Construction & Engineering/Finland, July 18, 2019 Spot comment

SRV

Profitability remains under pressure

SRV's profitability in Q2 was clearly weaker than we had expected following margin reductions in certain construction projects. We adjust our 2019E operative operating profit estimate downward to EUR 14.7m (prev. 21.1m). We retain our HOLD rating with a TP of EUR 1.8 (1.9)

Weaker margin projects pushed profits back in to the red

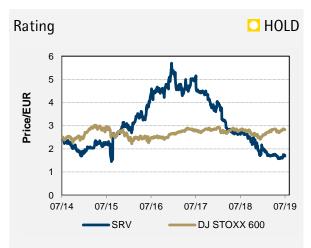
SRV's Q2 earnings were weak, with the operative operating profit at EUR -3.1m compared to our estimate of EUR 2.9m. Q2 saw the completion of a low number of developer-contracted housing units and as such a y/y revenue decline to EUR 207.4m, in line with our estimate of EUR 209.8m, which had an impact on profitability. Earnings were further affected by construction margin reductions in three projects, expected to be completed by the end of this year, totaling EUR 6.8m, along with other minor non-recurring items.

2019 earnings to be dictated by Q4 housing completions

Our estimates remain intact apart from minor H2/19 adjustments and a revision for 2019 profitability due to the weaker than expected Q2. For 2019E we estimate revenue of EUR 1,026m (prev. 1,029m) and an operative operating profit of EUR 14.7m (prev. 21.1m). Earnings in 2019 are heavily skewed towards Q4 due to developer-contracting housing unit completion timing, with REDI Majakka accounting for some half of the expected completions. We continue to expect a divestment of Pearl Plaza in 2019, although not included in our earnings estimates as the possible transaction would according to SRV have no significant impact on group profits.

HOLD with a target price of EUR 1.80 (1.90)

Valuation based on peer multiples appears more than challenging, in particular on EV metrics due to the high leverage, while our SOTP offers some leeway due to the shopping centres not reflected through earnings comparison. Caution due to weak near-term earnings visibility following a sequence of negative surprises is also warranted and we retain our HOLD rating, adjusting our TP to 1.80 (1.90) following our estimates revision.



| Share price, EUR (Last trading day's closing price) | 1.69 |
|---|--|
| Target price, EUR | 1.8 |
| Latest change in recommendation Latest report on company Research paid by issuer: No. of shares outstanding, '000's No. of shares fully diluted, '000's Market cap, EURm Free float, % Exchange rate Reuters code Bloomberg code Average daily volume, EURm | 18-Sep-18 29-Apr-19 YES 59,581 59,581 101 33.2 1.000 SRV1V.HE SRV1V FH 0.149 |
| Next interim report Web site | 31-Oct-19 www.srv.fi Jerker Salokivi |
| Analyst E-mail Telephone | jerker Salokivi jerker.salokivi@evli.com +358 9 4766 9149 |

BUY HOLD SELL

| KEY FIGU | RES | | | | | | | | | |
|-------------|---------------|--------------|-----------|--------------------|------------|------------|-----------------|-------------|----------------|------------|
| | Sales EURm | EBIT EURm | EBIT % | Ptx profit EURm | EPS EUR | P/E (x) | EV/Sales (x) | P/CF (x) | EV/EBIT (x) | DPS EUR |
| 2017 | 1,114 | 15 | 1.4% | 5 | 0.04 | 98.6 | 0.5 | -6.2 | 36.1 | 0.06 |
| 2018 | 960 | -20 | -2.1% | -37 | -0.57 | -3.0 | 0.6 | -0.8 | -30.2 | 0.00 |
| 2019E | 1,025 | 18 | 1.7% | -3 | -0.10 | -16.2 | 0.6 | 3.0 | 33.8 | 0.04 |
| 2020E | 983 | 28 | 2.9% | 11 | 0.14 | 12.4 | 0.6 | 1.9 | 20.4 | 0.06 |
| 2021E | 1,020 | 35 | 3.4% | 18 | 0.32 | 5.3 | 0.6 | 8.3 | 17.2 | 0.09 |
| Market cap | , EURm | | 101 E | 3V per share 201 | 9E, EUR | | 3.3 CAGR | EPS 2018-2 | 1, % | 0.0 |
| Net debt 2 | 019E, EURm | | 491 F | Price/book 2019 | Ξ | | 0.5 CAGR : | sales 2018- | 21, % | 2.1 |
| Enterprise | value, EURm | | 591 [| Dividend yield 20 | 019E, % | | 2.4 ROE 20 | 019E, % | | -3.2 |
| Total asset | s 2019E, EURn | า | 1,086 1 | ax rate 2019E, 9 | /o | | -7.1 ROCE 2 | 2019E, % | | 3.5 |
| Goodwill 2 | 019E, EURm | | 2 8 | Equity ratio 2019 | 9E, % | | 20.4 PEG, P | /E 19/CAGR | | 0.0 |

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

SRV

Construction & Engineering/Finland, July 18, 2019 Spot comment

| SRV | 2017 | Q1/'18 | Q2/'18 | Q3/'18 | Q4/'18 | 2018 | Q1/'19 | 02/'19 | Q3/'19E | Q4/'19E | 2019E | 2020E | 2021E |
|--------------------------------|---------|--------|--------|--------|--------|--------|--------------|--------|--------------|--------------|-------------|--------|---------|
| Revenue | 1 114.4 | 215.6 | 235.7 | 208.5 | 299.8 | 959.6 | 222.6 | 207.4 | 222.1 | 373.4 | | 983.0 | |
| change, % | 26.1% | -3.6% | -17.0% | -22.1% | -11.6% | -13.9% | 3.2% | -12.0% | 6.5% | 24.6% | 7.0% | -4.2% | 3.8% |
| Operative operating profit | 27.1 | -5.1 | -3.4 | -3.1 | 1.5 | -10.1 | 0.5 | -3.1 | 3.5 | 13.8 | 14.7 | 28.2 | 34.6 |
| -margin | 2.4% | -2.4% | -1.4% | -1.5% | 0.5% | -1.1% | 0.2% | -1.5% | 1.6% | 3.7% | 1.4% | 2.9% | 3.4% |
| Items affecting comparability* | -11.7 | -3.7 | -2.1 | -2.6 | -1.4 | -9.8 | 2.8 | 0.0 | 0.0 | 0.0 | 2.8 | 0.0 | 0.0 |
| Operating profit | 15.4 | -8.8 | -5.5 | -5.7 | 0.1 | -19.9 | 3.3 | -3.2 | 3.5 | 13.8 | 17.5 | 28.2 | 34.6 |
| -margin | 1.4% | -4.1% | -2.3% | -2.7% | 0.0% | -2.1% | 1.5% | -1.5% | 1.6% | 3.7% | 1.7% | 2.9% | 3.4% |
| Net financials | -10.7 | -3.4 | -4.3 | -3.5 | -6.3 | -17.5 | -3.6 | -7.7 | -4.5 | -4.5 | -20.3 | -17.0 | -17.0 |
| Pre-tax profit | 4.6 | -12.2 | -9.8 | -9.1 | -6.2 | -37.3 | -0.3 | -10.8 | -1.0 | 9.3 | -2.8 | 11.2 | 17.6 |
| Income taxes | 1.2 | 1.5 | 1.3 | 1.0 | 2.3 | 6.1 | 0.7 | 1.9 | 0.2 | -1.9 | 0.9 | -2.2 | -3.5 |
| Non-controlling interest | 0.2 | 0.2 | 0.3 | 0.3 | 0.3 | 1.1 | -0.7 | 0.0 | 0.0 | 0.0 | -0.7 | 0.0 | 0.0 |
| Net earnings | 6.0 | -10.5 | -8.2 | -7.8 | -4.0 | -30.1 | -0.4 | -9.0 | -0.8 | 7.4 | -2.8 | 9.0 | 14.1 |
| EPS** | 0.05 | -0.19 | -0.34 | -0.14 | -0.08 | -0.56 | -0.02 | -0.18 | -0.03 | 0.11 | -0.12 | 0.14 | 0.22 |
| Construction | 2017 | Q1/'18 | Q2/'18 | Q3/'18 | Q4/'18 | 2018 | Q1/'19 | Q2/'19 | Q3/'19E | Q4/'19E | 2019E | 2020E | 2021E |
| Revenue | | 214.7 | 234.5 | 207.7 | 298.5 | 955.4 | 221.9 | 206.7 | 220.9 | 372.2 | 1 021.2 | 978.0 | 1 015.9 |
| change, % | | | | | | | 3.4% | -11.9% | 6.3% | 24.7% | <i>6.9%</i> | -4.2% | 3.9% |
| Business construction | | 155.4 | 166.7 | 160.3 | 183.9 | 666.3 | 144.9 | 162.6 | 167.5 | 178.9 | 653.9 | 672.0 | 685.4 |
| change, % | | | | | | | -6.8% | -2.5% | 4.5% | -2.7% | -1.9% | 2.8% | 2.0% |
| Housing construction | | 59.3 | 67.8 | 47.4 | 114.6 | 289.1 | 77.0 | 43.6 | 53.4 | 193.3 | 367.3 | 306.0 | 330.5 |
| change, % | | | | | | | <i>29.8%</i> | -35.7% | <i>12.7%</i> | <i>68.7%</i> | 27.1% | -16.7% | 8.0% |
| Operating profit | | -3.2 | -1.1 | -1.6 | -7.5 | -13.4 | 4.8 | 2.0 | 5.5 | 16.8 | 29.1 | 35.2 | 38.6 |
| -margin | | -1.5% | -0.5% | -0.8% | -2.5% | -1.4% | 2.2% | 1.0% | 2.5% | 4.5% | 2.8% | 3.6% | 3.8% |
| Investments | 2017 | Q1/'18 | Q2/'18 | Q3/'18 | Q4/'18 | 2018 | Q1/'19 | Q2/'19 | Q3/'19E | Q4/'19E | 2019E | 2020E | 2021E |
| Revenue | | 1.2 | 1.2 | 1.2 | 1.0 | 4.6 | 1.3 | 1.5 | 1.2 | 1.2 | 5.2 | 5.0 | 4.5 |
| change, % | | | | | | | 8.3% | 25.0% | 0.0% | 20.0% | 13.0% | -3.8% | -10.0% |
| Operative operating profit | | -1.9 | -0.8 | -1.1 | -4.0 | -7.8 | -2.7 | -1.9 | -1.5 | -1.5 | -7.6 | -4.0 | -1.0 |
| Items affecting comparability* | | -3.7 | -2.1 | -2.6 | -1.4 | -9.8 | 2.8 | 0.0 | 0.0 | 0.0 | 2.8 | 0.0 | 0.0 |
| Operating profit | | -5.6 | -2.9 | -3.7 | -5.4 | -17.6 | 0.1 | -1.9 | -1.5 | -1.5 | -4.8 | -4.0 | -1.0 |
| Other operations and elim. | 2017 | Q1/'18 | Q2/'18 | Q3/'18 | Q4/'18 | 2018 | Q1/'19 | Q2/'19 | Q3/'19E | Q4/'19E | 2019E | 2020E | 2021E |
| Revenue | 0.4 | -0.3 | 0.0 | -0.4 | 0.3 | -0.4 | -0.6 | -0.8 | 0.0 | 0.0 | -1.4 | 0.0 | 0.0 |
| Operating profit | -4.8 | 0.0 | -1.5 | -0.4 | 13.0 | 11.1 | -1.6 | -3.2 | -0.5 | -1.5 | -6.8 | -3.0 | -3.0 |

*Foreign exchage rate impact, **incl. tax adjusted hybrid interest

| | MCAP | | EV/EB ITDA | | | EV/EB IT | | | P/E | |
|--------------------------------|------|-------|------------|-------|--------|----------|-------|--------|-------|-------|
| SRV PEER GROUP | MEUR | 19 | 20 | 21 | 19 | 20 | 21 | 19 | 20 | 21 |
| Skanska | 7166 | 10.3x | 9.5x | 9.0x | 13.2x | 12.0x | 11.3x | 14.3x | 13.6x | 12.9x |
| Peab | 2404 | 9.2x | 8.7x | 8.4x | 12.2x | 11.5x | 11.2x | 12.0x | 11.7x | 11.3x |
| NCC | 1754 | 8.7x | 7.2x | 7.0x | 14.4x | 10.7x | 10.2x | 16.6x | 12.1x | 11.5x |
| AF Gruppen | 1740 | 9.8x | 8.9x | 8.6x | 12.9 x | 11.6x | 11.0x | 18.9x | 17.2x | 16.5x |
| Veidekke | 1130 | 7.1x | 6.4x | 6.0x | 12.1x | 10.4x | 9.5x | 10.8x | 9.3x | 8.5x |
| JM | 1679 | 11.9x | 11.8x | 11.1x | 11.8x | 11.8x | 11.0x | 12.3x | 12.7x | 11.5x |
| Bonava | 1156 | 13.0x | 12.2x | 11.6x | 12.5x | 11.8x | 11.2x | 11.5x | 10.8x | 10.4x |
| YIT | 1119 | 8.4x | 8.1x | 7.9x | 11.6x | 11.2x | 11.1x | 9.0x | 9.5x | 9.7x |
| Lehto Group | 139 | 6.9x | 5.2x | 4.3x | 8.3x | 6.1x | 4.9x | 8.0x | 5.7x | 4.5x |
| Peer Group Average | 2032 | 9.5x | 8.7x | 8.2x | 12.1x | 10.8x | 10.2x | 12.6x | 11.4x | 10.8x |
| Peer Group Median | 1679 | 9.2x | 8.7x | 8.4x | 12.2x | 11.5x | 11.0x | 12.0x | 11.7x | 11.3x |
| SRV (Evli est.) | 101 | 20.0x | 14.0x | 12.7x | 33.8x | 20.4x | 17.2x | -16.2x | 12.4x | 5.3x |
| SRV prem./disc. to peer median | | 117% | 61% | 51% | 177% | 77% | 56% | - | 7% | -53% |

Source Bloomberg, Evli Research

| VALUATION | | | | | | |
|------------------------------|-------------|------------|----------|------|-----------|-----------------------|
| | METRIC | Est., EURm | Multiple | EV | Per share | Comments |
| Operations in Finland | EV/EBIT 20E | 35 | 10x | 352 | 5.9 | |
| Pearl Plaza | NPV | 21 | 1x | 21 | 0.4 | Exit '19, yld. 10.5 % |
| 4Daily | NPV | 7 | 1x | 7 | 0.1 | Exit '21, yld. 10 % |
| Okhta mall | NPV | 75 | 1x | 75 | 1.3 | Exit '21, yld. 10 % |
| REDI | NPV | 88 | 1x | 88 | 1.5 | Exit '22, yld. 4.75 % |
| Etmia II | BV | 3 | 1x | 3 | 0.1 | Evli est. |
| International op. plots | BV | 83 | 0.5x | 43 | 0.7 | 2018 BV |
| Other operations | | -7 | 10x | -70 | -1.2 | |
| Net debt | | | | -390 | -6.5 | Q2/19, incl. hybrid |
| Equity value | SOTP | | | 129 | 2.2 | |

| VALUATION RESULTS | BASE CASE DETAILS | VALUATION ASSUMPTIONS | ASSUMPTIONS FOR WACC | |
|--------------------------|----------------------------|-------------------------|--------------------------------|------|
| Current share price | 1.69 PV of Free Cash Flow | 368 Long-term growth, % | 2.0 Risk-free interest rate, % | 2.25 |
| DCF share value | 2.38 PV of Horizon value | 273 WACC, % | 8.6 Market risk premium, % | 5.8 |
| Share price potential, % | 40.7 Unconsolidated equity | 1 Spread, % | 0.5 Debt risk premium, % | 3.5 |
| Maximum value | 3.1 Marketable securities | 93 Minimum WACC, % | 8.1 Equity beta coefficient | 1.40 |
| Minimum value | 1.8 Debt - dividend | -594 Maximum WACC, % | 9.1 Target debt ratio, % | 45 |
| Horizon value, % | 42.6 Value of stock | 142 Nr of shares, Mn | 59.6 Effective tax rate, % | 20 |

| DCF valuation, EURm | 2018 | 2019E | 2020E | 2021E | 2022E | 2023E | 2024E | 2025E | 2026E | 2027E | 2028E | Horizon |
|---------------------------|---------------|--------------|-------|---------------------|-------|-------|--------------|-------|-------|-------|-------|---------|
| Net sales | 960 | 1,025 | 983 | 1,020 | 1,041 | 1,062 | 1,083 | 1,105 | 1,127 | 1,149 | 1,173 | 1,197 |
| Sales growth, % | - <i>13.8</i> | 1,023 6.8 | -4,1 | 1,020 <i>3.8</i> | 2.0 | 2.0 | 1,083 2.0 | 2.0 | 2.0 | 2.0 | 2.0 | 2.0 |
| J , | | | | | | | | | | | | |
| Operating income (EBIT) | -20 | 18 | 28 | 35 | 36 | 37 | 38 | 39 | 39 | 40 | 41 | 42 |
| EBIT margin, % | -2.1 | 1.7 | 2.9 | 3.4 | 3.5 | 3.5 | 3.5 | 3.5 | 3.5 | 3.5 | 3.5 | 3.5 |
| + Depreciation+amort. | 5 | 12 | 13 | 12 | 13 | 13 | 13 | 14 | 14 | 14 | 14 | |
| - Income taxes | -4 | 1 | 2 | 2 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | |
| - Change in NWC | -105 | 3 | 10 | -37 | -6 | 5 | 5 | -5 | -6 | -6 | -6 | |
| NWC / Sales, % | 43.5 | 40.4 | 41.1 | 43.2 | 42.9 | 41.6 | 40.3 | 40.0 | 39.7 | 39.4 | 39.1 | |
| + Change in other liabs | 2 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | |
| - Capital Expenditure | -15 | -13 | -13 | -13 | -13 | -13 | -13 | -14 | -14 | -14 | -15 | -15 |
| Investments / Sales, % | 1.5 | 1.2 | 1.3 | 1.2 | 1.2 | 1.2 | 1.2 | 1.2 | 1.2 | 1.2 | 1.2 | 1.2 |
| - Other items | -4 | 20 | -4 | 82 | 88 | 0 | 0 | 0 | 0 | 0 | 0 | |
| = Unlevered Free CF (FCF) | -139 | 42 | 37 | 82 | 121 | 45 | 46 | 36 | 37 | 37 | 38 | 594 |
| = Discounted FCF (DFCF) | | 40 | 33 | 67 | 91 | 31 | 29 | 21 | 20 | 19 | 17 | 273 |
| | | | | | | | | | | | | |
| = DFCF min WACC | | 40 | 33 | 68 | 93 | 32 | 30 | 22 | 21 | 19 | 18 | 309 |
| = DFCF max WACC | | 40 | 33 | 66 | 90 | 30 | 28 | 20 | 19 | 18 | 17 | 243 |

| INTERIM FIGURES | | | | | | | | | | | | |
|--------------------------------------|--------|--------|--------|---------|-----------|--------|---------|---------|---------|---------|--------|-------|
| EVLI ESTIMATES, EURm | 2018Q1 | 201802 | 2018Q3 | 2018Q4 | 2018 | 2019Q1 | 2019Q2E | 2019Q3E | 2019Q4E | 2019E | 2020E | 2021E |
| Net sales | 216 | 236 | 209 | 300 | 960 | 223 | 207 | 222 | 373 | 1,025 | 983 | 1,020 |
| EBITDA | -8 | -5 | -5 | 3 | -15 | 6 | 0 | 7 | 17 | 30 | 41 | 47 |
| EBITDA margin (%) | -3.7 | -2.1 | -2.3 | 1.0 | - 1.5 | 2.8 | 0.0 | 2.9 | 4.5 | 2.9 | 4.2 | 4.6 |
| EBIT | -9 | -5 | -6 | 0 | -20 | 3 | -3 | 4 | 14 | 18 | 28 | 35 |
| EBIT margin (%) | -4.1 | -2.3 | -2.7 | 0.0 | -2.1 | 1.5 | -1.5 | 1.6 | 3.7 | 1.7 | 2.9 | 3.4 |
| Net financial items | -3 | -4 | -3 | -6 | -17 | -4 | -8 | -4 | -4 | -20 | -17 | -17 |
| Pre-tax profit | -12 | -10 | -9 | -6 | -37 | 0 | -11 | -1 | 9 | -3 | 11 | 18 |
| Tax | 2 | 1 | 1 | 2 | 6 | -1 | 2 | 0 | -2 | 0 | 1 | 1 |
| Tax rate (%) | 12.3 | 13.3 | 10.9 | 37.1 | 16.3 | -233.3 | 20.0 | 20.0 | 20.0 | -7.1 | -7.1 | -7.1 |
| Net profit | -11 | -9 | -9 | -4 | -34 | -1 | -10 | -2 | 6 | -6 | 8 | 19 |
| EPS | -0.19 | -0.15 | -0.15 | -0.07 | -0.57 | -0.02 | -0.16 | -0.03 | 0.11 | -0.10 | 0.14 | 0.32 |
| EPS adjusted (diluted no. of shares) | -0.19 | -0.15 | -0.15 | -0.07 | -0.57 | -0.02 | -0.16 | -0.03 | 0.11 | -0.10 | 0.14 | 0.32 |
| Dividend per share | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.04 | 0.06 | 0.09 |
| SALES, EURm | | | | | | | | | | | | |
| Construction | 215 | 235 | 208 | 298 | 955 | 222 | 207 | 221 | 372 | 1,022 | 978 | 1,016 |
| Investments | 1 | 1 | 1 | 1 | 5 | 1 | 2 | 1 | 1 | 5 | 5 | 5 |
| Other | 0 | 0 | 0 | 0 | 0 | -1 | -1 | 0 | 0 | -1 | 0 | 0 |
| Total | 216 | 236 | 209 | 300 | 960 | 223 | 207 | 222 | 373 | 1,025 | 983 | 1,020 |
| SALES GROWTH, Y/Y % | | | | | | | | | | | | |
| Construction | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 3.3 | -11.9 | 6.4 | 24.7 | 6.9 | -4.3 | 3.9 |
| Investments | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 8.3 | 25.0 | 0.0 | 20.0 | 13.0 | -3.8 | -10.0 |
| Other | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 100.0 | | - 100.1 | -100.0 | 1,300.0 | -100.0 | 0.0 |
| Group | -100.0 | -100.0 | -100.0 | -100.0 | -100.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Total | -3.6 | -16.9 | -22.1 | -11.5 | -13.8 | 3.2 | -12.0 | 6.4 | 24.6 | 6.8 | -4.1 | 3.8 |
| EBIT, EURm | | | | | | | | | | | | |
| Construction | -3 | -1 | -2 | -7 | -13 | 5 | 2 | 6 | 17 | 29 | 35 | 39 |
| Investments | -6 | -3 | -4 | -5 | -18 | 0 | -2 | -1 | -1 | -5 | -4 | -1 |
| Other | 0 | -1 | 0 | 13 | 11 | -2 | -3 | 0 | -1 | -7 | -3 | -3 |
| Total | -9 | -5 | -6 | 0 | -20 | 3 | -3 | 4 | 14 | 18 | 28 | 35 |
| EBIT margin, % | | | | | | | | | | | | |
| Construction | -1.5 | -0.5 | -0.8 | -2.5 | - 1.4 | 2.2 | 1.0 | 2.5 | 4.5 | 2.8 | 3.6 | 3.8 |
| Investments | -466.7 | -241.7 | -308.3 | -540.0 | -382.6 | 7.7 | -126.7 | -125.0 | -125.0 | -92.3 | -80.0 | -22.2 |
| Other | 0.0 | | 399.6 | 4,333.3 | -11,100.0 | 266.7 | 400.0 | | | 485.7 | | |
| Total | -4.1 | -2.3 | -2.7 | 0.0 | -2.1 | 1.5 | -1.5 | 1.6 | 3.7 | 1.7 | 2.9 | 3.4 |

| INCOME STATEMENT, EURm | 2014 | 2015 | 2016 | 2017 | 2018 | 2019E | 2020E | 2021E |
|--|------|----------|------|--------|--------|-------|-------|-----------|
| Sales | 685 | 719 | 884 | 1,114 | 960 | 1,025 | 983 | 1,020 |
| Sales growth (%) | 0.8 | 5.1 | 22.9 | 26.0 | - 13.8 | 6.8 | -4.1 | 3.8 |
| Costs | -658 | -691 | -850 | -1,093 | -974 | -996 | -942 | -973 |
| Reported EBITDA | 27 | 28 | 34 | 21 | -15 | 30 | 41 | 47 |
| Extraordinary items in EBITDA | 0 | 20 | 0 | 0 | -13 | 0 | 0 | 47 0 |
| EBITDA margin (%) | 3.9 | 3.9 | 3.9 | 1.9 | - 1.5 | 2.9 | 4.2 | 4.6 |
| Depreciation | -2 | -3 | -7 | -6 | -5 | -12 | -13 | -12 |
| EBITA | 25 | -5 | 28 | -0 | -20 | -12 | -13 | 35 |
| Goodwill amortization / writedown | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Reported EBIT | 25 | 25 | 28 | 15 | -20 | 18 | 28 | 35 |
| EBIT margin (%) | 3.6 | 3.4 | 3.1 | 1.4 | -20 | 1.7 | 2.9 | 3.4 |
| Net financials | -6 | -7 | -11 | -11 | -17 | -20 | -17 | -17 |
| Pre-tax profit | -8 | -7 18 | -11 | -11 | -17 | -20 | -17 | -17 18 |
| Extraordinary items | 0 | 0 | 0 | 0 | -37 | -3 | 0 | 0 |
| , | | -4 | | 1 | | 0 | | |
| Taxes | -4 | | -2 | | 6 | | 1 | 1 |
| Minority shares | 0 | 0 | 0 | 0 | 1 | 1 | 0 | 0 |
| Net profit | 10 | 10 | 9 | 2 | -34 | -6 | 8 | 19 |
| BALANCE SHEET, EURm | | | | | | | | |
| Assets | 450 | 000 | 005 | 0.07 | 000 | 000 | 000 | 000 |
| Fixed assets | 152 | 263 | 295 | 287 | 286 | 286 | 286 | 286 |
| % of sales | 22 | 37 | 33 | 26 | 30 | 28 | 29 | 28 |
| Goodwill | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 |
| % of sales | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Inventory | 313 | 337 | 400 | 419 | 438 | 390 | 374 | 388 |
| % of sales | 46 | 47 | 45 | 38 | 46 | 38 | 38 | 38 |
| Receivables | 84 | 119 | 122 | 146 | 283 | 291 | 286 | 318 |
| % of sales | 12 | 17 | 14 | 13 | 29 | 28 | 29 | 31 |
| Liquid funds | 18 | 35 | 55 | 24 | 93 | 99 | 95 | 99 |
| % of sales | 3 | 5 | 6 | 2 | 10 | 10 | 10 | 10 |
| Total assets Liabilities | 576 | 763 | 883 | 889 | 1,120 | 1,086 | 1,061 | 1,112 |
| Equity | 180 | 232 | 250 | 238 | 189 | 195 | 201 | 216 |
| % of sales | 26 | 32 | 28 | 21 | 20 | 19 | 20 | 21 |
| Deferred taxes | 2 | 2 | 4 | 5 | 5 | 5 | 5 | 5 |
| % of sales | 0 | 0 | 0 | 0 | 1 | 0 | 1 | 0 |
| Interest bearing debt | 270 | 311 | 346 | 366 | 594 | 591 | 570 | 596 |
| % of sales | 39 | 43 | 39 | 33 | 62 | 58 | 58 | 58 |
| Non-interest bearing current liabilities | 114 | 202 | 253 | 252 | 304 | 267 | 256 | 265 |
| % of sales | 17 | 28 | 29 | 23 | 32 | 26 | 26 | 26 |
| Other interest free debt | 0 | 4 | 14 | 18 | 9 | 9 | 9 | 9 |
| % of sales | 0 | 1 | 2 | 2 | 1 | 1 | 1 | 1 |
| Total liabilities | 576 | 763 | 883 | 889 | 1,120 | 1,086 | 1,061 | 1,112 |
| CASH FLOW, EURm | | | | | | | | |
| + EBITDA | 27 | 28 | 34 | 21 | -15 | 30 | 41 | 47 |
| - Net financial items | -6 | -7 | -11 | -11 | -17 | -20 | -17 | -17 |
| - Taxes | -4 | -3 | -2 | 0 | -1 | 0 | 1 | 1 |
| - Increase in Net Working Capital | 39 | 29 | -15 | -44 | -105 | 3 | 10 | -37 |
| +/- Other | -8 | 2 | 25 | -1 | -3 | 21 | -4 | 82 |
| = Cash flow from operations | 47 | 50 | 31 | -35 | -134 | 32 | 31 | 76 |
| - Capex | -34 | -118 | -13 | -13 | -15 | -13 | -13 | -13 |
| - Acquisitions | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| + Divestments | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| = Net cash flow | 18 | -76 | 18 | -48 | -149 | 20 | 19 | 64 |
| +/- Change in interest-bearing debt | -81 | 41 | 35 | 20 | 228 | -3 | -20 | 26 |
| +/- New issues/buybacks | -3 | 47 | 15 | -8 | -12 | 13 | 0 | 0 |
| - Paid dividend | -4 | -4 | -6 | -6 | -4 | 0 | -2 | -4 |
| +/- Change in loan receivables | -1 | 5 | -43 | 10 | 2 | 0 | 0 | 0 |
| Change in cash | -71 | 12 | 19 | -33 | 65 | 30 | -4 | 86 |
| change in cush | 7.1 | 12 | 15 | | 05 | 50 | т | 00 |

| KEY FIGURES | 2015 | 2016 | 2017 | 2018 | 2019E | 2020E | 2021E |
|---|----------------------------|----------------------------|---------------------|---------------------|---------------------|---------------------|---------------------|
| М-сар | 184 | 322 | 214 | 101 | 101 | 101 | 101 |
| Net debt | 276 | 291 | 343 | 501 | 491 | 475 | 497 |
| Enterprise value | 460 | 611 | 555 | 601 | 591 | 574 | 597 |
| Sales | 719 | 884 | 1,114 | 960 | 1,025 | 983 | 1,020 |
| EBITDA | 28 | 34 | 21 | -15 | 30 | 41 | 47 |
| EBIT | 25 | 28 | 15 | -20 | 18 | 28 | 35 |
| Pre-tax | 18 | 16 | 5 | -37 | -3 | 11 | 18 |
| Earnings | 10 | 9 | 2 | -34 | -6 | 8 | 19 |
| Book value | 231 | 252 | 240 | 191 | 198 | 204 | 219 |
| Valuation multiples | | | | | | | |
| EV/sales | 0.6 | 0.7 | 0.5 | 0.6 | 0.6 | 0.6 | 0.6 |
| EV/EBITDA | 16.5 | 17.9 | 26.3 | -41.1 | 20.0 | 14.0 | 12.7 |
| EV/EBITA | 18.8 | 22.2 | 36.1 | -30.2 | 33.8 | 20.4 | 17.2 |
| EV/EBIT | 18.8 | 22.2 | 36.1 | -30.2 | 33.8 | 20.4 | 17.2 |
| EV/operating cash flow | 9.3 | 19.7 | -16.0 | -4.9 | 17.4 | 10.8 | 49.0 |
| EV/cash earnings | 25.6 | 29.3 | 55.7 | -18.3 | 65.4 | 23.1 | 19.1 |
| P/E | 19.2 | 35.1 | 98.6 | -3.0 | -16.2 | 12.4 | 5.3 |
| P/E excl. goodwill | 19.2 | 35.1 | 98.6 | -3.0 | -16.2 | 12.4 | 5.3 |
| P/B | 0.8 | 1.3 | 0.9 | 0.5 | 0.5 | 0.5 | 0.5 |
| P/sales | 0.3 | 0.4 | 0.2 | 0.1 | 0.1 | 0.1 | 0.1 |
| P/CF | 3.7 | 10.4 | -6.2 | -0.8 | 3.0 | 1.9 | 8.3 |
| Target EV/EBIT | 0.0 | 0.0 | 0.0 | 0.0 | 34.0 | 20.5 | 17.4 |
| Target P/E | 0.0 | 0.0 | 0.0 | 0.0 | -17.3 | 13.2 | 5.7 |
| Target P/B | 0.0 | 0.0 | 0.0 | 0.0 | 0.5 | 0.5 | 0.5 |
| Per share measures | | | | | | | |
| Number of shares | 59,325 | 59,500 | 59,500 | 59,581 | 59,581 | 59,581 | 59,581 |
| Number of shares (diluted) | 59,325 | 59,500 | 59,500 | 59,581 | 59,581 | 59,581 | 59,581 |
| EPS | 0.16 | 0.15 | 0.04 | -0.57 | -0.10 | 0.14 | 0.32 |
| EPS excl. goodwill | 0.16 | 0.15 | 0.04 | -0.57 | -0.10 | 0.14 | 0.32 |
| Cash EPS | 0.30 | 0.35 | 0.17 | -0.55 | 0.15 | 0.42 | 0.52 |
| Operating cash flow per share | 0.84 | 0.52 | -0.59 | -2.06 | 0.57 | 0.90 | 0.20 |
| Capital employed per share | 5.08 | 5.55 | 6.56 | 8.55 | 8.50 | 8.32 | 8.95 |
| Book value per share | 3.90 | 4.25 | 4.03 | 3.21 | 3.32 | 3.42 | 3.68 |
| Book value excl. goodwill | 3.87 | 4.22 | 4.01 | 3.18 | 3.30 | 3.39 | 3.65 |
| Dividend per share | 0.10 | 0.10 | 0.06 | 0.00 | 0.04 | 0.06 | 0.09 |
| Dividend payout ratio, % | 61.8 | 64.5 | 164.3 | 0.0 | -38.4 | 44.1 | 30.0 |
| Dividend yield, % | 3.2 | 1.8 | 1.7 | 0.0 | 2.4 | 3.6 | 5.6 |
| Efficiency measures | | | | | | | |
| ROE | 4.7 | 3.8 | 0.9 | -15.8 | -3.2 | 4.0 | 8.9 |
| ROCE | 5.1 | 5.2 | 3.5 | -2.1 | 3.5 | 4.4 | 5.1 |
| Financial ratios | | | | | | | |
| Capex/sales, % | 16.5 | 1.5 | 1.2 | 1.5 | 1.2 | 1.3 | 1.2 |
| Caper/Jaics, 10 | | 199.0 | 236.8 | 275.5 | 104.3 | 97.4 | 102.4 |
| Capex/depreciation excl. goodwill,% | 3,408.1 | 155.0 | | | 10.0 | | 10.6 |
| | 3,408.1 9.9 | 8.5 | 16.2 | -34.3 | 16.6 | 11.6 | 10.6 |
| Capex/depreciation excl. goodwill,% | | | 16.2 1.7 | -34.3 5.9 | 16.6 5.9 | 11.6 5.7 | 5.9 |
| Capex/depreciation excl. goodwill,% Net debt/EBITDA, book-weighted | 9.9 | 8.5 | | | | | |
| Capex/depreciation excl. goodwill,% Net debt/EBITDA, book-weighted Debt/equity, market-weighted | 9.9 1.7 | 8.5 1.1 | 1.7 | 5.9 | 5.9 | 5.7 | 5.9 |
| Capex/depreciation excl. goodwill,% Net debt/EBITDA, book-weighted Debt/equity, market-weighted Equity ratio, book-weighted | 9.9 1.7 33.3 | 8.5 1.1 30.6 | 1.7 29.8 | 5.9 19.0 | 5.9 20.4 | 5.7 21.6 | 5.9 22.0 |
| Capex/depreciation excl. goodwill,% Net debt/EBITDA, book-weighted Debt/equity, market-weighted Equity ratio, book-weighted Gearing | 9.9 1.7 33.3 1.19 | 8.5 1.1 30.6 1.16 | 1.7 29.8 1.44 | 5.9 19.0 2.66 | 5.9 20.4 2.52 | 5.7 21.6 2.36 | 5.9 22.0 2.30 |

COMPANY DESCRIPTION: SRV is a Finnish project management contractor who develops and builds commercial and business premises, residential units as well as infrastructure and logistics projects. The company operates in Finland, Russia and Estonia.

INVESTMENT CASE:

| OWNERSHIP STRUCTURE | SHARES | EURm | 0/0 |
|--|------------|---------|-------|
| Kolpi Investments Oy | 11,505,457 | 19.444 | 19.3% |
| Kokkila Timo Tapani | 7,617,216 | 12.873 | 12.8% |
| Kokkila Tuomas | 6,494,422 | 10.976 | 10.9% |
| Kokkila Lauri | 6,494,422 | 10.976 | 10.9% |
| Tiiviste-Group Oy | 6,411,821 | 10.836 | 10.8% |
| Nordea Life Insurance Finland Ltd. | 1,725,685 | 2.916 | 2.9% |
| The State Pension Fund | 1,170,000 | 1.977 | 2.0% |
| Ilmarinen Mutual Pension Insurance Company | 962,822 | 1.627 | 1.6% |
| SRV Yhtiöt Oyj | 918,599 | 1.552 | 1.5% |
| OP-Suomi Value fund | 716,666 | 1.211 | 1.2% |
| Ten largest | 44,017,110 | 74.389 | 74% |
| Residual | 15,563,866 | 26.303 | 26% |
| Total | 59,580,976 | 100.692 | 100% |

EARNINGS CALENDAR

October 31, 2019

OTHER EVENTS

COMPANY MISCELLANEOUS CEO: Juha Pekka Ojala CFO: Ilkka Pitkänen IR:

Tarvonsalmenkatu 15, Espoo Tel: +358 20 145 5200

Q3 report

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DEFINITIONS

| P/E | EPS |
|--|--|
| Price per share | Profit before extraordinary items and taxes |
| | |
| Earnings per share | – income taxes + minority interest |
| | Number of shares |
| P/Sales | DPS |
| Market cap | Dividend for the financial period per share |
| <u>-</u> | Dividenti foi triefinanciai perioù per share |
| Sales | |
| P/BV | CEPS |
| Price per share | Gross cash flow from operations |
| Shareholders' equity + taxed provisions per share | Number of shares |
| | |
| P/CF | EV/Share |
| Price per share | Enterprise value |
| Operating cash flow per share | Number of shares |
| operating cash now per share | Number of shares |
| EV (Enterprise value) | Sales/Share |
| Market cap + net debt + minority interest at market value | Sales |
| – share of associated companies at market value | Number of shares |
| share of associated companies at market value | Number of shares |
| Net debt | EBITDA/Share |
| Interest bearing debt – financial assets | Earnings before interest, tax, depreciation and amortisation |
| | Number of shares |
| | |
| EV/Sales | EBIT/Share |
| Enterprise value | Operating profit |
| Sales | Number of shares |
| | |
| EV/EBITDA | EAFI/Share |
| Enterprise value | Pretax profit |
| Earnings before interest, tax, depreciation and amortisation | Number of shares |
| | |
| EV/EBIT | Capital employed/Share |
| Enterprise value | Total assets – non interest bearing debt |
| Operating profit | Number of shares |
| | |
| Div yield, % Dividend per share | Total assets Balance sheet total |
| <u>.</u> | balance sneet total |
| Price per share | |
| Payout ratio % | Interact coverage (v) |
| Payout ratio, % Total dividends | Interest coverage (x) Operating profit |
| Earnings before extraordinary items and taxes – income taxes + minority interest | Financial items |
| Earnings before extraordinary items and taxes – income taxes + minority interest | Financial items |
| Net cash/Share | Asset turnover (x) |
| Financial assets – interest bearing debt | Turnover |
| Number of shares | Balance sheet total (average) |
| | Datance sheet total (average) |
| ROA, % | Debt/Equity, % |
| Operating profit + financial income + extraordinary items | Interest bearing debt |
| Balance sheet total – interest free short term debt | Shareholders' equity + minority interest + taxed provisions |
| – long term advances received and accounts payable (average) | · · · · · · · · · · · · · · · · · · · |
| | |
| ROCE, % | Equity ratio, % |
| Profit before extraordinary items + interest expenses + other financial costs | Shareholders' equity + minority interest + taxed provisions |
| Balance sheet total – non interest bearing debt (average) | Total assets – interest free loans |
| | |
| ROE, % | CAGR, % |
| Profit before extraordinary items and taxes – income taxes | Cumulative annual growth rate = Average growth per year |
| Shareholders' equity + minority interest + taxed provisions (average) | |

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

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