

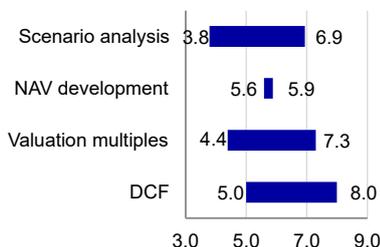
**KEY DATA**

Stock country	Finland
Bloomberg	INVEST.FH
Reuters	INVEST.HE
Share price (close)	EUR 5.06
Free Float	
Market cap. (bn)	EUR 0.03/EUR 0.03
Website	www.investorshouse.fi
Next report date	22 Aug 2022

**PERFORMANCE**



**VALUATION APPROACH**



Source: Nordea estimates

**ESTIMATE CHANGES**

Year	2022E	2023E	2024E
Sales	-8%	-7%	-7%
EBIT (adj)	-5%	-5%	-5%

Source: Nordea estimates

**Nordea Markets - Analysts**

**Svante Krokfors**  
Director

**David Flemmich**  
Senior Analyst, Sector Coordinator

**No hurry to conduct M&A in current market**

Investors House reported Q1 revenue of EUR 1.8m, 16% below our estimate, mainly owing to Services, while net operating income (NOI) was EUR 0.7m, 8% below our EUR 0.8m forecast. Adjusted EBIT including associates was EUR 0.6m, 16% below our EUR 0.7m estimate. The Q1 EPRA result was EUR 0.3m and improved by 187% y/y. The share of revenue from Services was 56%. Investors House has succeeded in streamlining its operations and balance sheet by distributing Ovaro shares and an extra dividend of EUR 1 per share, which has reduced the EPRA NRV discount to 25% from 40% after the Q4 report.

**Result miss owes to somewhat smaller quarter for Services**

NOI of EUR 0.7m was 8% below our expectation, driven mainly by weaker NOI in the Services segment, which comprises more than 50% of recurring revenue but also project and transaction-related fees, for example, which can cause swings between quarters. Within Real Estate, both NOI and adjusted EBITA were better than we expected. EPRA NRV declined by 18% q/q in Q1 to EUR 6.74, from EUR 8.27, as a EUR 1 per share extra dividend was distributed in Q1. The equity ratio remained strong at 54%, which is important given the growing JV development pipeline and leaves room for M&A, especially within the Services business.

**Estimates revised down slightly on account of Services**

Investors House reiterated that its operating result will decline significantly in 2022 following large divestments in H2 2020. We forecast a ~30% decline in adjusted EPS in 2022 and lower our 2022-24 adjusted EPS estimates by 4-5% after the Q1 results, mainly owing to somewhat lower estimates for the Services business. New M&A and possible JVs could be made shortly given the strong balance sheet, although the company is more cautious regarding the real estate market due to recent developments.

**Fair value range is unchanged at EUR 4.7-7.0**

We base our fair value range of EUR 4.7-7.0 per share on a combination of valuation methods, with the greatest emphasis on NRV. The range takes into account the extra dividend distribution of EUR 1 in Q1 2022. Due to the company's focus on non-prime locations and its mixed residential and commercial portfolio, we believe the share will trade at a discount to EPRA NRV, although further improving performance of the Services business could provide additional upside.

**SUMMARY TABLE - KEY FIGURES**

EURt	2018	2019	2020	2021	2022E	2023E	2024E
Total revenue	8,276	11,461	9,465	9,764	7,870	8,128	8,390
EBITDA (adj)	3,611	5,273	333	4,586	3,096	3,228	3,364
EBIT (adj)	3,611	5,273	333	4,586	3,096	3,228	3,364
EBIT (adj) margin	43.6%	46.0%	3.5%	47.0%	39.3%	39.7%	40.1%
EPS (adj, EUR)	0.17	0.48	-0.18	0.59	0.36	0.39	0.41
EPS (adj) growth	-68.4%	176.0%	-137.3%	432.9%	-38.8%	7.2%	4.2%
DPS (ord, EUR)	0.23	0.25	0.27	0.29	0.31	0.33	0.35
EV/Sales	9.0	5.0	5.9	5.3	7.3	7.3	7.0
EV/EBIT (adj)	25.3	9.8	17.9	19.0	24.4	24.2	22.8
P/E (adj)	34.6	13.5	n.m.	9.4	13.9	13.0	12.5
P/BV	0.8	0.9	0.9	1.0	1.0	1.0	1.0
Dividend yield (ord)	3.8%	3.9%	4.7%	5.2%	6.1%	6.5%	6.9%
FCF Yield bef A&D, lease	0.7%	3.9%	2.3%	-0.9%	6.8%	6.1%	9.7%
Net debt	35,017	16,081	19,505	4,383	13,227	15,237	14,240
Net debt/EBITDA	7.5	4.1	n.m.	n.m.	4.3	4.7	4.2
ROIC after tax	3.6%	5.7%	0.4%	n.a.	5.6%	5.4%	5.3%

Source: Company data and Nordea estimates

# Deviation and revision tables

## INVESTORS HOUSE: Q1 DEVIATION FROM OUR ESTIMATES

EURt	Actual Q1 2022	NDA est. Q1 2022E	Deviation vs. actual		Actual Q4 2021	q/q	Actual Q1 2021	y/y
Sales	1,796	2,131	-335	-16%	3,015	-40%	1,914	-6%
EBIT adj.	552	654	-102	-16%	1,992	-72%	100	450%
Net operating income	692	756	-64	-8%	1,275	-46%	356	94%
EPS, EUR	0.03	0.08		-61%	(0.10)	-130%	(0.13)	-123%

Source: Company data and Nordea estimates

## INVESTORS HOUSE: OUR ESTIMATE REVISIONS AFTER THE Q1 REPORT

EUR THOUSANDS	New estimates			Old estimates			Difference %		
	2022E	2023E	2024E	2022E	2023E	2024E	2022E	2023E	2024E
Sales	7,870	8,128	8,390	8,515	8,785	9,061	-8%	-7%	-7%
Adj. EBIT	3,096	3,228	3,364	3,258	3,389	3,523	-5%	-5%	-5%
Net operating income	3,380	3,516	3,655	3,540	3,674	3,810	-5%	-4%	-4%
Adj. EPS, EUR	0.36	0.39	0.41	0.38	0.40	0.42	-5%	-3%	-3%

Source: Nordea estimates

# Factors to consider

Investors House is a real estate investment company with a focus on residential and office properties. It mainly operates in the regional growth centres of Finland. The company also provides services and expanded its business into real estate funds during 2018. The company has a strong balance sheet, which bodes well for acquisitions or the expansion of existing business areas in the future. After the acquisition of Juhola Asset Management, announced on 26 February 2021, services are becoming an increasingly important part of Investors House, accounting for 56% of sales in Q1.

## Diversified business model

Investors House is a real estate company that deals in residential and office properties, with an increasing focus on services and investment products through its Service segment. The company has historically bought and sold properties efficiently and streamlined its portfolio, especially during 2019, and this continued in H2 2021 with the divestment of residential properties and IVH Kampus.

The company has grown quite aggressively since mid-2015, when the current CEO, chairman and vice chairman became owners. The Real Estate and Service segments have expanded, mainly through acquisitions. We expect the good pace of growth to continue, especially in the Service segment. Investors House decided to distribute its 20.4% stake in Ovaro (formerly Orava REIT) to its shareholders, which was completed at the end of 2020. EPRA NRV declined from EUR 8.27 at the end of Q4 2021 to EUR 6.74 at the end of Q1 2022. Investors House distributed an EUR 1 extra dividend after the end of 2021, which explains the majority of the decline in EPRA NRV. Investors House is trading at a ~25% EPRA NRV discount currently.

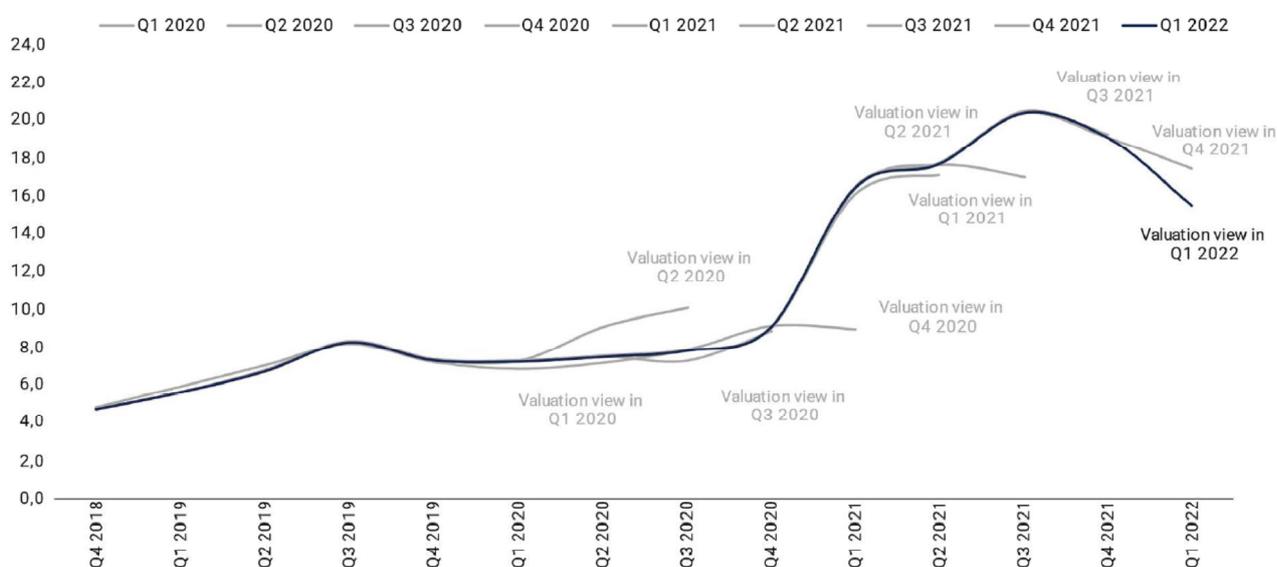
## EPRA NRV CALCULATION

EURm	31/03/2022
EPRA NTA	25.2
Excess value of fair value of services and other	5.7
EPRA NRV per share (EUR)	30.9
EPRA NRV per share (EUR)	6.74

Source: Company data

## FAIR VALUE DEVELOPMENT OF INVESTORS HOUSE'S SERVICE BUSINESS

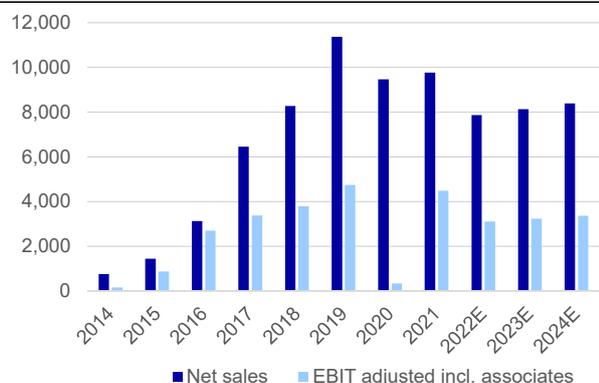
### Service business fair value (EURm)



Source: Company data

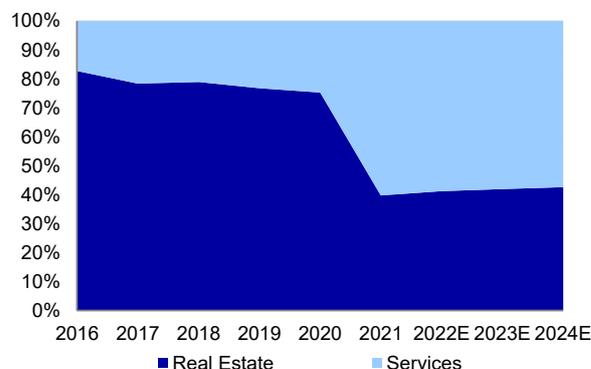
The Service segment has low capital needs and good scalability, as the company intends to expand into real estate funds, where it hopes to utilise its existing real estate investor base of around 10,000 clients. We believe the Service segment has good earnings potential and provides stability, as its revenues come from the services and fund management fees of Dividend House. An external evaluator has valued the Service business at EUR 15.6m, down from EUR 16.1m a year ago.

**SALES AND ADJUSTED EBIT (EUR THOUSANDS)**



Source: Company data and Nordea estimates

**SPLIT OF NET SALES BY DIVISION**

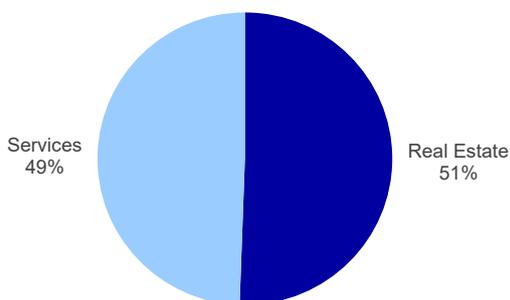


Source: Company data and Nordea estimates

**Balanced investment portfolio**

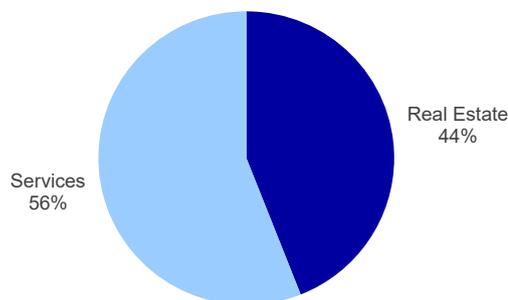
Since IVH Kampus is no longer consolidated but treated as an associated company, 44% of group sales came from the Real Estate business in Q1 and 56% from the Service segment.

**EPRA NRV CONTRIBUTION, Q1 2022**



Source: Company data and Nordea

**SALES BY SEGMENT, Q1 2022**



Source: Company data and Nordea

**Robust financial position**

Investors House has a strong balance sheet, with an equity ratio of 54% following the several divestments in H2 2021. The equity ratio is above the company's target of 45%. We believe the company will fund its expansion with new debt and we expect the equity ratio to remain above the long-term target. Investors House had a gross cash position of EUR ~12m at the end of Q1 2022.

**Clear discount to NAV and stable dividend**

Investors House currently trades at a 25% discount to EPRA NRV and the discount narrowed somewhat after the Ovaro share distribution and after the distribution of the EUR 1 extra dividend. The company has paid a stable, increasing dividend, with yields of 2.5-3.1% for the past two years. We expect a dividend of EUR 0.31-0.35 per share for 2022-24, which corresponds to a dividend yield of 6.1-6.9%.

**Valuation**

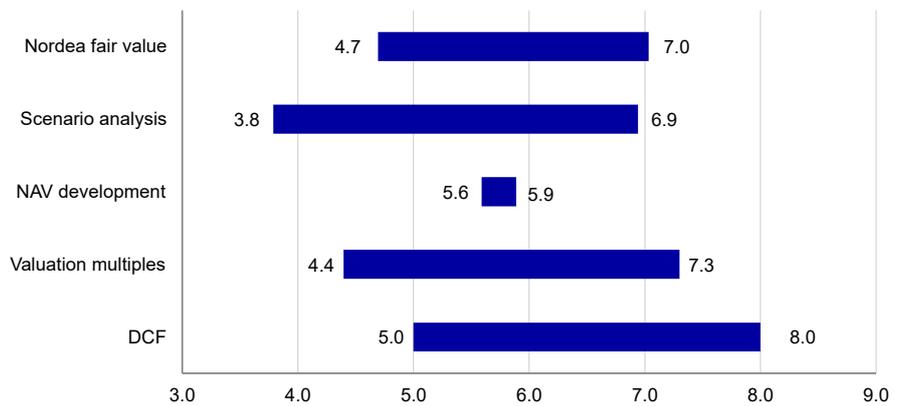
Combining our valuation methods, we derive a fair value range of EUR 4.7-7.0, which takes into account the impact of the EUR 1 per share extra dividend distributed in Q1. As the company is in the midst of a transformation process, we emphasise a scenario-based sum-of-the-parts (SOTP) approach to give a better picture of where value will come from in the future and how each part of the company is valued. We also use an

NRV SOTP to show the short-term NAV development and asset revaluation potential.

In our fair value, we put less focus on the DCF and multiple valuation methods, as they are sensitive to changes. Peer multiples can give a broad valuation range, but there is no direct competitor with a similar business structure (residential, office, service and investment-company aspects), so a multiples-based valuation is less reliable. A DCF valuation is easy to understand but sensitive to changes in the parameters, hence we put less focus on it.

The latest reported EPRA NRV is EUR 6.74, i.e. close to the upper end of our fair value range (EUR 4.7-7.0 per share). The low end of our range corresponds to a 30% discount to the latest adjusted reported EPRA NRV and the high end to a premium of 4%.

**VALUATION (EUR/SHARE)**



Source: Nordea estimates

# Detailed estimates

## DETAILED ESTIMATES (EUR THOUSANDS; EPS IN EUR)

EUR THOUSANDS	Q1/21	Q2/21	Q3/21	Q4/21	Q1/22	Q2/22E	Q3/22E	Q4/22E	2020	2021	2022E	2023E	2024E
Net sales	1,914	2,487	2,348	3,015	1,796	1,962	1,962	2,150	9,465	9,764	7,870	8,128	8,390
Sales growth %	-43%	-15%	61%	80%	-6%	-21%	-16%	-29%	-17%	3%	-19%	3%	3%
Maintenance expenses (Real estate)	-1,002	-333	-386	-497	-273	-225	-225	-298	-3,788	-2,218	-1,021	-1,073	-1,125
Direct operating expenses (Services)	-556	-1,123	-873	-1,192	-831	-850	-800	-989	-1,796	-3,744	-3,470	-3,539	-3,610
Net operating income	356	1,050	1,089	1,275	692	887	937	864	4,499	3,802	3,380	3,516	3,655
margin %	19%	42%	46%	42%	39%	45%	48%	40%	48%	39%	43%	43%	44%
Net gains on sale of properties	-11	2	-71	-1,608	0	0	0	0	7	-1,688	0	0	0
Net fair value changes	-583	-84	-1,025	-1,491	0	0	0	0	-850	-3,183	0	0	0
Selling, marketing and admin expenses	-262	-206	-270	-340	-267	-260	-220	-276	-1,384	-1,074	-1,023	-1,057	-1,091
Other operating income	-96	-20	4	0	0	0	0	0	6	-112	0	0	0
Associates	102	332	367	1,057	127	180	200	232	-2,782	1,858	739	769	800
EBIT	-494	1,074	94	-1,107	552	807	917	820	-504	-397	3,096	3,228	3,364
margin %	-26%	43%	4%	-37%	31%	41%	47%	38%	-5%	-4%	39%	40%	40%
EBIT adjusted incl. associates	100	1,156	1,190	1,992	552	807	917	820	339	4,474	3,096	3,228	3,364
margin %	0%	33%	35%	31%	24%	32%	37%	27%	33%	27%	30%	30%	31%
Financial income	0	8	11	55	57	21	21	21	23	84	120	120	120
Financial expenses	-167	-159	-160	-213	-105	-140	-140	-160	-1,139	-699	-545	-610	-632
Profit before taxes	-661	923	-55	-1,265	504	688	798	681	-1,620	-1,012	2,671	2,738	2,852
Taxes	-142	-202	29	643	-163	-83	-96	-82	91	312	-423	-329	-342
Net profit	-803	721	-26	-622	341	605	702	600	-1,529	-700	2,248	2,410	2,510
Cash flow hedges	0	0	0	0	0	0	0	0	0	0	0	0	0
Net profit of the period	-803	721	-26	-622	341	605	702	600	-1,529	-700	2,248	2,410	2,510
EPS	-0.13	0.12	0.00	-0.10	0.06	0.10	0.11	0.10	-0.25	-0.11	0.36	0.39	0.41
Minority interest	-100	-100	-200	-538	0	0	0	0	0	-137	0	0	0
Net profit attributable to shareholders	-703	821	174	-84	341	605	702	600	-1,529	-837	2,248	2,410	2,510
EPS attributable to shareholders	-0.03	0.14	0.13	0.22	0.06	0.10	0.11	0.10	-0.18	0.59	0.36	0.39	0.41

Source: Company data and Nordea estimates

## DIVISIONAL ESTIMATES

EUR THOUSANDS	Q1/21	Q2/21	Q3/21	Q4/21	Q1/22	Q2/22E	Q3/22E	Q4/22E	2020	2021	2022E	2023E	2024E
<b>Real estate</b>													
Net sales	1,203	2,581	935	996	798	807	818	823	7,523	3,877	3,244	3,409	3,577
Net sales growth %	-59%	10%	-61%	-64%	-34%	-24%	-24%	54%	-25%	-48%	-16%	5%	5%
Net fair value changes	-583	-331	-200	0	-68	0	0	0	-850	-2,483	-68	0	0
Associate income	102	-21	454	-3,197	127	180	200	232	-2,782	1,858	739	769	800
EBIT	-372	1,323	834	-2,717	536	762	793	757	111	-731	2,846	3,105	3,251
margin %	-31%	51%	89%	-273%	67%	94%	97%	92%	1%	-19%	88%	91%	91%
EBIT adj. incl. associates	303	1,654	1,119	-2,717	652	762	793	757	1,678	3,517	2,962	3,105	3,251
margin %	0%	0%	0%	0%	0%	0%	0%	0%	22%	91%	91%	91%	91%
<b>Services</b>													
Net sales	743	599	527	680	998	1,155	1,144	1,328	2,459	5,887	4,626	4,719	4,813
Net sales growth %	23%	11%	-16%	-14%	-31%	-9%	-53%	-77%	-12%	5%	5%	5%	5%
EBIT	91	204	129	240	167	305	344	339	764	1,327	1,157	1,180	1,203
margin %	12%	34%	24%	35%	17%	26%	30%	26%	31%	23%	25%	25%	25%

Source: Company data and Nordea estimates

# Risk factors

In this section, we highlight the main risks that we find relevant for Investors House. We list the risks according to their relevance, with the most relevant at the top. The following is not an exhaustive list but rather our view of some key risks for the company.

## **COVID-19-related risks**

The pandemic could have short- and long-term impacts on Investors House. In the short term, tenants' ability to pay rent could be affected. We estimate, however, that less than 5% of the company's rental income comes from tenants with exposure to hotels or restaurants. It could become more difficult to increase rents in the short term and rental reductions on new contracts might also be necessary. In the long term, demand for office space could decline if remote working become more widespread and permanent among office workers. The direct effects of COVID-19 have been limited, but the long-term impact is difficult to estimate.

## **Changes in interest rates**

Rising interest rates will eventually push financial costs higher, which would have a significant impact on real estate companies. Investors House has a strong balance sheet, but rising interest rates will have an impact on earnings. The company does not disclose its hedging strategy, which means forecasting increasing financial costs is difficult. Higher interest rates will also likely slow down the transaction market as funding becomes more expensive, which in turn could lower the value of properties and make divestments more difficult. This could hamper Investors House's ability to pursue value-creative investments in the future.

## **Small size**

The small size of the company adds volatility to future earnings, both on the downside and the upside. The company's low liquidity could also pose a risk for investors, as it can be difficult to buy or sell a large stake in the company.

## **Dependent on a few key people**

The current strategy and growth have been driven by a few key people (CEO, chairman and vice chairman), making them crucial to the company. It could significantly impact the development of Investors House if these key people were to leave the company, although we find this unlikely.

## **Competition**

Investors House is still a small player, but it will start competing against larger players as it grows, making it harder for the company to differentiate itself. Investors House has over the past 12 to 18 months increased the share of service business, which will make it more vulnerable to competition from service providers and less so to competition from real estate players.

## **Strong transaction focus**

Investors House has grown its property portfolio rapidly and is expected to continue rotating its assets in the future. The currently strong transaction market has supported property prices and favoured property divestments. If the transaction market slows down and property prices face downward pressure, it would make asset disposals slower or more challenging, and it could also reduce gains on disposals.

## **Macroeconomic factors**

Changes in economic factors such as GDP development, inflation and the level of housing production have already started to affect real estate companies such as Investors House. A downturn in the economy would have an adverse effect on the Finnish housing market and thus impact Investors House's operations. An economic downturn would likely make homebuyers more cautious and thus put pressure on prices, as well as increase vacancy risk.

**Risk of value dilution**

The company has grown rapidly, funding part of its expansion through share issues. This has a dilutive effect on EPS development. Additional share issues could further dilute value and pose the risk of a lower dividend per share.

**Legal, tax and political risks**

Changes in regulations, tax rules or development restrictions could have negative ramifications for Investors House.

# Reported numbers and forecasts

## INCOME STATEMENT

EURt	2014	2015	2016	2017	2018	2019	2020	2021	2022E	2023E	2024E
<b>Total revenue</b>	<b>752</b>	<b>1,438</b>	<b>3,134</b>	<b>6,449</b>	<b>8,276</b>	<b>11,461</b>	<b>9,465</b>	<b>9,764</b>	<b>7,870</b>	<b>8,128</b>	<b>8,390</b>
Revenue growth	n.a.	91.2%	117.9%	105.8%	28.3%	38.5%	-17.4%	3.2%	-19.4%	3.3%	3.2%
of which organic	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
of which FX	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
EBITDA	764	4,325	4,505	5,981	4,683	3,953	-504	-397	3,096	3,228	3,364
Depreciation and impairments PPE	0	0	0	0	0	0	0	0	0	0	0
of which leased assets	0	0	0	0	0	0	0	0	0	0	0
EBITA	764	4,325	4,505	5,981	4,683	3,953	-504	-397	3,096	3,228	3,364
Amortisation and impairments	0	0	0	0	0	0	0	0	0	0	0
EBIT	764	4,325	4,505	5,981	4,683	3,953	-504	-397	3,096	3,228	3,364
of which associates	0	0	1,356	1,056	653	-584	-2,782	1,858	739	769	800
Associates excluded from EBIT	0	0	0	0	0	0	0	n.a.	0	0	0
Net financials	37	48	-281	-422	-591	-1,213	-1,116	-615	-425	-490	-512
of which lease interest	0	0	0	0	0	0	0	0	0	0	0
Changes in value, net	0	0	0	0	0	0	0	0	0	0	0
<b>Pre-tax profit</b>	<b>801</b>	<b>4,373</b>	<b>4,224</b>	<b>5,559</b>	<b>4,092</b>	<b>2,740</b>	<b>-1,620</b>	<b>-1,012</b>	<b>2,671</b>	<b>2,738</b>	<b>2,852</b>
Reported taxes	-107	-886	-457	-512	-1,948	-657	91	312	-423	-329	-342
Net profit from continued operations	694	3,487	3,767	5,047	2,144	2,083	-1,529	-700	2,248	2,410	2,510
Discontinued operations	0	0	0	0	0	0	0	0	0	0	0
Minority interests	0	0	0	0	0	-433	0	-137	0	0	0
Net profit to equity	694	3,487	3,767	5,047	2,144	1,650	-1,529	-837	2,248	2,410	2,510
<b>EPS, EUR</b>	<b>0.46</b>	<b>1.48</b>	<b>1.14</b>	<b>1.12</b>	<b>0.35</b>	<b>0.27</b>	<b>-0.25</b>	<b>-0.14</b>	<b>0.36</b>	<b>0.39</b>	<b>0.41</b>
DPS, EUR	0.10	0.17	0.19	0.21	0.23	0.25	0.27	1.29	0.31	0.33	0.35
of which ordinary	0.10	0.17	0.19	0.21	0.23	0.25	0.27	0.29	0.31	0.33	0.35
of which extraordinary	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1.00	0.00	0.00	0.00

## Profit margin in percent

EBITDA	101.6%	300.8%	143.7%	92.7%	56.6%	34.5%	-5.3%	-4.1%	39.3%	39.7%	40.1%
EBITA	101.6%	300.8%	143.7%	92.7%	56.6%	34.5%	-5.3%	-4.1%	39.3%	39.7%	40.1%
EBIT	101.6%	300.8%	143.7%	92.7%	56.6%	34.5%	-5.3%	-4.1%	39.3%	39.7%	40.1%

## Adjusted earnings

EBITDA (adj)	155	584	2,699	3,394	3,611	5,273	333	4,586	3,096	3,228	3,364
EBITA (adj)	155	584	2,699	3,394	3,611	5,273	333	4,586	3,096	3,228	3,364
EBIT (adj)	155	584	2,699	3,394	3,611	5,273	333	4,586	3,096	3,228	3,364
EPS (adj, EUR)	0.06	-0.12	0.57	0.55	0.17	0.48	-0.18	0.59	0.36	0.39	0.41

## Adjusted profit margins in percent

EBITDA (adj)	20.6%	40.6%	86.1%	52.6%	43.6%	46.0%	3.5%	47.0%	39.3%	39.7%	40.1%
EBITA (adj)	20.6%	40.6%	86.1%	52.6%	43.6%	46.0%	3.5%	47.0%	39.3%	39.7%	40.1%
EBIT (adj)	20.6%	40.6%	86.1%	52.6%	43.6%	46.0%	3.5%	47.0%	39.3%	39.7%	40.1%

## Performance metrics

CAGR last 5 years											
Net revenue	n.a.	n.a.	n.a.	n.a.	n.a.	72.4%	45.8%	25.5%	4.1%	-0.4%	-6.0%
EBITDA	n.m.	n.m.	n.m.	n.m.	n.m.	38.9%	n.m.	n.m.	-12.3%	-7.2%	-3.2%
EBIT	n.a.	n.a.	n.a.	n.a.	n.a.	38.9%	n.m.	n.m.	-12.3%	-7.2%	-3.2%
EPS	n.a.	n.a.	n.a.	n.a.	n.a.	-10.2%	n.m.	n.m.	-20.2%	2.4%	8.7%
DPS	n.m.	n.m.	n.m.	n.m.	n.m.	20.1%	9.7%	8.8%	8.1%	7.5%	7.0%
Average last 5 years											
Average EBIT margin	n.a.	n.a.	n.a.	n.a.	n.m.	76.2%	48.0%	30.2%	23.1%	20.1%	20.1%
Average EBITDA margin	n.a.	n.a.	n.a.	n.a.	n.m.	76.2%	48.0%	30.2%	23.1%	20.1%	20.1%

## VALUATION RATIOS - ADJUSTED EARNINGS

EURt	2014	2015	2016	2017	2018	2019	2020	2021	2022E	2023E	2024E
P/E (adj)	n.a.	n.a.	n.a.	n.a.	34.6	13.5	n.m.	9.4	13.9	13.0	12.5
EV/EBITDA (adj)	n.a.	n.a.	n.a.	n.a.	20.7	10.8	167.6	11.3	18.6	18.4	17.4
EV/EBITA (adj)	n.a.	n.a.	n.a.	n.a.	20.7	10.8	167.6	11.3	18.6	18.4	17.4
EV/EBIT (adj)	n.a.	n.a.	n.a.	n.a.	25.3	9.8	17.9	19.0	24.4	24.2	22.8

## VALUATION RATIOS - REPORTED EARNINGS

EURt	2014	2015	2016	2017	2018	2019	2020	2021	2022E	2023E	2024E
P/E	n.a.	n.a.	n.a.	n.a.	17.3	24.2	n.m.	n.m.	13.9	13.0	12.5
EV/Sales	n.a.	n.a.	n.a.	n.a.	9.04	4.99	5.90	5.31	7.30	7.32	6.97
EV/EBITDA	n.a.	n.a.	n.a.	n.a.	18.6	12.6	24.5	n.m.	24.4	24.2	22.8
EV/EBITA	n.a.	n.a.	n.a.	n.a.	18.6	12.6	24.5	n.m.	24.4	24.2	22.8
EV/EBIT	n.a.	n.a.	n.a.	n.a.	18.6	12.6	24.5	n.m.	24.4	24.2	22.8
Dividend yield (ord.)	n.a.	n.a.	n.a.	n.a.	3.8%	3.9%	4.7%	5.2%	6.1%	6.5%	6.9%
FCF yield	n.a.	n.a.	n.a.	n.a.	-13.2%	-28.8%	-6.3%	39.7%	-2.8%	-0.3%	9.7%
FCF Yield bef A&D, lease adj	n.a.	n.a.	n.a.	n.a.	0.7%	3.9%	2.3%	-0.9%	6.8%	6.1%	9.7%
Payout ratio	156.6%	n.m.	33.5%	38.3%	132.6%	52.2%	n.m.	217.1%	85.3%	84.7%	86.2%

Source: Company data and Nordea estimates

**BALANCE SHEET**

EURt	2014	2015	2016	2017	2018	2019	2020	2021	2022E	2023E	2024E
Intangible assets	0	400	1,350	1,389	2,933	3,142	2,846	5,391	5,391	5,391	5,391
of which R&D	0	0	0	0	0	0	0	0	0	0	0
of which other intangibles	0	0	0	39	105	329	33	614	614	614	614
of which goodwill	0	400	1,350	1,350	2,828	2,813	2,813	4,777	4,777	4,777	4,777
Tangible assets	6,844	28,198	38,559	57,816	71,263	42,124	45,887	34,094	34,483	34,892	35,322
of which leased assets	0	0	0	0	0	0	0	0	0	0	0
Shares associates	0	0	1,844	13,583	14,296	24,929	15,851	745	1,484	2,253	3,052
Interest bearing assets	0	0	0	0	0	0	10	0	0	0	0
Deferred tax assets	0	0	0	0	0	0	684	665	0	0	0
Other non-IB non-current assets	0	6	498	208	232	205	472	3,728	3,728	3,728	3,728
Other non-current assets	0	0	0	0	0	0	0	0	0	0	0
Total non-current assets	6,844	28,604	42,251	72,996	88,724	70,400	65,750	44,623	45,086	46,264	47,493
Inventory	0	0	0	0	0	0	0	0	0	0	0
Accounts receivable	204	440	556	1,187	1,461	1,101	1,094	1,211	976	1,008	1,041
Short-term leased assets	0	0	0	0	0	0	0	0	0	0	0
Other current assets	690	0	272	10	148	0	106	78	63	65	67
Cash and bank	39	212	509	1,465	2,323	4,844	3,181	17,399	10,555	15,545	23,542
Total current assets	933	652	1,337	2,662	3,932	5,945	4,381	18,688	11,909	16,958	25,010
Assets held for sale	0	n.a.									
<b>Total assets</b>	<b>7,777</b>	<b>29,256</b>	<b>43,588</b>	<b>75,658</b>	<b>92,656</b>	<b>76,345</b>	<b>70,131</b>	<b>63,311</b>	<b>60,822</b>	<b>69,926</b>	<b>79,611</b>
Shareholders equity	5,899	17,865	21,695	46,128	46,815	43,477	37,562	36,239	30,512	31,005	31,474
Of which preferred stocks	0	0	0	0	0	0	0	0	0	0	0
Of which equity part of hybrid debt	0	0	0	0	0	0	0	0	0	0	0
Minority interest	0	0	0	19	2,671	1,200	1,140	475	475	475	475
Total Equity	5,899	17,865	21,695	46,147	49,486	44,677	38,702	36,714	30,987	31,480	31,949
Deferred tax	403	1,110	1,466	1,490	1,921	925	1,005	446	446	446	446
Long term interest bearing debt	1,156	7,936	18,273	21,408	28,641	18,017	18,364	18,512	18,512	18,512	18,512
Pension provisions	0	0	0	0	0	0	0	0	0	0	0
Other long-term provisions	0	0	0	0	0	0	0	0	0	0	0
Other long-term liabilities	0	0	0	0	0	0	0	0	0	0	0
Non-current lease debt	0	0	0	0	0	0	0	0	0	0	0
Convertible debt	0	0	0	0	0	0	0	0	0	0	0
Shareholder debt	0	0	0	0	0	0	0	0	0	0	0
Hybrid debt	0	0	0	0	0	0	0	0	0	0	0
Total non-current liabilities	1,559	9,046	19,739	22,898	30,562	18,942	19,369	19,338	18,958	18,958	18,958
Short-term provisions	0	0	0	0	0	0	0	0	0	0	0
Accounts payable	94	533	879	2,041	3,909	9,818	7,728	3,989	3,215	3,321	3,428
Current lease debt	0	0	0	0	0	0	0	0	0	0	0
Other current liabilities	0	0	17	249	0	0	0	0	0	0	0
Short term interest bearing debt	225	1,812	1,259	4,323	8,699	2,908	4,332	3,270	3,270	3,270	3,270
Total current liabilities	319	2,345	2,155	6,613	12,608	12,726	12,060	7,259	7,458	7,644	7,813
Liabilities for assets held for sale	0	0	0	0	0	0	0	0	0	0	0
<b>Total liabilities and equity</b>	<b>7,777</b>	<b>29,256</b>	<b>43,589</b>	<b>75,658</b>	<b>92,656</b>	<b>76,345</b>	<b>70,131</b>	<b>63,311</b>	<b>60,822</b>	<b>69,926</b>	<b>79,611</b>
<b>Balance sheet and debt metrics</b>											
Net debt	1,342	9,536	19,023	24,266	35,017	16,081	19,505	4,383	13,227	15,237	14,240
of which lease debt	0	0	0	0	0	0	0	0	0	0	0
Working capital	800	-93	-68	-1,093	-2,300	-8,717	-6,528	-2,700	-2,835	-2,961	-3,075
Invested capital	7,644	28,511	42,183	71,903	86,424	61,683	59,222	41,923	46,078	50,007	51,526
Capital employed	7,280	27,613	41,227	71,878	86,826	65,602	61,398	58,496	52,769	53,262	53,731
ROE	23.5%	29.3%	19.0%	14.9%	4.6%	3.7%	-3.8%	-2.3%	6.7%	7.8%	8.0%
ROIC	3.2%	2.6%	6.1%	4.8%	3.6%	5.7%	0.4%	n.a.	5.6%	5.4%	5.3%
ROCE	6.3%	4.1%	7.8%	6.1%	4.6%	6.9%	0.6%	n.a.	5.8%	6.3%	6.5%
Net debt/EBITDA	1.8	2.2	4.2	4.1	7.5	4.1	n.m.	n.m.	4.3	4.7	4.2
Interest coverage	n.m.	n.m.	n.m.	n.m.	n.m.	n.m.	-0.4	-0.4	n.m.	n.m.	n.m.
Equity ratio	75.9%	61.1%	49.8%	61.0%	50.5%	56.9%	53.6%	57.2%	50.2%	44.3%	39.5%
Net gearing	22.7%	53.4%	87.7%	52.6%	70.8%	36.0%	50.4%	11.9%	42.7%	48.4%	44.6%

Source: Company data and Nordea estimates

**CASH FLOW STATEMENT**

EURt	2014	2015	2016	2017	2018	2019	2020	2021	2022E	2023E	2024E
<b>EBITDA (adj) for associates</b>	<b>764</b>	<b>4,325</b>	<b>3,149</b>	<b>4,925</b>	<b>4,030</b>	<b>4,537</b>	<b>2,278</b>	<b>-2,255</b>	<b>2,357</b>	<b>2,459</b>	<b>2,564</b>
Paid taxes	0	-31	-235	-133	-357	-273	-507	328	-423	-329	-342
Net financials	0	48	-281	-422	-587	-1,767	-1,087	-615	-425	-490	-512
Change in provisions	0	0	0	0	0	0	0	0	0	0	0
Change in other LT non-IB	0	-6	-492	290	-24	27	-951	-2,857	285	0	0
Cash flow to/from associates	0	0	0	0	0	0	0	0	0	0	0
Dividends paid to minorities	0	0	0	0	0	0	0	0	0	0	0
Other adj to reconcile to cash flow	-764	-3,906	-1,413	-3,244	-2,330	-649	6,910	5,649	0	0	0
<b>Funds from operations (FFO)</b>	<b>0</b>	<b>430</b>	<b>728</b>	<b>1,416</b>	<b>732</b>	<b>1,875</b>	<b>6,643</b>	<b>250</b>	<b>1,794</b>	<b>1,641</b>	<b>1,710</b>
Change in NWC	0	37	-82	33	310	810	-4,952	-97	135	126	115
<b>Cash flow from operations (CFO)</b>	<b>n.a.</b>	<b>467</b>	<b>646</b>	<b>1,449</b>	<b>1,042</b>	<b>2,685</b>	<b>1,692</b>	<b>153</b>	<b>2,577</b>	<b>2,390</b>	<b>3,037</b>
Capital expenditure	0	-282	-386	-578	-773	-1,126	-897	-465	-389	-409	-429
<b>Free cash flow before A&amp;D</b>	<b>0</b>	<b>185</b>	<b>260</b>	<b>871</b>	<b>269</b>	<b>1,559</b>	<b>795</b>	<b>-313</b>	<b>2,132</b>	<b>1,906</b>	<b>3,037</b>
Proceeds from sale of assets	0	0	1,231	2,315	833	15,480	2,000	17,500	0	0	0
Acquisitions	0	-3,154	-3,869	-737	-6,012	-28,539	-5,000	-3,500	0	0	0
Free cash flow	0	-2,969	-2,378	2,449	-4,910	-11,500	-2,205	13,687	-868	-94	3,037
Free cash flow bef A&D, lease adj	0	185	260	871	269	1,559	795	-313	2,132	1,906	3,037
Dividends paid	0	-152	-563	-629	-1,298	-1,422	-1,546	-1,669	-7,975	-1,917	-2,040
Equity issues / buybacks	0	0	0	1,167	0	0	0	0	0	0	0
Net change in debt	0	3,355	5,271	-1,138	2,983	15,500	5,000	6,500	0	0	0
Other financing adjustments	0	0	0	0	0	0	0	10	0	0	0
Other non-cash adjustments	39	-61	-2,033	-893	4,083	-57	-2,912	-4,310	0	0	0
Change in cash	39	173	297	956	858	2,521	-1,663	14,218	-6,844	4,989	7,997
<b>Cash flow metrics</b>											
Capex/D&A	n.m.	n.m.	n.m.	n.m.	n.m.	n.m.	n.m.	n.m.	n.m.	n.m.	n.m.
Capex/Sales	0.0%	19.6%	12.3%	9.0%	9.3%	9.8%	9.5%	4.8%	4.9%	5.0%	5.1%
<b>Key information</b>											
Share price year end (/current)	n.a.	n.a.	n.a.	n.a.	6	6	6	6	5	5	5
Market cap.	n.a.	n.a.	n.a.	n.a.	37,094	39,876	35,239	34,497	31,282	31,282	31,282
Enterprise value	n.a.	n.a.	n.a.	n.a.	74,782	57,157	55,884	51,855	57,484	59,495	58,498
Diluted no. of shares, year-end (t)	1,519.5	3,179.9	3,310.8	6,182.3	6,182.3	6,182.3	6,182.3	6,182.3	6,182.3	6,182.3	6,182.3

Source: Company data and Nordea estimates

# Disclaimer and legal disclosures

## Origin of the report

This publication or report originates from: Nordea Bank Abp, including its branches Nordea Danmark, Filial af Nordea Bank Abp, Finland, Nordea Bank Abp, filial i Norge and Nordea Bank Abp, filial i Sverige (together "Nordea") acting through their units Nordea Markets and Equity Sales & Research.

Nordea Bank Abp is supervised by the European Central Bank and the Finnish Financial Supervisory Authority and the branches are supervised by the European Central Bank and the Finnish Financial Supervisory Authority and the Financial Supervisory Authorities in their respective countries.

## Content of report

This report has been prepared solely by Nordea Markets or Equity Sales & Research.

Opinions or suggestions from Nordea Markets credit and equity research may deviate from one another or from opinions presented by other departments in Nordea. This may typically be the result of differing time horizons, methodologies, contexts or other factors.

The information provided herein is not intended to constitute and does not constitute investment advice nor is the information intended as an offer or solicitation for the purchase or sale of any financial instrument. The information contained herein has no regard to the specific investment objectives, the financial situation or particular needs of any particular recipient. Relevant and specific professional advice should always be obtained before making any investment or credit decision.

Opinions or ratings are based on one or more methods of valuation, for instance cash flow analysis, use of multiples, behavioural technical analyses of underlying market movements in combination with considerations of the market situation and the time horizon. Key assumptions of forecasts or ratings in research cited or reproduced appear in the research material from the named sources. The date of publication appears from the research material cited or reproduced. Opinions and estimates may be updated in subsequent versions of the report, provided that the relevant company/issuer is treated anew in such later versions of the report.

## Validity of the report

All opinions and estimates in this report are, regardless of source, given in good faith, and may only be valid as of the stated date of this report and are subject to change without notice.

## No individual investment or tax advice

The report is intended only to provide general and preliminary information to investors and shall not be construed as the basis for any investment decision. This report has been prepared by Nordea Markets or Equity Sales & Research as general information for private use of investors to whom the report has been distributed, but it is not intended as a personal recommendation of particular financial instruments or strategies and thus it does not provide individually tailored investment advice, and does not take into account the individual investor's particular financial situation, existing holdings or liabilities, investment knowledge and experience, investment objective and horizon or risk profile and preferences. The investor must particularly ensure the suitability of an investment as regards his/her financial and fiscal situation and investment objectives. The investor bears the risk of losses in connection with an investment.

Before acting on any information in this report, it is recommendable to consult (without being limited to) one's financial, legal, tax, accounting, or regulatory advisor in any relevant jurisdiction.

The information contained in this report does not constitute advice on the tax consequences of making any particular investment decision. Each investor shall make his/her own appraisal of the tax and other financial merits of his/her investment.

## Sources

This report may be based on or contain information, such as opinions, estimates and valuations which emanate from: Nordea Markets' or Equity Sales & Research analysts or representatives, publicly available information, information from other units of Nordea, or other named sources.

To the extent this publication or report is based on or contain information emanating from other sources ("Other Sources") than Nordea Markets or Equity Sales & Research ("External Information"), Nordea Markets or Equity Sales & Research has deemed the Other Sources to be reliable but neither Nordea, others associated or affiliated with Nordea nor any other person, do guarantee the accuracy, adequacy or completeness of the External Information.

## Limitation of liability

Nordea or other associated and affiliated companies assume no liability as regards to any investment, divestment or retention decision taken by the investor on the basis of this report. In no event will Nordea or other associated and affiliated companies be liable for direct, indirect or incidental, special or consequential damages (regardless of whether being considered as foreseeable or not) resulting from the information in this report.

## Risk information

The risk of investing in certain financial instruments, including those mentioned in this report, is generally high, as their market value is exposed to a lot of different factors such as the operational and financial conditions of the relevant company, growth prospects, change in interest rates, the economic and political environment, foreign exchange rates, shifts in market sentiments etc. Where an investment or security is denominated in a different currency to the investor's currency of reference, changes in rates of exchange may have an adverse effect on the value, price or income of or from that investment to the investor. Past performance is not a guide to future performance. Estimates of future performance are based on assumptions that may not be realized. When investing in individual shares, the investor may lose all or part of the investments.

## Conflicts of interest

Readers of this document should note that Nordea Markets or Equity Sales & Research has received remuneration from the company mentioned in this document for the production of the report. The remuneration is not dependent on the content of the report.

Nordea, affiliates or staff in Nordea, may perform services for, solicit business from, hold long or short positions in, or otherwise be interested in the investments (including derivatives) of any company mentioned in the report.

To limit possible conflicts of interest and counter the abuse of inside knowledge, the analysts of Nordea Markets and Equity Sales & Research are subject to internal rules on sound ethical conduct, the management of inside information, handling of unpublished research material, contact with other units of Nordea and personal account dealing. The internal rules have been prepared in accordance with applicable legislation and relevant industry standards. The object of the internal rules is for example to ensure that no analyst will abuse or cause others to abuse confidential information. It is the policy of Nordea that no link exists between revenues from capital markets activities and individual analyst remuneration. Nordea and the branches are members of national stockbrokers' associations in each of the countries in which Nordea has head offices. Internal rules have been developed in accordance with recommendations issued by the stockbrokers associations. This material has been prepared following the Nordea Conflict of Interest Policy, which may be viewed at [www.nordea.com/mifid](http://www.nordea.com/mifid).

Please find a list of all recommendations disseminated by Nordea Equities during the preceding 12-month period here: <https://research.nordea.com/compliance>

## Distribution restrictions

The securities referred to in this report may not be eligible for sale in some jurisdictions. This report is not intended for, and must not be distributed to private customers in the UK or the US or to customers in any other jurisdiction where restrictions may apply.

This publication or report may be distributed in the UK to institutional investors by Nordea Bank Abp London Branch of 6th Floor, 5 Aldermanbury Square, London, EC2V 7AZ, which is under supervision of the European Central Bank, Finanssivalvonta (Financial Supervisory Authority) in Finland and subject to limited regulation by the Financial Conduct Authority and Prudential Regulation Authority in the United Kingdom. Details about the extent of our regulation by the Financial Conduct Authority and Prudential Regulation Authority are available from us on request.

Nordea Bank Abp ("Nordea") research is not "globally branded" research. Nordea research reports are intended for distribution in the United States solely to "major U.S. institutional investors," as defined in Rule 15a-6 under the Securities Exchange Act of 1934. Any transactions in securities discussed within the research reports will be chaperoned by Nordea Securities LLC ("Nordea Securities"), an affiliate of Nordea and a SEC registered broker dealer and member of FINRA. Nordea Securities does not employ research analysts and has no contractual relationship with Nordea that is reasonably likely to inform the content of Nordea research reports. Nordea makes all research content determinations without any input from Nordea Securities.

The research analyst(s) named on this report are not registered/qualified as research analysts with FINRA. Such research analyst(s) are also not registered with Nordea Securities and therefore may not be subject to FINRA Rule 2241 or FINRA Rule 2242 restrictions on communications with a subject company, public appearances and trading securities held by a research analyst account.

This report may not be mechanically duplicated, photocopied or otherwise reproduced, in full or in part, under applicable copyright laws.

**Analyst Shareholding**

Nordea analysts do not hold shares in the companies that they cover. No holdings or other affiliations by analysts or associates.

**Fair value and sensitivity**

We calculate our fair values by weighting DCF, DDM, SOTP, asset-based and other standard valuation methods. Our fair values are sensitive to changes in valuation assumptions, of which growth, margins, tax rates, working capital ratios, investment-to-sales ratios and cost of capital are typically the most sensitive. It should be noted that our fair values would change by a disproportionate factor if changes are made to any or all valuation assumptions, owing to the non-linear nature of the standard valuation models applied (mentioned above). As a consequence of the standard valuation models we apply, changes of 1-2 percentage points in any single valuation assumption can change the derived fair value by as much as 30% or more. All research is produced on an ad hoc basis and will be updated when the circumstances require it.

**Marketing Material**

This research report should be considered marketing material, as it has been commissioned and paid for by the subject company, and has not been prepared in accordance with the regulations designed to promote the independence of investment research and it is not subject to any legal prohibition on dealing ahead of the dissemination of the report. However, Nordea Markets analysts are according to internal policies not allowed to hold shares in the companies/sectors that they cover.

**Market-making obligations and other significant financial interest**

Nordea has no market-making obligations in Investors House shares.

As of 15/05/2022, Nordea Abp holds no positions of 0.5% or more of shares issued by Investors House.

As of the publication of this report, the issuer does not hold a position exceeding 5% of the total shares issued in Nordea Abp.

**Investment banking transactions**

In view of Nordea's position in its markets readers should assume that the bank may currently or may in the coming three months and beyond be providing or seeking to provide confidential investment banking services to the company/companies

**Issuer Review**

*This report has not been reviewed by the Issuer prior to publication.*

**Completion Date**

16 May 2022, 22:35 CET

Nordea Bank Abp	Nordea Bank Abp, filial i Sverige	Nordea Danmark, Filial af Nordea Bank Abp, Finland	Nordea Bank Abp, filial i Norge
<b>Nordea Markets Division, Research</b> Visiting address: Aleksis Kiven katu 7, Helsinki FI-00020 Nordea Finland  Tel: +358 9 1651 Fax: +358 9 165 59710  Reg.no. 2858394-9 Satamaradankatu 5 Helsinki	<b>Nordea Markets Division, Research</b> Visiting address: Smålandsgatan 17 SE-105 71 Stockholm Sweden  Tel: +46 8 614 7000 Fax: +46 8 534 911 60	<b>Nordea Markets Division, Research</b> Visiting address: Grønjørdsvej 10 DK-2300 Copenhagen S Denmark  Tel: +45 3333 3333 Fax: +45 3333 1520	<b>Nordea Markets Division, Research</b> Visiting address: Essendropsgate 7 N-0107 Oslo Norway  Tel: +47 2248 5000 Fax: +47 2256 8650