visibility for the coming quarters. It should be noted that the backlog mainly reflects short-term orders rather than the full contractual base.

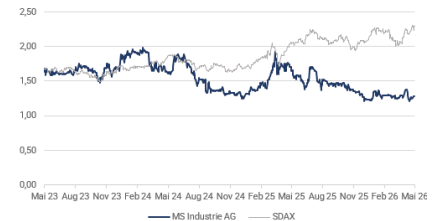
**Outlook intact.** Management confirmed its 2026 guidance, continuing to expect revenue of around EUR 155m alongside a significant improvement in profitability. In our view, this confirms that the company remains firmly on track for the recovery scenario we had anticipated. The gradual improvement is being supported by a moderately improving order environment, particularly in the European truck market, as well as continued diversification efforts beyond traditional heavy-duty applications. At the same time, ramp-up costs in the US are expected to decline to zero over the course of the year, while improving utilisation should drive positive scale effects. Against this backdrop, the US operations should reach break-even in 2026.

**More cautious 2026 view, mid-term unchanged.** Following the Q1 release, we are modestly lowering our profitability expectations for 2026, as we had previously anticipated a somewhat faster earnings ramp-up. However, we do not view this as a cause for concern. The underlying direction of travel remains clearly positive, with the current development mainly indicating a somewhat slower pace of operational improvement, particularly in relation to the US ramp-up, where ongoing start-up costs continue to weigh on profitability. Importantly, we leave our estimates for the following years unchanged, reflecting our continued confidence in the company's medium-term earnings trajectory and structural positioning.

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MS Industrie AG	2023	2024	2025	2026E	2027E	2028E
Sales	249.9	171.2	144.6	154.9	166.5	176.5
<i>Growth yoy</i>	21.2%	-31.5%	-15.5%	7.1%	7.5%	6.0%
EBITDA	18.1	5.8	4.0	11.3	15.0	14.1
EBIT	8.7	-3.2	-2.1	5.4	8.1	7.6
Net profit	4.7	-3.9	-5.3	1.4	5.0	4.8
Net debt (net cash)	48.0	18.0	19.7	42.8	36.0	15.8
Net debt/EBITDA	2.7x	3.1x	4.9x	3.8x	2.4x	1.1x
EPS reported	0.16	-0.13	-0.18	0.05	0.17	0.16
DPS	0.00	0.00	0.00	0.00	0.07	0.06
<i>Dividend yield</i>	0.0%	0.0%	0.0%	0.4%	5.2%	5.0%
Gross profit margin	47.3%	45.1%	39.2%	41.0%	41.0%	41.0%
EBITDA margin	7.2%	3.4%	2.8%	7.3%	9.0%	8.0%
EBIT margin	3.5%	-1.8%	-1.5%	3.5%	4.9%	4.3%
ROCE	6.0%	-3.3%	-2.4%	5.0%	7.6%	7.8%
EV/Sales	0.3x	0.3x	0.4x	0.5x	0.5x	0.3x
EV/EBITDA	4.8x	10.0x	14.8x	7.3x	5.1x	4.0x
EV/EBIT	10.0x	-18.2x	-27.7x	15.5x	9.3x	7.3x
PER	8.2x	-9.8x	-7.2x	27.6x	7.7x	8.0x

Source: Company data, mwb research (FY25 fully ex. MS Ultraschall after sale in mid-2024)



Source: Company data, mwb research

**High/low 52 weeks** 1.75 / 1.17  
**Price/Book Ratio** 0.7x

### Ticker / Symbols

ISIN DE0005855183  
WKN 585518  
Bloomberg MSAG:GR

### Changes in estimates

		Sales	EBIT	EPS
<b>2026E</b>	old	154.8	6.1	0.07
	Δ	0.0%	-12.6%	-29.5%
<b>2027E</b>	old	166.4	8.1	0.17
	Δ	0.0%	0.0%	0.0%
<b>2028E</b>	old	176.4	7.6	0.16
	Δ	0.0%	0.0%	0.0%

### Key share data

Number of shares: (in m pcs) 29.97  
Book value per share: (in EUR) 1.83  
Ø trading vol.: (12 months) 4,742

### Major shareholders

MS ProActive (Board of Directors) 15.0%  
Reto Garzetti 17.0%  
Management 10.0%  
Kreissparkasse Biberach 5.0%  
Free Float 53.0%

### Company description

Based in Germany, MS Industrie AG, through its subsidiary MS XTEC GmbH, specialises in precision components and systems for modern combustion engines. The focus is on the heavy-duty truck market, but the company is also expanding into other markets.

It should also be noted that the termination of lease expenses in the P&L, following a conversion of the operating property in Trossingen into a long-term financing structure, announced by MS Industrie on 1 April, is included in our estimates and provides a structural uplift, improving EBITDA by around EUR +2.6m per year, EBIT by around EUR +1.7m, and EBT by around EUR +0.6m per year. For the current FY26, these effects are only reflected on a time-proportionate basis across the last three quarters.

**Further insights expected at the CEO call on 20 May.** MS Industrie continues to make visible progress in stabilizing and improving its earnings base. While end markets remain mixed, the combination of easing US ramp-up costs, growing diversification and the first signs of a recovery in truck-related demand should support further profitability improvements throughout 2026. Importantly, this improvement is expected even without a meaningful cyclical upswing in the global truck market. With the operational turnaround increasingly visible, we reiterate our BUY rating with an unchanged price target of EUR 2.20.

CEO Dr. Andreas Aufschneider is scheduled to provide further insights into FY25 results, Q1 26 performance and the outlook at the earnings call on 20 May. Registration is available [here](#).

The following table displays the six-monthly performance of **MS Industrie AG**:

P&L data	H1 2022	H2 2022	H1 2023	H2 2023	H1 2024	H2 2024	H1 2025	H2 2025
Sales	97.0	109.1	128.0	121.9	109.2	62.0	75.2	69.4
yoy growth in %	15.8%	35.0%	32.0%	11.7%	-14.7%	-49.2%	-31.1%	11.9%
Gross profit	49.0	48.2	66.6	51.8	56.8	20.4	31.4	25.2
Gross margin in %	50.5%	44.2%	52.0%	42.5%	52.1%	32.9%	41.7%	36.4%
EBITDA	10.0	5.1	11.7	6.3	7.9	-2.0	4.2	-0.2
EBITDA margin in %	10.3%	4.6%	9.2%	5.2%	7.2%	-3.3%	5.6%	-0.3%
EBIT	4.2	-1.5	7.1	1.5	2.8	-5.8	0.5	-2.7
EBIT margin in %	4.4%	-1.4%	5.5%	1.2%	2.5%	-9.4%	0.7%	-3.8%
EBT	3.2	-2.5	5.8	-0.3	0.5	-6.8	-0.9	-4.4
taxes paid	0.5	-0.7	1.1	0.1	-1.6	-0.8	0.5	-0.5
tax rate in %	16.7%	28.9%	18.8%	na%	na%	na%	na%	na%
net profit	2.5	-1.4	4.7	-0.2	2.0	-5.9	-1.4	-3.9
yoy growth in %	na%	na%	na%	na%	na%	na%	na%	na%
EPS	0.08	-0.05	0.16	-0.01	0.07	-0.20	-0.05	-0.13

Source: Company data; mwb research

## Business transformation: Overview of progress and company expectations

Traditionally (until 2020)	Now (2025)	Future (until 2030)
<ul style="list-style-type: none"> <li><b>Industries:</b> 100% powertrain for commercial vehicles</li> <li><b>Machines:</b> 4 axis milling, mainly special machines for each customer</li> <li><b>Personnel:</b> manual handling and partly automated assembly; personnel cost &gt;23%</li> <li><b>Quality:</b> statistic samples by separate quality department</li> <li><b>Energy:</b> 100% from external providers</li> </ul>	<ul style="list-style-type: none"> <li><b>Industries:</b> 70% powertrain for heavy commercial vehicles; 30% offroad and new passenger car drives</li> <li><b>Machines:</b> 5 axis milling; mainly standard machines; flexible automation and logistics by AGVs</li> <li><b>Personnel:</b> mainly automated machine handling and semi-automated assembly; personnel cost ~20%</li> <li><b>Quality:</b> embedded automated quality control / full traceability</li> <li><b>Energy:</b> ~ 25% from own PV systems, ~10% by two own heat &amp; power units</li> </ul>	<ul style="list-style-type: none"> <li><b>Industries:</b> ~50% powertrain for heavy commercial vehicles; 50% all kind of industries (medical, aerospace ...)</li> <li><b>Machines:</b> existing standard 5 axis machines; flexible automation and logistics by AGVs</li> <li><b>Personnel:</b> full automated machine handling and automated assembly; personnel cost &lt;17%</li> <li><b>Quality:</b> embedded automated quality control / full traceability</li> <li><b>Energy:</b> ~ 25% from own PV systems, ~10% by two own heat &amp; power units</li> </ul>

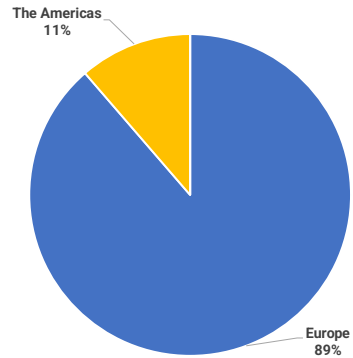
Source: Company data; mwb research

# Investment case in six charts

## Products & Services



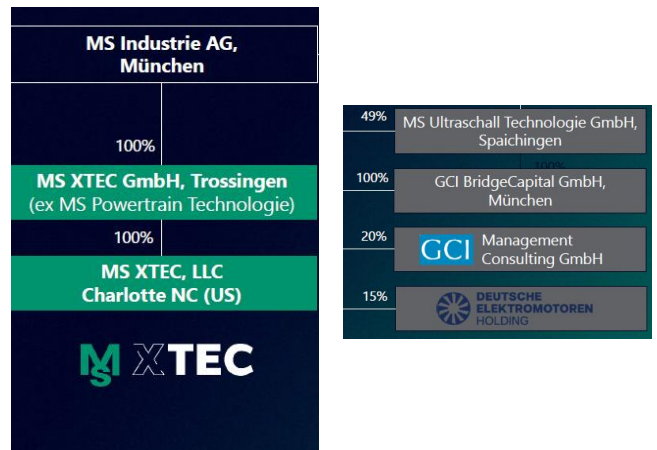
## Regional sales split in % 2025



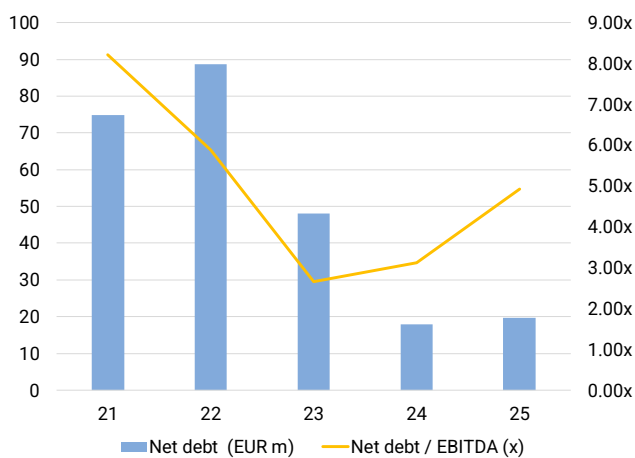
## Customers



## Corporate structure since mid-2024

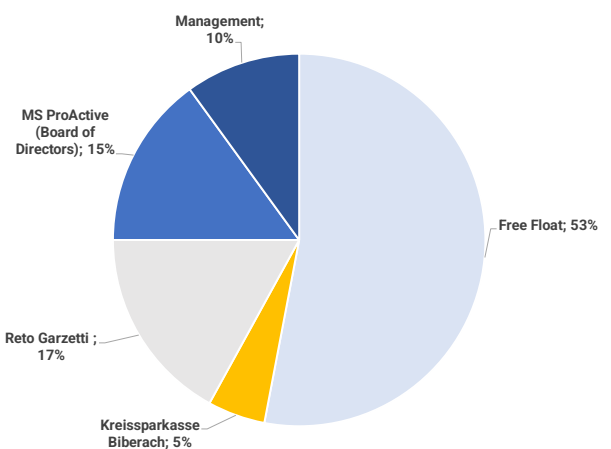


## Net debt and net debt/EBITDA



Source: Company data, mwb research

## Major Shareholders



# SWOT analysis

## Strengths

- Highly automated production with full documentation and consistent quality products.
- Long-standing industry experience and established reputation.
- Long-term customer relationships.
- Products used in goods that find destination worldwide in growing markets.
- Highly skilled workforce of engineers and specialists.
- Flexible and adaptable to market demands, offering customized solutions.
- Long-term single-source agreements with a total volume of EUR 1.1bn over the next 5 to 10 years.

## Weaknesses

- Dependence on a few large customers.
- Dependence on cyclical truck sector.
- Dependence on European framework conditions due to production in Europe and main European customers.
- Limited brand recognition in broader markets outside key sectors.

## Opportunities

- Little medium-term CAPEX required as automation has been driven in recent years.
- Expansion into other product areas such as medical technology etc.
- Hydrogen engines where the MS XTEC products are also needed.

## Threats

- Economic downturns affecting customer budgets and investment.
- Rapid technological changes.
- Conversion to electric motors for trucks in which MS XTEC present products are not required.



## FCF Yield Model

Due to the fact that companies rarely bear sufficient resemblance to peers in terms of geographical exposure, size or competitive strength and in order to adjust for the pitfalls of weak long-term visibility, an Adjusted Free Cash Flow analysis (Adjusted FCF) has been conducted.

**The adjusted Free Cash Flow Yield results in a fair value between EUR 1.43 per share based on 2026E and EUR 2.60 per share on 2030E estimates.**

The main driver of this model is the level of return available to a controlling investor, influenced by the cost of that investors' capital (opportunity costs) and the purchase price – in this case the enterprise value of the company. Here, the adjusted FCF yield is used as a proxy for the required return and is defined as EBITDA less minority interest, taxes and investments required to maintain existing assets (maintenance capex).

FCF yield in EURm	2026E	2027E	2028E	2029E	2030E
<b>EBITDA</b>	<b>11.3</b>	<b>15.0</b>	<b>14.1</b>	<b>14.5</b>	<b>14.2</b>
- Maintenance capex	6.0	6.9	6.5	6.4	6.3
- Minorities	0.0	0.0	0.0	0.0	0.0
- tax expenses	0.5	1.7	1.6	2.3	2.2
<b>= Adjusted FCF</b>	<b>4.9</b>	<b>6.5</b>	<b>6.0</b>	<b>5.8</b>	<b>5.6</b>
<b>Actual Market Cap</b>	<b>38.4</b>	<b>38.4</b>	<b>38.4</b>	<b>38.4</b>	<b>38.4</b>
+ Net debt (cash)	42.8	36.0	15.8	11.3	7.5
+ Pension provisions	1.5	1.7	1.8	1.8	1.9
+ Off B/S financing	0.0	0.0	0.0	0.0	0.0
- Financial assets	17.5	17.5	0.5	0.5	0.5
- Acc. dividend payments	0.0	0.1	2.1	4.1	6.3
<i>EV Reconciliations</i>	26.9	20.1	15.0	8.6	2.6
<b>= Actual EV'</b>	<b>65.3</b>	<b>58.5</b>	<b>53.4</b>	<b>47.0</b>	<b>41.0</b>
<b>Adjusted FCF yield</b>	<b>7.5%</b>	<b>11.1%</b>	<b>11.3%</b>	<b>12.4%</b>	<b>13.8%</b>
base hurdle rate	7.0%	7.0%	7.0%	7.0%	7.0%
ESG adjustment	0.0%	0.0%	0.0%	0.0%	0.0%
adjusted hurdle rate	7.0%	7.0%	7.0%	7.0%	7.0%
<b>Fair EV</b>	<b>69.8</b>	<b>92.5</b>	<b>85.8</b>	<b>83.4</b>	<b>80.5</b>
- <i>EV Reconciliations</i>	26.9	20.1	15.0	8.6	2.6
<b>Fair Market Cap</b>	<b>43.0</b>	<b>72.4</b>	<b>70.9</b>	<b>74.8</b>	<b>78.0</b>
No. of shares (million)	30.0	30.0	30.0	30.0	30.0
<b>Fair value per share in EUR</b>	<b>1.43</b>	<b>2.42</b>	<b>2.36</b>	<b>2.49</b>	<b>2.60</b>
<b>Premium (-) / discount (+)</b>	<b>12.0%</b>	<b>88.8%</b>	<b>84.8%</b>	<b>94.9%</b>	<b>103.3%</b>

Sensitivity analysis FV						
	5.0%	2.4	3.7	3.5	3.6	3.7
<b>Adjusted hurdle rate</b>	6.0%	1.8	2.9	2.8	3.0	3.0
	<b>7.0%</b>	<b>1.4</b>	<b>2.4</b>	<b>2.4</b>	<b>2.5</b>	<b>2.6</b>
	8.0%	1.1	2.0	2.0	2.1	2.3
	9.0%	0.9	1.7	1.7	1.9	2.0

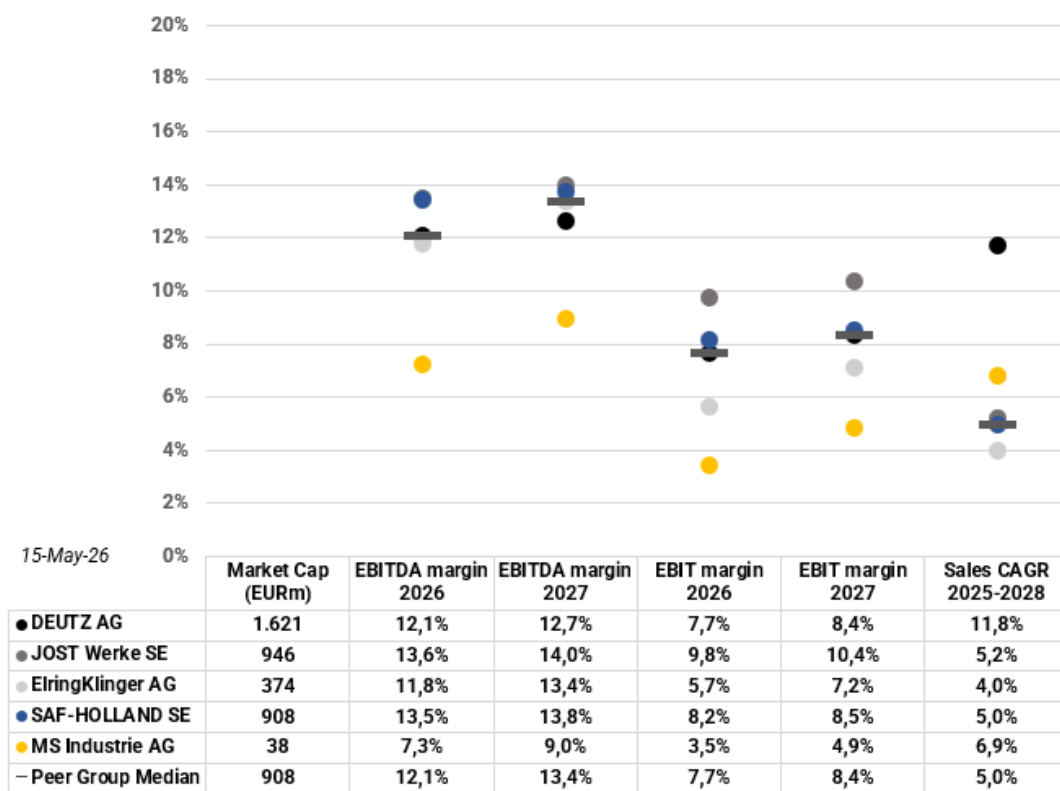
Source: Company data; mwb research

Simply put, the model assumes that investors require companies to generate a minimum return on the investor's purchase price. The required after-tax return equals the model's hurdle rate of 7.0%. Anything less suggests the stock is expensive; anything more suggests the stock is cheap. **ESG adjustments might be applicable. A high score indicates high awareness for environmental, social or governance issues and thus might lower the overall risk an investment in the company might carry. A low score on the contrary might increase the risk of an investment and might therefore trigger a higher required hurdle rate.**

## Peer group analysis

A peer group or comparable company (“comps”) analysis is a methodology that calculates a company’s relative value – how much it should be worth based on how it compares to other similar companies. Given that **MS Industrie AG** differs quite significantly in terms of size, focus, financial health and growth trajectory, we regard our peer group analysis merely as a support for other valuation methods. The peer group of MS Industrie AG consists of the stocks displayed in the chart below. As of 15 May 2026 the median market cap of the peer group was EUR 907.9m, compared to EUR 38.4m for MS Industrie AG. In the period under review, the peer group was more profitable than MS Industrie AG. The expectations for sales growth are lower for the peer group than for MS Industrie AG.

### Peer Group – Key data

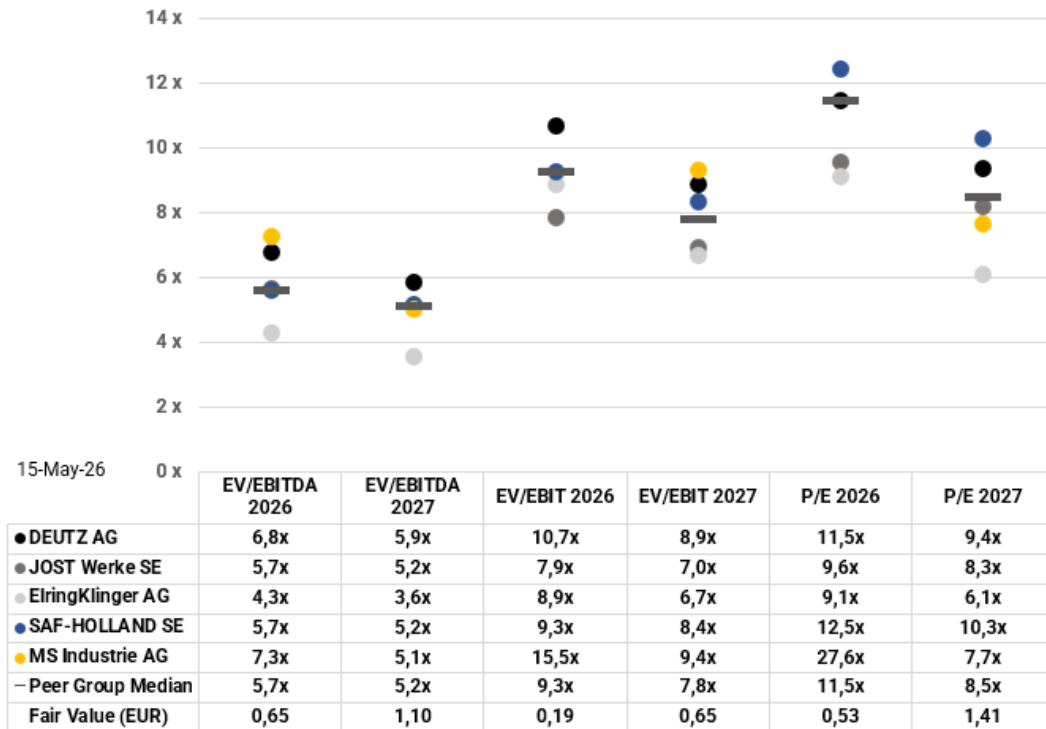


Source: FactSet, mwb research

Comparable company analysis operates under the assumption that similar companies will have similar valuation multiples. We use the following multiples: EV/EBITDA 2026, EV/EBITDA 2027, EV/EBIT 2026, EV/EBIT 2027, P/E 2026 and P/E 2027.

**Applying these to MS Industrie AG results in a range of fair values from EUR 0.19 to EUR 1.41.**

### Peer Group – Multiples and valuation



Source: FactSet, mwb research

The following is a detailed description of the peer group and other major competitors (Source: FactSet):

**DEUTZ AG** engages in the development, design, manufacture, distribution, and servicing of diesel engines for professional applications. It operates through the DEUTZ Classic and DEUTZ Green segments. The DEUTZ Classic segment focuses on the development, production, distribution, and maintenance of diesel and gas engines. The DEUTZ Green segment is involved in all-electric and hybrid drives, hydrogen-powered drive solutions, mobile rapid charging stations, and the development of battery management hardware and software. The company was founded by Eugen Langen and Nicolaus August Otto on March 31, 1864 and is headquartered in Cologne, Germany.

**JOST Werke SE** engages in the production and supply of safety-critical components and systems for commercial vehicles. It operates through the following geographical segments: Europe, North America, and Asia, Pacific, and Africa. Its brands include JOST, ROCKINGER, TRIDEC, and Quicke. The company was founded in 1952 and is headquartered in Neu-Isenburg, Germany.

**ElringKlinger AG** engages in the provision of lightweight solutions, electromobility, sealing and shielding technology, tool technology and engineering services. It operates through the following segments: Original Equipment, Aftermarket, Engineered Plastics, and Other. The Original Equipment segment develops, manufactures, and sells products and assemblies destined for the automobile

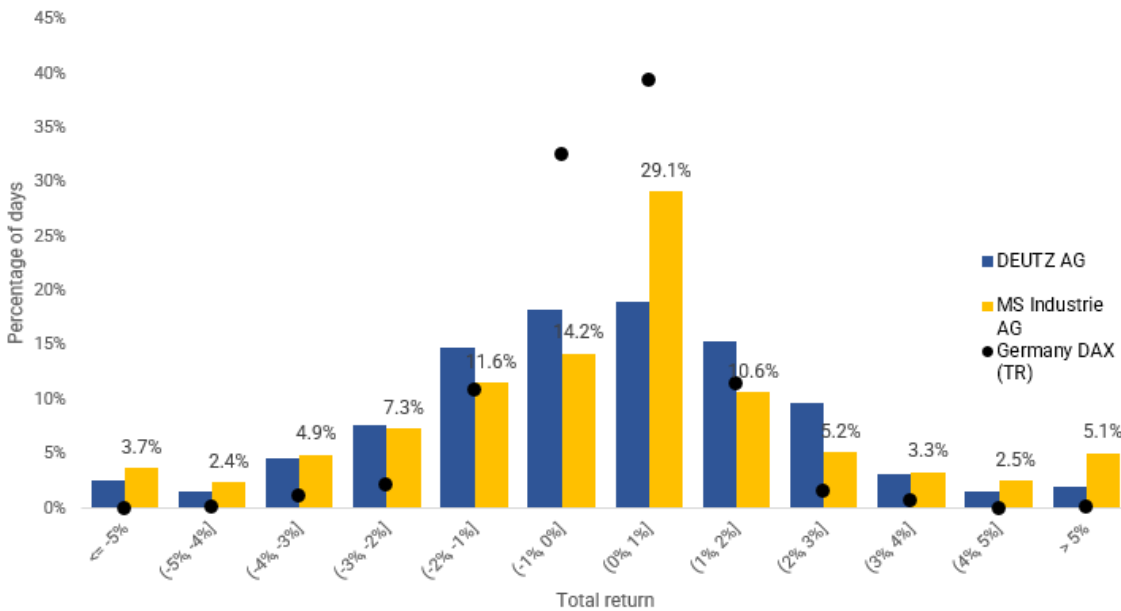
industry. The Aftermarket segment offers a range of gaskets, gasket sets, and service parts for the repair of engines, transmissions, exhaust systems, and auxiliary units in cars and commercial vehicles. The Engineered Plastics segment manufactures and markets a range of customized products made of plastic. The Other segment is composed of the activities of services and industrial parks segment. The company was founded in 1879 and is headquartered in Dettingen an der Erms, Germany.

**SAF-HOLLAND SE** operates as an international manufacturer of chassis-related assemblies and components for trailers, trucks, semi-trailers, and buses. The company product range includes axle and suspension systems for trailers as well as fifth wheels and coupling systems for trucks, trailers and semi-trailers as well as braking and EBS systems. The firm develops innovative products to increase the efficiency, safety and environmental friendliness of commercial vehicles. It markets its products under the SAF, Holland, Neway, KLL, V.Orlandi, TrailerMaster, and York brands. SAF-HOLLAND supplies manufacturers in the original equipment market in six continents. The company in the aftermarket business, supplies spare parts to manufacturers' service networks and wholesalers as well as to end customers and service centers via an extensive global distribution network. It primarily operates in Europe, the Middle East, Africa, the Americas, and the Asia Pacific. SAF-HOLLAND was founded on December 21, 2005, and is headquartered in Bessenbach, Germany.

# Risk

The chart displays the **distribution of daily returns of MS Industrie AG** over the last 3 years, compared to the same distribution for DEUTZ AG. We have also included the distribution for the index Germany DAX (TR). The distribution gives a better understanding of risk than measures like volatility, which assume that log returns are normally distributed. In reality, they are skewed (down moves are larger) and have fat tails (large moves occur more often than predicted). Also, volatility treats up and down moves the same, while investors are more worried about down moves. For MS Industrie AG, the worst day during the past 3 years was 02/04/2025 with a share price decline of -9.8%. The best day was 27/12/2023 when the share price increased by 14.5%.

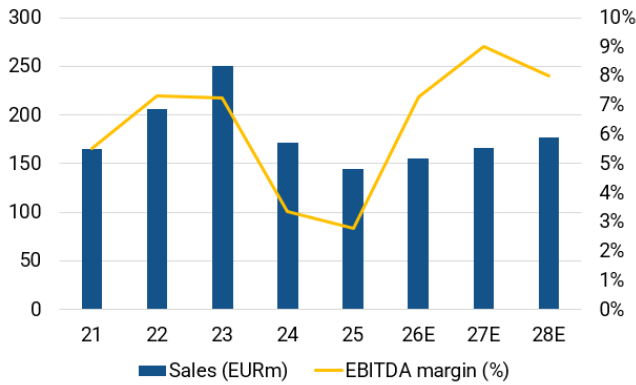
**Risk – Daily Returns Distribution (trailing 3 years)**



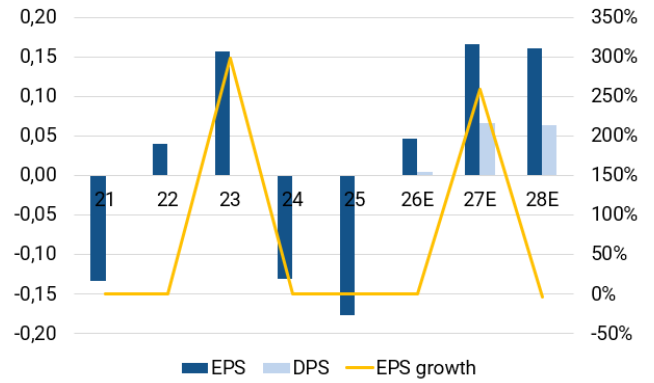
Source: FactSet, mwb research

# Financials in six charts

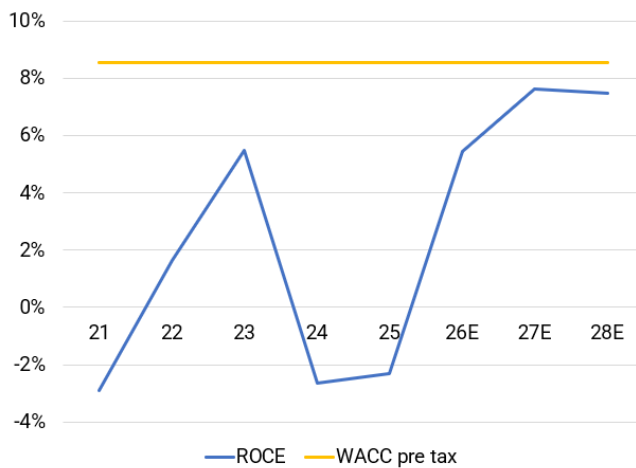
**Sales vs. EBITDA margin development**



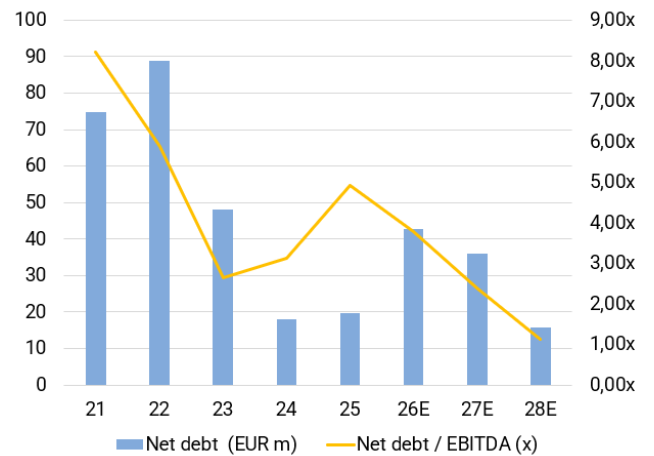
**EPS, DPS in EUR & yoy EPS growth**



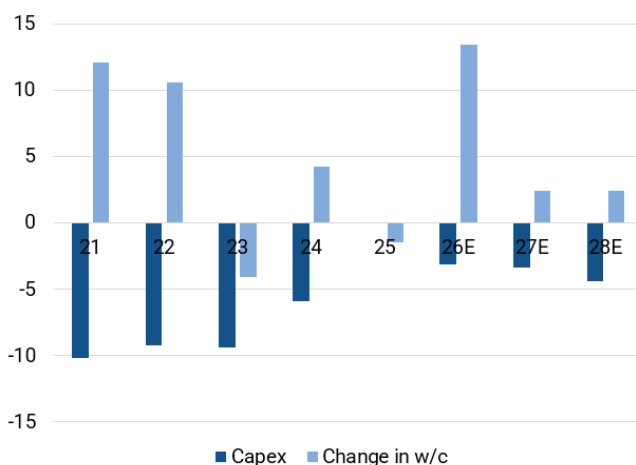
**ROCE vs. WACC (pre tax)**



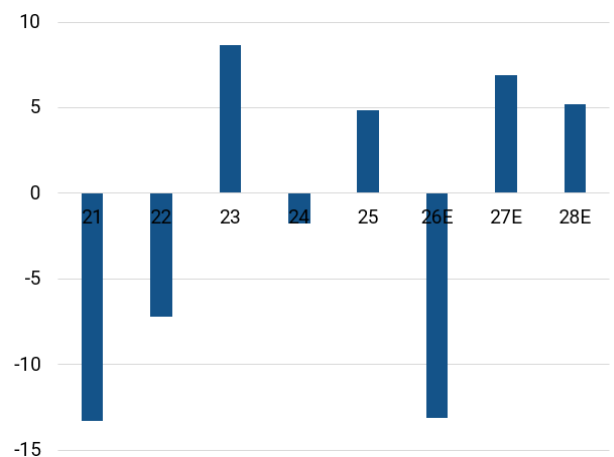
**Net debt and net debt/EBITDA**



**Capex & chgn in w/c requirements in EURm**



**Free Cash Flow in EURm**



Source: Company data; mwb research

## Financials

Profit and loss (EURm)	2023	2024	2025	2026E	2027E	2028E
<b>Net sales</b>	<b>249.9</b>	<b>171.2</b>	<b>144.6</b>	<b>154.9</b>	<b>166.5</b>	<b>176.5</b>
Sales growth	21.2%	-31.5%	-15.5%	7.1%	7.5%	6.0%
Change in finished goods and work-in-process	-3.2	-1.0	2.2	0.0	0.0	0.0
<b>Total sales</b>	<b>246.8</b>	<b>170.1</b>	<b>146.8</b>	<b>154.9</b>	<b>166.5</b>	<b>176.5</b>
Material expenses	128.5	92.9	90.2	91.4	98.2	104.1
<b>Gross profit</b>	<b>118.2</b>	<b>77.2</b>	<b>56.6</b>	<b>63.5</b>	<b>68.3</b>	<b>72.4</b>
Other operating income	4.9	4.8	3.4	0.0	0.0	0.0
Personnel expenses	62.5	43.8	28.3	25.9	26.6	28.2
Other operating expenses	42.5	32.4	27.8	26.3	26.6	30.0
<b>EBITDA</b>	<b>18.1</b>	<b>5.8</b>	<b>4.0</b>	<b>11.3</b>	<b>15.0</b>	<b>14.1</b>
Depreciation	9.4	8.9	6.1	6.0	6.9	6.5
EBITA	8.7	-3.2	-2.1	5.4	8.1	7.6
Amortisation of goodwill and intangible assets	0.0	0.0	0.0	0.0	0.0	0.0
<b>EBIT</b>	<b>8.7</b>	<b>-3.2</b>	<b>-2.1</b>	<b>5.4</b>	<b>8.1</b>	<b>7.6</b>
Financial result	-2.8	-3.2	-3.2	-3.5	-1.5	-1.2
Recurring pretax income from continuing operations	5.9	-6.3	-5.3	1.9	6.6	6.4
Extraordinary income/loss	0.0	0.0	0.0	0.0	0.0	0.0
Earnings before taxes	5.9	-6.3	-5.3	1.9	6.6	6.4
Taxes	1.2	-2.4	-0.0	0.5	1.7	1.6
Net income from continuing operations	4.7	-3.9	-5.3	1.4	5.0	4.8
Result from discontinued operations (net of tax)	0.0	0.0	0.0	0.0	0.0	0.0
<b>Net income</b>	<b>4.7</b>	<b>-3.9</b>	<b>-5.3</b>	<b>1.4</b>	<b>5.0</b>	<b>4.8</b>
Minority interest	0.0	0.0	0.0	0.0	0.0	0.0
Net profit (reported)	4.7	-3.9	-5.3	1.4	5.0	4.8
Average number of shares	29.97	29.97	29.97	29.97	29.97	29.97
<b>EPS reported</b>	<b>0.16</b>	<b>-0.13</b>	<b>-0.18</b>	<b>0.05</b>	<b>0.17</b>	<b>0.16</b>

Profit and loss (common size)	2023	2024	2025	2026E	2027E	2028E
<b>Net sales</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>
Change in finished goods and work-in-process	-1%	-1%	2%	0%	0%	0%
<b>Total sales</b>	<b>99%</b>	<b>99%</b>	<b>102%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>
Material expenses	51%	54%	62%	59%	59%	59%
<b>Gross profit</b>	<b>47%</b>	<b>45%</b>	<b>39%</b>	<b>41%</b>	<b>41%</b>	<b>41%</b>
Other operating income	2%	3%	2%	0%	0%	0%
Personnel expenses	25%	26%	20%	17%	16%	16%
Other operating expenses	17%	19%	19%	17%	16%	17%
<b>EBITDA</b>	<b>7%</b>	<b>3%</b>	<b>3%</b>	<b>7%</b>	<b>9%</b>	<b>8%</b>
Depreciation	4%	5%	4%	4%	4%	4%
EBITA	3%	-2%	-1%	3%	5%	4%
Amortisation of goodwill and intangible assets	0%	0%	0%	0%	0%	0%
<b>EBIT</b>	<b>3%</b>	<b>-2%</b>	<b>-1%</b>	<b>3%</b>	<b>5%</b>	<b>4%</b>
Financial result	-1%	-2%	-2%	-2%	-1%	-1%
Recurring pretax income from continuing operations	2%	-4%	-4%	1%	4%	4%
Extraordinary income/loss	0%	0%	0%	0%	0%	0%
Earnings before taxes	2%	-4%	-4%	1%	4%	4%
Taxes	0%	-1%	-0%	0%	1%	1%
Net income from continuing operations	2%	-2%	-4%	1%	3%	3%
Result from discontinued operations (net of tax)	0%	0%	0%	0%	0%	0%
<b>Net income</b>	<b>2%</b>	<b>-2%</b>	<b>-4%</b>	<b>1%</b>	<b>3%</b>	<b>3%</b>
Minority interest	0%	0%	0%	0%	0%	0%
<b>Net profit (reported)</b>	<b>2%</b>	<b>-2%</b>	<b>-4%</b>	<b>1%</b>	<b>3%</b>	<b>3%</b>

Source: Company data; mwb research

Balance sheet (EURm)	2023	2024	2025	2026E	2027E	2028E
<b>Intangible assets (excl. Goodwill)</b>	<b>3.4</b>	<b>0.0</b>	<b>0.1</b>	<b>0.1</b>	<b>0.1</b>	<b>0.1</b>
Goodwill	0.0	0.0	0.0	0.0	0.0	0.0
Property, plant and equipment	71.9	67.0	62.5	69.6	66.1	64.0
Financial assets	2.9	18.7	17.5	17.5	17.5	0.5
<b>FIXED ASSETS</b>	<b>78.2</b>	<b>85.7</b>	<b>80.0</b>	<b>87.1</b>	<b>83.6</b>	<b>64.5</b>
Inventories	51.1	18.2	22.8	22.5	25.6	28.5
Accounts receivable	31.2	22.3	21.9	17.8	19.2	20.3
Other current assets	20.4	0.3	0.5	0.5	0.5	0.5
Liquid assets	2.5	2.3	0.3	-2.8	-2.0	5.4
Deferred taxes	0.0	7.8	8.0	8.0	8.0	8.0
Deferred charges and prepaid expenses	1.2	1.1	0.5	0.0	0.0	0.0
<b>CURRENT ASSETS</b>	<b>106.4</b>	<b>52.0</b>	<b>54.1</b>	<b>46.1</b>	<b>51.3</b>	<b>62.8</b>
<b>TOTAL ASSETS</b>	<b>184.6</b>	<b>137.6</b>	<b>134.1</b>	<b>133.3</b>	<b>134.9</b>	<b>127.3</b>
<b>SHAREHOLDERS EQUITY</b>	<b>64.8</b>	<b>60.5</b>	<b>54.8</b>	<b>56.1</b>	<b>61.0</b>	<b>63.8</b>
MINORITY INTEREST	0.0	0.0	0.0	0.0	0.0	0.0
Long-term debt	16.3	8.3	9.1	26.0	20.0	7.2
Provisions for pensions and similar obligations	0.0	1.1	1.1	1.5	1.7	1.8
Other provisions	29.0	13.6	13.7	9.3	10.0	10.6
<b>Non-current liabilities</b>	<b>45.3</b>	<b>23.0</b>	<b>23.8</b>	<b>36.8</b>	<b>31.7</b>	<b>19.6</b>
short-term liabilities to banks	34.2	11.9	10.9	14.0	14.0	14.0
Accounts payable	22.8	16.9	21.1	17.5	18.8	20.0
Advance payments received on orders	0.0	0.1	0.2	0.0	0.0	0.0
Other liabilities (incl. from lease and rental contracts)	17.4	25.1	23.3	8.8	9.4	10.0
Deferred taxes	0.0	0.0	0.0	0.0	0.0	0.0
Deferred income	0.0	0.1	0.1	0.0	0.0	0.0
<b>Current liabilities</b>	<b>74.4</b>	<b>54.1</b>	<b>55.5</b>	<b>40.3</b>	<b>42.3</b>	<b>44.0</b>
<b>TOTAL LIABILITIES AND SHAREHOLDERS EQUITY</b>	<b>184.5</b>	<b>137.6</b>	<b>134.1</b>	<b>133.3</b>	<b>134.9</b>	<b>127.3</b>

Balance sheet (common size)	2023	2024	2025	2026E	2027E	2028E
<b>Intangible assets (excl. Goodwill)</b>	<b>2%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>
Goodwill	0%	0%	0%	0%	0%	0%
Property, plant and equipment	39%	49%	47%	52%	49%	50%
Financial assets	2%	14%	13%	13%	13%	0%
<b>FIXED ASSETS</b>	<b>42%</b>	<b>62%</b>	<b>60%</b>	<b>65%</b>	<b>62%</b>	<b>51%</b>
Inventories	28%	13%	17%	17%	19%	22%
Accounts receivable	17%	16%	16%	13%	14%	16%
Other current assets	11%	0%	0%	0%	0%	0%
Liquid assets	1%	2%	0%	-2%	-1%	4%
Deferred taxes	0%	6%	6%	6%	6%	6%
Deferred charges and prepaid expenses	1%	1%	0%	0%	0%	0%
<b>CURRENT ASSETS</b>	<b>58%</b>	<b>38%</b>	<b>40%</b>	<b>35%</b>	<b>38%</b>	<b>49%</b>
<b>TOTAL ASSETS</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>
<b>SHAREHOLDERS EQUITY</b>	<b>35%</b>	<b>44%</b>	<b>41%</b>	<b>42%</b>	<b>45%</b>	<b>50%</b>
MINORITY INTEREST	0%	0%	0%	0%	0%	0%
Long-term debt	9%	6%	7%	20%	15%	6%
Provisions for pensions and similar obligations	0%	1%	1%	1%	1%	1%
Other provisions	16%	10%	10%	7%	7%	8%
<b>Non-current liabilities</b>	<b>25%</b>	<b>17%</b>	<b>18%</b>	<b>28%</b>	<b>23%</b>	<b>15%</b>
short-term liabilities to banks	19%	9%	8%	11%	10%	11%
Accounts payable	12%	12%	16%	13%	14%	16%
Advance payments received on orders	0%	0%	0%	0%	0%	0%
Other liabilities (incl. from lease and rental contracts)	9%	18%	17%	7%	7%	8%
Deferred taxes	0%	0%	0%	0%	0%	0%
Deferred income	0%	0%	0%	0%	0%	0%
<b>Current liabilities</b>	<b>40%</b>	<b>39%</b>	<b>41%</b>	<b>30%</b>	<b>31%</b>	<b>35%</b>
<b>TOTAL LIABILITIES AND SHAREHOLDERS EQUITY</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>

Source: Company data; mwb research

Cash flow statement (EURm)	2023	2024	2025	2026E	2027E	2028E
Net profit/loss	4.6	-3.9	-5.3	1.4	5.0	4.8
Depreciation of fixed assets (incl. leases)	9.4	8.8	6.1	6.0	6.9	6.5
Amortisation of goodwill	0.0	0.0	0.0	0.0	0.0	0.0
Amortisation of intangible assets	0.0	0.0	0.0	0.0	0.0	0.0
Others	-0.0	3.5	2.6	-3.9	0.8	0.7
Cash flow from operations before changes in w/c	14.0	8.4	3.4	3.4	12.6	12.0
Increase/decrease in inventory	0.0	0.0	0.0	0.3	-3.0	-3.0
Increase/decrease in accounts receivable	5.7	0.0	0.0	4.1	-1.3	-1.1
Increase/decrease in accounts payable	-1.7	-14.1	5.1	-3.6	1.3	1.1
Increase/decrease in other w/c positions	0.0	9.9	-3.7	-14.2	0.7	0.6
Increase/decrease in working capital	4.1	-4.2	1.4	-13.4	-2.4	-2.4
<b>Cash flow from operating activities</b>	<b>18.0</b>	<b>4.2</b>	<b>4.8</b>	<b>-10.0</b>	<b>10.2</b>	<b>9.6</b>
CAPEX	-9.4	-5.9	0.0	-3.1	-3.3	-4.4
Payments for acquisitions	0.0	0.0	-0.2	0.0	0.0	17.0
Financial investments	2.1	0.2	0.1	0.0	0.0	0.0
Income from asset disposals	0.3	34.9	0.0	10.0	0.0	0.0
<b>Cash flow from investing activities</b>	<b>-7.0</b>	<b>29.2</b>	<b>-0.0</b>	<b>6.9</b>	<b>-3.3</b>	<b>12.6</b>
Cash flow before financing	11.0	33.3	4.8	-3.1	6.9	22.2
Increase/decrease in debt position	-3.9	-0.5	-2.0	20.0	-6.0	-12.8
Purchase of own shares	0.0	0.0	0.0	0.0	0.0	0.0
Capital measures	0.0	0.0	0.0	0.0	0.0	0.0
Dividends paid	0.0	0.0	0.0	0.0	-0.1	-2.0
Others	-6.1	-10.0	-6.5	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
<b>Cash flow from financing activities</b>	<b>-9.9</b>	<b>-10.5</b>	<b>-8.5</b>	<b>20.0</b>	<b>-6.1</b>	<b>-14.8</b>
Increase/decrease in liquid assets	1.1	22.9	-3.7	16.9	0.8	7.4
<b>Liquid assets at end of period</b>	<b>-26.7</b>	<b>-4.0</b>	<b>-7.8</b>	<b>9.2</b>	<b>10.0</b>	<b>17.4</b>

Source: Company data; mwb research

Regional sales split (EURm)	2023	2024	2025	2026E	2027E	2028E
Domestic	154.6	118.0	110.0	117.8	126.6	134.2
Europe (ex domestic)	37.8	23.1	18.2	19.5	21.0	22.2
The Americas	49.6	28.3	16.4	17.6	18.9	20.0
Asia	1.9	0.8	0.0	0.0	0.0	0.0
Rest of World	2.7	0.9	0.0	0.0	0.0	0.0
<b>Total sales</b>	<b>249.9</b>	<b>171.2</b>	<b>144.6</b>	<b>154.9</b>	<b>166.5</b>	<b>176.5</b>

Regional sales split (common size)	2023	2024	2025	2026E	2027E	2028E
Domestic	61.9%	68.9%	76.1%	76.1%	76.1%	76.1%
Europe (ex domestic)	15.1%	13.5%	12.6%	12.6%	12.6%	12.6%
The Americas	19.9%	16.5%	11.3%	11.3%	11.3%	11.3%
Asia	0.8%	0.5%	0.0%	0.0%	0.0%	0.0%
Rest of World	1.1%	0.5%	0.0%	0.0%	0.0%	0.0%
<b>Total sales</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>

Source: Company data; mwb research

Ratios	2023	2024	2025	2026E	2027E	2028E
<b>Per share data</b>						
Earnings per share reported	0.16	-0.13	-0.18	0.05	0.17	0.16
Cash flow per share	0.29	-0.16	-0.04	-0.53	0.11	0.10
Book value per share	2.16	2.02	1.83	1.87	2.03	2.13
Dividend per share	0.00	0.00	0.00	0.00	0.07	0.06
<b>Valuation</b>						
P/E	8.2x	-9.8x	-7.2x	27.6x	7.7x	8.0x
P/CF	4.5x	-8.0x	-29.8x	-2.4x	11.3x	12.4x
P/BV	0.6x	0.6x	0.7x	0.7x	0.6x	0.6x
Dividend yield (%)	0.0%	0.0%	0.0%	0.4%	5.2%	5.0%
FCF yield (%)	22.4%	-12.4%	-3.4%	-41.6%	8.8%	8.1%
EV/Sales	0.3x	0.3x	0.4x	0.5x	0.5x	0.3x
EV/EBITDA	4.8x	10.0x	14.8x	7.3x	5.1x	4.0x
EV/EBIT	10.0x	-18.2x	-27.7x	15.5x	9.3x	7.3x
<b>Income statement (EURm)</b>						
Sales	249.9	171.2	144.6	154.9	166.5	176.5
yoy chg in %	21.2%	-31.5%	-15.5%	7.1%	7.5%	6.0%
Gross profit	118.2	77.2	56.6	63.5	68.3	72.4
Gross margin in %	47.3%	45.1%	39.2%	41.0%	41.0%	41.0%
EBITDA	18.1	5.8	4.0	11.3	15.0	14.1
EBITDA margin in %	7.2%	3.4%	2.8%	7.3%	9.0%	8.0%
EBIT	8.7	-3.2	-2.1	5.4	8.1	7.6
EBIT margin in %	3.5%	-1.8%	-1.5%	3.5%	4.9%	4.3%
Net profit	4.7	-3.9	-5.3	1.4	5.0	4.8
<b>Cash flow statement (EURm)</b>						
CF from operations	18.0	4.2	4.8	-10.0	10.2	9.6
Capex	-9.4	-5.9	0.0	-3.1	-3.3	-4.4
Maintenance Capex	9.4	8.9	6.1	6.0	6.9	6.5
Free cash flow	8.6	-1.8	4.9	-13.1	6.9	5.2
<b>Balance sheet (EURm)</b>						
Intangible assets	3.4	0.0	0.1	0.1	0.1	0.1
Tangible assets	71.9	67.0	62.5	69.6	66.1	64.0
Shareholders' equity	64.8	60.5	54.8	56.1	61.0	63.8
Pension provisions	0.0	1.1	1.1	1.5	1.7	1.8
Liabilities and provisions	79.5	34.9	34.8	50.8	45.7	33.6
Net financial debt	48.0	18.0	19.7	42.8	36.0	15.8
w/c requirements	59.5	23.5	23.5	22.8	25.9	28.9
<b>Ratios</b>						
ROE	7.2%	-6.4%	-9.7%	2.5%	8.2%	7.5%
ROCE	6.0%	-3.3%	-2.4%	5.0%	7.6%	7.8%
Net gearing	74.1%	29.7%	35.9%	76.2%	59.0%	24.8%
Net debt / EBITDA	2.7x	3.1x	4.9x	3.8x	2.4x	1.1x

Source: Company data; mwb research

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15-May-26 10:44:36

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