

Gofore

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Company Comment	IT/Technology	Finland	04 July 2025
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Announces strategic acquisition of Huld

Gofore announced this morning its largest acquisition so far. By acquiring Finnish Huld the company's sales will increase some >20% and the mix between private segment and public segment clients will be more balanced. We think the transaction makes a strong strategic fit as it allows stronger position in the growing defense sector. The transaction EV/EBITDA is some 9.6x (2024), which is slightly above Gofore's current 2025E multiple of 8.1x.

Adding some >20% to the top line with EBITDA-multiple of 9.6x

Gofore has signed an agreement to acquire Finnish technology and design company Huld. The transaction EV is EUR 54.5m and purchase price is estimated to be EUR 41m. Some 10% of the purchase price will be paid through directed share issue to Huld shareholders (some 1.5% dilution, we estimate) and 90% will be paid in cash. Given Huld's 2024 EBITDA of EUR 5.7m the transaction EV/EBITDA multiple is some 9.6x, which is slightly above Gofore's current 2025E multiple of 8.1x. Huld's sales in 2024 were some EUR 38.2m, meaning the transaction should increase Gofore's revenue by some >20%. Also the combined EBITDA would be some 20% higher vs. Gofore's stand-alone EBITDA.

A strategic fit that takes the position in Intelligent Industry to next level

The acquisition of Huld strengthens Gofore's position in private sector, i.e. intelligent industry per Gofore's segmentation. Gofore sees the transaction lifting the company's position among the largest Finnish players in industrial digitalisation. Furthermore, Gofore especially emphasizes Huld's ability to serve industrial customers in the field of cybersecurity and its position in security sectors. Hence, with the acquisition, Gofore improves its capability to participate in large security and defence projects. For example, Huld meets requirements of serving defence forces and other authorities. Currently, Huld is contributing to the technology development for Finland's F-35 fighter fleet. We find that the transaction suits well in Gofore's current strategy and we believe combining Gofore's position in the public sector with Huld's position in the security field should allow expansion in the defence market, which we expect to witness significant market growth due to geopolitical tensions.

Key figures

(EURm)	2024	2025E	2026E	2027E
Revenues (m)	186	184	203	219
Adj. EBIT	21	20	24	27
PTP (m)	21	19	25	28
EPS	1.04	0.94	1.27	1.44
EPS (adjusted)	1.27	1.16	1.49	1.66
DPS	0.48	0.38	0.51	0.58
Revenue growth (%)	(1.6)	(1.0)	10.0	8.0
EPS growth (%)	(9.7)	(8.3)	n.a.	n.a.
Operating margin (%)	11.1	9.9	11.8	12.3
Adj. EBIT margin (%)	11.1	10.7	11.8	12.3
ROCE (%)	16.7	16.3	18.9	19.8
Net Debt/EBITDA (x)	(1.2)	(1.9)	(2.3)	(2.7)
PER (adjusted)	17.5	15.0	11.7	10.5
Dividend yield (%)	2.2	2.2	2.9	3.3
Free Cash Flow Yield (%)	9.4	7.8	8.7	9.8
P/BV (x)	3.3	2.4	2.2	2.0
EV/EBIT (x)	15.1	11.3	8.4	6.8
EV/Sales (x)	1.69	1.21	0.99	0.83

Source: SEB

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