COMMISSIONED RESEARCH

16 July 2026

DNB Carnegie® Access

RESULTS UPDATE

Commercial Services & Supplies

Fair value: SEK18.5–24.0

Share price: SEK15.2

ITAB Group

Solid foundation with margin expansion focus – Q2 review

Research analysts:

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ITAB's Q2 was slightly weaker than we forecast, with retail customers remaining cautious in deploying capex, but good cost control and synergy realisation supporting profit. We make only minor forecast changes related to near-term demand and phasing of costs implying a 6% cut to 2026e EPS but only tweaked 2027–28e forecasts. New CEO Björn Borgman sent a positive message with a near-term agenda focused on profit margin expansion over sales growth, which sounds logical to us. We still see a solid industrial roll-up name, with the new CEO having the right credentials to continue the growth from a 2027–28e perspective. We reiterate our fair value range of SEK18.5–24.0 per share.

Q2 review. ITAB's Q2 was slightly weaker than we forecast but ahead of company-collected consensus, showing revenue growth of -1.3% Y/Y with its key retail customer remaining cautious to start new investment projects. The gross margin was slightly weaker at 23.9% Y/Y (-28bps) with good cost control and cost synergy realisation still supporting a widening adj. EBITA margin of 5.6% (+23bps Y/Y), for adj. EBITA of SEK180m (up 3% Y/Y), 3% ahead of consensus.

Minor forecast changes. We make minor forecast changes, allowing for a continued soft market near term and earlier phasing of integration cost, implying a 6% cut to our 2026e EPS but only 1% to 2027–28e, still indicating an adj. EPS CAGR of 27% for 2025–28e. ITAB's new CEO Björn Borgman detailed an intensive onboarding phase with positive feedback on ITAB's strategic position and local customer focus. He reiterated a medium-term focus on finalising the HMY integration, delivery of the earlier-indicated EUR30m synergy potential and raising performance towards the 7–9% EBIT margin target rather than driving sales growth.

Fair value reiterated at SEK18.5–24.0 per share, with the range reflecting the potential to create a European market leader in the retail fittings and technology segments. Our valuation blends ITAB's historical LTM valuation, our relative peer group valuation and DCF.

Changes in this report

	From	To	Chg
EPS adj. 2026e	1.78	1.68	-6%
EPS adj. 2027e	2.38	2.36	-1%
EPS adj. 2028e	2.77	2.76	-1%

Upcoming events

Q3 Report	03 Nov 2026
Q4 Report	10 Feb 2027

Key facts

No. shares (m)	256.6
Market cap. (USDm)	404
Market cap. (SEKm)	3,890
Net IB Debt. (SEKm)	2,453
Adjustments (SEKm)	0
EV (2026e) (SEKm)	6,343
Free float	55.3%
Avg. daily vol. ('000)	254
BBG	ITAB SS
Fiscal year end	December
Share price as of (CET)	16 Jul 2026 15:21

Key figures (SEK)	2025	2026e	2027e	2028e
Sales (m)	12,780	13,042	13,955	14,653
EBITDA (m)	1,083	1,241	1,496	1,656
EBIT (m)	580	742	995	1,152
EPS	0.54	1.48	2.27	2.76
EPS adj.	0.88	1.68	2.36	2.76
DPS	0.00	0.40	0.65	0.80
Sales growth Y/Y	94%	2%	7%	5%
EPS adj. growth Y/Y	-43%	90%	41%	17%
EBIT margin	4.5%	5.7%	7.1%	7.9%
P/E adj.	17.2	9.0	6.4	5.5
EV/EBIT	13.0	8.6	5.9	4.6
EV/EBITA	11.8	7.9	5.5	4.4
EV/EBITDA	6.9	5.1	3.9	3.2
P/BV	0.9	0.8	0.8	0.7
Dividend yield	0.0%	2.7%	4.3%	5.3%
FCF yield	8.3%	12.4%	14.8%	18.0%
Equity/Total Assets	35.2%	37.5%	39.9%	42.3%
ROCE	8.0%	8.3%	10.7%	11.7%
ROE adj.	5.2%	9.7%	12.4%	13.1%
Net IB debt/EBITDA	2.8	2.0	1.3	0.9

Share price – 5-year

High/Low (12M) **SEK20.9/13.3**

Perf.	3M	6M	12M	YTD
Abs.	0.80	-20.88	-20.63	-13.86
Rel.	0.77	-21.65	-34.57	-18.66

Source: DNB Carnegie (estimates), FactSet, Infront & company data

Equity story

Near term: within 12M

Quarterly volatility remains high in the integration phase of the transformative HMY acquisition and with a market demand backdrop still being for cautious retail customers looking at deploying investments in new and upgrading old stores. We see potential to create a European market leader in the retail fittings and technology segments.

Long term outlook: 5Y+

With the acquisition of HMY, ITAB has become the European market leader with global reach in the segment of retail store fittings, with a strong offering also in retail technology systems and lighting products, delivering on an impressive sector roll-up strategy. The sector is still highly fragmented, so assuming ITAB/HMY is fully integrated with strong financials re-established, the new foundation should be well placed to continue to drive sector consolidation and shareholder-friendly capital allocations.

Key risks:

- Market demand not recovering as expected.
- Weak consumer confidence affecting market demand more than expected and ITAB not able to offset it.
- ITAB failing to successfully integrate HMY, with the combined operation not able to realise its potential.
- Fragmented market with many local/regional competitors with large customers making for a tough competitive market environment with a high price focus in the traditional segments of retail store fittings.

Company description

ITAB Group is the leading European supplier of retail solutions including consultative design services, custom-made interiors, checkout systems, consumer guidance solutions, professional lighting systems and interactive digital solutions for the physical store. ITAB has a long history of industrial roll-up, most recently acquiring the similar sized French peer HMY, doubling its size and strengthening its geographic footprint, now having 22 production facilities in 16 countries with its offering sold in more than 40 countries around the world.

Key industry drivers

- Retailer demand to create a more efficient and revenue-generating operation.
- Retailer demand to establish new stores and refurbishing existing sites to expand their operations.

Industry outlook

- Generally wide variability among retail customers depending on financial strength and growth opportunities in their sub-sectors.
- Still-solid demand for high-ROI offerings.

Largest shareholders, capital

Pomona-gruppen	15.7%
Petter Fägersten	10.3%
Stig-Olof Simonsson	8.4%

Cyclicality

Cyclicality: Yes

Mid

Key peers

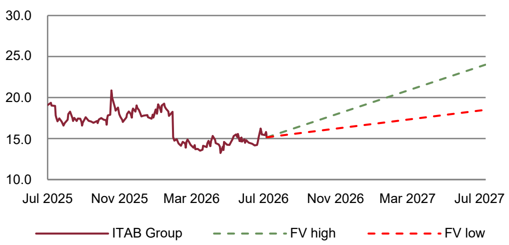
SME industrial peers: Alligo AB, Alimak AB, Bergman & Beving AB, Coor Service Management, Nederman AB, Fagerhult AB.

Nordic retail peers: H&M AB, Axfood AB, Clas Ohlson AB, Europris AS, Tokmanni Oy, Byggmax AB.

Valuation and methodology

Our valuation blends ITAB's historical LTM valuation, our relative peer group valuation and DCF. The low end of our fair value range is supported by the low end of our peer group relative valuation. The high end of our fair value range is supported by the high end of ITAB's own historical LTM valuation applied to our 2026 forecast, the high end of our peer group relative valuation and the low end of our DCF valuation range.

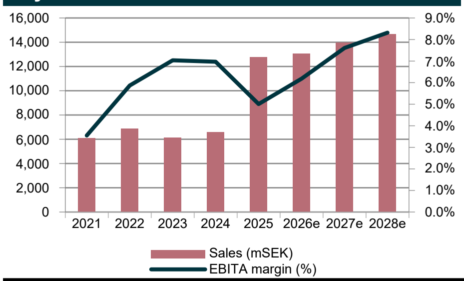
Fair value range 12M



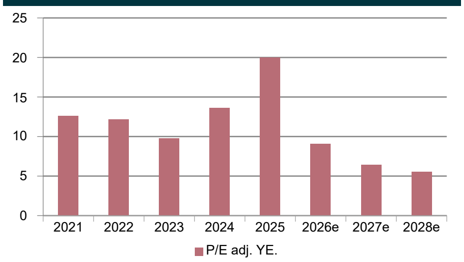
High end of fair value range: Moving from a product focus to solutions and systems orientation offers potential to become a preferred supplier to more of Europe's retail sector. Promising growth platform in Retail Technology. Our high-end fair value is supported by our low-end DCF valuation and the high-end of ITAB's own historical LTM valuation applied to our 2026 forecasts.

Low end of fair value range: Competitive and fragmented market, with key customers generally being large, with a keen cost focus, putting pressure on the supplier base. Our low-end fair value is supported by the low end of the relative peer group valuation.

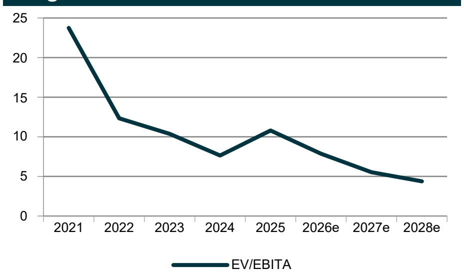
Key metrics



P/E 12-months forward



Long-term valuation trend



Source: DNB Carnegie (estimates) & company data

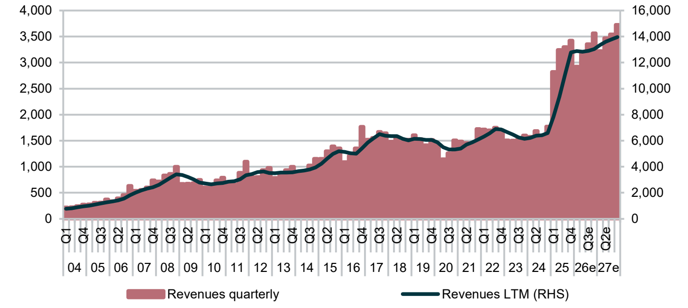
Q2 2026 update

ITAB Group – Q2 2026 deviation table – DNB Carnegie forecasts and consensus

ITAB Group	Last four quarters				Q2 26	Q2 26e		Dev (%)		Dev (Abs)		Next four quarters			
(SEKm, exp share)	Q2 25	Q3 25	Q4 25	Q1 26	Actual	DCAR	Cons.	DCAR	Cons.	DCAR	Cons.	Q3 26e	Q4 26e	Q1 27e	Q2 27e
Net sales	**3,242**	**3,297**	**3,422**	**2,922**	**3,201**	**3,225**	**3,117**	-1%	3%	-24	84	**3,355**	**3,564**	**3,223**	**3,469**
Y/Y chg	92.4%	112.3%	93.2%	3.7%	-1.3%	-0.5%	-3.9%	-0.7 pp	2.6 pp			1.8%	4.1%	10.3%	8.4%
Organic Y/Y	**-2.7%**	**8.1%**	**3.3%**	**-7.1%**	**-0.7%**	**0.0%**		-0.7 pp				**2.0%**	**3.0%**	**7.0%**	**7.0%**
Acquired Y/Y	99.3%	107.0%	95.0%	16.0%	0.1%	0.1%		0.0 pp				0.1%	0.1%	0.0%	0.0%
FX / other Y/Y	-4.2%	-2.8%	-5.1%	-5.3%	-0.6%	-0.6%		0.0 pp				-0.3%	1.0%	3.3%	1.4%
Gross profit	**784**	**803**	**748**	**735**	**765**	**796**	**766**	**-4%**	**0%**	**(31)**	**(1)**	**821**	**847**	**801**	**857**
Gross margin	24.2%	24.4%	21.9%	25.2%	23.9%	24.7%	24.6%	-0.8 pp	-0.7 pp			24.5%	23.8%	24.9%	24.7%
EBITDA adj	**291**	**369**	**313**	**274**	**288**	**298**	**285**	-3%	1%	(10)	3	**358**	**391**	**316**	**350**
Adj EBITDA margin	9.0%	11.2%	9.1%	9.4%	9.0%	9.2%	9.1%	-0.2 pp	-0.1 pp			10.7%	11.0%	9.8%	10.1%
Depr	(116)	(111)	(115)	(110)	(108)	(110)	(111)	2%	3%	2	3	(108)	(108)	(108)	(108)
EBITA adj	**175**	**258**	**198**	**164**	**180**	**188**	**174**	-4%	3%	(8)	6	**250**	**283**	**208**	**242**
Adj EBITA margin	5.4%	7.8%	5.8%	5.6%	5.6%	5.8%	5.6%	-0.2 pp	0.0 pp			7.5%	8.0%	6.5%	7.0%
Amort	(16)	(16)	(17)	(17)	(16)	(17)	(18)	6%	11%	1	2	(16)	(16)	(16)	(17)
EBIT adj	**159**	**242**	**181**	**147**	**164**	**171**	**156**	**-4%**	**5%**	**(7)**	**8**	**234**	**267**	**192**	**225**
Adj EBIT margin	**4.9%**	**7.3%**	**5.3%**	**5.0%**	**5.1%**	**5.3%**	**5.0%**	-0.2 pp	0.1 pp			**7.0%**	**7.5%**	**6.0%**	**6.5%**
IAC / one-offs	(39)	(22)	(67)	(5)	(26)	(20)	(18)	30%	44%	(6)	(8)	(20)	(20)	(20)	(15)
EBIT	120	220	114	142	138	151	138	-9%	0%	(13)	-	214	247	172	210
Net financials	(72)	(53)	(58)	(50)	(48)	(41)	(48)	17%	0%	(7)	-	(42)	(38)	(33)	(33)
Pre tax profit	**48**	**167**	**56**	**92**	**90**	**110**	**89**	-18%	1%	(20)	1	**172**	**210**	**140**	**177**
Tax / Minority	(33)	(76)	(68)	(27)	(35)	(41)	(34)	15%	-3%	6	(1)	(55)	(69)	(48)	(62)
Net profit	15	91	(12)	65	55	69	52	-21%	6%	(14)	3	117	141	91	115
EPS	0.1	0.4	(0.0)	0.3	0.2	0.3	0.2	-21%	-3%	(0.1)	(0.0)	0.5	0.6	0.4	0.4
DPS															
FCF	(154)	(111)	692	105	(211)	2		-9861%		(213)		145	442	(17)	92
FCF (LTM)	59	(143)	321	532	475	688		-31%		(213)		731	482	360	663
Net debt	2,947	3,070	2,332	2,167	2,424	2,165		0		259		2,279	1,892	1,909	1,936
Net Debt / EBITDA	3.97	3.26	2.18	2.07	2.32	2.05		0.13		0.27		2.20	1.70	1.65	1.59
Segments															
Sales by geography (SEKm)															
Nothern Europe	389	306	416	441	423	387		9%				311	433	398	458
Central Europe	361	485	458	381	365	359		2%				494	477	424	396
UK & Ireland	261	266	286	219	188	260		-28%				271	298	241	204
Southern Europe	1,592	1,496	1,614	1,376	1,680	1,584		6%				1,522	1,681	1,547	1,820
Eastern Europe	238	245	256	178	230	237		-3%				249	267	228	249
RoW	401	499	392	327	315	399		-21%				508	408	385	341
Sales - Group	3,242	3,297	3,422	2,922	3,201	3,225	3,117	-1%	3%	(24)	84	3,355	3,564	3,223	3,469
Sales by customer split (SEKm)															
Grocery	1,609	1,686	1,745	1,521	1,699	1,679	-	1%				1,764	1,874	1,695	1,824
Home improvement	255	321	412	288	279	318	-	-12%				311	330	298	321
Fashion	388	466	357	306	352	338	-	4%				361	383	346	373
Other	990	824	908	807	871	891	-	-2%				919	977	883	951
Sales - Group	3,242	3,297	3,422	2,922	3,201	3,225	3,117	-1%	3%	(24)	84	3,355	3,564	3,223	3,469

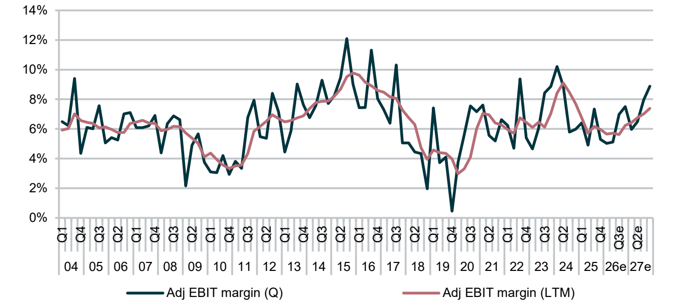
Source: DNB Carnegie (estimates) & company (collected consensus 16 July 2026 & historical data)

ITAB revenue quarterly and LTM (SEKm)



Source: DNB Carnegie (estimates) & company data

ITAB EBIT margin quarterly and LTM



Source: DNB Carnegie (estimates) & company data

ITAB's Q2 2026 was slightly weaker than we forecast but was slightly ahead of the company-collected consensus, being the first report with new CEO Björn Borgman in charge and now having HMY fully in the Y/Y comparison period. The 1% organic revenue decrease Y/Y indicated no real drama as such, but more a continuation of earlier patterns with retail customers remaining tentative about new projects and delaying already planned investments, sounding similar to the last few quarters' commentary.

Given management's commentary on the underlying geographic development in Q2 2026 (positive trend in the Nordics and the US, stable demand in Spain and France, and weaker in the UK and Italy) and calculating backwards on the reported numbers, we have decided to continue to de-bundle the old legacy operations of ITAB and HMY to understand the underlying development better. The table below with our estimated breakdown indicates that the ITAB legacy operation faced tough Y/Y comparables for Q2, suggesting more of an organic headwind than for legacy HMY operation.

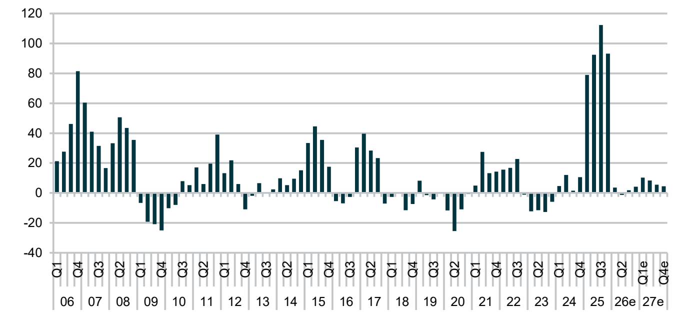
ITAB and HMY 'estimated' breakdown on legacy operations (SEKm)

	2024					2025					2026
ITAB legacy ops	**Q1(a)**	**Q2(a)**	**Q3(a)**	**Q4(a)**	**FY(a)**	**Q1(a)**	**Q2**	**Q3**	**Q4**	**FY**	**Q1**
Sales	**1,576**	**1,685**	**1,553**	**1,771**	**6,585**	**1,703**	**1,569**	**1,635**	**1,740**	**6,647**	**1,440**
YOY sales growth	*4.7%*	*12.0%*	*1.6%*	*10.6%*	*7.3%*	*8.1%*	*-6.9%*	*5.3%*	*-1.8%*	*0.9%*	*-15.4%*
Organic growth	*4.6%*	*11.7%*	*4.2%*	*10.2%*	*7.7%*	*8.2%*	*-2.1%*	*8.6%*	*3.3%*	*4.3%*	*-10.2%*
FX impact	*0.1%*	*0.3%*	*-2.6%*	*0.5%*	*-0.4%*	*-0.1%*	*-4.8%*	*-3.3%*	*-5.1%*	*-3.3%*	*-5.3%*
Gross profit	**476**	**498**	**437**	**467**	**1,878**	**481**	**442**	**457**	**441**	**1,822**	**407**
gross margin	*30.2%*	*29.6%*	*28.1%*	*26.4%*	*28.5%*	*28.3%*	*28.2%*	*27.9%*	*25.4%*	*27.4%*	*28.3%*
EBIT excl NRI	**161**	**150**	**90**	**106**	**507**	**146**	**101**	**123**	**114**	**483**	**77**
EBIT margin	*10.2%*	*8.9%*	*5.8%*	*6.0%*	*7.7%*	*8.6%*	*6.4%*	*7.5%*	*6.5%*	*7.3%*	*5.4%*
HMY legacy ops											
Sales	**1,271**	**1,748**	**1,803**	**1,872**	**6,694**	**1,605**	**1,673**	**1,662**	**1,682**	**6,622**	**1,482**
YOY sales growth					*7.8%*	*26.3%*	*-4.3%*	*-7.8%*	*-10.1%*	*-1.1%*	*-7.7%*
Organic growth					*8.2%*	*26.7%*	*0.5%*	*-4.9%*	*-5.6%*	*2.1%*	*-3.0%*
FX impact					*-0.4%*	*-0.4%*	*-4.8%*	*-2.9%*	*-4.6%*	*-3.2%*	*-4.8%*
Gross profit	**246**	**393**	**351**	**381**	**1,370**	**329**	**342**	**346**	**307**	**1,323**	**328**
gross margin	*19.3%*	*22.5%*	*19.4%*	*20.3%*	*20.5%*	*20.5%*	*20.4%*	*20.8%*	*18.2%*	*20.0%*	*22.1%*
EBIT excl NRI	**25**	**149**	**140**	**96**	**411**	**50**	**58**	**119**	**67**	**295**	**70**
EBIT margin	*2.0%*	*8.5%*	*7.8%*	*5.1%*	*6.1%*	*3.1%*	*3.5%*	*7.2%*	*4.0%*	*4.5%*	*4.7%*

Source: DNB Carnegie (estimates & breakdowns) & company

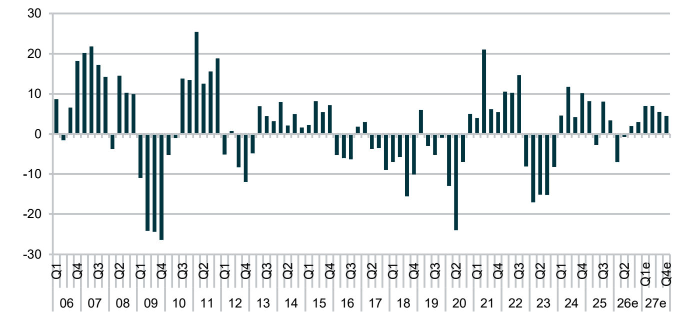
Looking at profitability, we would expect both the legacy operations to have seen margin erosion Y/Y but with a larger negative impact in the legacy ITAB operations, with the negative impact on HMY offset by the increasing cost synergy realisations (now detailed to have reached close to half of the indicated EUR30m synergies) positively impacting both the gross and adj. EBIT margin for HMY Y/Y.

ITAB revenue growth YOY %



Source: DNB Carnegie (estimates) & company

ITAB organic growth YOY %



Source: DNB Carnegie (estimates) & company

However, with the HY consolidation period (February 2025 to January 2026) now behind us, 2026 benefits from being compared to reported actual numbers rather than adjusted pro-forma figures, making the performance analysis more straightforward.

Looking at Q2 2026, ITAB reported a revenue decrease of 1.3% Y/Y (organic -0.7%, acquisitions +0.1%, currency -0.6%) to SEK3,201m, 1% below our expectation (SEK3,225m) and 3% ahead of the company-collected consensus (SEK3,117m), mirroring the demand environment with still tentative customer investment deployment. Even as the gross margin was slightly weaker than forecast narrowing by 28bps Y/Y, the adj. EBITA margin widened by 23bps Y/Y to 5.6%, for an adj. EBITA of SEK180m (+3% Y/Y), 4% below our forecast (3% above the company-collected consensus of SEK174m), implying good general cost control and cost synergy realisation in the quarter.

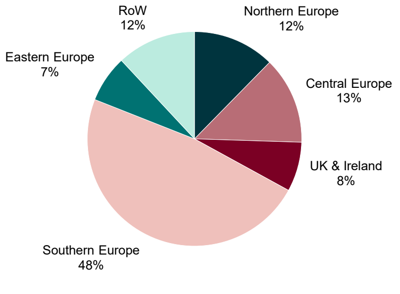
ITAB/HMY pro-forma financials and DNB Carnegie forecasts (SEKm)

	2024 Q1(a)	Q2(a)	Q3(a)	Q4(a)	2024 FY(a)	2025 Q1(a)	Q2	Q3	Q4	2025 FY	2026e Q1	Q2	Q3e	Q4e	2026e FYe	2027e FYe
Net sales	**2,847**	**3,433**	**3,356**	**3,643**	**13,279**	**3,308**	**3,242**	**3,297**	**3,422**	**13,269**	**2,922**	**3,201**	**3,355**	**3,564**	**13,042**	**13,955**
Y/Y chg					8%	16%	-6%	-2%	-6%	0%	-12%	-1%	2%	4%	-2%	7%
Gross profit	**722**	**891**	**788**	**827**	**3,227**	**822**	**784**	**803**	**748**	**3,157**	**745**	**775**	**821**	**847**	**3,187**	**3,448**
gross margin	25.4%	26.0%	23.5%	22.7%	24.3%	24.8%	24.2%	24.4%	21.9%	23.8%	25.5%	24.2%	24.5%	23.8%	24.4%	24.7%
OpEX	-424	-479	-444	-503	-1,850	-502	-493	-434	-435	-1,864	-471	-487	-462	-455	-1,876	-1,918
EBITDA excl NRI	298	412	344	324	1,377	320	291	369	313	1,293	274	288	358	391	1,312	1,531
EBITDA margin	10.5%	12.0%	10.2%	8.9%	10.4%	9.7%	9.0%	11.2%	9.1%	9.7%	9.4%	9.0%	10.7%	11.0%	10.1%	11.0%
Depreciation	-111	-112	-113	-122	-460	-116	-116	-111	-115	-458	-110	-108	-108	-108	-434	-434
EBITA excl NRI	**186**	**299**	**230**	**201**	**918**	**204**	**175**	**258**	**198**	**835**	**164**	**180**	**250**	**283**	**878**	**1,097**
EBITA margin	**6.5%**	**8.7%**	**6.9%**	**5.5%**	**6.9%**	**6.2%**	**5.4%**	**7.8%**	**5.8%**	**6.3%**	**5.6%**	**5.6%**	**7.5%**	**8.0%**	**6.7%**	**7.9%**
Y/Y chg					34%	9%	-42%	12%	-2%	-9%	-20%	3%	-3%	43%	5%	25%
Amortisation	0	0	0	0	0	-11	-16	-16	-17	-60	-17	-16	-16	-16	-65	-67
EBIT excl NRI	186	299	230	201	918	209	159	242	181	791	147	164	234	267	813	1,030
EBIT margin	6.5%	8.7%	6.9%	5.5%	6.9%	6.3%	4.9%	7.3%	5.3%	6.0%	5.0%	5.1%	7.0%	7.5%	6.2%	7.4%

Source: DNB Carnegie (estimates) & company

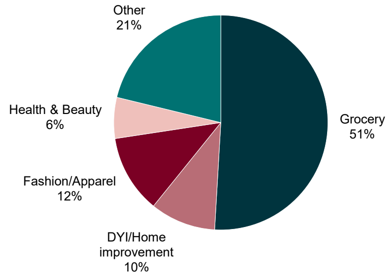
Looking at the customer sales mix, Grocery (up 4% Y/Y) continued to show stability representing 53% of Q2 group revenue. The remaining segments have a higher quarterly volatility, with the DIY/Home Improvement (up 9% Y/Y) showing growth balancing a weaker Q1 with the other smaller segments decreasing by 9–13% after stronger Q1s making for a more or less stable progress during H1 2026. Geographically, Northen Europe show the highest growth (Q2 +9% Y/Y) against weak Y/Y comparables and encouragingly Southern Europe (+6% Y/Y) also shows steady progress, even as Italy is indicated to have negative sales development, with it now being the largest region at 52% of the Q2 geographical mix. On the weaker side, UK & Ireland and Rest of the World, were down 28% and 21% Y/Y respectively, with the former being more a consequence of normal project deliveries and the later an impact of the Middle East being impacted by the geopolitical uncertainty.

ITAB geographical revenue breakdown LTM Q2 2026



Source: DNB Carnegie (compilation & estimates) & company data

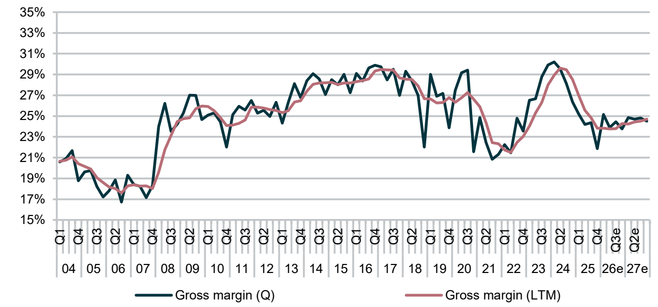
ITAB customer segment revenue breakdown LTM Q2 2026



Source: DNB Carnegie (compilation) & company data

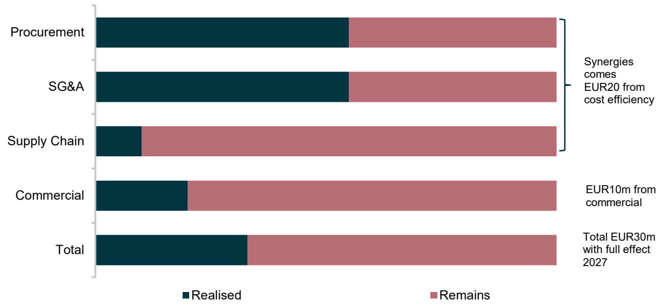
ITAB management still indicates that retail customers remain cautious on investing in new stores and upgrading existing stores, with the recent addition of the US-Iran war in the Middle East, increasing raw material price and interest rates clearly not improving the market momentum. However, Q1 trade fair, EuroShop, also confirmed that interest in operating efficiency solutions (such as self-checkouts and other self-service solutions, as well as technical and digital solutions for loss prevention) remains significant, with less of a general market trend and demand more customer-specific (largely depending on the customer's own financial strength).

ITAB gross margin quarterly and LTM



Source: DNB Carnegie (estimates) & company data

Cost synergy realisation Q2 2026

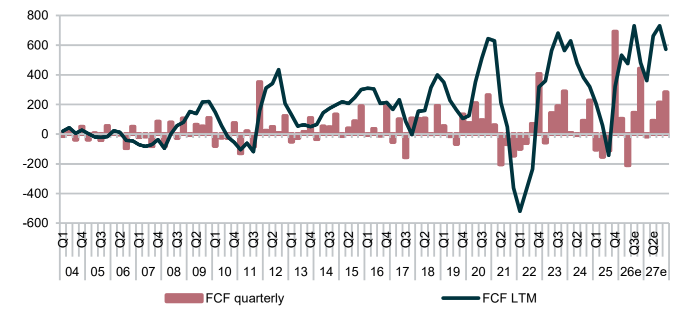


Source: DNB Carnegie (compilation & estimates) & company (historical data)

The Q2 gross margin was slightly weaker Y/Y at 23.9% (-28bps Y/Y) seemingly related a weaker mix (more HMY store fittings and less ITAB technology products) and a mismatch between the escalating cost inflation still not passed on through price management (normally a 3-6 months process), partly offset by the increasing cost synergy realisation. ITAB detailed that about half of the highlighted EUR30m in HMY related synergies now has been realised, with good progression on the remaining synergy, with full delivery still expected in 2027.

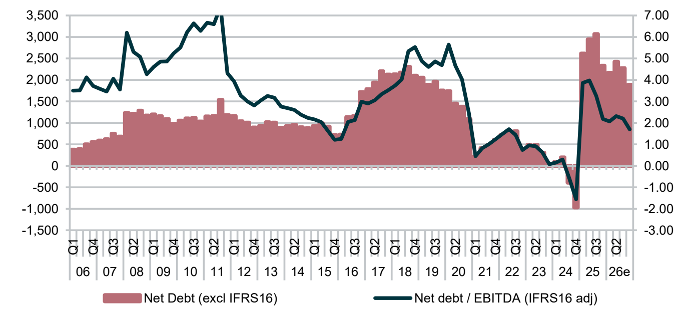
In Q2, ITAB booked SEK26m in non-recurring costs related to acquisition, integration and restructuring cost and we continue to factor in SEK100m in integration costs in our updated forecasts for 2026–27 implying soe front-end loading of the cost hitting Q2 with less of an effect on average in coming quarters.

ITAB FCF quarterly and LTM (SEKm)



Source: DNB Carnegie (estimates) & company data

ITAB net debt IFRS16 adj (SEKm) and net debt to EBITDA (RHS)



Source: DNB Carnegie (estimates) & company data

Q2 FCF generation was much weaker than we forecast, at SEK-211m (SEK-154m Y/Y), with management highlighting the normal seasonal effect of working capital build-up, with more of a Q4 release, indicating more of a timing than a structural effect. Even with the larger negative seasonal impact of FCF, we find ITAB's financials in good shape with and end-Q2 2026 net debt of SEK3,041m (SEK2,424m excluding IFRS16-related leasing debt), implying net debt/adj. EBITDA of 2.44x LTM (2.32x excluding IFRS16-related leasing debt).

The new CEO Björn Borgman sent a positive message on his first impression of the ITAB Group having had an intensive onboarding since joining in May detailing a strong strategic position combined with an impressive local customer focus. He also alluded to finding pockets of local suboptimisation and the need to create a more flexible cost structure being a potential source of additional cost synergies in the longer term. However, medium-term priorities remain to successfully integrate HMY, fully realise the indicated EUR30m deal synergies and set profitability ahead of growth with the objective to reach the targeted 7–9% EBIT margin. When the profit level is reestablished, the future is clearly towards balanced investments to further strengthen ITAB's leading position in Retail Tech and with Global Brand Specialty Retailers implying a profitable growth focus also including an updated acquisition agenda. This is something our updated forecasts support.

We make only minor forecast changes post-Q2 including slightly weaker organic revenue trajectory short term and an earlier phasing of integration costs, still seeing a full synergy realisation (EUR30m indicated) by 2027e. This implies 6% cuts to our 2026e EPS and almost unchanged 2027–28e EPS, which still suggests an adj. EPS CAGR of 27% for 2025–28e, driven by the HMY acquisition, and a strong acceleration compared to the EPS CAGR of 13% between 2019–25.

Comparing our updated forecasts with ITAB's financial targets, we still expect ITAB to report revenue growth over 2026–28 that broadly matches its targeted 4–8%. While the 2026e EBIT margin is forecast to still be below its 7–9% target, we still expect Y/Y expansion over 2025 and with the support from continued synergy realisation we see ITAB the target range within reach in 2027–28e. We forecast cash conversion to be slightly weaker than its targeted 80% during the period but still expect improving FCF generation. We saw headroom for ITAB to restart its dividend distribution already in 2025, which the strengthening financials so far in 2026 proved correct, even as ITAB's board proposed that no dividend should be paid for 2025, and our forecasts still allow for a return to a 30% pay-out ratio for 2026–28e.

ITAB financial targets and DNB Carnegie estimates

	Average	Reported - fiscal years				ITAB Group	DNB Carnegie estimates		
	2003-2021	2022	2023	2024	2025	target	2026e	2027e	2028e
Sales growth	13.4%	12.8%	-10.6%	7.3%	94.1%	4-8%	2.0%	7.0%	5.0%
Organic sales growth	2.2%	6.9%	-13.9%	7.7%	4.2%	-	-0.7%	6.0%	5.0%
EBIT margin	6.2%	6.5%	7.0%	7.7%	6.0%	7-9%	6.2%	7.4%	7.9%
Cash conversion	68%	80%	118%	88%	73%	>80%	69%	66%	70%
Dividend of net profit	24%	41%	58%	0%	0%	>30%	27%	29%	29%

Source: DNB Carnegie (estimates) & company

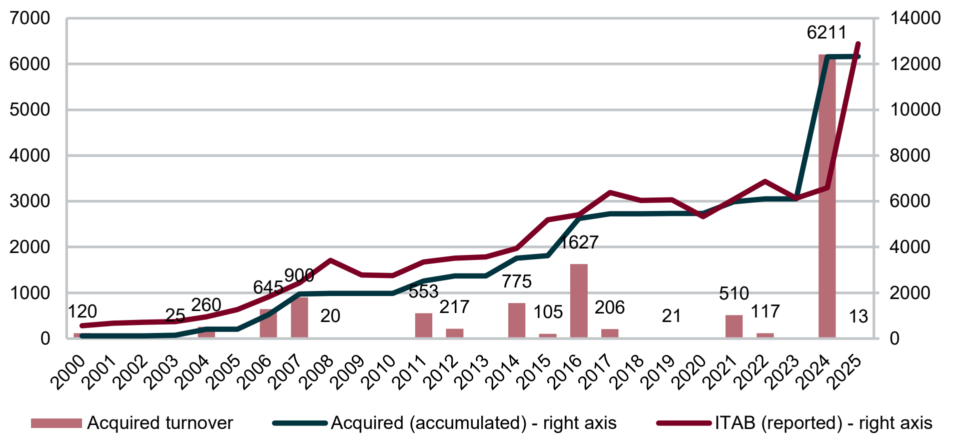
ITAB acquisition history

ITAB acquisition and disposal log

Year	con.	Target	Price (SEKm)	Sales (SEKm)	OpP (SEKm)	OpP margin	EVS (x)	EVOpP (x)	comment
2025	Dec	Blink AB	26	13.0	5.1	39.3%	1.96	5.0	Swedish design agency
	May	Signatrix GmbH (Ge)							German Retail AI startup becoming wholly owned
2024	Dec	Nuco Sourcing (HK) Co Ltd (HK)	25						Disposal of Chinese lighting component company
	May	Financière HMY (Fr)	3616	6116	568	9.3%	0.59	6.4	Leading European store fittings group
	May	Signatrix GmbH (Ge)	23						German Retail AI startup (18% holding)
	May	Imola Retail Solutions Srl (It)	12						19% option to make operation whole owned utilised
2023	May	OmboriGrid AB	15						21% shareholding disposed
2022	Feb	Oy Checkmark Ltd (Fi)	53	117	19.1	16.4%	0.45	2.8	Nordic supplier of checkout and store guidance tech
2021	Apr	La Fortezza Sudamericana SA (Arg)	19						Remaining 15% of subsidiary in South America
	Jan	Imola Retail Solutions Srl (It)	57	510	30.0	5.9%	0.14	2.3	81% holding (+opt) in Cefla's unit retail solutions
2019	Jul	Ombori Apps AB	15	21.0	0.4	1.8%	2.38	-	30% holding in digital shop experience company
2017	Jul	D&L Lichtplanung GmbH (It)	151	206	22.6	11.0%	0.73	6.7	Leading German store lighting company
2016	May	La Fortezza Group (It)	990	1291	116.2	9.0%	0.77	8.5	Leading Southern European store fittings company
	May	Pikval Group Oy (Fi)	61	159	12.7	8.0%	0.38	4.8	Finnish producer of concept store fittings
	May	MB Shop Design i Hillerstorp	106	140	17.3	12.4%	0.76	6.1	Swedish producer concept store fittings
	Apr	LICHTSPIEL Lichtprojekte und Design	24	37	2.2	6.0%	0.64	10.7	German retail lighting company
2015	Feb	JDP (Latvia)	60	105	10.5	10.0%	0.58	5.8	Latvian store fitting company Euro speciality retail
2014	Dec	Reklamepartner (No)	4	27.5			0.31		51% holding Norwegian in-store promotion company
	Nov	Eurolys (No)	4	33			0.12		Assets from Norwegian lighting sales company
	Oct	New Store Europe BV (Ne)	12	200			0.06		Assets from Dutch bankruptcy
	Oct	New Store Europe Denmark AS (Dk)	9	139			0.06		Assets from Danish bankruptcy
	Oct	New Store Europe Sverige AB	8	100			0.08		Assets from Swedish bankruptcy
	Oct	New Store Europe Norge AS (No)	20	275			0.07		Assets from Norwegian bankruptcy
2012	Jun	Maxted Hld Group Ltd (UK)	22	130	2.6	2.0%	0.17	8.5	UK producers of wood store fittings
	Apr	Prolight Försäljnings AB	16	87	8.4	9.7%	0.38	3.9	Acq of 49% minority of retail lighting sales company
2011	Aug	Nordic Light Group AB	265	553	83	15.0%	0.48	3.2	Leading Scandinavian retail lighting company
2008	May	Scangineers BV (Ho)							Asset acq of producer self-checkout systems
	Feb	Pan-Oston (Fi)							Finnish producer cashier disks & entry/exit systems
	Jan	L-Form Logisitcs AB	7	20	good		0.35		Producer of entrance and flow systems
2007	Dec	Hansa Kontor Shopfitting	250	850	30	3.5%	0.29	8.4	Market leader in Europe for cashier desks
	Jun	Sintek	15	50	good		0.30		Leading store fitter for pharmacies in Sweden
2006	Oct	Radford CGC (UK)	50	200	good		0.25		UK producer of cashier desks & entry/exit systems
	Jun	PharmaService (No)	14	40	good		0.35		Leading Norwegian producer of Pharmacy interiors
	Mar	City Group (UK)	88	300	18	6.0%	0.29	4.9	UK producer of complete store systems & concepts
	Jan	Novena (Lithuania)	18	60	good		0.30		Lithuanian producer of complete store systems
	Jan	PremOers (Ne)	15	45	good		0.33		Dutch project mgmt company for store concepts
2004	Nov	Lindco AS (No)		50	good				Leading Norwegian sales channel
	Jul	ABL Blansco (Cz)		120					Czech family owned low-cost manufacturer
	Jul	APOS Letovice (Cz)							
	Jun	Stenestams Industri		90					Swedish cashier desk manufacturer
	May	ITAB Shop Concept							Spin-off from XANO Industries. IPO.
2003		Sisustus AS (Est)							
		Södergrens Metallkonstr							
		Shop Equipe (Cz)		25					Czech development company
		Shop Equipe (Dk)							Danish shop fitting company
		Skandinavisk Inredning							
2001		Legra Baltic (Latvia)							
2000		ISC Inter Shop Center (Ne)		120					Assets from Dutch bankruptcy (Ahold customer)
1999		Sabina Inredningar							
1998		Expo Kaluste Oy (Fi)							
1996		Produktions AB R.Berg							
		RIVA Hugin Sweda (Dk)							
		KB Design AS (No)							
1992		Metallteknik met-o-matic							
1991		Legra ASA (No)		50					
		Super Service (Dk)							
1989		ABO Metall							
1988		Törnblom Nässjö							

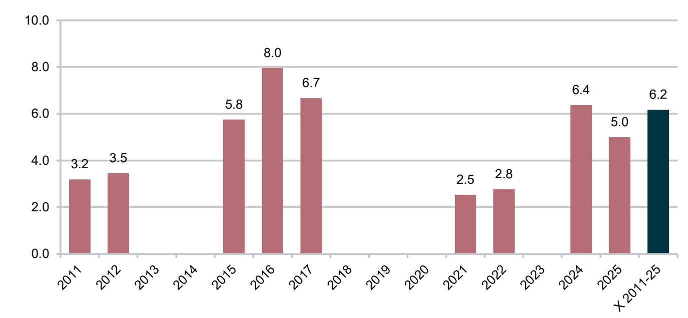
Source: DNB Carnegie (estimates in red) & company

ITAB Shop Concept - acquired turnover (mSEK)



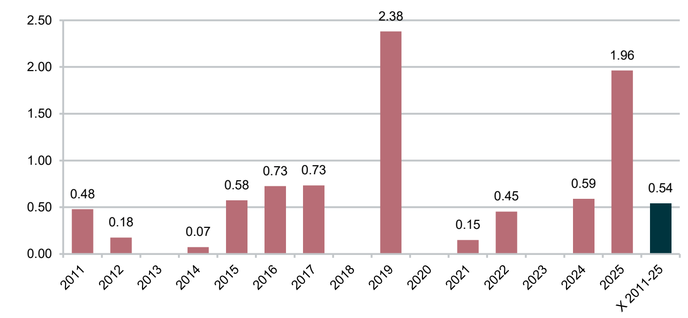
Source: DNB Carnegie (estimates) & company data

ITAB average EV/EBIT acquisition multiples (x)



Source: DNB Carnegie (estimates) & company data

ITAB average EV/sales acquisition multiples (x)



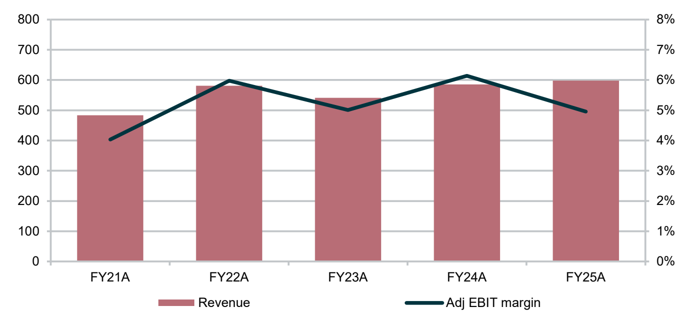
Source: DNB Carnegie (estimates) & company data

ITAB HMY acquisition accounting (September 2024)

SEKm	2023	2024	2025	2026e	2027e
Revenues	6,211	6,694	6,622	6,887	7,384
EBIT bef goodwill	**311**	**411**	**295**	**319**	**343**
margin %	*5.0*	*6.1*	*4.5*	*4.6*	*4.6*
+ Synergy potential			33	166	332
- Interest cost (6.0%)		-169	-169	-169	-169
Pretax impact	**311**	**242**	**159**	**315**	**506**
EPS impact		**0.68**	**0.45**	**0.88**	**1.42**
Imp on pre-deal est (%)			*22.3*	*40.2*	
RoIC (%)		*11.2*	*8.9*	*13.2*	
	2023		2024		2027e
EV/Sales	0.59		0.55		0.50
EV/EBITDA	6.4		6.5		3.8
Acquisition cost	3,672				
Goodwill	1,980				

Source: DNB Carnegie (compilation & estimates), Company (historical data)
Note: impact as seen at time of acquisition announcement

HMY revenues (EURm) and adj EBIT margin (%)



Source: DNB Carnegie (compilation & estimates), Company (historical data)

Valuation

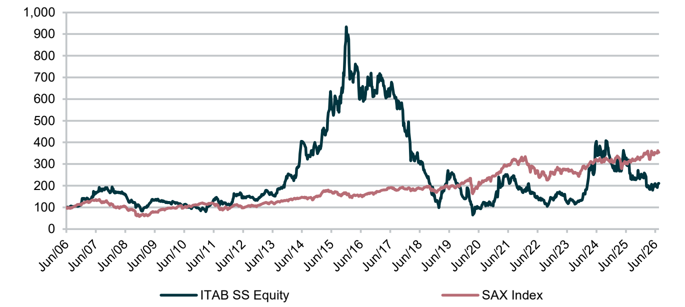
As illustrated in the chart below, ITAB Group's share price has also seen volatility historically, so the weak share price over the past 12 months, with the shares down 19%, largely mirroring our forecast changes over the same period (2026–28e EPS down 15–20%).

Our current forecasts still imply synergy realisation and a normalising underlying market during the forecast period (until 2028e), which should be a good base assumption. Given the HMY acquisition and earlier successful implementation of the 'One ITAB' strategy, we find ITAB has advanced its positions, with a much stronger roadmap for the future, complemented by strengthening financials. We also find Mr. Björn Borgman (previously CEO of HL Display owned by Ratos joined ITAB Group on 1 May) a strong replacement for Mr. Andréas Elgaard as the company's new CEO, coming with the right credentials and with what sounds like a promising start in his new assignment. Given that the stock has limited analyst coverage and limited, but growing, local and international institutional ownership, we believe the ITAB industrial roll-up story and 'One ITAB' strategy implementation have gone relatively unnoticed by the broader investment community.

ITAB share price last 20 years (SEK)

Source: Bloomberg

ITAB relative to OMX All-share last 20 years (indexed)

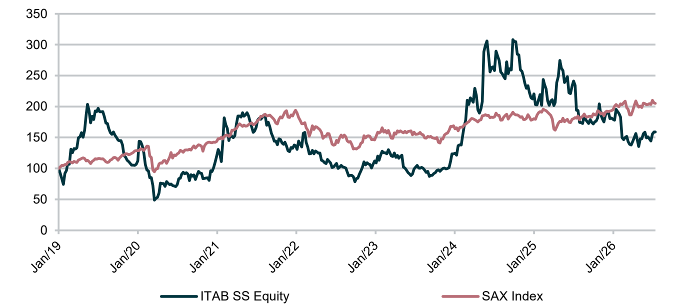


Source: Bloomberg

ITAB share price since January 2019 (SEK)

Source: Bloomberg

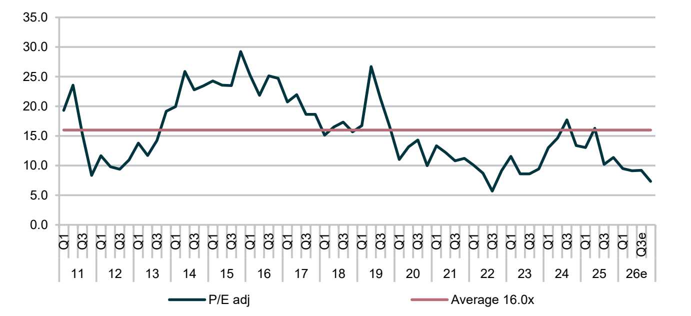
ITAB relative to OMX All-share since January 2019 (indexed)



Source: Bloomberg

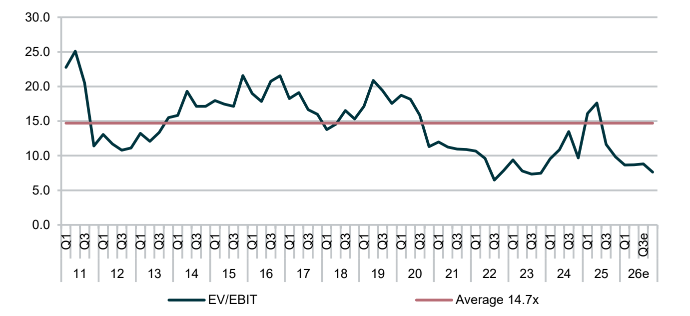
Given the limited consensus with which to compare our forecasts and a wide universe of sector peers, we find the toolbox of normal valuation measures, such as relative valuation versus the company's own historical forward-looking valuation ratios and peer comparison, less straightforward.

ITAB - P/E LTM (x)



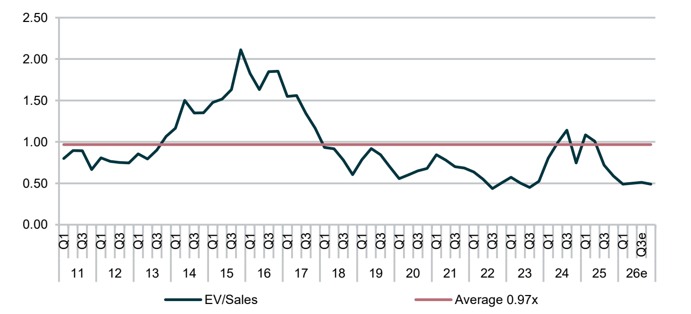
Source: DNB Carnegie (estimates), company (historical data) & Bloomberg (price data)

ITAB - EV/EBIT LTM (x)



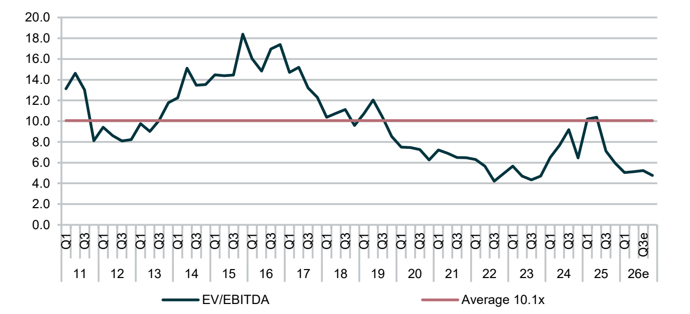
Source: DNB Carnegie (estimates), company (historical data) & Bloomberg (price data)

ITAB - EV/sales LTM (x)



Source: DNB Carnegie (estimates), company (historical data) & Bloomberg (price data)

ITAB - EV/EBITDA LTM (x)



Source: DNB Carnegie (estimates), company (historical data) & Bloomberg (price data)

Historical valuation (LTM base)

To bridge the gap of not having historical forward-looking valuation ratios (NTM), we have created the long-term quarterly charts above on an LTM basis, which should be a fair approximation given ITAB's long history as a listed company, despite losing some of the investor sentiment at the time based on actual outcomes rather than the outlook. The historical charts show 2014–16 as having exceptionally high expectations, driven by the company becoming a European market leader in the retail store fittings industry through some well-executed acquisitions at attractive valuations combined with investors attracted to the growing technology angle of ITAB, with its launch of the self-checkout range at the time. Including this high-expectation period, we assess ITAB's average LTM valuation at a P/E of 15.8x, EV/sales of 0.95x, EV/EBITDA of 9.9x and EV/EBIT of 14.5x for 2011–LTMQ2 2026. This would imply that ITAB is valued 49% below (range 46–51%) its long-term valuation ratios, looking at the current valuation on our 2026e.

However, we believe it will take some time for ITAB to fully re-establish its growth trajectory, with an institutional owner base giving full benefit to the HMY acquisition, which would be required to make the long-term average valuation a logical ambition. If we instead shorten the valuation base to 2021– LTMQ2 2026, we calculate ITAB's average LTM valuation at a P/E of 11.4x, EV/sales of 0.69x, EV/EBITDA of 6.4x and EV/EBIT of 10.4x, which would still imply that ITAB is currently valued 27% below (range 24–32%) our 2026 expectations. In our view, this seems to be a more realistic valuation base, at least in the medium term, still calculating to a valuation range of SEK20.50–23.00 per ITAB share at present on its own historical valuation multiples.

Peer group relative valuation

We struggle to identify any direct peers to ITAB Group for a valuation and performance comparison, and our suggested peer groups thus first include Nordic SME industrial companies (the sub-group ITAB itself features in from an index view), and second, Nordic retail companies. Neither is perfect on a more detailed level, but should give a good view of the local preferences on a more aggregated level.

In the table below, +1Y relates to calendar year 2026 for most companies in our peer groups, while +2Y relates to 2027 and +3Y to 2028. Taking an average of the valuation multiples for the Nordic SME industrial peer group for 2026–28e suggests, on our forecasts, that ITAB is valued at an average of 47% below, and for the Nordic retail peer group, at an average of 25% below.

Even considering the timing difference, this indicates ITAB Group is valued at clearly lower multiples than its peers, and that a valuation on a par with the average of the Nordic SME industrial peer group would calculate to SEK29.00 per ITAB share (range SEK24.00–35.00 across valuation ratios), and SEK21.00 per share (range SEK18.50–34.00) applying multiples for the Nordic retail peer group. We use the low points of the Nordic retail peer group and the average of the two group's mid-point valuation as our range (SEK18.50–25.00) for peer group valuation comparison.

ITAB Group peer group valuation and performance comparison

Security Name	Price	M CAP	EV	EV/SALES			EV/EBITDA			EV/EBIT		
	LFX	EURm	EURm	+1y	+2y	+3y	+1y	+2y	+3y	+1y	+2y	+3y
ITAB (DCAR est)	15.26	357	634	**0.49**	**0.42**	**0.40**	**4.8**	**3.8**	**3.5**	**7.8**	**5.7**	**4.6**
ITAB GROUP AB	15.26	357	576	0.57	0.54	0.52	5.6	4.9	4.6	9.7	7.8	6.9
SME Industrial peers												
ALLIGO AB	135.00	623	746	0.97	0.92	0.89	7.3	6.4	6.0	13.9	11.4	10.2
ALIMAK AB	124.20	1,211	1,387	2.28	2.13	2.01	10.8	9.8	9.1	14.5	12.2	11.1
BERGMAN & BEVING AB	292.00	726	884	1.94	1.85	1.76	12.3	11.4	10.6	20.9	18.5	17.3
COOR SERVICE MGMT	51.45	447	658	0.58	0.56	0.54	7.7	7.2	6.9	14.0	11.7	10.9
ELANDERS AB-B	50.80	163	874	0.83	0.80	0.76	4.9	4.6	4.4	12.7	11.1	10.3
FAGERHULT AB	17.54	282	512	0.81	0.78	0.75	7.7	6.5	5.8	19.7	12.3	10.4
FASADGRUPPEN AB	20.10	159	326	0.71	0.68	0.65	6.7	5.7	5.2	9.3	7.5	6.8
GREEN LANDSCAPING AB	26.55	137	336	0.53	0.51	0.49	4.5	4.3	4.0	9.7	8.9	8.0
INWIDO AB	173.70	913	1,121	1.26	1.18	1.13	9.1	8.1	7.6	13.1	11.3	10.5
MOMENTUM GROUP AB	129.60	593	650	2.21	2.03	1.89	15.5	14.0	12.8	24.8	21.6	19.4
NETEL HOLDING AB	3.04	13	-	0.41	0.40	0.38	8.9	7.2	6.7	20.1	11.4	10.4
NEDERMAN HOLDING AB	129.00	417	545	1.24	1.18	1.12	8.8	7.9	7.3	15.2	12.6	11.3
NOTE AB	145.10	375	500	1.24	1.10	1.03	9.5	8.0	7.4	13.2	10.7	10.1
OEM INTL AB	181.80	2,291	2,249	4.14	3.87	3.68	23.6	21.9	20.5	27.5	25.1	23.5
PRICER AB-B	4.26	63	-	0.34	0.32	0.31	4.5	4.2	3.9	9.9	8.1	7.2
SCANFIL OYJ	11.64	765	859	0.90	0.85	0.80	9.3	8.7	8.3	13.1	11.8	11.3
SITOWISE GROUP PLC	2.68	96	167	0.90	0.87	0.84	9.5	7.3	7.2	24.1	13.1	11.4
Average sub-group				*1.25*	*1.18*	*1.12*	*9.4*	*8.4*	*7.9*	*16.2*	*12.9*	*11.8*
Nordic Retail peers												
HENNES & MAURITZ AB	163.35	23,664	28,797	1.44	1.40	1.36	8.1	7.8	7.6	16.8	15.8	15.0
AXFOOD AB	229.20	4,505	5,942	0.72	0.69	0.67	8.3	7.9	7.6	17.2	15.8	14.9
CLAS OHLSON AB	403.00	2,396	2,338	1.92	1.83	1.74	10.5	10.0	9.6	14.8	14.1	13.4
TOKMANNI GROUP CORP	7.15	421	1,307	0.72	0.69	0.67	5.8	5.4	5.2	15.1	13.7	12.5
EUROPRIS ASA	83.60	1,263	1,634	1.23	1.17	1.11	7.4	6.7	5.9	12.9	11.0	9.2
KID ASA	130.20	479	624	1.81	1.70	1.60	6.8	6.3	5.9	13.6	12.0	11.0
BYGGMAX GROUP AB	52.90	281	447	0.80	0.77	0.74	5.0	4.8	4.7	12.9	11.8	10.9
MATAS A/S	91.00	456	979	0.80	0.77	0.74	5.8	5.3	5.0	11.2	10.4	9.3
BILIA AB-A SHS	145.10	1,266	1,800	0.55	0.53	0.50	7.9	7.4	7.3	15.3	13.4	12.2
ELEKTRO IMPORTOREN AS	21.40	98	135	0.71	0.63	0.57	5.7	4.7	4.1	11.6	9.3	7.8
Average sub-group				*1.07*	*1.02*	*0.97*	*7.1*	*6.6*	*6.3*	*14.1*	*12.7*	*11.6*
Total peer group				***1.19***	***1.12***	***1.07***	***8.6***	***7.8***	***7.3***	***15.5***	***12.8***	***11.7***

Source: DNB Carnegie (estimates red]) & Bloomberg (consensus and share prices)
Note: Share prices correct as of 16:20 CEST on 16 July 2026

ITAB Group peer group valuation and performance comparison (continued)

Security Name	P/E +1y	P/E +2y	P/E +3y	FCF Yield +1y	FCF Yield +2y	FCF Yield +3y	P/BV +1y	RoE +1y	Div.Y +1y	Performance (%) -1m	Performance (%) -3m	Performance (%) -12m
ITAB (DCAR est)	7.6	5.7	5.0	12.4%	14.7%	18.0%	84%	6.2%	2.7%	5.2	1.5	-20.1
ITAB GROUP AB	9.1	6.7	6.2	8.4%	11.4%	-	84%	8.9%	3.0%	5.2	1.5	-20.1
SME Industrial peers												
ALLIGO AB	13.8	10.8	9.5	12.0%	10.1%	11.2%	162%	12.4%	2.7%	-1.0	0.6	22.3
ALIMAK AB	18.5	14.8	13.1	5.7%	6.5%	7.5%	175%	9.8%	2.7%	6.5	7.6	-20.5
BERGMAN & BEVING AB	27.1	23.5	20.7	6.9%	6.9%	7.6%	368%	14.0%	1.5%	-0.5	-0.5	-6.7
COOR SERVICE MGMT	12.1	10.8	10.0	10.4%	12.8%	13.7%	327%	21.6%	5.2%	-3.5	-12.1	13.9
ELANDERS AB-B	7.9	5.4	4.6	-	-	-	50%	6.3%	5.7%	5.8	7.4	-10.1
FAGERHULT AB	21.9	10.2	8.1	5.6%	14.7%	17.9%	44%	1.5%	2.6%	-3.6	-40.6	-58.5
FASADGRUPPEN AB	9.6	6.2	5.1	8.2%	17.8%	19.4%	64%	7.5%	0.0%	-0.7	-7.6	-25.7
GREEN LANDSCAPING AB	9.3	7.9	6.5	-	-	-	79%	9.0%	0.0%	-7.7	-40.5	-57.9
INWIDO AB	15.0	12.4	11.4	8.7%	10.0%	10.5%	173%	11.4%	3.5%	19.0	6.8	-3.1
MOMENTUM GROUP AB	31.8	27.3	24.8	4.6%	5.1%	5.6%	677%	23.1%	1.1%	14.5	-0.6	-18.5
NETEL HOLDING AB	7.6	3.4	2.5	-	-	-	15%	neg	0.0%	-5.9	-30.2	-69.9
NEDERMAN HOLDING AB	18.1	14.1	12.4	-	-	-	176%	10.1%	2.6%	3.6	-8.1	-22.0
NOTE AB	14.2	10.9	9.7	neg	6.5%	9.0%	212%	15.9%	0.5%	-10.1	-28.2	-23.9
OEM INTL AB	33.1	30.5	29.5	1.3%	2.7%	3.2%	783%	24.6%	1.0%	13.1	32.1	29.3
PRICER AB-B	15.2	13.7	11.8	-	-	-	-	-	0.0%	28.5	29.1	-13.6
SCANFIL OYJ	15.3	13.6	12.6	neg	4.8%	4.8%	218%	14.6%	2.3%	-11.6	-4.1	1.4
SITOWISE GROUP PLC	116.5	17.3	13.1	11.0%	14.3%	16.1%	135%	neg	0.3%	-0.7	11.2	1.9
Average sub-group	*22.8*	*13.7*	*12.1*	*7.4%*	*9.3%*	*10.5%*	*229%*	*13.0%*	*1.9%*	*2.7*	*-4.6*	*-15.4*
Nordic Retail peers												
HENNES & MAURITZ AB	20.6	19.2	18.0	7.3%	7.5%	7.7%	625%	30.3%	4.5%	-2.1	-7.1	20.5
AXFOOD AB	19.6	17.6	16.5	8.2%	10.0%	10.0%	641%	32.7%	4.1%	-12.4	-29.0	-20.7
CLAS OHLSON AB	18.7	17.8	16.8	4.0%	5.4%	6.6%	704%	40.5%	3.1%	1.4	-0.6	20.4
TOKMANNI GROUP CORP	11.2	9.0	7.7	11.2%	12.5%	11.3%	140%	12.7%	4.4%	1.4	-10.0	-34.6
EUROPRIS ASA	14.5	11.8	9.6	14.9%	16.1%	-	297%	21.2%	4.7%	-6.8	-9.0	-12.9
KID ASA	15.2	12.5	11.3	15.8%	18.0%	18.7%	336%	22.9%	5.7%	10.0	-0.8	-10.2
BYGGMAX GROUP AB	11.8	10.8	9.9	10.8%	10.1%	11.6%	115%	10.2%	4.0%	15.4	-5.0	-9.0
MATAS A/S	7.6	7.0	6.0	24.7%	26.0%	27.8%	84%	9.7%	3.0%	-2.6	-15.3	-34.2
BILIA AB-A SHS	14.5	12.4	10.3	12.3%	14.2%	13.7%	249%	18.3%	4.4%	-1.8	14.9	12.7
ELEKTRO IMPORTOREN AS	16.4	11.3	8.7	-	-	-	148%	8.6%	3.6%	48.6	35.4	31.3
Average sub-group	*15.0*	*12.9*	*11.5*	*12.1%*	*13.3%*	*13.4%*	*334%*	*20.7%*	*4.1%*	*5.1*	*-2.7*	*-3.7*
Total peer group	***20.0***	***13.4***	***11.9***	***9.5%***	***11.0%***	***11.6%***	***268%***	***16.1%***	***2.7%***	***3.6***	***-3.9***	***-11.2***

Source: DNB Carnegie (estimates red]) & Bloomberg (consensus and share prices)
Note: Share prices correct as of 16:20 CEST on 16 July 2026

DCF valuation

ITAB's historical FCF generation has been volatile, mainly related to the large working capital swings. Looking at FCF to sales between 2011 and 2025, the average FCF margin was 4.2%, with an annual variation from -5.9% to +12.1% when we include working capital changes in FCF. However, if for the same period we look at FCF excluding working capital changes, the average was 4.0%, i.e. marginally lower, but more interestingly the annual range narrows to -1.5% to +6.9%, indicating solid FCF generation relative to sales, with working capital movements largely balancing themselves out over time.

Given its cash flow generation profile, ITAB's growth prospects look appealing to us, even in a conservative DCF calculation. Our DCF base case assumes:

- A 2025–28e revenue CAGR of 4.7% and a 2029–32e CAGR of 3.2%, falling to 1.5% over 2034–37e, and 1.0% growth in the terminal period.

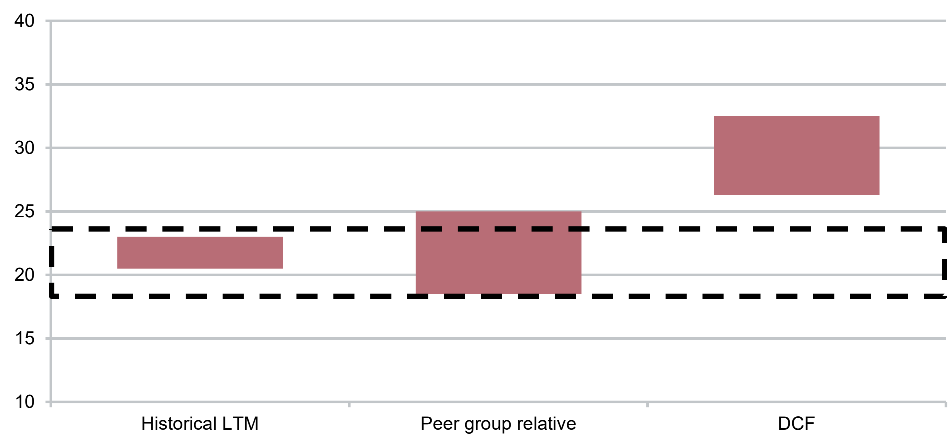
- Average EBITDA margins of 10.6% for 2025–28e, 11.0% for 2029–37e and 10.4% in the terminal period, in line with the mid-range of the company's target for an EBIT margin of 7–9% during our forecast period.
- Depreciation and amortisation of 3.7% for 2025–28e, in line with its historical average of 3.8% in 2018–25, declining to an average 3.4% of sales over 2029–37e in the terminal period, with normalised capex-to-sales in line with depreciation and amortisation for 2029–37e, and the terminal period adjusted for the effect of financial leases. Our finance costs assume a normalisation to the low gearing, and we assume a normalised tax rate of 28.0%, and net working capital-to-sales of ~15%.
- A WACC of 9.2%, assuming an 11.6% cost of equity, a 6.0% cost of debt, and an adjusted beta of 1.10.

These assumptions yield a fair DCF value of SEK26.30–32.50/share based on WACCs of 8.6–9.8%, with a mid-point of SEK29.30/share based on a WACC of 9.2%.

Fair value reiterated at SEK18.5–24.0

We leave our fair value range unchanged at SEK18.5–24.0, given our minor forecast changes 2027–28e and peer group valuation moves. In our view, our updated DCF of SEK26.30–32.50 more fully reflects the potential in a successful completion and full realisation of the indicated cost and revenue synergies from the HMY acquisition, with the DCF range supporting the high end of our fair value range together with ITAB's historical LTM valuation multiples (SEK20.50–23.00) and peer group relative valuation (SEK18.50–25.00), largely mirroring our fair value range. Note our valuation methodology does not include potential future acquisitions or undisclosed capital allocation.

ITAB fair value range (SEK18.5-24)



Source: DNB Carnegie

Risks

Any investment in securities involves risks linked to economic activity, financial market performances, taxation, and political involvement, as well as accounting and regulatory changes. In addition, we see risks related to ITAB's operations, including risks related to changes in the retail market, geopolitical circumstances and macroeconomic factors.

Economic downturn. A weakening of the European (or global) economy or a rise in geopolitical tensions could hurt the market environment, change the competitive landscape and make retail clients less willing to invest in upgrading existing or opening new stores.

Market risk. ITAB provides products and solutions in numerous markets. Demand correlates with the general economic environment of each country. Uncertainty remains around what the market effect will be related to high cost inflation and weak consumer confidence in general, with the effect potentially being the risk of a weaker retail market and ITAB's customers being less willing to invest.

Currency risk. ITAB is exposed to FX risk, mainly from a translation perspective.

New customer demands. It is crucial for ITAB to be able to predict and adapt to the changing preferences and behaviour of consumers, and in turn customers, in a timely manner, to be able to retain its current customers and attract new ones.

New types of solutions required by the clients. ITAB's production facilities have had to be transformed from mainly working with fewer large volume orders for the roll-out of completely new stores to having more flexible production with more, but smaller, orders for more project-based store remodelling.

Supply-chain risk. ITAB's production is dependent on raw materials and components, which exposes ITAB to risks related to price variations and supply disruptions for such raw materials and components that are needed for ITAB's operations, which may affect ITAB's production costs.

IT security. ITAB is exposed to risks related to IT systems and cybersecurity. ITAB's business and operations are particularly dependent on the reliability, function and continued development of its IT systems regarding data communication and enterprise systems that the group uses for workflow, from order to delivery.

Customer risk. Historically, ITAB has had low credit losses. Any increase could harm the company's financial position and results. The customer concentration is relatively low, with its largest customer in 2025 representing less than 10% of group net sales.

Competitive landscape. ITAB's markets are competitive and fragmented in such a way that it competes directly with other companies that offer shop solutions and concepts as well as with companies that provide products and services it also provides and develops, e.g. entrance and exit systems, checkouts and lighting, and digital solutions for physical stores, such as digital queuing systems in physical stores.

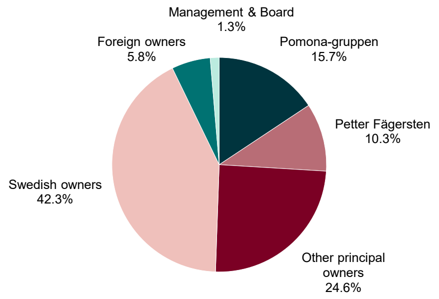
Acquisitions. Acquisitions expose ITAB to several risks and uncertainties including that expected advantages of an acquisition turn out to be more difficult and costlier to realise, with the HMY acquisition in 2025 being the largest completed by ITAB with full realisation of suggested deal synergies not seen until 2027e.

Sustainability. ITAB's customers are increasingly demanding sustainable manufacturing processes, good working conditions and sustainable choices of materials and raw materials.

Own reputation. ITAB is dependent on its good reputation to access its customer base.

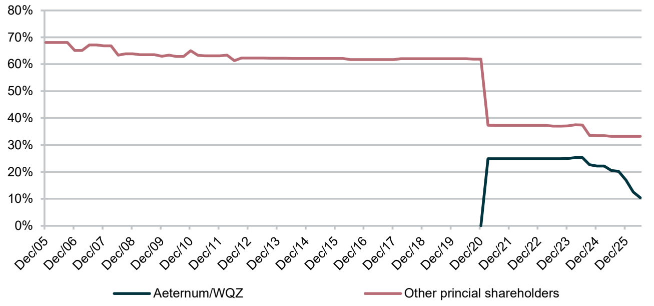
Legal risks. The group has implemented a code of conduct that regulates zero-tolerance of all forms of bribery and corruption.

ITAB owner structure (June 2026)



Source: DNB Carnegie (compilation) & Holdings (owner data)

ITAB principal shareholders ownership (%)



Source: DNB Carnegie (compliation) & Holdings (owner data)

ITAB Group owner structure (June 2026)

15 largest owners	Shares	Capital %	Chg YTD 2026
Pomona-gruppen	40,018,440	*15.68*	0
Petter Fägersten	26,262,112	*10.29*	0
Stig-Olof Simonsson	21,330,800	*8.36*	695,000
Anna Benjamin	14,864,205	*5.82*	0
WQZ Investments Group	13,607,094	*5.33*	-16,820,277
Aeternum Capital AS	12,957,510	*5.08*	0
Svolder	12,000,000	*4.70*	500,123
Handelsbanken Fonder	10,935,229	*4.28*	969,719
Unionen	9,000,000	*3.53*	9,000,000
Alcur Fonder	5,864,048	*2.30*	606,643
Nordea Funds	5,033,779	*1.97*	1,130,000
Lannebo Kapitalförvaltning	4,954,984	*1.94*	-164,458
Avanza Pension	4,825,470	*1.89*	651,518
Fjärde AP-fonden	3,647,000	-	0
Livförsäkringsbolaget Skandia	2,978,377	*1.17*	193,725
Other	134,318,568	*52.62*	
Total outstanding	255,275,518		

Source: DNB Carnegie (compilation) & holdings (owner data)

Interim figures

ITAB Group	2025				2026				2027				Full year			
(SEKm, ex p share)	Q125	Q2 25	Q3 25	Q4 25	Q126	Q2 26	Q3 26e	Q4 26e	Q127e	Q2 27e	Q3 27e	Q4 27e	2025	2026e	2027e	2028e
Net sales	**2,819**	**3,242**	**3,297**	**3,422**	**2,922**	**3,201**	**3,355**	**3,564**	**3,223**	**3,469**	**3,540**	**3,724**	**12,780**	**13,042**	**13,955**	**14,653**
Y/Y chg	78.9%	92.4%	112%	93%	3.7%	-1.3%	1.8%	4.1%	10.3%	8.4%	5.5%	4.5%	94.1%	2.0%	7.0%	5.0%
Organic Y/Y	**8.2%**	**-2.7%**	**8.1%**	**3.3%**	**-7.1%**	**-0.7%**	**2.0%**	**3.0%**	**7.0%**	**7.0%**	**5.5%**	**4.5%**	**4.2%**	**-0.7%**	**6.0%**	**5.0%**
Acquired Y/Y	70.8%	99.3%	107%	95%	16.0%	0.1%	0.1%	0.1%	0.0%	0.0%	0.0%	0.0%	93.0%	4.1%	0.0%	0.0%
FX / other Y/Y	-0.1%	-4.2%	-2.8%	-5.1%	-5.3%	-0.6%	-0.3%	1.0%	3.3%	1.4%	0.0%	0.0%	-3.2%	-1.3%	1.0%	0.0%
Gross profit	**710**	**784**	**803**	**748**	**735**	**765**	**821**	**847**	**801**	**857**	**878**	**913**	**3,045**	**3,167**	**3,448**	**3,665**
Gross margin	25.2%	24.2%	24.4%	21.9%	25.2%	23.9%	24.5%	23.8%	24.9%	24.7%	24.8%	24.5%	23.8%	24.3%	24.7%	25.0%
EBITDA adj	**293**	**291**	**369**	**313**	**274**	**288**	**358**	**391**	**316**	**350**	**408**	**457**	**1,266**	**1,312**	**1,531**	**1,656**
Adj EBITDA margin	10.4%	9.0%	11.2%	9.1%	9.4%	9.0%	10.7%	11.0%	9.8%	10.1%	11.5%	12.3%	9.9%	10.1%	11.0%	11.3%
Depr	-101	-116	-111	-115	-110	-108	-108	-108	-108	-108	-109	-109	-443	-434	-434	-437
EBITA adj	**192**	**175**	**258**	**198**	**164**	**180**	**250**	**283**	**208**	**242**	**299**	**348**	**823**	**878**	**1,097**	**1,219**
Adj EBITA margin	6.8%	5.4%	7.8%	5.8%	5.6%	5.6%	7.5%	8.0%	6.5%	7.0%	8.4%	9.3%	6.4%	6.7%	7.9%	8.3%
Amort	-11	-16	-16	-17	-17	-16	-16	-16	-16	-17	-17	-17	-60	-65	-67	-67
EBIT adj	**181**	**159**	**242**	**181**	**147**	**164**	**234**	**267**	**192**	**225**	**282**	**331**	**763**	**813**	**1,030**	**1,152**
Adj EBIT margin	**6.4%**	**4.9%**	**7.3%**	**5.3%**	**5.0%**	**5.1%**	**7.0%**	**7.5%**	**6.0%**	**6.5%**	**8.0%**	**8.9%**	**6.0%**	**6.2%**	**7.4%**	**7.9%**
IAC / one-offs	-55	-39	-22	-67	-5	-26	-20	-20	-20	-15	0	0	-183	-71	-35	0
EBIT	126	120	220	114	142	138	214	247	172	210	282	331	580	742	995	1,152
Net financials	-53	-72	-53	-58	-50	-48	-42	-38	-32	-32	-32	-29	-236	-177	-126	-99
Pre tax profit	**73**	**48**	**167**	**56**	**92**	**90**	**172**	**210**	**140**	**178**	**250**	**301**	**344**	**564**	**869**	**1,053**
Tax / Minority	-36	-33	-76	-68	-27	-35	-55	-69	-49	-62	-79	-98	-213	-186	-287	-345
Net profit	37	15	91	-12	65	55	117	141	92	116	171	203	131	378	582	707
EPS	0.1	0.1	0.4	0.0	0.3	0.2	0.5	0.6	0.4	0.5	0.7	0.8	0.5	1.5	2.3	2.8
DPS													0.0	0.4	0.7	0.8
FCF	-106	-154	-111	692	105	-211	145	442	-16	92	214	284	321	482	575	702
FCF (LTM)	205	59	-143	321	532	475	731	482	360	664	733	575	321	482	575	702
Net debt	2,618	2,947	3,070	2,332	2,167	2,424	2,279	1,836	1,853	1,864	1,649	1,365	2,332	1,836	1,365	830
Net Debt / EBITDA	3.86	3.97	3.26	2.18	2.07	2.32	2.20	1.65	1.61	1.53	1.30	1.03	2.18	1.65	1.03	0.57

Segments

Sales by geography (SEKm)	Q125	Q2 25	Q3 25	Q4 25	Q126	Q2 26	Q3 26e	Q4 26e	Q127e	Q2 27e	Q3 27e	Q4 27e	2025	2026e	2027e	2028e
Nothern Europe	420	389	306	416	441	423	311	433	398	458	329	453	1,531	1,609	1,637	1,719
Central Europe	435	361	485	458	381	365	494	477	424	396	521	498	1,739	1,717	1,839	1,931
UK & Ireland	221	261	266	286	219	188	271	298	241	204	286	311	1,034	976	1,042	1,094
Southern Europe	1,221	1,592	1,496	1,614	1,376	1,680	1,522	1,681	1,547	1,820	1,606	1,757	5,923	6,259	6,730	7,066
Eastern Europe	261	238	245	256	178	230	249	267	228	249	263	279	1,000	924	1,019	1,070
RoW	261	401	499	392	327	315	508	408	385	341	536	427	1,553	1,558	1,689	1,773
Sales - Group	2,819	3,242	3,297	3,422	2,922	3,201	3,355	3,564	3,223	3,469	3,540	3,724	12,780	13,042	13,955	14,653

Sales by customer split (SEKm)	Q125	Q2 25	Q3 25	Q4 25	Q126	Q2 26	Q3 26e	Q4 26e	Q127e	Q2 27e	Q3 27e	Q4 27e	2025	2026e	2027e	2028e
Grocery	1,465	1,609	1,686	1,745	1,521	1,699	1,764	1,874	1,695	1,824	1,861	1,958	6,505	6,859	7,339	7,706
Home improvement	312	255	321	412	288	279	311	330	298	321	328	345	1,300	1,208	1,292	1,357
Fashion	268	388	466	357	306	352	361	383	346	373	380	400	1,479	1,402	1,500	1,575
Other	774	990	824	908	807	871	919	977	883	951	970	1,021	3,496	3,574	3,824	4,016
Sales - Group	2,819	3,242	3,297	3,422	2,922	3,201	3,355	3,564	3,223	3,469	3,540	3,724	12,780	13,042	13,955	14,653

Source: DNB Carnegie (estimates) & company (historical data)

Note: EPS in this table is based on a quarterly calculated number of shares and may therefore differ to other tables that use an annual average

Interim figures

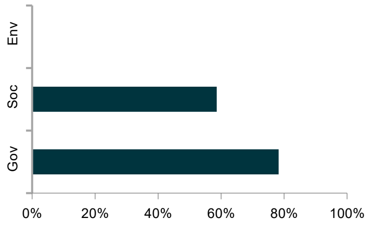
ITAB Group	New est			Old est.			Abs. Change			% change		
(SEKm, exp share)	2026e	2027e	2028e	2026e	2027e	2028e	2026e	2027e	2028e	2026e	2027e	2028e
Net sales	**13,042**	**13,955**	**14,653**	**13,193**	**14,117**	**14,823**	(151)	(162)	(170)	-1%	-1%	-1%
Y/Y chg	2.0%	7.0%	5.0%	3.2%	7.0%	5.0%				-1.2 pp	0.0 pp	0.0 pp
Organic Y/Y	**-0.7%**	**6.0%**	**5.0%**	**0.2%**	**5.9%**	**5.0%**				-0.9 pp	0.1 pp	0.0 pp
Acquired Y/Y	4.1%	0.0%	0.0%	4.1%	0.0%	0.0%				0.0 pp	0.0 pp	0.0 pp
FX / other Y/Y	-1.3%	1.0%	0.0%	-1.1%	1.1%	0.0%				-0.3 pp	-0.1 pp	0.0 pp
Gross profit	**3,167**	**3,448**	**3,665**	**3,229**	**3,493**	**3,712**	(62)	(45)	(48)	-2%	-1%	-1%
Gross margin	24.3%	24.7%	25.0%	24.5%	24.7%	25.0%				-0.2 pp	0.0 pp	0.0 pp
EBITDA adj	**1,312**	**1,531**	**1,656**	**1,358**	**1,564**	**1,690**	(47)	(33)	(34)	-3%	-2%	-2%
Adj EBITDA margin	10.1%	11.0%	11.3%	10.3%	11.1%	11.4%				-0.2 pp	-0.1 pp	-0.1 pp
Depr	-434	-434	-437	-442	-446	-449	8	12	12	2%	3%	3%
EBITA adj	**878**	**1,097**	**1,219**	**916**	**1,118**	**1,241**	(39)	(21)	(22)	-4%	-2%	-2%
Adj EBITA margin	6.7%	7.9%	8.3%	6.9%	7.9%	8.4%				-0.2 pp	-0.1 pp	-0.1 pp
Amort	-65	-67	-67	-68	-71	-71	3	4	4	4%	6%	6%
EBIT adj	**813**	**1,030**	**1,152**	**848**	**1,047**	**1,170**	(36)	(17)	(18)	-4%	-2%	-2%
Adj EBIT margin	**6.2%**	**7.4%**	**7.9%**	**6.4%**	**7.4%**	**7.9%**				-0.2 pp	0.0 pp	0.0 pp
IAC / one-offs	-71	-35	0	-65	-40	0	(6)	5	-	-9%	13%	
EBIT	742	995	1,152	783	1,007	1,170	(42)	(12)	(18)	-5%	-1%	-2%
Net financials	-177	-126	-99	-164	-128	-101	(13)	2	2	-8%	2%	2%
Pre tax profit	**564**	**869**	**1,053**	**619**	**879**	**1,069**	(55)	(10)	(16)	-9%	-1%	-2%
Tax / Minority	-186	-287	-345	-210	-297	-357	24	9	12	12%	3%	3%
Net profit	378	582	707	409	582	711	(31)	(0)	(4)	-7%	0%	-1%
EPS	1.5	2.3	2.8	1.6	2.3	2.8	(0.1)	(0.0)	(0.0)	-6%	-1%	-1%
DPS	0.40	0.65	0.80	0.50	0.70	0.85	(0.1)	(0.1)	(0.0)	-19%	-7%	-5%
FCF	482	575	702	501	585	715	(19)	(10)	(13)	-4%	-2%	-2%
FCF (LTM)	482	575	702	501	585	715	(19)	(10)	(13)	-4%	-2%	-2%
Net debt	1,836	1,365	830	1,833	1,376	841	3	(11)	(11)	0%	-1%	-1%
Net Debt / EBITDA	1.65	1.03	0.57	1.58	1.01	0.56						
Segments												
Sales by geography (SEKm)												
Nothern Europe	1,609	1,637	1,719	1,587	1,604	1,684	22	33	35	1%	2%	2%
Central Europe	1,717	1,839	1,931	1,728	1,849	1,941	(12)	(10)	(11)	-1%	-1%	-1%
UK & Ireland	976	1,042	1,094	1,058	1,148	1,205	(82)	(106)	(111)	-8%	-9%	-9%
Southern Europe	6,259	6,730	7,066	6,222	6,662	6,995	37	68	71	1%	1%	1%
Eastern Europe	924	1,019	1,070	940	1,038	1,090	(16)	(19)	(20)	-2%	-2%	-2%
RoW	1,558	1,689	1,773	1,658	1,817	1,908	(100)	(128)	(134)	-6%	-7%	-7%
Sales - Group	13,042	13,955	14,653	13,193	14,117	14,823	(151)	(162)	(170)	-1%	-1%	-1%
Sales by customer split (SEKm)												
Grocery	6,859	7,339	7,706	6,867	7,348	7,716	(9)	(10)	(10)	0%	0%	0%
Home improvement	1,208	1,292	1,357	1,300	1,391	1,461	(93)	(99)	(104)	-7%	-7%	-7%
Fashion	1,402	1,500	1,575	1,382	1,478	1,552	20	21	22	1%	1%	1%
Other	3,574	3,824	4,016	3,644	3,899	4,094	(70)	(74)	(78)	2%	2%	2%
Sales - Group	13,042	13,955	14,653	13,193	14,117	14,823	(151)	(162)	(170)	-1%	-1%	-1%

Source: DNB Carnegie (estimates)

Note: EPS in this table is based on a quarterly calculated number of shares and may therefore differ to other tables that use an annual average

DNB Carnegie's Sustainability Scorecard

DNB Carnegie ESG rating: 51%



ESG risk exposure

Fossil fuels	0%
Weapons	0%
Gambling	0%
Country/sector risk	50%
Past incidents	0%

Transition readiness

NZ/Science based targets	No
Decarbonization	n.a.
Carbon intensity (peer quartile)	4th quartile
Sustainable products	Moderate
Strategy to scale	Favourable
Sustain. driven growth	Moderate
Non-renew. energy cons.	77%
Taxo. aligned rev & capex	Yes/Yes

Social & Governance key performance

% women (board/senior exec/total)	25/21/27
Employee turnover rate (%)	14.5%
Absenteeism rate (%)	1.7%
Accident frequency (per mill. hours)	11.6
Board meetings (number/attendance)	18/98%
Sust. performance in incentive prog.	No
ESG board responsibility	Yes
Existence of a whistleblowing system	Yes

Material topics for sector:
Circularity | Employees | Supply chain | End-users | Diversity | Energy use | GHG Emissions

Sustainability as a business driver

With increasing customer focus on sustainability and innovation, collaboration for a sustainable future has become a key differentiator for ITAB and is an integrated part of its strategy. ITAB is committed to significantly reducing its greenhouse gas emissions in line with global climate goals under the Paris Agreement. During 2025, ITAB progressed on developing a group-wide decarbonisation roadmap with the intention to communicate reduction targets for scope 1 and 2 and relevant scope 3 categories in 2026 and potentially seek external validation.

ITAB has turned sustainability into a business proposition towards its clients, such as offering carbon assessment, its Retail Lighting operation offering advanced energy-saving solutions based on the latest LED technology and introducing the sustainability service ReStore launching products with a clear path to full circularity.

From an internal perspective, focus has been on sustainable product development and efficiency in the value chain as well as safeguarding good working conditions and business ethics.

Sustainability targets and achievements

In 2022, ITAB established a baseline for good working conditions with KPIs such as Total Frequency Rate (TFR) for accidents and a Lost Time Severity Rate (LTSR). In 2025 they were updated for the acquisition of HMY, reporting a 2025 TFR of 28.8 (-), with a target of zero accidents, indicating some work still has to be done.

With its benchmarking reset for the HMY acquisition in 2025, new reduction targets for scope 1 and 2 and relevant scope 3 categories will be communicated: ITAB's gross GHG emissions in 2025 increase by 241% and 112% Y/Y for scope 1 and 2 respectively.

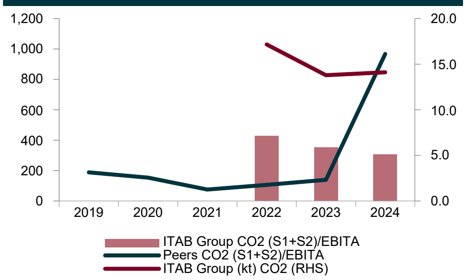
Like many other companies, ITAB does not score well in the EU Taxonomy scoring. Its lighting and technology operations are taxonomy eligible, but lighting falling below the 10% threshold is not calculated, and technology (circular economy; 15.8% of net sales 2015) manufacturing is eligible as a 'climate change mitigator', however, is not taxonomy aligned for the reporting year 2025.

Sustainability related risks and past incidents

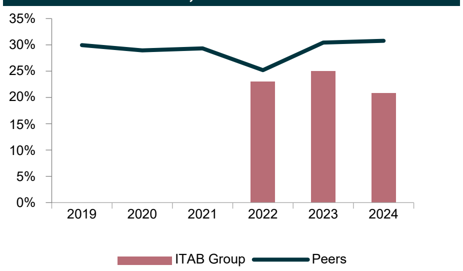
We assess ITAB's ESG-related risks to be well addressed by the company and primarily related to working conditions, efficiency, business ethics and development of new solutions.

In a wider context, unsuccessful acquisitions and quality failures could result in reputational damage and loss of business, and with a demanding client base the risk of not keeping up with the growing consumer ESG demands is a constant challenge.

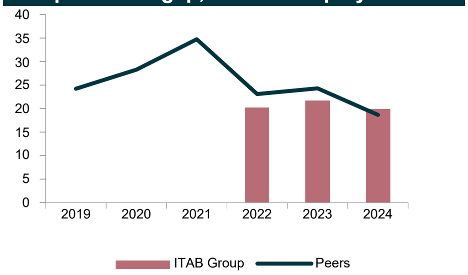
Carbon emissions



Senior executives, % women



Compensation gap, CEO vs employees



Sources this page: DNB Carnegie, company data, FactSet & InFront. Sustainability data as of 1 August 2025.

Financial statements

Profit & loss (SEKm)	2019	2020	2021	2022	2023	2024	2025	2026e	2027e	2028e
Sales	6,064	5,323	6,087	6,868	6,139	6,585	12,780	13,042	13,955	14,653
COGS	-4,441	-3,906	-4,727	-5,286	-4,420	-4,707	-9,735	-9,875	-10,507	-10,988
Gross profit	**1,623**	**1,417**	**1,360**	**1,582**	**1,719**	**1,878**	**3,045**	**3,167**	**3,448**	**3,665**
Other income & costs	-1,110	-1,047	-882	-918	-1,033	-1,165	-1,962	-1,927	-1,953	-2,009
Share in ass. operations and JV	0	0	0	0	0	0	0	0	0	0
EBITDA	**513**	**370**	**478**	**664**	**686**	**713**	**1,083**	**1,241**	**1,496**	**1,656**
Depreciation PPE	-142	-130	-115	-108	-118	-121	-264	-254	-254	-257
Depreciation lease assets	-114	-128	-147	-153	-136	-133	-179	-180	-180	-180
Amortisation development costs	0	0	0	0	0	0	0	0	0	0
Amortisation other intangibles	0	0	0	0	0	0	0	0	0	0
Impairments / writedowns	0	0	0	0	0	0	0	0	0	0
EBITA	**257**	**112**	**216**	**403**	**432**	**459**	**640**	**807**	**1,062**	**1,219**
Amortization acquisition related	0	0	0	0	0	0	-60	-65	-67	-67
Impairment acquisition related	0	0	0	0	0	0	0	0	0	0
EBIT	**257**	**112**	**216**	**403**	**432**	**459**	**580**	**742**	**995**	**1,152**
Share in ass. operations and JV	0	0	0	0	0	0	0	0	0	0
Net financial items	-83	-112	-69	-55	-47	-21	-236	-177	-126	-99
of which interest income/expenses	-68	-98	-56	-41	-33	-7	-209	-149	-98	-71
of which interest on lease liabilities	-15	-14	-13	-14	-14	-14	-27	-28	-28	-28
of which other items	0	0	0	0	0	0	0	0	0	0
Pre-tax profit	**174**	**0**	**147**	**348**	**385**	**438**	**344**	**564**	**869**	**1,053**
Taxes	-54	-22	-52	-105	-93	-118	-186	-157	-251	-301
Post-tax minorities interest	0	1	-8	-20	-12	-10	-27	-29	-36	-44
Discontinued operations	0	0	8	-53	-7	1	0	0	0	0
Net profit	**120**	**-21**	**95**	**170**	**273**	**311**	**131**	**378**	**582**	**707**
Adjusted EBITDA	497	578	644	704	686	761	1,266	1,312	1,531	1,656
Adjusted EBITA	241	320	382	443	432	507	823	878	1,097	1,219
Adjusted EBIT	241	320	382	443	432	507	763	813	1,030	1,152
Adjusted net profit	109	187	202	198	273	346	215	430	607	707
Sales growth Y/Y	0.5%	-12.2%	14.4%	12.8%	-10.6%	7.3%	94.1%	2.0%	7.0%	5.0%
EBITDA growth Y/Y	37.9%	-27.9%	29.2%	38.9%	3.3%	3.9%	51.9%	14.5%	20.6%	10.7%
EBITA growth Y/Y	11.7%	-56.4%	92.9%	86.6%	7.2%	6.3%	39.4%	26.0%	31.7%	14.8%
EBIT growth Y/Y	11.7%	-56.4%	92.9%	86.6%	7.2%	6.3%	26.4%	27.8%	34.2%	15.8%
EBITDA margin	8.5%	7.0%	7.9%	9.7%	11.2%	10.8%	8.5%	9.5%	10.7%	11.3%
EBITA margin	4.2%	2.1%	3.5%	5.9%	7.0%	7.0%	5.0%	6.2%	7.6%	8.3%
EBIT margin	4.2%	2.1%	3.5%	5.9%	7.0%	7.0%	4.5%	5.7%	7.1%	7.9%
Tax rate	31.0%	na	35.4%	30.2%	24.2%	26.9%	54.1%	27.8%	28.9%	28.6%

Cash flow (SEKm)	2019	2020	2021	2022	2023	2024	2025	2026e	2027e	2028e
EBITDA	513	370	478	664	686	713	1,083	1,241	1,496	1,656
Paid taxes	-54	-22	-52	-105	-149	-89	-186	-166	-251	-301
Change in NWC	193	394	-589	15	287	-29	-62	-5	-110	-91
Interests paid	-68	-98	-56	-41	-33	-7	-209	-149	-98	-71
Actual lease payments	-125	-122	-134	-140	-131	-128	-128	-128	-128	-128
Non cash adjustments	-41	167	46	62	26	144	292	-58	-65	33
Discontinued operations	0	0	8	-53	-7	1	0	0	0	0
Total operating activities	**239**	**689**	**-299**	**402**	**679**	**496**	**614**	**729**	**840**	**995**
Capex tangible assets	-134	-45	-63	-84	-116	-176	-293	-248	-265	-293
Capitalised development costs	0	0	0	0	0	0	0	0	0	0
Capex - other intangible assets	0	0	0	0	0	0	0	0	0	0
Acquisitions/divestments	168	0	-40	-66	9	32	-1,473	33	0	0
Other non-cash adjustments	0	0	0	0	0	0	0	0	0	0
Total investing activities	**34**	**-45**	**-103**	**-150**	**-107**	**-144**	**-1,766**	**-215**	**-265**	**-293**
Dividend paid and received	0	0	0	0	-109	-176	-5	-5	-103	-167
Share issues & buybacks	0	0	733	0	-5	786	0	0	0	0
Change in bank debt	0	0	0	0	0	0	0	0	0	0
Other cash flow items	0	0	0	0	0	0	0	0	0	0
Total financing activities	**0**	**0**	**733**	**0**	**-114**	**610**	**-5**	**-5**	**-103**	**-167**
Operating cash flow	239	689	-299	402	679	496	614	729	840	995
Free cash flow	105	644	-362	318	563	320	321	482	575	702
Net cash flow	273	644	331	252	458	962	-1,157	510	471	535
Change in net IB debt	269	624	305	225	439	943	-1,235	430	391	455
Capex / Sales	2.2%	0.8%	1.0%	1.2%	1.9%	2.7%	2.3%	1.9%	1.9%	2.0%
NWC / Sales	15.6%	9.9%	8.2%	10.6%	9.3%	5.8%	1.7%	0.9%	1.4%	2.0%

Source: DNB Carnegie (estimates) & company data

Financial statements, cont.

Balance sheet (SEKm)	2019	2020	2021	2022	2023	2024	2025	2026e	2027e	2028e
Acquired intangible assets	0	0	0	0	0	0	0	0	0	0
Other fixed intangible assets	1,837	1,743	1,756	1,897	1,919	2,064	5,136	5,164	5,164	5,164
Capitalised development	0	0	0	0	0	0	0	0	0	0
Tangible assets	988	837	904	985	915	917	1,519	2,051	1,985	1,944
Lease assets	748	649	608	664	530	566	661	0	0	0
Other IB assets (1)	0	0	0	0	0	0	0	0	0	0
Other non-IB assets	0	0	0	0	0	0	0	0	0	0
Fixed assets	**3,573**	**3,229**	**3,268**	**3,546**	**3,364**	**3,547**	**7,316**	**7,215**	**7,149**	**7,108**
Inventories (2)	926	698	1,176	1,030	793	799	1,320	1,636	1,636	1,636
Receivables (2)	1,095	900	1,372	1,244	1,033	1,222	2,865	2,791	2,901	2,992
Prepaid exp. & other NWC items (2)	0	0	0	0	0	0	0	0	0	0
IB current assets (1)	0	0	0	0	0	0	0	0	0	0
Other current assets	0	0	0	0	0	0	0	0	0	na
Cash & cash equivalents (1)	302	692	208	756	578	1,513	971	1,432	1,903	2,438
Current assets	**2,323**	**2,290**	**2,756**	**3,030**	**2,404**	**3,534**	**5,156**	**5,859**	**6,440**	**7,065**
Total assets	**5,896**	**5,519**	**6,024**	**6,576**	**5,768**	**7,081**	**12,472**	**13,073**	**13,588**	**14,173**
Shareholders' equity	1,748	1,607	2,654	3,012	3,049	4,128	4,174	4,649	5,128	5,668
Minorities	128	118	128	157	159	134	218	253	289	334
Other equity	0	0	0	0	0	0	0	0	0	0
Total equity	**1,876**	**1,725**	**2,782**	**3,169**	**3,208**	**4,262**	**4,392**	**4,902**	**5,417**	**6,002**
Deferred tax	0	0	0	0	0	0	0	0	0	0
LT IB debt (1)	2,057	1,784	817	1,155	623	544	3,303	3,268	3,268	3,268
Other IB provisions (1)	0	0	0	0	0	0	0	0	0	0
Lease libilities	754	656	630	681	546	585	687	617	617	617
Other non-IB liabilities	0	0	0	0	0	0	0	0	0	0
LT liabilities	**2,811**	**2,440**	**1,447**	**1,836**	**1,169**	**1,129**	**3,990**	**3,885**	**3,885**	**3,885**
ST IB debt (1)	0	0	0	0	0	0	0	0	0	0
Payables (2)	0	0	0	0	0	0	0	0	0	0
Accrued exp. & other NWC items (2)	1,209	1,354	1,795	1,571	1,391	1,690	4,090	4,286	4,286	4,286
Other ST non-IB liabilities	0	0	0	0	0	0	0	0	0	0
Liabilities - assets held for sale	0	0	0	0	0	0	0	0	0	0
Current liabilities	**1,209**	**1,354**	**1,795**	**1,571**	**1,391**	**1,690**	**4,090**	**4,286**	**4,286**	**4,286**
Total equity and liabilities	**5,896**	**5,519**	**6,024**	**6,576**	**5,768**	**7,081**	**12,472**	**13,073**	**13,588**	**14,173**
Net IB debt (=1)	2,509	1,748	1,239	1,080	591	-384	3,019	2,453	1,982	1,447
Net working capital (NWC) (=2)	812	244	753	703	435	331	95	141	251	342
Capital employed (CE)	4,687	4,165	4,229	5,005	4,377	5,391	8,382	8,787	9,302	9,887
Capital invested (CI)	4,385	3,473	4,021	4,249	3,799	3,878	7,411	7,356	7,400	7,449
Equity / Total assets	32%	31%	46%	48%	56%	60%	35%	37%	40%	42%
Net IB debt / EBITDA	4.9	4.7	2.6	1.6	0.9	-0.5	2.8	2.0	1.3	0.9

Per share data (SEK)	2019	2020	2021	2022	2023	2024	2025	2026e	2027e	2028e
Adj. no. of shares in issue YE (m)	158.9	158.9	218.1	218.1	218.0	230.8	253.7	255.3	255.3	255.3
Diluted no. of Shares YE (m)	162.0	162.0	218.1	219.6	219.4	232.0	256.0	256.6	256.6	256.6
EPS	0.74	-0.13	0.50	0.78	1.24	1.38	0.54	1.48	2.27	2.76
EPS adj.	0.67	1.15	1.06	0.90	1.24	1.53	0.88	1.68	2.36	2.76
CEPS	1.64	0.80	1.24	1.39	1.87	2.00	2.18	3.03	3.83	4.33
DPS	0.00	0.00	0.00	0.50	0.75	0.00	0.00	0.40	0.65	0.80
BVPS	11.0	10.1	12.2	13.8	14.0	17.9	16.5	18.2	20.1	22.2

Performance measures	2019	2020	2021	2022	2023	2024	2025	2026e	2027e	2028e
ROE	7.0%	-1.3%	4.5%	6.0%	9.0%	8.7%	3.2%	8.6%	11.9%	13.1%
Adj. ROCE pre-tax	5.1%	6.9%	8.8%	9.3%	8.9%	10.1%	11.6%	9.9%	11.8%	12.4%
Adj. ROIC after-tax	4.0%	8.1%	6.6%	7.5%	8.1%	9.6%	6.7%	8.6%	10.6%	11.7%

Valuation	2019	2020	2021	2022	2023	2024	2025	2026e	2027e	2028e
FCF yield	2.7%	16.6%	-9.3%	8.2%	14.5%	8.2%	8.3%	12.4%	14.8%	18.0%
Dividend yield YE	0.0%	0.0%	0.0%	4.5%	6.2%	0.0%	0.0%	2.7%	4.3%	5.3%
Dividend payout ratio	0.0%	0.0%	0.0%	64.4%	60.3%	0.0%	0.0%	27.4%	28.8%	29.1%
Dividend + buy backs yield YE	0.0%	0.0%	0.0%	4.5%	6.6%	0.1%	0.1%	2.7%	4.3%	5.3%
EV/Sales YE	0.70	0.69	0.68	0.51	0.53	0.68	0.59	0.49	0.42	0.36
EV/EBITDA YE	8.3	9.9	8.7	5.3	4.7	6.3	6.9	5.1	3.9	3.2
EV/EBITA YE	16.6	32.6	19.3	8.7	7.5	9.7	11.8	7.9	5.5	4.4
EV/EBITA adj. YE	17.7	11.4	10.9	7.9	7.5	8.8	9.1	7.2	5.4	4.4
EV/EBIT YE	16.6	32.6	19.3	8.7	7.5	9.7	13.0	8.6	5.9	4.6
P/E YE	14.6	nm	26.8	14.2	9.7	15.2	32.8	10.3	6.7	5.5
P/E adj. YE	16.1	10.2	12.6	12.2	9.7	13.6	20.0	9.0	6.4	5.5
P/BV YE	0.99	1.16	1.10	0.80	0.86	1.17	1.07	0.83	0.75	0.68
Share price YE (SEK)	10.8	11.8	13.4	11.0	12.1	20.9	17.6	15.2		

Source: DNB Carnegie (estimates) & company data

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