

## Expecting a good quarter

Tokmanni will report its Q3 earnings on next week's Wednesday, October 30th. The company had a strong H1 and we expect the good momentum to continue throughout the year. With the 11.2% share price increase, our rating is now "HOLD" (prev. "BUY") while our target price remains unchanged at EUR 10.2.

### Market pick up providing tail wind

Tokmanni's H1'19 was strong as the company was able to increase its revenue (9.4% y/y) and keep a good EBIT level, particularly in Q2. We expect the good momentum to continue throughout the year as we enter the seasonally stronger H2. According to PTY, revenue of department store and hypermarket chains increased by 5.3% and 7.4% in July-August (3% y/y in H1'19) which indicates good for Tokmanni in Q3'19. We expect Q3'19E revenue of EUR 231.3m (9.8% y/y, LFL growth 3.0%) vs. EUR 229.6m/cons and EBIT of EUR 19.4m vs. 18.7m/cons. In Q3, Tokmanni strengthened its existing private label assortment with a new label Pisara (beauty and cleansing products). The current share of Tokmanni's own brands as of sales is ~30% and it plays an important part in Tokmanni's earnings improvement.

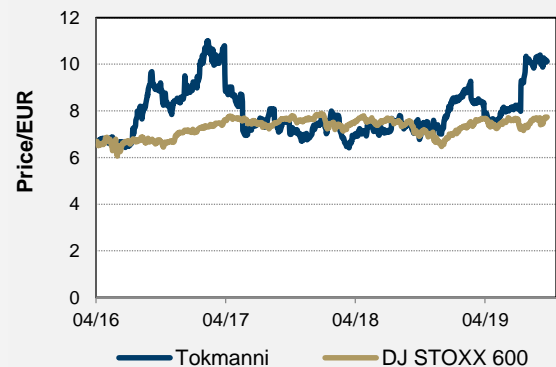
### Efficiency improvements ongoing

Tokmanni targets to increase its store network to cover more than 200 stores. The company currently has 189 stores and two new stores will be opened during Q4'19. Tokmanni's long-term target is to achieve comparable EBIT margin of ~9% by improving gross margin and reducing the relative share of current opex. Some results of the efficiency improvement actions were already shown during H1'19 and we expect further gross margin improvements in H2'19E (35.5% H2'19E vs. 34.3% H2'18). We also expect the profitability improvements of the company's supply chain to be on the right track, although most of the benefits will be fully seen in midterm.

### "HOLD" (prev. "BUY") with TP of EUR 10.2

We have kept our estimates intact ahead of Q3 earnings and expect 2019E sales of EUR 945.9m (8.7% y/y) and EBIT of EUR 67.6m resulting in EBIT margin of 7.1%. With the share price increase, our rating is now "HOLD" (prev. "BUY") while our target price remains unchanged at EUR 10.2.

Rating HOLD



Share price, EUR (Last trading day's closing price) 10.12

Target price, EUR 10.2

Latest change in rating 09-Aug-19

Latest report on company 09-Aug-19

Research paid by issuer: YES

No. of shares outstanding, '000's 58,869

No. of shares fully diluted, '000's 58,869

Market cap, EURm 596

Free float, % 100.0

Exchange rate 1.000

Reuters code TOKMAN.HE

Bloomberg code TOKMAN FH

Average daily volume, EURm na.

Next interim report 30-Oct-19

Web site <https://yritys.tokmanni.fi/>

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BUY HOLD SELL

## KEY FIGURES

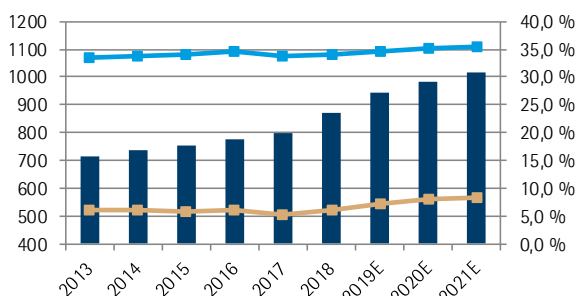
	Sales EURm	EBIT EURm	EBIT %	FCF EURm	EPS EUR	P/E (x)	EV/Sales (x)	EV/EBIT (x)	FCF yield %	DPS EUR
2017	796.5	40.6	5.1%	13.7	0.48	15.2	0.7	13.8	3.2	0.41
2018	870.4	52.3	6.0%	19.9	0.56	12.8	0.9	15.3	4.7	0.50
2019E	945.9	67.6	7.1%	35.3	0.78	13.0	1.0	14.3	5.9	0.58
2020E	983.9	78.0	7.9%	48.1	0.91	11.2	1.0	12.2	8.1	0.68
2021E	1,013.8	85.3	8.4%	54.6	1.01	10.0	0.9	11.0	9.2	0.71
Market cap, EURm	596			Gearing 2019E, %	203.6			CAGR EPS 2018-21, %	21.6	
Net debt 2019E, EURm	373			Price/book 2019E	3.3			CAGR sales 2018-21, %	5.2	
Enterprise value, EURm	969			Dividend yield 2019E, %	5.8			ROE 2019E, %	26.1	
Total assets 2019E, EURm	751			Tax rate 2019E, %	19.7			ROCE 2019E, %	11.4	
Goodwill 2019E, EURm	135			Equity ratio 2019E, %	24.4			PEG, P/E 19/CAGR	2.6	

## Estimates

Tokmanni	2013	2014	2015	2016	2017	2018	2019E	2020E	2021E
<b>Net sales</b>	<b>712,8</b>	<b>734,3</b>	<b>755,3</b>	<b>775,8</b>	<b>796,5</b>	<b>870,5</b>	<b>945,9</b>	<b>983,9</b>	<b>1013,8</b>
<i>Growth-%</i>	<i>3,3 %</i>	<i>3,0 %</i>	<i>2,9 %</i>	<i>2,7 %</i>	<i>2,7 %</i>	<i>9,3 %</i>	<i>8,7 %</i>	<i>4,0 %</i>	<i>3,0 %</i>
Materials and services (adj.)	-474,6	-486,8	-497,2	-507,9	-528,4	-575,2	-618,9	-637,5	-653,9
<i>Growth-%</i>	-	<i>2,6 %</i>	<i>2,1 %</i>	<i>2,2 %</i>	<i>4,0 %</i>	<i>8,9 %</i>	<i>7,6 %</i>	<i>3,0 %</i>	<i>2,6 %</i>
<i>% of sales</i>	<i>66,6 %</i>	<i>66,3 %</i>	<i>65,8 %</i>	<i>65,5 %</i>	<i>66,3 %</i>	<i>66,1 %</i>	<i>65,4 %</i>	<i>64,8 %</i>	<i>64,5 %</i>
<b>Gross profit (adj.)</b>	<b>238,2</b>	<b>247,5</b>	<b>258,1</b>	<b>267,9</b>	<b>268,1</b>	<b>295,3</b>	<b>327,0</b>	<b>346,3</b>	<b>359,9</b>
<i>Gross margin (%)</i>	<i>33,4 %</i>	<i>33,7 %</i>	<i>34,2 %</i>	<i>34,5 %</i>	<i>33,7 %</i>	<i>33,9 %</i>	<i>34,6 %</i>	<i>35,2 %</i>	<i>35,5 %</i>
<b>Fixed costs (adj.)</b>	<b>-185,1</b>	<b>-193,9</b>	<b>-203,7</b>	<b>-208,5</b>	<b>-217,0</b>	<b>-189,5</b>	<b>-203,4</b>	<b>-211,8</b>	<b>-218,1</b>
<i>Growth-%</i>	-	<i>4,8 %</i>	<i>5,0 %</i>	<i>2,4 %</i>	<i>4,1 %</i>	<i>-12,7 %</i>	<i>7,3 %</i>	<i>4,1 %</i>	<i>3,0 %</i>
<i>% of sales</i>	<i>26,0 %</i>	<i>26,4 %</i>	<i>27,0 %</i>	<i>26,9 %</i>	<i>27,2 %</i>	<i>21,8 %</i>	<i>21,5 %</i>	<i>21,5 %</i>	<i>21,5 %</i>
Other income	3,5	3,6	4,0	3,4	3,8	4,1	4,3	4,3	4,3
Share of profits in associated comp.	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0
Depreciation and amortization	-12,6	-13,5	-14,8	-15,2	-14,3	-57,5	-60,3	-60,6	-60,9
<b>EBITDA (adj.)</b>	<b>56,7</b>	<b>57,1</b>	<b>58,4</b>	<b>62,8</b>	<b>54,9</b>	<b>109,9</b>	<b>127,9</b>	<b>138,8</b>	<b>146,1</b>
<i>EBITDA margin (%)</i>	<i>8,0 %</i>	<i>7,8 %</i>	<i>7,7 %</i>	<i>8,1 %</i>	<i>6,9 %</i>	<i>12,6 %</i>	<i>13,5 %</i>	<i>14,1 %</i>	<i>14,4 %</i>
<b>EBIT (adj.)</b>	<b>44,1</b>	<b>43,6</b>	<b>43,6</b>	<b>47,7</b>	<b>40,6</b>	<b>52,4</b>	<b>67,6</b>	<b>78,2</b>	<b>85,2</b>
<i>EBIT margin (%)</i>	<i>6,2 %</i>	<i>5,9 %</i>	<i>5,8 %</i>	<i>6,1 %</i>	<i>5,1 %</i>	<i>6,0 %</i>	<i>7,1 %</i>	<i>8,0 %</i>	<i>8,4 %</i>
NRIs in reported gross profit	0,0	1,1	-0,6	0,5	-0,9	0,2	-0,1	0,0	0,0
NRIs in reported fixed costs	-1,1	-1,8	-4,0	1,0	-0,8	1,4	0,2	0,0	0,0
<b>EBIT (reported)</b>	<b>43,0</b>	<b>43,0</b>	<b>39,0</b>	<b>49,2</b>	<b>38,9</b>	<b>54,0</b>	<b>67,7</b>	<b>78,2</b>	<b>85,2</b>
<i>EBIT margin (%)</i>	<i>6,0 %</i>	<i>5,9 %</i>	<i>5,2 %</i>	<i>6,3 %</i>	<i>4,9 %</i>	<i>6,2 %</i>	<i>7,2 %</i>	<i>8,0 %</i>	<i>8,4 %</i>
Net financials	-23,0	-22,2	-20,9	-15,3	-5,9	-10,5	-10,6	-11,6	-11,2
<b>Profit before taxes (reported)</b>	<b>20,1</b>	<b>20,8</b>	<b>18,1</b>	<b>33,9</b>	<b>33,0</b>	<b>43,5</b>	<b>57,1</b>	<b>66,6</b>	<b>74,0</b>
Taxes	-4,8	-4,2	-3,4	-6,8	-6,6	-8,9	-11,2	-13,3	-14,8
<i>Tax rate (%)</i>	<i>23,9 %</i>	<i>20,1 %</i>	<i>18,8 %</i>	<i>20,1 %</i>	<i>20,0 %</i>	<i>20,5 %</i>	<i>19,6 %</i>	<i>20,0 %</i>	<i>20,0 %</i>
Minorities	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0
<b>Net income (reported)</b>	<b>15,3</b>	<b>16,6</b>	<b>14,7</b>	<b>27,1</b>	<b>26,4</b>	<b>34,6</b>	<b>45,9</b>	<b>53,3</b>	<b>59,2</b>
Average number of shares (million)	58,9	58,9	58,9	58,9	58,9	58,9	58,9	58,9	58,9
<b>EPS (reported)</b>	<b>0,26</b>	<b>0,28</b>	<b>0,25</b>	<b>0,46</b>	<b>0,45</b>	<b>0,59</b>	<b>0,78</b>	<b>0,91</b>	<b>1,01</b>
<b>Dividend and capital return</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>0,51</b>	<b>0,41</b>	<b>0,50</b>	<b>0,58</b>	<b>0,68</b>	<b>0,75</b>
<i>Payout ratio (%)</i>	-	-	-	<i>111 %</i>	<i>92 %</i>	<i>85 %</i>	<i>75 %</i>	<i>75 %</i>	<i>75 %</i>

Source: Tokmanni, Evli Research

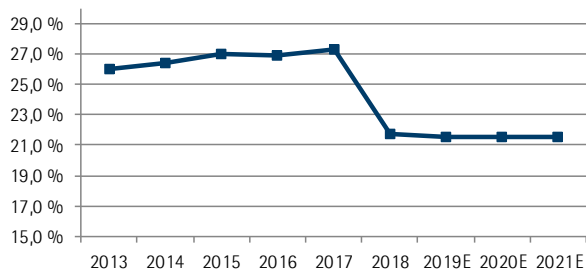
Tokmanni - sales and margins



Source: Company data, Evli

■ Net sales  
— Gross margin (%)

Tokmanni - Fixed costs as % of sales



Source: Company data, Evli Research

■ Total OPEX as % of revenue



## INTERIM FIGURES

EVLI ESTIMATES, EURm	2018Q1	2018Q2	2018Q3	2018Q4	2018	2019Q1	2019Q2	2019Q3E	2019Q4E	2019E	2020E	2021E
Net sales	173.7	217.6	210.7	268.4	870.4	188.1	239.9	231.3	286.6	945.9	983.9	1,013.8
EBITDA	1.7	37.9	29.8	40.5	109.9	12.8	34.0	34.4	46.7	127.9	138.8	146.1
<i>EBITDA margin (%)</i>	<i>1.0</i>	<i>17.4</i>	<i>14.1</i>	<i>15.1</i>	<i>12.6</i>	<i>6.8</i>	<i>14.2</i>	<i>14.9</i>	<i>16.3</i>	<i>13.5</i>	<i>14.1</i>	<i>14.4</i>
EBIT	-1.9	13.1	15.5	25.6	52.3	-2.2	18.7	19.4	31.7	67.6	78.0	85.3
<i>EBIT margin (%)</i>	<i>-1.1</i>	<i>6.0</i>	<i>7.4</i>	<i>9.5</i>	<i>6.0</i>	<i>-1.2</i>	<i>7.8</i>	<i>8.4</i>	<i>11.1</i>	<i>7.1</i>	<i>7.9</i>	<i>8.4</i>
Net financial items	-2.8	-2.4	-2.8	-2.6	-10.6	-2.6	-2.6	-2.7	-2.7	-10.6	-11.6	-11.2
Pre-tax profit	-4.7	10.7	12.7	23.0	41.7	-4.8	16.1	16.7	29.0	57.0	66.4	74.1
Tax	0.9	-2.5	-2.4	-4.6	-8.6	1.0	-3.1	-3.3	-5.8	-11.2	-13.1	-14.6
<i>Tax rate (%)</i>	<i>19.1</i>	<i>23.4</i>	<i>18.9</i>	<i>20.0</i>	<i>20.6</i>	<i>20.8</i>	<i>19.3</i>	<i>20.0</i>	<i>20.0</i>	<i>19.7</i>	<i>19.7</i>	<i>19.7</i>
Net profit	-3.8	8.2	10.3	18.4	33.1	-3.8	13.0	13.3	23.2	45.7	53.3	59.5
EPS	-0.06	0.14	0.17	0.31	0.56	-0.06	0.22	0.23	0.39	0.78	0.91	1.01
EPS adjusted (diluted no. of shares)	-0.06	0.14	0.17	0.31	0.56	-0.06	0.22	0.23	0.39	0.78	0.91	1.01
Dividend per share	0.00	0.00	0.00	0.00	0.50	0.00	0.00	0.00	0.00	0.58	0.68	0.71
<b>SALES, EURm</b>												
Group	173.7	217.6	210.7	268.4	870.4	188.1	239.9	231.3	286.6	945.9	983.9	1,013.8
Total	173.7	217.6	210.7	268.4	870.4	188.1	239.9	231.3	286.6	945.9	983.9	1,013.8
<b>SALES GROWTH, Y/Y %</b>												
Group	10.9	11.0	7.8	8.0	9.3	8.3	10.2	9.8	6.8	8.7	4.0	3.0
Total	10.9	11.0	7.8	8.0	9.3	8.3	10.2	9.8	6.8	8.7	4.0	3.0
<b>EBIT, EURm</b>												
Group	-1.9	13.1	15.5	25.6	52.3	-2.2	18.7	19.4	31.7	67.6	78.0	85.3
Total	-1.9	13.1	15.5	25.6	52.3	-2.2	18.7	19.4	31.7	67.6	78.0	85.3
<b>EBIT margin, %</b>												
Group	-1.1	6.0	7.4	9.5	6.0	-1.2	7.8	8.4	11.1	7.1	7.9	8.4
Total	-1.1	6.0	7.4	9.5	6.0	-1.2	7.8	8.4	11.1	7.1	7.9	8.4

INCOME STATEMENT, EURm	2014	2015	2016	2017	2018	2019E	2020E	2021E
Sales	734.3	755.3	775.8	796.5	870.4	945.9	983.9	1,013.8
<i>Sales growth (%)</i>	<i>3.0</i>	<i>2.9</i>	<i>2.7</i>	<i>2.7</i>	<i>9.3</i>	<i>8.7</i>	<i>4.0</i>	<i>3.0</i>
EBITDA	57.1	58.4	62.8	54.9	109.9	127.9	138.8	146.1
<i>EBITDA margin (%)</i>	<i>7.8</i>	<i>7.7</i>	<i>8.1</i>	<i>6.9</i>	<i>12.6</i>	<i>13.5</i>	<i>14.1</i>	<i>14.4</i>
Depreciation	-13.5	-14.8	-15.1	-14.3	-57.6	-15.2	-15.1	-14.8
EBITA	43.6	43.6	47.7	40.6	52.3	67.6	78.0	85.3
Goodwill amortization / writedown	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
EBIT	43.6	43.6	47.7	40.6	52.3	67.6	78.0	85.3
<i>EBIT margin (%)</i>	<i>5.9</i>	<i>5.8</i>	<i>6.1</i>	<i>5.1</i>	<i>6.0</i>	<i>7.1</i>	<i>7.9</i>	<i>8.4</i>
Reported EBIT	41.8	39.0	49.2	39.8	53.3	67.6	78.0	85.3
<i>EBIT margin (reported) (%)</i>	<i>5.7</i>	<i>5.2</i>	<i>6.3</i>	<i>5.0</i>	<i>6.1</i>	<i>7.1</i>	<i>7.9</i>	<i>8.4</i>
Net financials	-22.2	-20.9	-15.2	-5.9	-10.6	-10.6	-11.6	-11.2
Pre-tax profit	21.5	22.7	32.5	34.7	41.7	57.0	66.4	74.1
Taxes	-4.2	-3.4	-6.8	-6.6	-8.6	-11.2	-13.1	-14.6
Minority shares	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net profit	15.5	14.7	27.2	27.3	34.1	45.7	53.3	59.5
Cash NRIs	-1.8	-4.6	1.5	-0.8	1.0	0.0	0.0	0.0
Non-cash NRIs	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>BALANCE SHEET, EURm</b>								
<b>Assets</b>								
Fixed assets	93	97	95	94	95	94	93	92
Goodwill	129	129	129	129	135	135	135	135
Right of use assets	0	0	0	0	234	236	239	242
Inventory	151	160	155	170	191	208	216	223
Receivables	16	16	18	22	22	23	24	25
Liquid funds	52	49	58	43	38	47	49	51
Total assets	446	455	459	462	721	751	763	774
<b>Liabilities</b>								
Shareholder's equity	33	48	167	163	167	183	202	222
Minority interest	0	0	0	0	0	0	0	0
Convertibles	0	0	0	0	0	0	0	0
Lease liabilities	0	0	0	0	244	236	239	242
Deferred taxes	6	6	5	5	6	6	6	6
Interest bearing debt	306	294	174	177	173	184	169	154
Non-interest bearing current liabilities	84	91	104	107	123	132	138	142
Other interest-free debt	18	16	10	11	10	10	10	10
Total liabilities	446	455	459	463	721	751	763	774
<b>CASH FLOW, EURm</b>								
+ EBITDA	57	58	63	55	110	128	139	146
- Net financial items	-22	-21	-15	-6	-11	-11	-12	-11
- Taxes	-4	-3	-7	-7	-10	-11	-13	-15
- Increase in Net Working Capital	-3	-3	17	-14	-5	-9	-4	-3
+/- Other	-2	-5	2	-1	1	0	0	0
= Cash flow from operations	26	27	59	27	85	97	110	117
- Capex	-13	-18	-13	-13	-50	-62	-62	-63
- Acquisitions	0	0	0	0	-15	0	0	0
+ Divestments	0	0	0	0	0	0	0	0
= Free cash flow	13	8	46	14	20	35	48	55
+/- New issues/buybacks	1	0	91	-1	-6	0	0	0
- Paid dividend	0	0	0	-30	-24	-29	-34	-40
+/- Other	-8	-12	-128	2	6	4	-12	-13
Change in cash	6	-4	9	-15	-5	9	2	1

KEY FIGURES	2015	2016	2017	2018	2019E	2020E	2021E
M-cap	0	500	427	423	596	596	596
Net debt (excl. convertibles)	245	116	134	379	373	359	344
Enterprise value	245	616	561	801	969	955	940
Sales	755	776	797	870	946	984	1,014
EBITDA	58	63	55	110	128	139	146
EBIT	44	48	41	52	68	78	85
Pre-tax	23	33	35	42	57	66	74
Earnings	19	26	28	33	46	53	59
Equity book value (excl. minorities)	48	167	163	167	183	202	222
<b>Valuation multiples</b>							
EV/sales	0.3	0.8	0.7	0.9	1.0	1.0	0.9
EV/EBITDA	4.2	9.8	10.2	7.3	7.6	6.9	6.4
EV/EBITA	5.6	12.9	13.8	15.3	14.3	12.2	11.0
EV/EBIT	5.6	12.9	13.8	15.3	14.3	12.2	11.0
EV/OCF	9.2	10.5	20.6	9.4	10.0	8.7	8.0
EV/FCFF	9.3	12.4	31.6	28.9	10.6	9.0	8.4
P/FCFE	0.0	11.0	31.2	21.2	16.9	12.4	10.9
P/E	0.0	19.5	15.2	12.8	13.0	11.2	10.0
P/B	0.0	3.0	2.6	2.5	3.3	2.9	2.7
Target EV/EBITDA	0.0	0.0	0.0	0.0	7.6	6.9	6.5
Target EV/EBIT	0.0	0.0	0.0	0.0	14.4	12.3	11.1
Target EV/FCF	0.0	0.0	0.0	0.0	27.5	20.0	17.3
Target P/B	0.0	0.0	0.0	0.0	3.3	3.0	2.7
Target P/E	0.0	0.0	0.0	0.0	13.1	11.3	10.1
<b>Per share measures</b>							
Number of shares	22,274	58,869	58,869	58,869	58,869	58,869	58,869
Number of shares (diluted)	22,274	58,869	58,869	58,869	58,869	58,869	58,869
EPS	0.87	0.44	0.48	0.56	0.78	0.91	1.01
Operating cash flow per share	1.20	1.00	0.46	1.44	1.65	1.87	1.99
Free cash flow per share	0.38	0.78	0.23	0.34	0.60	0.82	0.93
Book value per share	2.16	2.83	2.77	2.83	3.11	3.43	3.76
Dividend per share	0.00	0.51	0.41	0.50	0.58	0.68	0.71
Dividend payout ratio, %	0.0	116.8	86.0	88.9	75.2	74.7	70.0
Dividend yield, %	0.0	6.0	5.7	7.0	5.8	6.7	7.0
FCF yield, %	0.0	9.1	3.2	4.7	5.9	8.1	9.2
<b>Efficiency measures</b>							
ROE	47.5	23.9	17.0	20.1	26.1	27.7	28.1
ROCE	12.9	14.1	12.1	11.3	11.4	12.9	13.9
<b>Financial ratios</b>							
Inventories as % of sales	21.2	20.0	21.4	21.9	22.0	22.0	22.0
Receivables as % of sales	2.1	2.3	2.8	2.5	2.5	2.5	2.4
Non-interest bearing liabilities as % of sales	12.1	13.3	13.5	14.1	14.0	14.0	14.0
NWC/sales, %	11.2	8.7	10.3	10.0	10.2	10.2	10.2
Operative CAPEX/sales, %	2.4	1.7	1.7	5.7	6.5	6.3	6.2
CAPEX/sales (incl. acquisitions), %	2.4	1.7	1.7	4.0	6.5	6.3	6.2
FCFF/EBITDA	0.5	0.8	0.3	0.3	0.7	0.8	0.8
Net debt/EBITDA, book-weighted	4.2	1.8	2.4	3.4	2.9	2.6	2.4
Debt/equity, market-weighted	0.0	0.3	0.4	0.4	0.3	0.3	0.3
Equity ratio, book-weighted	10.9	36.3	35.2	23.1	24.4	26.5	28.6
Gearing, %	509.6	69.6	82.3	227.0	203.6	177.8	155.4

OWNERSHIP STRUCTURE	SHARES	EURm	%
Takoa Invest	10,267,688	103.909	17.4%
Keskinäinen Työeläkevakuutusyhtiö Elo	4,750,000	48.070	8.1%
Keskinäinen työeläkevakuutusyhtiö Varma	4,343,252	43.954	7.4%
Sijoitusrahasto Nordea Pro Suomi	2,670,267	27.023	4.5%
OP-Suomi Arvo -sijoitusrahasto	1,870,606	18.931	3.2%
Keskinäinen Eläkevakuutusyhtiö Ilmarinen	1,388,574	14.052	2.4%
Fondita Nordic Small Cap -sijoitusrahasto	863,000	8.734	1.5%
Eläkevakuutusosakeyhtiö Veritas	810,000	8.197	1.4%
OP-Suomi Pieniyhtiöt -sijoitusrahasto	802,936	8.126	1.4%
Sijoitusrahasto Nordea Nordic Small Cap	769,128	7.784	1.3%
Ten largest	28,535,451	288.779	48%
Residual	30,333,301	306.973	52%
Total	58,868,752	595.752	100%

## COMPANY MISCELLANEOUS

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CFO: Markku Pirskanen

IR: Maarit Mikkonen

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## DEFINITIONS

P/E	$\frac{\text{Price per share}}{\text{Earnings per share}}$	EPS	$\frac{\text{Profit before extraord. items and taxes} - \text{income taxes} + \text{minority interest}}{\text{Number of shares}}$
P/BV	$\frac{\text{Price per share}}{\text{Shareholders' equity} + \text{taxed provisions per share}}$	DPS	Dividend for the financial period per share
Market cap	Price per share * Number of shares	OCF (Operating cash flow)	EBITDA – Net financial items – Taxes – Increase in working capital – Cash NRIs ± Other adjustments
EV (Enterprise value)	Market cap + net debt + minority interest at market value – share of associated companies at market value	FCF (Free cash flow)	Operating cash flow – operative CAPEX – acquisitions + divestments
EV/Sales	$\frac{\text{Enterprise value}}{\text{Sales}}$	FCF yield, %	$\frac{\text{Free cash flow}}{\text{Market cap}}$
EV/EBITDA	$\frac{\text{Enterprise value}}{\text{Earnings before interest, tax, depreciation and amortization}}$	Operative CAPEX/sales	$\frac{\text{Capital expenditure} - \text{divestments} - \text{acquisitions}}{\text{Sales}}$
EV/EBIT	$\frac{\text{Enterprise value}}{\text{Operating profit}}$	Net working capital	Current assets – current liabilities
Net debt	Interest bearing debt – financial assets	Capital employed/Share	$\frac{\text{Total assets} - \text{non-interest bearing debt}}{\text{Number of shares}}$
Total assets	Balance sheet total	Gearing	$\frac{\text{Net debt}}{\text{Equity}}$
Div yield, %	$\frac{\text{Dividend per share}}{\text{Price per share}}$	Debt/Equity, %	$\frac{\text{Interest bearing debt}}{\text{Shareholders' equity} + \text{minority interest} + \text{taxed provisions}}$
Payout ratio, %	$\frac{\text{Total dividends}}{\text{Earnings before extraordinary items and taxes} - \text{income taxes} + \text{minority interest}}$	Equity ratio, %	$\frac{\text{Shareholders' equity} + \text{minority interest} + \text{taxed provisions}}{\text{Total assets} - \text{interest-free loans}}$
ROCE, %	$\frac{\text{Profit before extraordinary items} + \text{interest expenses} + \text{other financial costs}}{\text{Balance sheet total} - \text{non-interest bearing debt (average)}}$	CAGR, %	Cumulative annual growth rate = Average growth per year
ROE, %	$\frac{\text{Profit before extraordinary items and taxes} - \text{income taxes}}{\text{Shareholder's equity} + \text{minority interest} + \text{taxed provisions (average)}}$		



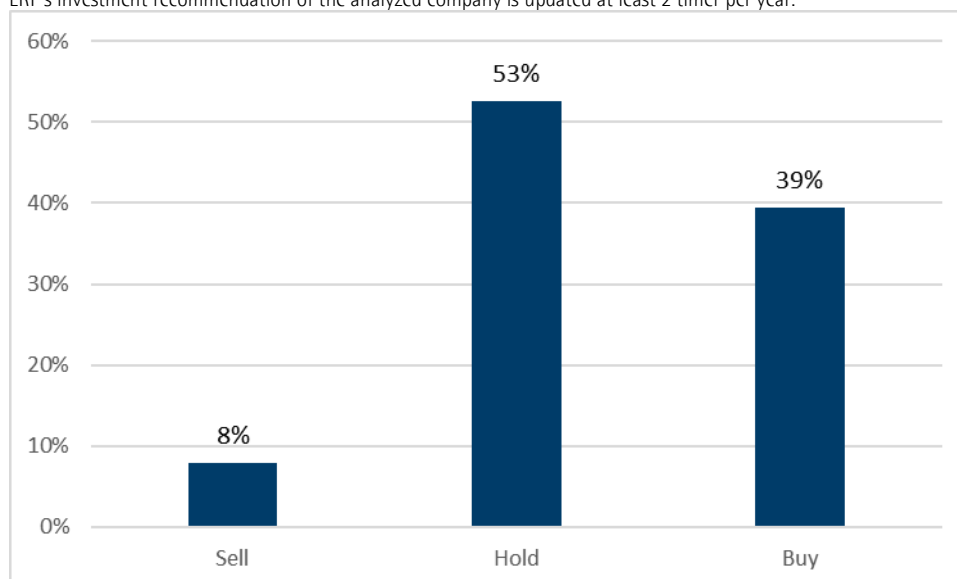
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< -10 %	SELL
-10 – (+10) %	HOLD
> 10 %	BUY

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

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