Defence

Gabler Group (XK4 GR)

EQUITY RESEARCH
April 17, 2026

Price: €41.70

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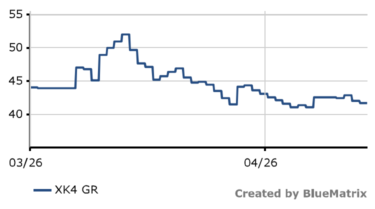
Key Statistics:

Symbol	XETRA: XK4 GR
52-Week Range	39.80 - 52.80
Market Cap	252.3
ADV (3 mo)	NA
Shares Out (M)	6.1

One-Year Price History



FYE	PF 2025	2026E	2027E	2028E	2029E	2030E
Sales	61.7	70.0	79.9	92.6	108.2	127.4
Sales growth (1)	*34.0%*	*13.4%*	*14.1%*	*16.0%*	*16.8%*	*17.8%*
Gross profit	43.0	51.0	58.5	68.1	79.8	94.3
Adj. EBITDA (2)	17.5	19.3	22.4	27.8	33.7	41.6
Adj. EBIT (3)	16.5	17.9	21.2	26.5	32.1	39.8
Adj. Net income	10.5	11.3	14.2	18.4	22.1	27.1
Net debt	15.1	(31.9)	(42.8)	(57.8)	(75.9)	(98.1)
Net debt/Adj. EBITDA	0.9x	0.0x	0.0x	0.0x	0.0x	0.0x
FCF	8.1	3.7	10.9	15.0	18.1	22.2
Gross profit margin	73.4%	71.4%	71.8%	72.1%	72.3%	72.5%
Adj. EBITDA margin (4)	29.9%	27.0%	27.5%	29.4%	30.5%	32.0%
Adj. EBIT margin (4)	28.2%	25.1%	26.0%	28.0%	29.1%	30.6%
ROCE	37.9%	20.4%	21.9%	24.0%	24.9%	26.3%
FCF conversion (5)	77.0%	54.6%	77.1%	81.3%	81.8%	82.1%

Cantor Fitzgerald Research estimates; PF 2025 assumes SubCTech consolidation and Thermoform divestiture as of 01.01.2025. (1) like-for-like sales growth incl. SubCTech in FY24, (2) excludes eCF IPO costs, (3) excludes eCF IPO costs and goodwill amortisation, (4) Margins are calculated "over" sales + increase/decrease in finished goods, inventories and work in process. (5) FCF/Adjusted Net Income, FY26 FCF excludes IPO costs.

Initiating Coverage

Ruling beneath the waves

Geopolitical fragmentation, heightened hybrid-warfare and sabotage acts targeting subsea infrastructure have **fundamentally reset defence priorities**. As Europe accelerates defence spend in the naval domain, **control and surveillance** has moved from a niche concern to a **strategic imperative**. **Gabler Maschinenbau GmbH operates precisely at this choke point**.

Gabler holds a **leading position in the highly concentrated market for conventional submarine hoistable masts**, a mission-critical subsystem that enables a submarine's propulsion, stealth, sensing and communications. **This market is essentially oligopolistic**, with Gabler one of only two major suppliers. Deep engineering complexity, decades of know-how from delivering some 1,000 masts to over 185 submarines and long qualification cycles create **sustainable entry barriers, evident in our estimated average ROCEs of ~27%.**

Beyond its core masts business, Gabler has evolved into a system-level player through the addition of the **Subsea Communications & Data and Subsea Power units. This has expanded Gabler's scope in the underwater domain**, spanning powering, sensing, communication, data processing and sovereign cloud delivery. The strategy is **well-aligned with navies' shift toward continuous, networked and autonomous underwater operations, needed for critical infrastructure protection**.

With this backdrop, we estimate a **revenue CAGR of ~16% over FY25-30E**, supported by a €358.7m order backlog and fast capability ramp-up. **Adjusted EBIT CAGR FY25-30E is seen at ~19%** with margins expanding from 28.2% in PF FY25 toward ~30.6% by FY30E, supported by better mix, operating leverage and a capital-light business model.

Gabler listed on the Scale segment of the Frankfurt Stock Exchange on 9 March at €44.00 per share, resulting in estimated net primary proceeds of €43.3m, which will be used to repay a shareholder loan (c.50%), accelerate organic growth across sales, production and R&D (c.25%), and pursue selective bolt-on M&A (c.25%) in order to sustain technological leadership. Selling shareholder Possehl Group, a German large private industrial holding company, retains 50.1% in Gabler. **Post-IPO, the balance sheet is expected to be ungeared, enhancing strategic flexibility.**

We derive a **fair equity value of €406.8m.**

Investment case

- **Strategic relevance turbo-charged by geopolitics and the defence super-cycle.** Gabler sits at the heart of Europe's structural rearmament cycle, supplying mission-critical underwater systems at a time when navies are expanding submarine fleets, autonomous capabilities and subsea surveillance in response to the Russian threat, geopolitical fragmentation, hybrid warfare and rising infrastructure sabotage risks.
- **Mission-critical product in an oligopolistic niche.** Hoistable mast systems, Gabler's core business, are a submarine choke point enabling stealth, sensing and communications during the most vulnerable phases of a submarine's operations. The market is highly concentrated, with Gabler one of only two major suppliers for conventional submarines outside the US and the UK.
- **Durable competitive moat through engineering complexity and lifecycle lock-ins.** Decades of expertise across hydraulics, acoustics, sealing and pressure integrity in harsh environments, coupled with stringent and complex certification cycles, create impregnable entry barriers, in our view. Once designed into a submarine class, suppliers are typically locked in for decades, which prohibits entry and underpins a high-margin aftermarket revenue.
- **ITAR-free, sovereign supplier of choice for allied navies.** Gabler's 100% ITAR-free portfolio is a decisive advantage as procurement increasingly prioritises sovereignty, supply-chain control and export flexibility. This materially expands the addressable market into APAC, the Middle East and NATO's eastern flank.
- **System-level expansion beyond submarines into the connected underwater domain.** Through the addition of Subsea Communications and Subsea Power, Gabler has evolved from a component supplier into a system-level enabler spanning power, sensing, communication, data processing and sovereign cloud delivery — directly aligned with navies' strategic shift toward persistent, networked underwater operations, where autonomy is decisive.
- **Attractive growth profile with high visibility.** We estimate **revenue CAGR FY25-30E of ~16%**, backed by a €358.7m order backlog and driven by a ~8% CAGR FY25-30E in the core Submarine Systems business, a ~28% CAGR FY25-30E in Subsea Power and a ~27% CAGR FY25-30E in Subsea Communications, as underwater surveillance and autonomy spend accelerates.
- **Earnings growth and margin expansion seen to outpace top-line growth.** Adjusted EBIT is expected to grow at **a ~19% CAGR FY25–30E**, with margins expanding from **~28% in PF FY25 toward ~31% by FY30E**, supported by mix shift toward higher-margin subsea businesses, aftermarket growth and operating leverage in a capital-light model. We expect margin expansion to pick up beyond the investments in organic growth within the 24 months following the IPO, that are bound to depress margins in FY26E and FY27E according to Cantor Fitzgerald Research estimates.
- **Strong cash generation underpinned by low capital intensity.** Capex requirements should generally remain below 3% of sales, while long-term service revenues and advance payments support **outstanding free cash flow conversion of eCF ~76% over FY25-30E.**
- **Gabler listed on the Scale segment of the Frankfurt Stock Exchange on 9 March 2026 at a price per share of €44.00, raising estimated net primary proceeds of €43.3m,** which will be used to repay a shareholder loan (c.50%), accelerate organic growth across sales, production and R&D (c.25%), and pursue selective bolt-on M&A (c.25%) in order to sustain technological leadership. Selling shareholder Possehl Group, a German large private industrial holding company, retains a 50.1% stake in Gabler. **Post-IPO, the balance sheet is expected to be ungeared, enhancing strategic flexibility.**
- We derive **a fair equity value of €406.8m based on a blend of peer EV/EBIT multiples and DCF analysis.**

Competitive quality

- **Hoistable mast systems are a mission-critical choke point in submarine design**. They enable sensing, communications, navigation and snorkelling – the most operationally vulnerable phase for non-nuclear submarines – making supplier reliability and acoustic performance critical.
- **The market is structurally oligopolistic with high barriers to entry**, and Gabler estimates it is among the top two players for conventional submarines outside the US and the UK. The company has equipped >185 submarines with ~1,000 masts across 25 navies, reflecting deep qualification and long-standing customer trust.
- **Engineering barriers are exceptionally high**, driven by extreme constraints on space, weight, pressure, water and corrosion resistance, as well as acoustic signature. The equipment needs to faultlessly hold over lifecycles spanning multiple decades. What's more, much of this expertise is 'non-codified' engineering skill, limiting replicability for new entrants.
- **Supplier lock-in is reinforced by long qualification cycles and lifecycle economics**, with mast systems deeply embedded in hull design and certification. Once selected, suppliers are typically locked in for 30-40 years, supporting highly profitable aftermarket revenues from service and spares.
- **Gabler's 100% ITAR-free portfolio is a material strategic advantage**, enabling faster procurement and unrestricted sales to Allied navies amid rising geopolitical fragmentation. This materially expands addressable markets, most notably into APAC and the Middle East.
- **Hydraulics, Gabler's specialty, remains the preferred solution for conventional submarines**, offering superior force density, robustness and versatility versus electric alternatives, particularly in hot and shock-prone environments. Gabler retains strategic optionality through ongoing hybrid and electric mast development, mitigating long-term technology risk.
- **Subsea Power and Subsea Communications create meaningful synergies with the core Submarine Systems division**, extending Gabler from a mast supplier to a system-level enabler of the connected underwater domain, as navies expand the scope of surveillance missions, particularly when it comes to critical underwater infrastructure. Shared customers, certification know-how and integration capabilities should support cross-selling going forward.

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Growth drivers and prospects

- **Defence super-cycle underway: European defence spending** has structurally reset as a result of the Ukraine war and the need for **sovereign capabilities** beyond historical alliances. **Equipment procurement** is growing materially faster than overall spend with visibility extending well into the next decade, courtesy of decades of neglect following the end of the Cold War.

- **Clear equipment and naval skew:** Budget mix is shifting toward advanced equipment, autonomy and electronics, structurally favouring **naval platforms and subsea capabilities**.

- **Subsea protection as a strategic imperative: Persistent and soaring sabotage acts** against undersea energy and data infrastructure have elevated subsea surveillance, power and communications from discretionary to **mission-critical spend.**

- **Compelling portfolio exposure:** Gabler is uniquely positioned to capture the expanding definition of subsea defence capabilities beyond traditional submarines. Gabler's ecosystem spans data collection, processing, transmission and powering solutions. It is extendable to unmanned and autonomous capabilities complementing existing manned assets.

- **Attractive top-line growth: We estimate a sales CAGR FY25-30E of ~16%,** driven by Subsea Power and Subsea Communications seen growing at high-twenties rates. Meanwhile, major submarine procurement programmes are under way both in terms of refurbishment/readiness and as 'newbuilds'.

- **Margin expansion and cash generation: Adj. EBIT CAGR FY25-30E is taxed at an over-proportional ~19%, with the margin expected to scale toward ~31% (eCF)** from already high levels, supported by mix and operating leverage. The deployment of roughly 25% of the €40m in primary proceeds from the contemplated IPO on sizing up production, sales & marketing and R&D should depress margins in FY26 and FY27 according to Cantor Fitzgerald Research estimates.

- Low capital intensity underpins stellar **free cash flow conversion.**

Summary P&L assumptions									
EUR m	Adj. 2023	Adj. 2024	PF 2025	2026E	2027E	2028E	2029E	2030E	CAGR 25-30E
Sales	**26.7**	**33.5**	**61.7**	**70.0**	**79.9**	**92.6**	**108.2**	**127.4**	**15.6%**
yoy growth		25.5%	84.4%	13.4%	14.1%	16.0%	16.8%	17.8%	
Operating gross profit (1)	**20.5**	**24.6**	**43.0**	**51.0**	**58.5**	**68.1**	**79.8**	**94.3**	**17.0%**
Operating gross margin (2)	***67.9%***	***71.6%***	***73.4%***	***71.4%***	***71.8%***	***72.1%***	***72.3%***	***72.5%***	
yoy growth		***20.2%***	***74.6%***	***18.5%***	***14.8%***	***16.4%***	***17.2%***	***18.2%***	
Personnel expenses	12.0	12.7	17.9	21.4	24.5	26.9	30.9	35.5	
% of sales	45.0%	37.9%	29.0%	30.5%	30.6%	29.0%	28.5%	27.8%	
yoy growth		5.6%	41.5%	19.2%	14.4%	10.1%	14.7%	14.9%	
Other operating expenses	5.6	5.8	10.4	15.5	14.8	16.7	18.7	20.9	
% of sales	21.1%	17.2%	16.9%	22.2%	18.5%	18.1%	17.3%	16.4%	
yoy growth		2.3%	80.7%	48.9%	-4.8%	13.3%	11.9%	11.8%	
Reported EBITDA	**3.8**	**8.1**	**17.5**	**16.8**	**22.4**	**27.8**	**33.7**	**41.6**	**18.9%**
Reported EBITDA margin	***12.6%***	***23.5%***	***29.9%***	***23.5%***	***27.5%***	***29.4%***	***30.5%***	***32.0%***	
yoy growth		***113.0%***	***116.2%***	***(3.9%)***	***33.1%***	***24.1%***	***21.1%***	***23.6%***	
Depreciation & amortisation	0.8	0.9	3.4	3.8	3.6	3.7	4.0	4.2	
% of sales	3.1%	2.8%	5.5%	5.4%	4.5%	4.0%	3.7%	3.3%	
yoy growth		11.6%	267.9%	11.9%	(5.3%)	2.7%	7.4%	6.1%	
of which Goodwill amortisation	0.1	0.2	2.4	2.4	2.4	2.4	2.4	2.4	
% of sales	0.6%	0.7%	3.9%	3.4%	3.0%	2.6%	2.2%	1.9%	
yoy growth		52.3%	971.4%	(1.3%)	0.0%	0.0%	0.0%	0.0%	
of which non-goodwill related D &A	0.7	0.7	1.0	1.4	1.2	1.3	1.6	1.8	
% of sales	2.5%	2.1%	1.6%	2.00%	1.50%	1.40%	1.45%	1.42%	
yoy growth		2.7%	38.5%	45.3%	(14.5%)	8.2%	21.0%	15.3%	
Reported EBIT	**3.0**	**7.2**	**14.1**	**13.0**	**18.8**	**24.1**	**29.7**	**37.4**	**21.5%**
Reported EBIT margin	***9.8%***	***20.8%***	***24.1%***	***18.2%***	***23.1%***	***25.5%***	***26.9%***	***28.8%***	
yoy growth		***141.2%***	***96.7%***	***(7.7%)***	***44.4%***	***28.1%***	***23.2%***	***26.0%***	
One-off costs (IPO)				2.5					
Adjusted EBIT (3)	**3.1**	**7.4**	**16.5**	**17.9**	**21.2**	**26.5**	**32.1**	**39.8**	**19.2%**
Adj. EBIT margin (4)	***10.3%***	***21.5%***	***28.2%***	***25.1%***	***26.0%***	***28.0%***	***29.1%***	***30.6%***	
yoy growth		***137.0%***	***123.6%***	***8.4%***	***18.3%***	***25.0%***	***21.1%***	***24.0%***	
Adj. Net Income (5)	**0.9**	**3.1**	**10.5**	**12.2**	**14.9**	**19.2**	**22.9**	**27.9**	**21.5%**
Adj. Net Income margin	***3.1%***	***8.9%***	***18.0%***	***17.1%***	***18.3%***	***20.3%***	***20.7%***	***21.4%***	
Net Income	**0.8**	**2.8**	**8.1**	**8.1**	**12.5**	**16.8**	**20.5**	**25.5**	**25.7%**
% of sales	***2.9%***	***8.4%***	***13.1%***	***11.5%***	***15.7%***	***18.1%***	***18.9%***	***20.0%***	
yoy growth		***n.m.***	***186.9%***	***(0.6%)***	***55.5%***	***33.9%***	***21.8%***	***24.5%***	

Source: Company data, Cantor Fitzgerald Research estimates

(1) Defined as: sales + increase/decrease in finished goods, inventories and wip - cost of materials

(2) Defined as: operating gross profit / (sales + increase/decrease in finished goods, inventories and wip)

(3) Defined as EBIT before goodwill amortisation and eCF IPO costs.

(4) Defined as Adj. EBIT/ (sales + increase/decrease in finished goods, inventories and wip)

(5) Defined as Net income + goodwill amortization +/- (1-tax rate)x one-offs

Valuation

- **We value Gabler on a combination of peer group multiples and DCF analysis and derive a fair value. The valuation includes an estimated €43.3m in net proceeds from the contemplated IPO transaction.**
  - **The peer group analysis yields a €322.2-428.4m fair equity value range.** We focus on European mid-cap defence names. The valuation is largely focused on EV/EBITDA and EV/EBIT FY26E and FY27E. EBIT for Gabler is defined as being before goodwill amortisation**.**
  - **The DCF analysis yields a €424.7-451.9m fair equity value range.** We assume a WACC set at 6.7% considering low betas for defence companies. We include as sensitivity analysis around the terminal EBIT margins and WACC.
  - **The derived €373.4-440.1m fair equity value range** corresponds respectively to the average lower ends and average upper ends of peer group and DCF methods.
  - **The fair equity value of €406.8m corresponds to the midpoint of the above.**

European large caps	MCap. (in m)	Curr.	EV/Sales			EV/EBITDA			EV/EBIT			P/E		
			2026E	2027E	2028E	2026E	2027E	2028E	2026E	2027E	2028E	2026E	2027E	2028E
Safran	129,728	EUR	3.6x	3.3x	3.0x	16.7x	15.0x	13.6x	21.0x	18.5x	16.5x	30.9x	25.0x	21.8x
Rheinmetall	69,621	EUR	4.9x	3.6x	2.7x	21.6x	15.3x	11.3x	26.5x	18.2x	13.4x	38.9x	26.6x	19.4x
Elbit Systems	43,371	USD	4.8x	4.4x	4.1x	38.5x	34.1x	28.6x	48.4x	40.8x	37.3x	60.5x	52.1x	47.8x
BAE Systems	64,854	GBp	2.2x	2.0x	1.9x	15.9x	14.5x	13.2x	20.4x	18.3x	16.6x	26.8x	23.6x	21.0x
Thales	54,698	EUR	2.4x	2.2x	2.0x	13.9x	12.6x	11.5x	18.6x	16.7x	15.0x	25.0x	21.6x	19.2x
Leonardo	33,417	EUR	1.7x	1.5x	1.4x	12.8x	11.5x	10.1x	17.8x	15.1x	13.0x	25.0x	20.8x	17.5x
Dassault Aviation	25,676	EUR	1.9x	1.6x	1.4x	15.9x	13.6x	11.5x	20.5x	16.8x	13.3x	21.6x	18.0x	14.9x
SAAB	336,897	SEK	3.5x	2.9x	2.5x	24.4x	19.9x	17.1x	33.0x	26.3x	21.8x	42.7x	33.9x	27.6x
Kongsberg	359,848	NOK	5.0x	4.1x	3.4x	29.5x	22.4x	18.4x	35.0x	26.2x	21.3x	40.7x	31.5x	25.5x
Hensoldt	9,101	EUR	3.5x	3.0x	2.5x	18.5x	15.4x	12.6x	28.4x	22.2x	17.6x	46.0x	35.3x	27.2x
Indra Sistemas	8,882	EUR	1.5x	1.3x	1.2x	11.0x	9.5x	8.1x	14.6x	12.4x	10.7x	19.3x	16.2x	13.9x
Fincantieri	4,959	EUR	0.8x	0.7x	0.6x	9.7x	8.4x	7.3x	17.3x	14.2x	11.8x	29.2x	20.6x	16.0x
Renk	5,300	EUR	3.6x	3.1x	2.6x	18.1x	14.9x	12.1x	20.6x	17.4x	13.8x	32.0x	25.4x	19.6x
Babcock International Group	6,262	GBp	1.3x	1.2x	1.2x	12.6x	11.5x	10.7x	16.0x	14.7x	13.6x	22.6x	20.3x	18.4x
Average			**2.9x**	**2.5x**	**2.2x**	**18.5x**	**15.6x**	**13.3x**	**24.2x**	**19.8x**	**16.8x**	**32.9x**	**26.5x**	**22.1x**
Median			**2.9x**	**2.6x**	**2.2x**	**16.3x**	**14.7x**	**11.8x**	**20.5x**	**17.8x**	**14.4x**	**30.0x**	**24.3x**	**19.5x**

Source: Bloomberg estimates (as of 13 April 2026), Cantor Fitzgerald Research estimates

European mid caps (< € 5bn)	MCap. (in m)	Curr.	EV/Sales			EV/EBITDA			EV/EBIT			P/E		
			2026E	2027E	2028E	2026E	2027E	2028E	2026E	2027E	2028E	2026E	2027E	2028E
QinetiQ	2,504	GBp	1.4x	1.3x	1.2x	8.5x	8.0x	7.5x	12.7x	11.6x	10.7x	15.6x	13.9x	12.6x
TKMS	5,444	EUR	1.8x	1.7x	1.4x	18.0x	15.0x	11.9x	28.7x	23.0x	17.8x	41.6x	34.0x	27.4x
Exosens	3,201	EUR	6.4x	5.6x	5.0x	19.5x	16.9x	14.7x	23.8x	20.5x	17.5x	33.9x	28.7x	24.7x
Exail	2,183	EUR	4.1x	3.2x	2.7x	17.6x	13.0x	10.1x	24.1x	16.7x	13.1x	101.8x	36.2x	25.4x
Norbit	13,864	NOK	4.6x	4.1x	3.7x	15.7x	14.0x	12.7x	19.8x	17.6x	16.0x	25.4x	22.8x	20.6x
MilDef	6,115	SEK	2.4x	2.0x	1.7x	13.1x	10.2x	8.3x	17.6x	12.8x	10.2x	21.5x	15.6x	11.6x
Invisio	12,441	SEK	5.5x	4.7x	4.0x	20.4x	16.1x	13.7x	22.1x	17.3x	14.8x	29.1x	22.5x	18.8x
Bittium	1,389	EUR	5.8x	4.8x	3.9x	18.5x	15.5x	11.8x	26.4x	20.8x	14.9x	31.7x	24.5x	20.4x
Steyr Motors	198	EUR	2.6x	1.7x	1.3x	12.7x	6.9x	5.3x	13.2x	7.1x	5.0x	17.3x	9.2x	6.5x
Ovzon	5,806	SEK	5.7x	6.3x	6.2x	12.1x	12.9x	12.9x	18.0x	19.5x	19.4x	20.5x	22.2x	23.1x
Clavister	1,600	SEK	4.7x	3.6x	3.6x	14.5x	9.9x	10.9x	25.0x	13.8x	14.6x	27.0x	15.4x	16.6x
Average			**4.1x**	**3.5x**	**3.1x**	**15.5x**	**12.6x**	**10.9x**	**21.0x**	**16.4x**	**14.0x**	**33.2x**	**22.3x**	**18.9x**
Median			**4.6x**	**3.6x**	**3.6x**	**15.7x**	**13.0x**	**11.8x**	**22.1x**	**17.3x**	**14.8x**	**27.0x**	**22.5x**	**20.4x**
Gabler KPIS			***70.0***	***79.9***	***92.6***	***19.3***	***22.4***	***27.8***	***17.9***	***21.2***	***26.5***	***11.3***	***14.2***	***18.4***
Implied Gabler Enterprise Value														
Average			**285.4**	**282.9**	**291.8**	**299.8**	**281.6**	**302.8**	**376.9**	**348.2**	**370.7**	**375.3**	**315.3**	**348.0**
Median			**324.3**	**290.0**	**329.8**	**302.8**	**290.3**	**328.7**	**396.5**	**367.4**	**390.7**	**304.6**	**318.5**	**376.0**
Gabler Net Debt			***-31.9***	***-31.9***	***-31.9***	***-31.9***	***-31.9***	***-31.9***	***-31.9***	***-31.9***	***-31.9***	***-31.9***	***-31.9***	***-31.9***
Implied Gabler Gabler Equity Value														
Average			**317.3**	**314.9**	**323.7**	**331.7**	**313.5**	**334.7**	**408.8**	**380.1**	**402.6**	**407.2**	**347.2**	**379.9**
Median			**356.2**	**321.9**	**361.7**	**334.7**	**322.2**	**360.6**	**428.4**	**399.3**	**422.6**	**336.5**	**350.4**	**407.9**

Source: Bloomberg estimates (as of 13 April 2026), Cantor Fitzgerald Research estimates

European mid caps (< € 5bn)	Mcap. (in m)	Curr.	Sales growth			EBITDA margin			EBIT margin			Net debt/EBITDA		
			2026E	2027E	2028E	2026E	2027E	2028E	2026E	2027E	2028E	2026E	2027E	2028E
QinetiQ	2,365	GBp	5.6%	6.0%	5.8%	16.4%	16.6%	16.6%	11.0%	11.4%	11.6%	0.4x	0.4x	0.4x
TKMS	4,761	EUR	4.3%	11.3%	17.3%	10.3%	11.0%	11.9%	6.4%	7.2%	7.9%	-4.8x	-3.8x	-3.2x
Exosens	3,036	EUR	14.4%	13.6%	12.7%	32.6%	33.2%	33.8%	26.7%	27.4%	28.4%	1.1x	1.0x	0.9x
Exail	1,984	EUR	19.6%	26.1%	21.6%	23.1%	24.9%	26.3%	16.9%	19.3%	20.3%	0.2x	0.2x	0.1x
Norbit	11,958	NOK	24.6%	12.2%	10.3%	29.5%	29.4%	29.3%	23.3%	23.4%	97.9%	0.6x	0.5x	0.5x
MilDef	6,120	SEK	39.9%	18.7%	17.2%	17.9%	19.4%	20.2%	13.2%	15.4%	16.8%	0.9x	0.8x	0.6x
Invisio	11,476	SEK	27.6%	17.8%	16.0%	26.8%	28.8%	29.2%	24.7%	26.8%	27.2%	-0.4x	-0.4x	-0.3x
Bittium	1,269	EUR	26.7%	18.9%	20.5%	31.6%	32.2%	32.2%	19.0%	22.4%	24.1%	0.0x	0.0x	0.0x
Steyr Motors	200	EUR	60.6%	52.0%	34.1%	20.7%	25.1%	24.4%	20.0%	24.4%	25.7%	0.2x	0.1x	0.0x
Ovzon	5,997	SEK	45.1%	-9.9%	1.5%	46.8%	48.6%	48.6%	31.4%	32.3%	31.9%	0.6x	0.6x	0.6x
Clavister	1,504	SEK	59.2%	28.5%	1.9%	32.1%	36.7%	32.7%	18.7%	26.3%	24.4%	0.2x	0.2x	0.2x
Average			**29.8%**	**17.7%**	**14.4%**	**26.2%**	**27.8%**	**27.8%**	**19.2%**	**21.5%**	**28.8%**	**-0.1x**	**0.0x**	**0.0x**
Median			**26.7%**	**17.8%**	**16.0%**	**26.8%**	**28.8%**	**29.2%**	**19.0%**	**23.4%**	**24.4%**	**21.2%**	**18.0%**	**19.1%**

Source: Bloomberg estimates (as of 13 April 2026), Cantor Fitzgerald Research estimates

DCF valuation analysis: Fair equity value range of €424.7-451.9m

DCF valuation (EUR m)	FY 2026E	FY 2027E	FY 2028E	FY 2029E	FY 2030E	FY 2031E	FY 2032E	FY 2033E	FY 2034E	FY 2035E	
DCF	**>>> Explicit Forecast Period**					**>>> Fade Period**					
Sales	**70.0**	**79.9**	**92.6**	**108.2**	**127.4**	**135.1**	**141.8**	**148.9**	**155**	**159**	
Growth	*13.4%*	*14.1%*	*16.0%*	*16.8%*	*17.8%*	*6.0%*	*5.0%*	*5.0%*	*4.0%*	*2.5%*	
EBIT*	**17.9**	**21.2**	**26.5**	**32.1**	**39.8**	**41.4**	**43.4**	**47.7**	**48.0**	**44.4**	
Margin	*25.1%*	*26.0%*	*28.0%*	*29.1%*	*30.6%*	*30.6%*	*30.6%*	*32.0%*	*31.0%*	*28.0%*	
(+/-) Interest	(0.9)	(0.4)	0.2	0.0	(0.3)	(0.3)	(0.3)	(0.3)	(0.3)	(0.3)	
(-) Tax	6.3	6.9	8.1	9.9	12.4	12.9	13.5	14.9	15.0	13.9	
Tax Rate	*33.6%*	*32.0%*	*31.0%*	*31.0%*	*31.0%*	*31.0%*	*31.0%*	*31.0%*	*31.0%*	*31.0%*	
NOPAT	**10.7**	**13.9**	**18.6**	**22.2**	**27.1**	**28.2**	**29.6**	**32.5**	**32.8**	**30.3**	
(-) Capex	**2.0**	**2.2**	**2.5**	**2.8**	**3.2**	**3.4**	**3.6**	**3.7**	**3.9**	**4.0**	
Capex as % sales	*2.9%*	*2.8%*	*2.7%*	*2.6%*	*2.5%*	*2.5%*	*2.5%*	*2.5%*	*2.5%*	*2.5%*	
Capex / Depreciation	*1.4x*	*1.8x*	*1.9x*	*1.1x*	*1.1x*	*1.0x*	*1.0x*	*1.0x*	*1.0x*	*1.0x*	
(+/-) Change in WC	**(6.2)**	**(3.0)**	**(3.0)**	**(3.5)**	**(4.2)**	**(5.4)**	**(4.3)**	**(4.5)**	**(4.6)**	**(6.3)**	
WC as % sales	*(8.8%)*	*(3.8%)*	*(3.2%)*	*(3.3%)*	*(3.3%)*	*(4.0%)*	*(3.0%)*	*(3.0%)*	*(3.0%)*	*(4.0%)*	
(+) Depreciation**	**1.4**	**1.2**	**1.3**	**1.6**	**1.8**	**3.4**	**3.5**	**3.7**	**3.9**	**4.0**	
Depreciation as % sales	*2.0%*	*1.5%*	*1.4%*	*1.5%*	*1.4%*	*2.5%*	*2.5%*	*2.5%*	*2.5%*	*2.5%*	
Free Cash Flow	**3.9**	**9.9**	**14.4**	**17.4**	**21.5**	**22.8**	**25.3**	**28.0**	**28.1**	**23.9**	**581.4**
Growth	*(34.7%)*	*153.0%*	*45.3%*	*21.0%*	*23.5%*	*5.9%*	*11.3%*	*10.7%*	*0.2%*	*(14.8%)*	
Net primary IPO proceeds	43.3										
WACC	6.7%	6.7%	6.7%	6.7%	6.7%	6.7%	6.7%	6.7%	6.7%	6.7%	6.7%
Period	1	2	3	4	5	6	7	8	9	10	11
Discount factor	0.94	0.88	0.82	0.77	0.72	0.68	0.63	0.59	0.56	0.52	0.49
Discounted FCF	**44.3**	**8.7**	**11.8**	**13.4**	**15.5**	**15.4**	**16.1**	**16.7**	**15.6**	**12.5**	**284.3**

*Source: Cantor Fitzgerald Research. * before goodwill amortisation and IPO one-offs, **depreciation w/o goodwill amortisation*

Risk Free Rate	3.0%
Debt Premium (bps)	2.0%
Cost of Debt (post-tax)	**3.5%**
Market Risk Premium	5.0%
Market Cost of Equity	8.0%
Beta	0.7
Company Cost of Equity	**6.7%**
Target Tax Rate	31.0%
LT D/(D+E)	0.0%
WACC (post-tax, nominal)	**6.7%**
WACC (pre-tax, nominal)	6.7%

Sum NPV	170.0
Terminal growth rate	*2.5%*
Terminal multiple	*24.3x*
Discounted Terminal Value	284.3
Total core enterprise value	**454.3**
Net Debt / Cash (+)**	(15.1)
Provisions	-
Pensions	(0.9)
Total equity value (EURm)	**438.3**

*Source: Cantor Fitzgerald Research estimates, **Net Debt as of FY25*

		Terminal EBIT margin				
		26%	**27%**	**28%**	**29%**	**30%**
WACC	**5.2%**	633.3	657.5	681.8	706.0	730.2
	5.7%	536.2	555.8	575.3	594.9	614.4
	6.2%	465.3	481.4	497.6	513.7	529.8
	6.7%	411.1	424.7	**438.3**	451.9	465.4
	7.2%	368.4	380.0	391.6	403.2	414.8
	7.7%	333.9	343.9	353.9	363.9	373.9
	8.2%	305.3	314.1	322.8	331.5	340.3

Source: Cantor Fitzgerald Research estimates

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Financials

Income Statement	EUR m	FY 2023A Adj.*	FY 2024A Adj. *	PF 2025 **	FY 2026E	FY 2027E	FY 2028E	FY 2029E	FY 2030E
Submarine Systems		24.9	27.9	*42.4*	*45.4*	*48.3*	*51.9*	*56.4*	*61.8*
Subsea Power		n.a.	n.a.	*12.3*	*15.7*	*20.1*	*26.2*	*33.5*	*42.5*
Subsea Communications		1.1	5.1	*7.0*	*8.9*	*11.4*	*14.5*	*18.3*	*23.1*
Net Revenue		**26.7**	**33.5**	**61.7**	**70.0**	**79.9**	**92.6**	**108**	**127**
Change (%)		*n.a.*	*25.5%*	*84.4%*	*13.4%*	*14.1%*	*16.0%*	*16.8%*	*17.8%*
Gross profit		**20.5**	**24.6**	**43.0**	**51.0**	**58.5**	**68.1**	**79.8**	**94.3**
Change (%)		*n.a.*	*20.2%*	*74.6%*	*18.5%*	*14.8%*	*16.4%*	*17.2%*	*18.2%*
Margin (%)		*n.a.*	*71.6%*	*73.4%*	*71.4%*	*71.8%*	*72.1%*	*72.3%*	*72.5%*
Total OPEX		**26.6**	**26.5**	**41.5**	**55.0**	**59.6**	**67.3**	**80.2**	**92.1**
% revenue		*99.7%*	*79.2%*	*67.2%*	*78.6%*	*74.6%*	*72.6%*	*74.1%*	*72.3%*
Material expenses		9.7	9.8	15.6	20.5	23.0	26.4	30.6	35.7
% revenue		*36.3%*	*29.1%*	*25.2%*	*29.2%*	*28.8%*	*28.5%*	*28.3%*	*28.0%*
Personnel expenses		12.0	12.7	17.9	21.4	24.5	26.9	30.9	35.5
% revenue		*45.0%*	*37.9%*	*29.0%*	*30.5%*	*30.6%*	*29.0%*	*8.7%*	*8.6%*
Other operating income		0.7	1.7	2.4	2.3	*262.3%*	*277.9%*	*281.3%*	*293.1%*
% of revenue		*2.7%*	*5.0%*	*3.9%*	*3.3%*	*3.3%*	*3.0%*	*2.6%*	*2.3%*
Other operating expenses		5.6	5.8	10.4	15.5	14.8	16.7	18.7	20.9
% revenue		*21.1%*	*17.2%*	*16.9%*	*22.2%*	*18.5%*	*18.1%*	*17.3%*	*16.4%*
Adjustments (+)/-					2.5				
EBITDA (Adj)		**3.8**	**8.1**	**17.5**	**19.3**	**22.4**	**27.8**	**33.7**	**41.6**
Change (%)		*n.a.*	*113.0%*	*116.2%*	*10.4%*	*15.9%*	*24.1%*	*21.1%*	*23.6%*
Margin (%)		*14.2%*	*24.2%*	*28.3%*	*27.6%*	*28.0%*	*30.0%*	*31.1%*	*32.6%*
EBITDA (Reported)		**3.8**	**8.1**	**17.5**	**16.8**	**22.4**	**27.8**	**33.7**	**41.6**
Change (%)		*n.a.*	*113.0%*	*116.2%*	*(3.9%)*	*33.1%*	*24.1%*	*21.1%*	*23.6%*
Margin (%)		*14.2%*	*24.2%*	*28.3%*	*24.0%*	*28.0%*	*30.0%*	*31.1%*	*32.6%*
Depreciation		0.8	0.9	3.4	3.8	3.6	3.7	4.0	4.2
EBIT (Adj)		**3.1**	**7.4**	**16.5**	**17.9**	**21.2**	**26.5**	**32.1**	**39.8**
Change (%)		*0.0%*	*137.0%*	*123.6%*	*8.4%*	*18.3%*	*25.0%*	*21.1%*	*24.0%*
Margin (%)		*10.3%*	*21.5%*	*28.2%*	*25.1%*	*26.0%*	*28.0%*	*29.1%*	*30.6%*
EBIT (Reported)		**3.0**	**7.2**	**14.1**	**13.0**	**18.8**	**24.1**	**29.7**	**37.4**
Change (%)		*n.a.*	*141.2%*	*96.7%*	*(7.7%)*	*44.4%*	*28.1%*	*23.2%*	*26.0%*
Margin (%)		*11.1%*	*21.4%*	*22.8%*	*18.6%*	*23.5%*	*26.0%*	*27.4%*	*29.3%*
Interest income		0.0	0.3	0.2	0.2	0.2	0.2	0.2	0.2
Interest expenses		1.8	1.8	2.3	1.1	0.6	0.0	0.2	0.5
Financial result		(1.8)	(1.5)	(2.0)	(0.9)	(0.4)	0.2	0.0	(0.3)
PBT (Reported)		**1.2**	**5.7**	**12.1**	**12.1**	**18.4**	**24.3**	**29.7**	**37.1**
Change (%)		*n.a.*	*384.5%*	*112.5%*	*0.5%*	*52.1%*	*32.0%*	*22.2%*	*24.9%*
Margin (%)		*4.4%*	*16.9%*	*19.5%*	*17.3%*	*23.1%*	*26.2%*	*27.5%*	*29.1%*
Tax		0.4	2.8	3.9	4.1	5.9	7.5	9.3	11.7
Tax rate		*33.6%*	*49.9%*	*32.7%*	*33.6%*	*32.0%*	*31.0%*	*31.2%*	*31.4%*
Net Income (Adj)		**0.8**	**3.4**	**10.5**	**11.3**	**14.2**	**18.4**	**22.1**	**27.1**
Change (%)		*0.0%*	*325.0%*	*210.2%*	*7.2%*	*25.2%*	*30.2%*	*19.8%*	*22.7%*
Margin (%)		*3.1%*	*8.9%*	*18.0%*	*17.1%*	*18.3%*	*20.3%*	*20.7%*	*21.4%*
Minorities		0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net Income (Reported)		**0.8**	**2.8**	**8.1**	**8.0**	**12.5**	**16.8**	**20.4**	**25.5**

Source: Company data, Cantor Fitzgerald Research estimates
*Notes: *Adjusted: excluding Thermoform, based on provided financial statements, adjusted P&Ls provided by the company, ** assumes that SubCTech is consolidated as of 01.01.2025 and that Thermoform is divested as of 01.01.2025 with the pro forma P&L being provided by the company.*

Financials (cont'd)

Balance Sheet	FY 2023A Adj.*	FY 2024A Adj. *	FY 25A**	FY 2026E	FY 2027E	FY 2028E	FY 2029E	FY 2030E
Non-Current Assets	**10.1**	**10.5**	**29.2**	**27.1**	**25.7**	**24.9**	**24**	**24**
Goodwill	4.0	4.2	21.9	19.5	17.1	14.7	12.3	9.9
Other intangible assets	0.3	0.2	0.7	0.7	0.7	0.7	0.7	0.7
Buildings	0.3	0.3	0.3	0.0	0.0	0.0	-	-
Right-of-use assets	0.0	0.0	0.0	0.0	0.0	0.0	-	-
Property plant and equipment	2.8	2.9	4.4	5.0	6.1	7.7	9.4	11.3
Non-current financial assets	2.8	2.5	1.4	1.4	1.4	1.4	1.5	1.4
Deferred tax assets	-0.2	0.1	0.5	0.5	0.5	0.5	0.5	0.5
Other Non-Current Assets	0.2	0.3	0.0	0.0	0.0	0.0	-	-
Current Assets	**27.1**	**24.8**	**35.3**	**68.7**	**84.5**	**105.9**	**130.6**	**162.3**
Inventories	11.9	14.0	12.7	16.1	19.2	22.2	26.0	30.6
Accounts receivable	14.0	7.4	15.9	18.9	20.8	24.1	27.0	31.9
Current tax receivables	0.0	0.0	0.0	0.0	0.0	0.0	-	-
Other receivables	0.1	1.8	1.1	1.1	1.1	1.1	1.1	1.1
Prepaid expenses and accrued income	0.3	0.3	0.4	0.4	0.4	0.4	0.4	0.4
Current financial assets	0.0	0.0	0.3	0.3	0.3	0.3	0.3	0.3
Cash and cash equivalents	0.7	1.2	4.9	31.9	42.8	57.8	75.9	98.1
Other Current Assets	0.0	0.0	0.0	0.0	0.0	0.0	-	-
Total Assets	**37.2**	**35.2**	**64.5**	**95.8**	**110.2**	**130.8**	**155.0**	**186.1**
Current Liabilities	**7.9**	**11.8**	**24.8**	**25.3**	**27.5**	**31.3**	**35**	**41**
Accounts payable	1.5	0.6	0.9	1.0	1.1	1.3	1.5	1.8
Advanced payments received on orders	6.1	6.9	12.5	12.6	14.4	17.6	20.6	25.5
Current liabilities to credit institutions	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Provisions	0.0	2.9	9.6	9.6	9.6	9.6	9.6	9.6
Current tax liabilities	0.3	1.4	1.9	2.1	2.4	2.8	3.2	3.8
Other Current Liabilities	0.0	0.0	0.0	0.0	0.0	0.0	-	-
Current lease liabilities	0.0	0.0	0.0	0.0	0.0	0.0	-	-
Accrued expenses and prepaid income	0.0	0.0	0.0	0.0	0.0	0.0	-	-
Other interest-bearing liabilities	0.0	0.0	0.0	0.0	0.0	0.0	-	-
Non-Current Liabilities	**19.5**	**10.5**	**22.1**	**1.5**	**1.2**	**1.2**	**1.2**	**1.2**
Deferred tax liabilities	0.0	-	0.0	0.0	0.0	0.0	-	-
Provision for pensions	1.1	1.0	0.9	0.9	0.9	0.9	0.9	0.9
Non-current liabilities to credit institutions	14.9	9.5	20.0	0.0	0.0	0.0	-	-
Non-current lease liabilities	0.0	0.0	0.0	0.0	0.0	0.0	-	-
Other Non-Current Liabilities	14.9	0.0	0.0	0.0	0.0	0.0	-	-
Others	3.5	0.0	1.1	0.6	0.3	0.3	0.3	0.3
Total Liabilities	**27.4**	**22.3**	**46.9**	**26.8**	**28.7**	**32.5**	**36**	**42**
Equity	**8.2**	**11.1**	**17.6**	**69.0**	**81.5**	**98.4**	**118.8**	**144.2**
Total Liabilities and Equity	**37.2**	**35.2**	**64.5**	**95.8**	**110.2**	**130.8**	**155.0**	**186.1**
Net Debt (Cash)	**14.2**	**8.3**	**15.1**	**-31.9**	**-42.8**	**-57.8**	**-75.9**	**-98.1**
Net Debt/adj. EBITDA	**3.7x**	**1.0x**	**0.9x**	**0.0x**	**0.0x**	**0.0x**	**0.0x**	**0.0x**
Capital Employed	**29.3**	**23.4**	**39.7**	**70.5**	**82.7**	**99.5**	**120.0**	**145.4**

Source: Company data, Cantor Fitzgerald Research estimates

*Notes: *Adjusted: excluding Thermoform, based on provided financial statements, calculation is Cantor Fitzgerald Research estimates, ** audited actual reported balance sheet figures.*

Financials (cont'd)

Cash Flow	FY 2023A Adj.*	FY 2024A Adj. *	PF 25E **	FY 2026E	FY 2027E	FY 2028E	FY 2029E	FY 2030E
						-	-	-
EBITDA (Reported)		8.1	17.5	16.8	22.4	27.8	33.7	41.6
Adjustments for non-cash items		-	-	-	-	-	-	-
Provisions		-	6.6	-	-	-	-	-
Others		-	-	-	-	-	-	-
Interest received		0.3	0.2	0.2	0.2	0.2	0.2	0.2
Interest paid		1.8	2.3	1.1	0.6	-	0.2	0.5
Tax paid		2.8	3.9	4.1	5.9	7.5	9.3	11.7
Other costs affecting income / expenses		(1.8)	-	-	-	-	-	-
Working capital		3.6	(1.3)	(6.2)	(3.0)	(3.0)	(3.5)	(4.2)
Increase/decrease inventories		2.1	(1.3)	3.4	3.1	3.1	3.7	4.6
Increase/decrease accounts receivable		(6.6)	8.5	3.0	1.9	3.3	3.0	4.8
Increase/decrease accounts payable		(0.9)	0.3	0.1	0.1	0.2	0.2	0.3
Increase/decrease other working capital		-	5.6	0.1	1.8	3.2	3.0	4.9
Other cash exceptionals		-	-	-	-	-	-	-
Net cash generated from operations	**n.a.**	**11.3**	**10.2**	**5.7**	**13.1**	**17.5**	**20.9**	**25.4**
Acquisition of intangible assets		0.1	-	-	-	-	-	-
Acquisition of tangible assets		0.9	2.1	2.0	2.2	2.5	2.8	3.2
Acquisition of subsidiary		-	18.0	-	-	-	-	-
Increase/decrease other financial assets		-	-	-	-	-	-	-
Other		(0.0)	2.0	-	-	-	-	-
Cash Provided by (Used for) Investment	**n.a.**	**(1.0)**	**(18.2)**	**(2.0)**	**(2.2)**	**(2.5)**	**(2.8)**	**(3.2)**
Repayment of debt to credit institutions		(5.5)	15.7	(20.0)	-	-	-	-
Repayment of lease liability		-	-	-	-	-	-	-
Repurchase of own shares	-	-	-	-	-	-	-	-
New share issue	-	-	-	43.3	-	-	-	-
Dividends	-	(10.4)	(3.0)	-	-	-	-	-
Other		-	(1.0)	-	-	-	-	-
Cash Provided by (Used for) Financing	**n.a.**	**(15.9)**	**11.7**	**23.3**	**-**	**-**	**-**	**-**
	-	-	-	-	-	-	-	-
Net change in Cash from Cont Operations	**n.a.**	**(5.6)**	**3.7**	**27.0**	**10.9**	**15.0**	**18.1**	**22.2**
Net change in Cash from Disc Ops	-	-	-	-	-	-	-	-
Effect of FX on Cash - Translation differences		-	-	-	-	-	-	-
Other	-	-	-	-	-	-	-	-
Cash & Equiv at Begining of Year	**n.a.**	**0.7**	**1.2**	**4.9**	**31.9**	**42.8**	**57.8**	**75.9**
Net Change in Group Cash		(5.6)	3.7	27.0	10.9	15.0	18.1	22.2
Cash & Equiv at End of Year	**0.7**	**1.2**	**4.9**	**31.9**	**42.8**	**57.8**	**75.9**	**98.1**
FCF	**n.a.**	**10.3**	**8.1**	**3.7**	**10.9**	**15.0**	**18.1**	**22.2**
Change (%)	*n.a.*	*n.a.*	*(21.2%)*	*(54.8%)*	*197.5%*	*37.4%*	*20.5%*	*23.1%*
FCF margin	*0.0%*	*30.8%*	*13.8%*	*5.0%*	*13.1%*	*15.6%*	*16.2%*	*17.0%*

Source: Company data, Cantor Fitzgerald Research estimates

*Notes: *Adjusted: excluding Thermoform, based on provided financial statements, calculation is Cantor Fitzgerald Research estimates, ** the PF 25 cash flow statement is Cantor Fitzgerald Research estimates.*

Financials (cont'd)

Key ratios	FY 2023A Adj.*	FY 2024A Adj. *	PF 25E **	FY 2026E	FY 2027E	FY 2028E	FY 2029E	FY 2030E
Sales growth	n.a.	25.5%	84.4%	13.4%	14.1%	16.0%	16.8%	17.8%
EBITDA growth	n.a.	113.0%	113.0%	116.2%	(3.9%)	33.1%	24.1%	21.1%
EBIT growth	n.a.	141.2%	141.2%	96.7%	(7.7%)	44.4%	28.1%	23.2%
EPS growth	n.a.	264.4%	264.4%	(449.6%)	(0.8%)	55.6%	33.9%	21.8%
Material expenses ratio	36.3%	29.1%	25.2%	29.2%	28.8%	28.5%	28.3%	28.0%
Personnel expenses ratio	45.0%	37.9%	29.0%	30.5%	30.6%	29.0%	8.7%	8.6%
Other operating income/expenses ratio	21.1%	17.2%	16.9%	22.2%	18.5%	18.1%	17.3%	16.4%
Gross profit	20.5	24.6	43.0	51.0	58.5	68.1	79.8	94.3
Gross profit margin	67.9%	71.6%	73.4%	71.4%	71.8%	72.1%	72.3%	72.5%
EBITDA margin	12.5%	23.4%	29.7%	23.1%	27.0%	29.0%	30.1%	31.7%
EBIT margin	9.8%	20.7%	23.9%	17.9%	22.7%	25.1%	26.6%	28.5%
EBT margin	3.9%	16.4%	20.4%	16.6%	22.2%	25.3%	26.6%	28.3%
Net return on sales	2.6%	8.2%	13.7%	11.1%	15.1%	17.5%	18.3%	19.4%
Tax rate	33.6%	49.9%	32.7%	33.6%	32.0%	31.0%	31.2%	31.4%
adj. EBITDA	3.8	8.1	17.5	19.3	22.4	27.8	33.7	41.6
adj. EBIT	3.1	7.4	16.5	17.9	21.2	26.5	32.1	39.8
adj. EBITDA margin	14.2%	24.2%	28.3%	27.6%	28.0%	30.0%	31.1%	32.6%
adj. EBIT margin	11.7%	22.1%	26.8%	25.6%	26.5%	28.6%	29.7%	31.2%
adj. ROCE	1.3%	28.1%	41.7%	32.5%	27.7%	29.1%	29.2%	30.0%
Net Debt/adj. EBITDA	3.7x	1.0x	0.9x	0.0x	0.0x	0.0x	0.0x	0.0x
Goodwill/equity	48.9%	37.6%	124.2%	28.2%	21.0%	14.9%	10.3%	6.9%
Total asset turnover	2.6	3.2	2.1	2.6	3.1	3.7	4.5	5.4
Current ratio	3.4	2.1	1.4	2.7	3.1	3.4	3.7	4.0
Cash ratio	0.1	0.1	0.2	1.3	1.6	1.8	2.2	2.4
Investment ratio	0.0%	3.0%	32.6%	2.9%	2.8%	2.7%	2.6%	2.5%
Depreciation ratio	3.1%	2.8%	5.5%	5.4%	4.5%	4.0%	3.7%	3.3%
Equity ratio	22.0%	31.5%	27.3%	72.0%	74.0%	75.2%	76.7%	77.5%
Equity ratio before goodwill	11.2%	19.6%	(6.6%)	51.7%	58.5%	63.9%	68.8%	72.2%
Net gearing	174.0%	74.8%	85.7%	(46.2%)	(52.5%)	(58.8%)	(63.8%)	(68.1%)
Net gearing before goodwill	340.5%	119.9%	(353.6%)	(64.4%)	(66.4%)	(69.1%)	(71.2%)	(73.1%)
Interest cover	1.7	4.8	6.9	14.3	49.6	n.m.	0.0	134.0
Net Debt/EBITDA	3.7x	1.0x	0.9x	0.0x	0.0x	0.0x	0.0x	0.0x
ROA	7.7%	27.1%	27.8%	29.7%	48.7%	67.3%	84.2%	107.2%
ROCE	1.2%	27.5%	37.9%	20.4%	21.9%	24.0%	24.9%	26.3%
ROIC	6.7%	15.3%	23.9%	12.3%	15.5%	16.7%	17.0%	17.6%
ROE	9.5%	25.5%	46.1%	11.7%	15.4%	17.1%	17.2%	17.7%

Source: Company data, Cantor Fitzgerald Research estimates

*Notes: *Adjusted: excluding Thermoform, based on provided financial statements, calculation is Cantor Fitzgerald Research estimates, ** assumes that SubCTech is consolidated as of 1 January 2025 and Thermoform is divested as of 1 January 2025, calculation is Cantor Fitzgerald Research estimates.*

Financials (cont'd)

Key ratios (cont'd)	FY 2023A Adj.*	FY 2024A Adj. *	PF 25E **	FY 2026E	FY 2027E	FY 2028E	FY 2029E	FY 2030E
Working capital/sales	69.0%	41.6%	24.7%	30.6%	30.6%	29.6%	28.6%	27.6%
Receivables collection period (days)	192.1	80.9	94.2	98.6	94.9	94.9	91.3	91.3
Inventory processing period (days)	449.1	524.7	297.5	287.5	304.7	307.4	310.1	312.9
Payables payment period (days)	55.1	21.4	20.0	17.3	17.6	17.7	17.9	18.0
Cash conversion cycle (days)	586.2	584.2	371.6	368.8	382.0	384.5	383.5	386.1
Free cash flow/sales	n.a.	30.8%	13.1%	5.2%	13.7%	16.2%	16.7%	17.5%
No. employees (average)***	137	147	236	267	291	305	327	351
Wages, salaries & pension costs (EUR mill.)	12	13	18	21	24	27	31	35
Sales per employee	194,708	227,762	261,602	262,318	274,526	303,747	330,879	363,045
EBITDA per employee	27,730	55,048	74,144	72,373	76,971	91,106	102,930	118,530
Y/E capital employed	25.8	26.3	48.1	79.5	92.0	108.9	129.4	154.7
Avg. capital employed	255.3	26.0	37.2	63.8	85.8	100.5	119.1	142.0
Avg. equity	95.6	9.6	14.3	43.3	75.3	89.9	108.6	131.5
Operating assets	21.2	16.8	19.7	26.5	30.5	35.1	40.4	46.5
Op. CF after maintenance capex	n.a.	(23.7)	8.9	4.3	11.5	15.6	18.7	22.9
Y/E working capital	18.4	13.9	15.3	21.4	24.5	27.4	31.0	35.2
Avg. working capital	39.4	16.2	14.6	18.4	23.0	25.9	29.2	33.1
Avg. cash	14.8	1.0	3.0	18.4	37.4	50.3	66.8	87.0
Avg. debt	n.a.	12.2	14.7	10.0	0.0	0.0	0.0	0.0
Capital employed turnover	1.0	1.3	1.3	0.9	0.9	0.9	0.8	0.8
Operating assets turnover	1.3	2.0	3.1	2.6	2.6	2.6	2.7	2.7
Plant turnover	9.6	11.5	13.9	13.9	13.2	12.1	11.5	11.3
Operating return	17.9%	48.0%	88.8%	63.5%	73.4%	79.2%	83.4%	89.5%
Operating costs	26.6	26.5	41.5	55.0	59.6	67.3	80.2	92.1
Total operating costs / sales	99.7%	79.2%	79.2%	78.6%	74.6%	72.6%	74.1%	72.3%
EBIT/ avg. capital employed	n.a.	27.5%	37.9%	20.4%	21.9%	24.0%	24.9%	26.3%
adj. EBIT / avg. capital employed	n.a.	28.4%	44.4%	28.1%	24.7%	26.4%	26.9%	28.0%
Net profit / Y/E equity	9.5%	25.5%	46.1%	11.7%	15.4%	17.1%	17.2%	17.7%
Net profit / avg. equity	n.a.	n.a.	29.4%	56.6%	18.6%	16.6%	18.7%	18.8%
Dividend payout ratio	0.0%	n.a.	n.a.	n.a.	n.a	n.a	n.a	n.a
Interest received / avg. cash	0.3%	33.2%	7.9%	1.2%	0.6%	0.4%	0.3%	0.3%
Interest paid / avg. debt	n.a.	14.9%	7.7%	1.3%	0.0%	0.0%	0.0%	0.0%

Source: Company data, Cantor Fitzgerald Research estimates
*Notes: *Adjusted: excluding Thermoform, based on provided financial statements, calculation is Cantor Fitzgerald Research estimates, ** assumes that SubCTech is consolidated as of 1 January 2025 and Thermoform is divested as of 1 January 2025, calculation is Cantor Fitzgerald Research estimates, *** based on preliminary figures obtained and used to drive personnel costs modelling. Final numbers are: 2023: 140.25 vs. 137 preliminary, 2024: 148.5 vs. 147 preliminary, 2025: 240.3 vs. 237 preliminary.*

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