2025-08-27

SKAKO

Refocused Strategy Targets High-Growth Segments

SKAKO A/S ("SKAKO" or "the Company") is a Danish machinery producer focused on vibratory equipment, specializing in material sorting. The divestment of SKAKO concrete in 2023 has enabled the Company to switch focus towards the high-growth recycling and mineral segments, which has increased profitability. Based on an estimated EBIT of DKK 36.9m for the year of 2026 and an equally weighted Peer- and DCF valuation, an implied enterprise value of DKK 343.4m is derived, corresponding to a potential share price of DKK 103.2 in a Base scenario.

Positioned to Capitalize on Booming Recycling Market

Overshadowed by the divestment, the Company's recycling segment has grown by 68% since 2020, emerging as a key growth driver. EU imposed the CEAP regualtions in March 2020, mandating members to achive a 65% munipical recycling rate by 2030. Consequently, annual CapEx reinvestment rates by recycling operators in EU are in turn expected to grow at a CAGR of 15%. Through a superior product portfolio, offering a 33% capacity increase, 20% lower energy consumption and higher reliability compared to peers such as Sandvik and Metso, Analyst Group considers SKAKO as well-positioned to capitalize on future market tailwinds. Segment revenue is expected to grow at 12.6% until 2028, from DKK 82.8m during 2024 to DKK 120.7m in 2028.

OCP Investments Expected to Increase Aftermarket Sales

In Q3 2024, SKAKO secured its largest order to date from Morocco's state-owned OCP Group, the world's leading phosphate reserve holder. With an order value of DKK 150m and a historical orderbook conversion rate of 70.9%, the order alone is estimated to contribute with DKK 106.3m in revenue during 2025. The deal also lays the groundwork for further OCP aftermarket orders, aligned with the DKK 67bn CapEx roadmap through 2030. Given SKAKO's critical role in the mineral extraction process and the high switching costs tied to the Company's vibratory solutions, recurring aftermarket sales are projected to increase, lifting gross margins, from 30.7% in 2024 to 30.9% by 2028. SKAKO's mineral segment is forecasted to grow at a 5.7% CAGR through 2028 from DKK 109.5m during 2024 to DKK 188.6m in 2028.

EV Adoption Accelerates Amid Market Recovery

Following a temporary set back, the fastener segment, offering solutions to the European automotive industry, is regaining momentum, supported by accelerating EV adoption and rising OEM demand. After a -15.1% topline decline during 2023-2024, the segment is recovering as electric vehicle registrations in Europe rose by 43% H1-2025. Lightweight EV designs require 42% more fasteners, driving increased demand across the industry. With preferred-supplier status among fastener manufacturers, SKAKO is positioned to benefit from this trend. Segment is expected to grow at a CAGR of 11.5% through 2028 rising to DKK 43.1m in 2028, up from DKK 32.3m in 2024.

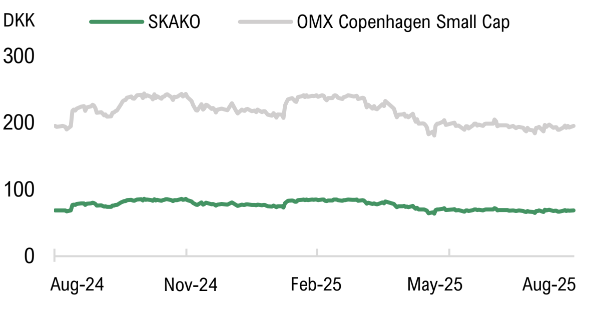
Valuation Range

Bear	Base	Bull
DKK 51.6	DKK 103.2	DKK 151.1

Key Information

Share Price (2025-08-26)	61.4
Shares Outstanding	3,152,496
Market Cap (DKKm)	194.1
Net cash(-)/debt(+) (DKKm)	9.0
Enterprise Value (DKKm)	203.2
List	Small Cap Copenhagen
Quarterly report 2 2025	2025-08-20

Share Price Development



Owners (Source: SKAKO) = PMDR

Christian Herskind Jørgensen	16.1%
Jens Wittrup	13.3%
Danica Pension	10.2%
Maj Invest Holding A/S	10.0%
Carsten	0.6%

Estimates (DKKm)	2025E	2026E	2027E	2028E
Revenue	311.4	336.3	352.8	365.3
COGS	-215.4	-232.5	-243.8	-252.3
Gross Profit	**96.0**	**103.8**	**109.0**	**113.0**
Gross Margin	30.8%	30.9%	30.9%	30.9%
Operating Costs	-66.3	-66.9	-66.7	-67.2
EBIT	**29.7**	**36.9**	**42.4**	**45.8**
EBIT Margin	8.9%	9.5%	11.0%	12.0%
P/S	0.7x	0.6x	0.6x	0.6x
EV/S	0.8x	0.7x	0.7x	0.7x
EV/EBIT	8.1x	6.5x	5.7x	5.2x
P/E	12.3x	9.4x	8.0x	7.3x

Introduction

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About the Company

Founded in 1963, SKAKO A/S is a Denmark-based industrial equipment company focused on delivering engineered solutions for material handling and processing. Following the strategic spin-off of the Concrete division, SKAKO has streamlined operations around SKAKO Vibration, which designs, develops, and markets high-end vibratory equipment used across various industrial sectors. The Company operates globally, with a market presence in North America, Europe, Africa, and select regions in the Rest of the World. Its end markets span the Minerals, Fasteners, Recycling, and Other segments, reflecting a diversified industrial exposure. SKAKO has been listed on Nasdaq Copenhagen since 1992.

CEO and Chairman

CEO	Lionel Girieud
Chairman	Jens Wittrup Willumsen

Analyst

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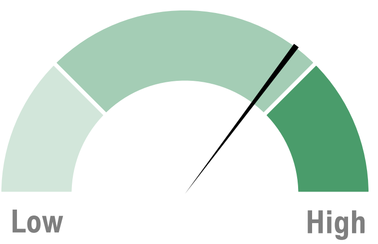
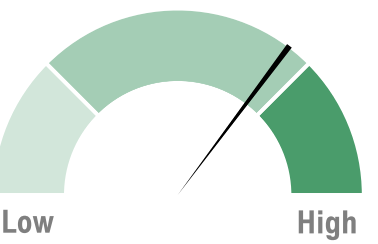
Value Drivers



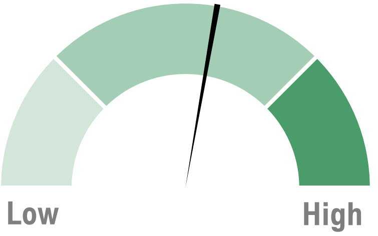
SKAKO is strategically positioned to capitalize on favourable market tailwinds, including rising demand for bulk material automation driven by evolving EU regulatory frameworks, increased adoption of electric vehicles, and significant government investments in Africa's mineral processing sector. Furthermore, stronger growth, improved profitability, reduced cyclicality, and enhanced visibility are to serve as catalysts for a potential market revaluation.

Historical Profitability



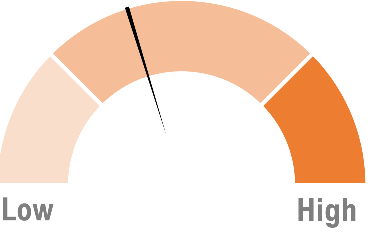
SKAKO has maintained a track record of profitability for over a decade, underpinned by its capital-light operating model. The Company leverages a highly scalable structure by outsourcing production to a network of trusted suppliers, enabling operating flexibility while preserving margin integrity. SKAKO operates with a ROCE of 20.6%, significantly higher than comparable peers of 10.7%.

Management & Board



The divestment of the SKAKO Concrete segment reflects the management's disciplined shareholder friendly approach. Further, CEO Lionel Girieud, who joined the company in 2002, brings over two decades of industry experience and operational leadership. Management and the Board currently hold approximately 30% of shares outstanding, ensuring strong alignment with shareholders.

Risk Profile



SKAKO's order-driven business model limits forward visibility as this structural characteristic introduces heightened earnings volatility. However, the recently secured large-scale order in Morocco provides forward looking visibility and serves as a de-risking element within the order backlog, offering a degree of downside protection.

Investment Thesis

Regulatory-Driven Investment Surge Fuels Growth in EU Recycling Equipment

Waste Recycling Estimated to Reach 65% by 2030

Since the acquisition of Dartek in 2019, SKAKO's recycling segment has exhibited strong and sustained growth, emerging as the fastest-expanding business unit within SKAKO. From 2020 to 2024, the recycling segment has grown by approximately 70%, from DKK 49.0m to DKK 82.8m implying a top line CAGR of 14%. Looking ahead, the European recycling market is projected to expand at a CAGR of 12.6% through 2035 reaching EUR 34.3bn, further reinforcing the segment's long-term growth trajectory. This robust growth is underpinned by the notable increase in capital expenditure among recycling operators. CapEx investments from European recycling operators totalled EUR 44.7bn during the 2015–2020 period and nearly doubled to EUR 91.6bn over the subsequent five-year timeframe translating into an annual average reinvestment rate of 16.4%. CapEx reinvestment rates are in turn driven by the EU Circular Economy Action Plan ("CEAP"). From 2030 onwards, 70% of all packaging must be recyclable to be permitted on the EU market. Additionally, the EU has set a target for municipal waste recycling of 65% by 2035. Given the current EU average recycling rate of 48%, there is a substantial untapped market potential. With equipment offering 33% higher capacity, 20% lower energy consumption, and superior reliability compared to peers such as Sandvik, Metso and FL-smith. SKAKO is well-positioned to capitalize on these regulatory and market tailwinds. This is expected to support an estimated topline CAGR of 12.6% in the recycling segment through 2028, reaching DKK 120.7m in revenue compared to DKK 82.8m during 2024.

SKAKO Seizes Growth Opportunities in Fragmented Recycling Market via Accretive M&A

Leading Equipment and Expansion via M&A

Given the highly fragmented nature of the European recycling market, comprising of 220 companies with annual revenues ranging from EUR 3.0m to 55m, increased market penetration through accretive M&A is considered a viable growth strategy. This is further evidenced by the successful integration of Dartek in 2019, acquired for EUR 3.3m, or 7x EBITDA for the 2019-2021 period. Since its acquisition, Dartek has demonstrated robust growth. During the first three quarters of 2022, Dartek's revenues increased by 86%, while order intake rose by 51% compared to the same period in the prior year. The acquisition has proven highly successful, reinforcing accretive M&A as a key pillar of the Company's growth strategy moving forward, which could also serve as a catalyst for a future market revaluation.

Significant Order from Moroccan OCP and Increased CapEx Spending in Mining

OCP Order, Key to Drive Topline Growth of 31.2% of 2025

In Q3 2024, SKAKO announced the Company's largest order to date, awarded by Morocco's state-owned Office Chérifien des Phosphates ("OCP"). OCP currently controls approximately 70% of the world's phosphate reserves, holding a market share of 31% of the world's phosphate product makers. The order is valued at DKK 150m and is to be delivered across 2025 and 2026. Given that SKAKO historically has been able to convert 70.9% of the order backlog per year, the OCP order is estimated to contribute with DKK 106m during 2025 alone. OCP's broader capital expenditure roadmap, totalling DKK 67bn during 2021-2030 period lays a strong foundation for future OCP orders, as SKAKO's solutions carry high switching costs, underpinned by the Company's critical role in the mineral value chain and the operational risks associated with replacing mission critical machinery. Additionally, the current OCP order is estimated to drive additional recurring aftermarket revenue, translating to an estimated gross margin increase from 30.7% in 2024, to 30.9% by 2028, with aftermarket shares reaching 39% by 2028, from 34% in 2024. Moreover, the market for rare earth metals is expected to grow at a CAGR of 6.2% until 2030, driven by increased demand for high-performance electrical components used in consumer electronics. Given the historical execution rate of 70.9%, Analyst Group estimates a growth of 54% in the mineral segment during 2025 translating into DKK 168.8m, followed by a top line CAGR of 5.7%, reaching DKK 188.6m by 2028 compared to DKK 109.5m in 2024.

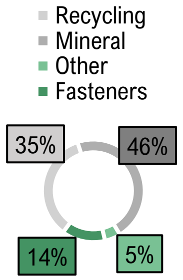
Increased BEV adoption Drives Demand Across the Fastener Segment

EV Adoption Expected to Reach a 40% Market Share by 2030

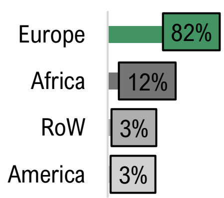
Global EV production fuels fastener demand, vital for the electrification supply chain. Yet, macroeconomic volatility and fierce competition among Chinese automakers have softened demand, impacting SKAKO's fastener segment with a -15.1% topline decrease during 2023-2024. However, 2025 has commenced on a different trajectory, as the first four months of 2025, Electric Vehicles registrations surged by 43% to 158,503 units, exceeding 60% of the total recorded in 2024 and capturing a total market share of 17.5% of the total car market. German EV-Output is expected to attain a CAGR of 14.5% until 2028 and BEV adoption is estimated to exceed a 40% market share by 2030. With SKAKO being the preferred supplier among vehicle fastener producers, such as Fontana, Fitzgerald Finishing and Attica. SKAKO is poised to capitalize on rising market tailwinds by leveraging the Company's strong OEM network. Analyst Group estimates the fasteners segment to grow from DKK 32.3m in 2024 to DKK 43.1m, implying a CAGR of 11.5% until 2028.

Company Description

Revenue Distribution LTM



Geographical Distrubution LTM



Superior All In-One Product Portfolio

Solid Industry Know-How and Best-in-Class Products

Preferred By Leading European Automotive Companies

SKAKO – A Danish Specialist in Vibration Technology for Industrial Applications

SKAKO is a Danish industrial machinery producer focused on high-end vibratory equipment , founded in 1963 originally comprising of SKAKO Concrete and SKAKO Vibrations. However, during 2023 the Concrete segment was divested at 11x EBIT, translating into a valuation of DKK 67m. The divestment was driven by SKAKO Concrete's substantial exposure to the construction industry, leading to strong competitive pressure and pronounced cyclicality. During 2020-2023, SKAKO Vibration delivered a notably higher top line CAGR of 19.9%, compared to SKAKO Concrete attaining a growth CAGR of 9.0%. A similar divergence is evident in segment-level profitability, with the former SKAKO Concrete delivering EBIT margins of 5.5%, compared to 10.0% for SKAKO Vibration 2023. Consequently, the divestment highlights management's clear focus on effective capital allocation and signals a strategic shift towards a more focused and higher-quality business, with stronger growth prospects, improved profitability and reduced cyclicality.

With a strong presence in Europe and expanding operations in North Africa, North America and Asia the Company's core focus is centered around SKAKO Vibrations, including three principal niche segments: **Recycling**, **Minerals** and **Fasteners**. Rather than operating full-scale manufacturing facilities, SKAKO leverages a capital-efficient model by sourcing components from a network of trusted suppliers. Final assembly is conducted at strategically located facilities, enabling the Company to preserve flexibility while maintaining a lean cost structure. While SKAKO collaborates closely with customers to tailor solution aligned with specific material and process requirements, the automated sort-by-size solutions enables customers to achieve a more cost-efficient production. Through streamlined material handling, elimination of reliance on multiple suppliers for system integration and reduced need for manual labour, SKAKO provides increased operational efficiency and production optimization.

Solutions in the Recycling segment

By acquiring the Spanish company Dartek in 2019, SKAKO executed a targeted expansion, enabling an all-in-one product portfolio, including packing systems, conveyors, feeders, screeners and tippers. The acquisition led to a strengthened position within the European recycling sector. More, Dartek contributes to increased exposure across key verticals subsegments such as Slag, Tyre, and Household- waste. The segment is solely exposed to the European market whereas solutions, include sorting by size and weight, washing to remove impurities, and distributing material evenly across the production line. By leveraging a wide range of recycling solutions together with a diverse product portfolio, SKAKO is well-positioned to address a broad spectrum of customer-specific requirements across the European market.

Solutions in the Mineral Segment

SKAKO provides advanced material handling and process solutions within the mining and mineral industry, serving three core industrial sectors: **Mining**, **Construction** and **Iron & Steel**. Separation plays a vital role in optimizing mineral processing and supporting the sustainability of mining operations. SKAKO's solutions ensures that material is preserved, thereby preventing valuable minerals from being lost or mixed. It is crucial for the efficient extraction of elements such as copper, iron, gold, and silver. The segment is primarily characterized by strong exposure to the mining industry in North Africa, as the region ranks among the world's richest in rare earth mineral resources, Mining currently represents the largest share of activity, followed by a significant focus on the construction sector in Europe. By delivering high-quality vibratory equipment, SKAKO enables mineral- and mining producers to reduced energy consumption and enhanced extraction-yield, driving operational efficiency and cost optimization.

Solutions in the Fastener Segment

The Fastener segment comprises of sorting, packaging, surface- and heat treatment of components such as screws, bolts, springs and a broad variety of industrial metallic parts. The solutions SKAKO provides enables industrial customers to transform bulks into smooth and controlled material flows. Core operational activity is divided into three industrial segments: **Automotive**, **Building** and **Ammunitions**. Operations are predominantly concentrated within the European automotive market, serving well-known automotive customers such as Fitzgerald, Attica and Fontana. In the building sector, vibration solutions are crucial for optimizing material flow, driving project delivery and cost reduction. For the ammunition industry, SKAKO's solutions guarantees precise dosing and safe handling of sensitive components, significantly enhancing product quality and manufacturing reliability. By leveraging the strong position in the automotive market by reducing the need for manual labour as well as requiring less complex vibratory solution, the segment has strong market potential for SKAKO to capitalize on.

Market Analysis

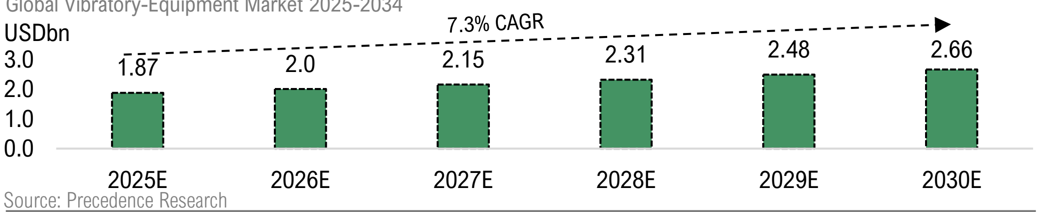
Vibratory Equipment Market to Grow With a CAGR of 7.3% until 2030

Stable Future Growth Prospect for Vibratory Feeding Equipment

The market for bulk material sorting encompasses a broad variety of techniques, often divided and separated by its degree of automatization, comprising of manual handling, semi-automated and fully-automated systems, where SKAKO operating within the latter. Several factors are propelling the adoption of fully-automated, high-precision sorting techniques including the global construction output, expected to grow by 85%, translating into a CAGR of 13.1% until 2030, driven by urbanization and infrastructure developments. Advancements in more efficient, cost-effective and safer technologies are also considered key catalysts for the adoption of higher-precision sorting techniques. AI driven data interpretation, which enables organizations to collect and analyze vast amounts of vibration data in real time is essential for predicting maintenance and enabling efficient output optimization is also expected to fuel demand for sorting techniques. In 2023, SKAKO announced strategic investments in data-driven optimization initiatives, these efforts aim to provide and address the need for detailed customer data insights, representing a future growth opportunity for the Company. The global market for vibratory feeding-equipment is currently valued at USD 1.87bn projected to reach USD 2.66bn by 2030, translating to an CAGR of 7.3%.

Vibratory-Feeding Equipment Estimated to Grow at 7.6% CAGR until 2030 Reaching USD 3.6bn

Global Vibratory-Equipment Market 2025-2034



Source: Precedence Research

Strong Market Tailwinds Across All Three Core Segments

Multi-Segment Approach Across Three High-Growth Markets

- **Recycling Segment:** Increasingly rigorous recycling regulations, such as the EU mandate requiring municipalities to recycle 65% of waste by 2035, are expected to drive higher demand for recycling equipment that enables efficient material recovery. As of 2024, the average recycling rate in the EU stood at 44%, indicating substantial room for growth and investment in advanced recycling technologies.

- **Mining Segment:** The market of rare earth metals is forecasted to expand at a CAGR of 8.6% until 2030. SKAKO is well-positioned to capitalize on this growth, holding an estimated 19.7% market share in mining vibratory equipment as of 2022. OCP, one of SKAKO's key clients and holder of the world's largest phosphate reserves, invested DKK 50bn in mining operations from 2012 to 2020, which generated DKK 145m in revenue for SKAKO. As of the period 2021-2030 OCP has planned investments of DKK 67bn, underscoring the segment's strategic relevance and represent a material long-term market opportunity for SKAKO. Another key customer of interest is Sandvik, which also purchases and distributes SKAKO's solutions. Sandvik was in 2025 awarded a mineral order worth DKK 293 million, potentially presenting an opportunity for increased orders for SKAKO.

- **Fastener Segment**: The fastener industry is experiencing rising demand for vibratory machinery due to the shift towards lighter fasteners, with the segment projected to grow at a CAGR of 7.5% through 2030. Electric vehicle manufacturers are anticipated to invest approximately EUR 500bn, while European EV production is forecasted to grow at a 14.5% CAGR through 2028. EVs require approximately 40% more fasteners than internal combustion vehicles, presenting an attractive growth opportunity. Minimal costumer-customization needs also support the segment's leading margins.

Competitive Landscape and Market Dynamics

Vibratory Equipment Remains the Fastest Growing Sorting Technique

The market for bulk vibratory sorting equipment remains highly fragmented, as most competitors are small scale operators, while a few larger companies such as Metso, Tomra and Sandvik who holds a significant market share. Although competitors have developed solutions comparable to those offered by SKAKO, it is noteworthy that both Sandvik and Metso are also SKAKO customers, underscoring the Company's specialized and niche positioning. The total sorting equipment size is valued at USD 73.5bn estimated to attain a market value of USD 96.3bn, growing at a CAGR of 5.5%. Vibratory equipment is projected to outpace other sorting technologies with a CAGR of 7.3%, driven by its broader applicability and versatility among key growth markets such Recycling and Mineral industries. The technique remains the most cost-effective, with SKAKO offering 33% higher capacity, 20% lower energy usage, and an 18% material recovery rate compared to industry leading peers such as Sandvik, Metso and FL-Smith.

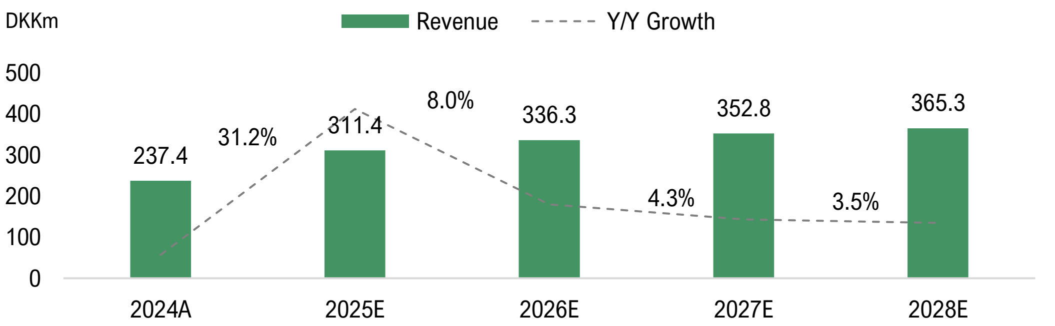
Financial Forecast

7.3% Revenue CAGR from 2025-2028

Revenue Forecast 2025-2028

SKAKO revenue is split into three different vertical segments, comprising of Mineral, Recycling and Fasteners. In 2024, Minerals accounted for 46.1% of revenue, Recycling contributed with 40.2%, and Fastener represented 13.6%. The mineral segment is estimated to experience significant growth of 54.0% during 2025, driven by the large OCP order of DKK 150m contributing with DKK 106m as historical order-book conversion rate of 70.9% is estimated to be attained during 2025-2028. The Recycling segment is estimated to grow at a CAGR of 12.6%, from DKK 95.2m to DKK 120.7m during 2025-2028, supported by the annual expected CapEx reinvestment rates of 15.0%, and increased recycling adoption among key industries in the European Union. The Fastener segment is expected to grow at a CAGR of 11.5%, driven by an increased EV adoption, translating into an estimated revenue reaching DKK 43.1m by 2028 from DKK 32.3m in 2024. SKAKO's total revenue is forecasted to grow at a CAGR of 7.3% until 2028, reaching DKK 356.4m compared to DKK 237.4m in revenues during 2024.

Revenue Estimated to Reach DKK 365.3m by 2028
Estimated Net Revenue Year 2024-2028



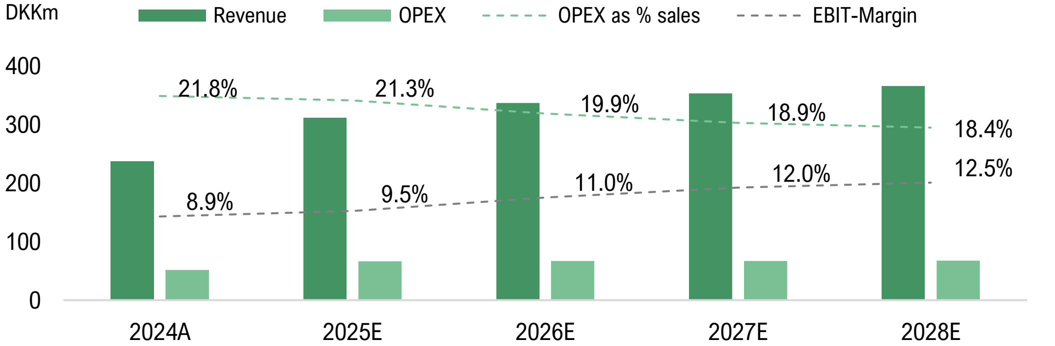
Source: SKAKO, Analyst Group Estimates

Cost Forecast 2025-2028

EBIT margin of 12.5% in 2028

Since the divestment, gross margin has improved and remained at 30.1% to 30.7%. Analyst Group estimates a mature gross margin of 30.8% driven by operational leverage and increased output per employee. Production costs as a % of sales increased from 30% to 34.3% during 2023 and 2024, reflecting initial investments in personnel and salesforce to execute the OCP order and to address growing demand within the recycling segment. Analyst Group estimates production costs to normalize towards historical levels of 30%, supported by operating leverage and higher output per employee. Gross margin is further estimated to stabilize by increased aftersales volumes from OCP, reaching 37% of sales in 2028. OPEX remains primarily semi-fixed, comprising of SG&A, distribution- and staff costs, engineering and project development. With current staff configuration as of Q1-2025 estimated to be adequate to reach financial target of 2028, Analyst Group assumes a total staff costs reduction from 17.6% to 15.1% 2024-2028. Additionally, revenue per employee is estimated to increase from DKK 2.3m to DKK 2.7m 2024-2028. With increased emphasis on the recycling and mineral segments, exhibiting accelerated growth and superior margins, distribution and administrative costs as % of sales is estimated to decrease from 21.8% to 18.4% during 2024-2028. As a result, the EBIT margin is projected to reach 12.5% by 2028 up from 8.9% 2024. Consequently, an EBIT growth from DKK 21.1m 2024 to DKK 45.7m by 2028 is estimated.

OPEX as % of Sales Estimated to Reach 18.4% by 2028
Estimated OPEX as % Sales and EBIT Margin 2024-2028



Source: SKAKO, Analyst Group Estimates

Valuation

Peer-Table

The companies selected comprise a group of large-cap industrial players with operations overlapping one or more of SKAKO's business segments. Additionally, a separate set of smaller Nordic niche companies was selected due to operational parallels with SKAKO's different segments. These are considered more suitable comparables given SKAKO's relatively smaller market capitalization.

Comparable Companies Company Name	MCAP DKKm	EV DKKm	Gross Margin LTM	Net Debt/EBITDA LTM	ROCE 2024A	Revenue CAGR 2025E-2027E	EV/EBIT 2026E
FLSmidth & CO A/S	22,391	23,434	33.3%	0.4x	12.9%	3.3%	9.5x
Tomra Systems	31,879	28,884	43.8%	1.7x	14.6%	14.7%	24.3x
Metso	69,000	76,985	33.1%	1.2x	15.7%	6.3%	12.1x
NKT Holding A/S	27,397	21,108	31.6%	-2.4x	7.4%	8.3%	10.3x
Weir Group PLC	55,720	55,061	40.2%	1.0x	12.8%	6.1%	11.3x
Norditek	149.4	167.4	44.3%	1.2x	14.4%	9.3%	10.5x
Nordisk Bergteknik	452.4	1,476	61.9%	3.6x	3.8%	4.8%	11.6x
Lassila & Tikanoja OYJ	2,753	3,865	27.0%	1.6x	3.8%	1.6%	10.9x
Median	**24,894**	**22,271**	**36.8%**	**1.2x**	**12.9%**	**6.2%**	**11.1x**
Average	**26,218**	**26,373**	**39.4%**	**1.0x**	**10.7%**	**6.8%**	**12.6x**
SKAKO	*217.5*	*240.1*	*30.7%*	*1.3x*	*20.6%*	*6.4%*	*6.5x*

Source: Analyst Group Estimates, Bloomberg, Capital IQ

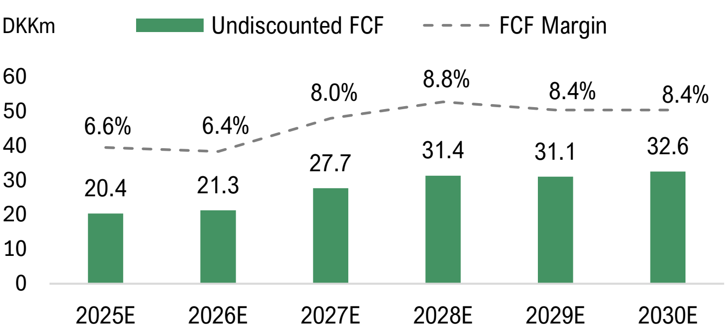
DCF-Valuation

DCF Implies a Share Price of DKK 85.3

The relative valuation is supplemented by a DCF-analysis using the perpetuity growth rate approach. The DCF contains an explicit forecast period between 2025 to 2028, a normalized period between 2029-2034, and a terminal period. During the explicit period, the Company is expected to grow revenue at a CAGR of 8.3% and expand EBIT margin from 9.5% to 13.0% by 2028, while returning a mature net working capital level of historical 26% given that the Vibratory segment operates with shorter lead times compared to the divested entity. For the normalized period, Analyst Group estimates a 5.0% CAGR reflecting mature growth in the Fastener, Recycling and Mineral segments. The terminal growth rate is set at 2.5%, aligned with the annual average GDP growth of primary markets. A weighted Average Cost of Capital (WACC) calculated at 11.6% based on a capital structure of comprising 21.8% debt and 78.2% equity, with a Cost of Equity (COE) of 13.7% and an After-Tax Cost of Debt of 4.5% (COD). Depreciation and amortization are expected to remain at historical levels of 2.4% of sales, while CapEx follows past trends from 2023-2024, tapering to 2.0%, motivating a potential share price of DKK 85.3.

Normalized Net Working Capital resulting in FCF improvements

Forecasted Undiscounted Free Cash Flow to Firm



Source: Analyst Group Estimates

Perpetual Growth Rate

WACC	1.5%	2.0%	2.5%	3.0%	3.5%
9.4%	95.5	98.7	102.5	107.0	112.3
10.4%	87.6	89.9	92.5	95.6	99.1
11.4%	81.7	83.4	85.3	87.4	89.8
12.4%	77.1	78.4	79.8	81.3	83.1
13.4%	73.5	74.5	75.6	76.7	78.0

Base Scenario

DKK 103.2 Base Scenario

An EV/EBIT multiple applied to 2026 has been used to account for the capital structure stemming from comparable companies. SKAKO demonstrates a higher estimated revenue, and a significantly higher ROCE than peers, highlighting the Company's disciplined cost structure and effective capital allocation. As a result, a target median multiple of 11.1x for 2026 is considered justifiable. By applying the peer target multiple to 2026 EBIT of 11.1x it yields an enterprise value of DKK 409.1m and a share price of DKK 126.9. Additionally, the discounted cash flow valuation translates into an enterprise value of DKK 277.8m, and a potential share price of DKK 85.3. By equally weighting the peer valuation and DCF, this results in an enterprise value of DKK 343.4m. Assuming that the Company maintains the same capital structure, this corresponds to a potential share price of DKK 103.2 in a Base scenario.

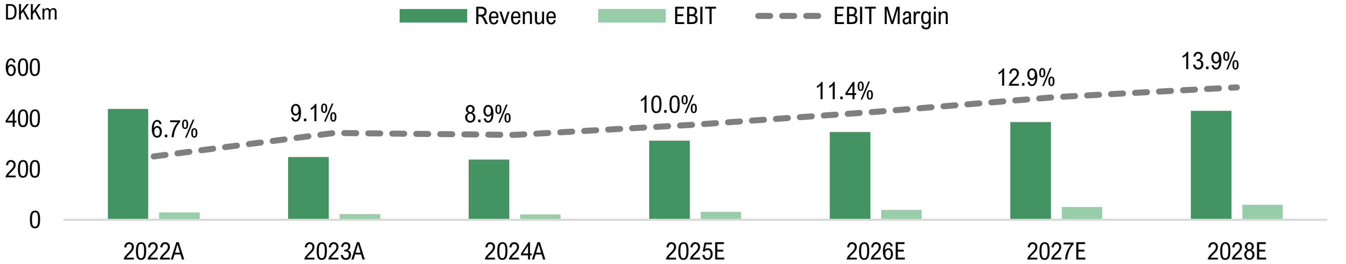
Bull & Bear

Bull Scenario

DKK 151.1
Bull Scenario

In a Bull scenario, SKAKOs expansion in the Recycling segment is expected to accelerate through a superior product offering and a stronger than anticipated adoption of recycling operators across Europe, whereas EU reaches a municipal waste rate of 65% in 2028. The waste rate target adoption further accelerates industry Capex reinvestment rates, growing at a CAGR of 18%, compared to the Base scenario of 16.4%. Given SKAKO's execution rate, this translates to a CAGR of 23.3% 2025-2028, with the segment reaching DKK 144.8m until 2028. The mineral segment is propelled by additional investments according to the OCP roadmap, whereas SKAKO is estimated to reach an annual conversion of the OCP order reaching 5.2% throughout 2028 compared to the Base scenario of 4.4%. Moreover, in a Bull scenario, revenue stemming from aftermarket reaches 40%, pushing gross margins the all-time high level of 31.3%. The Fasteners segment, central to SKAKO's revenue contribution presents significant tailwinds, whereas the European EV market share reaches 40% already by 2028. In the Bull case, the industry recovers as interest rates fall and Chinese competition eases. This drives German electric vehicle production to exceed baseline expectations, enabling SKAKO to deliver a CAGR of 17.3% through 2028, compared to 11.5% in the Base scenario. Given the enhanced growth and profitability, with all three segments growing in a faster than anticipated rate while reaching a higher an EBIT margin 13.9% due to increased operational leverage and staff cost-optimization. In a Bull scenario, Analyst Group estimates an EBIT of DKK 39.4m in 2026, and by an equally weighted DCF and peer valuation, using a 11.1x EBIT multiple a potential share price of DKK 151.1 is derived in a Bull scenario.

Revenue Estimated to Reach DKK 365.3m by 2028
Estimated Net Revenue Year 2024-2028



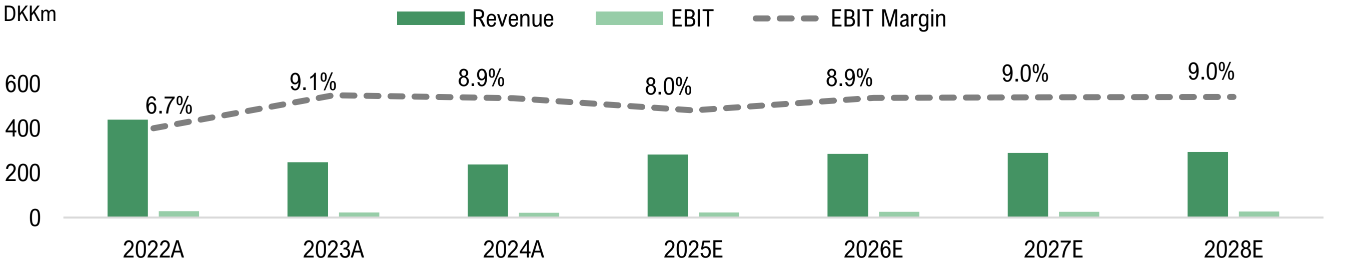
Source: SKAKO, Analyst Estimates

Bear Scenario

DKK 51.6
Bear Scenario

In a Bear scenario, SKAKO faces slowdowns in the mineral segment. The revenue conversion stemming from the OCP CapEx roadmap declines, reaching 4.2% as opposed to the Base scenario rate of 4.8%. Moreover, aftermarket revenue remains stagnant aligned with historical average of 34%. Further, the fastener segment continues facing macroeconomic headwinds resulting in a slower than anticipated EV adoption among European consumers. The Company fails to realize operational leverage and staff-optimization, resulting in an EBIT margin of 9% by 2028, compared to 12.5% in the Base scenario. The Recycling segment faces headwinds as several waste operators are unable to meet the CEAP-plan by 2030. Given the weaker growth and profitability, with all three segments growing in a slower than anticipated rate, whereas profitability only reaches 6.8% until 2028, in a Bear scenario, Analyst Group estimates an EBIT of DKK 25.5m in 2026. By an equally weighted DCF and peer valuation, using a 11.1x EBIT multiple a potential share price of DKK 51.6 is derived in a Bear scenario.

Revenue Estimated to Reach DKK 365.3m by 2028
Estimated Net Revenue Year 2024-2028



Source: SKAKO, Analyst Estimates

Management & Board

Lionel Girieud, CEO

Lionel Girieud, member of management since 2016, is the CEO of SKAKO Vibration A/S. He joined the company in 2002 and was appointed Managing Director of its French subsidiary in 2005. Since 2016, he has led the company through a generational transition and international expansion. Girieud has extensive experience in industrial equipment and has been instrumental in developing SKAKO's strategic focus on minerals, recycling, and concrete solutions.

- *Number of Shares in SKAKO A/S: 5.166*

Thomas Pedersen, CFO

Thomas Pedersen, member of management since 2022, holds a Master's degree in Business Economics and Auditing (Cand. Merc. Aud.) from the University of Southern Denmark and is a State-Authorized Public Accountant. He brings extensive experience from the audit industry as well as senior financial leadership roles, including Group CFO positions at the Vitera Group and Icotera A/S. Throughout his career, Mr. Pedersen has developed strong competencies in financial management, reporting, and business development, and has held responsibility for logistics, procurement, and IT.

- *Number of Shares in SKAKO A/S: Does not hold any shares in SKAKO*

Jens Wittrup Willumsen, Chairman of The Board

Jens Wittrup Willumsen, member of management since 2010 holds a Cand. Merc. degree from Copenhagen Business School and has held leadership positions both in Denmark and internationally. His expertise encompasses strategy, finance, capital management, as well as sales and marketing.

- *Number of Shares in SKAKO A/S: 419.876*

Carsten Krogsgaard Thomsen, Chairman of the Audit Committee

Carsten Krogsgaard Thomsen, member of management since 2017, holds a Cand. Polit. degree and has built a long-standing career with a strong focus on economics and finance. He brings extensive experience in M&A and compliance within listed companies. From 2014 to 2020, he served as CFO at NNIT. Prior to that, he held senior positions including EVP and CFO at Dong Energy A/S, EVP at DSB (Danish State Railways), Finance and Planning Manager at Rigshospitalet (Copenhagen University Hospital), and was also a consultant at McKinsey & Company.

- *Number of Shares in SKAKO A/S: 19.255*

Christian Herskind Jørgensen, Board Member

Christian Herskind, member of management since 2009 Jørgensen holds a law degree from the University of Copenhagen and the University of London and holds the rank of Brigadier. He has extensive expertise in sales, marketing, strategy, management, human resources, and legal affairs.

- *Number of Shares in SKAKO A/S: 509.000*

Sophie Louise Knauer, Independent Board Member

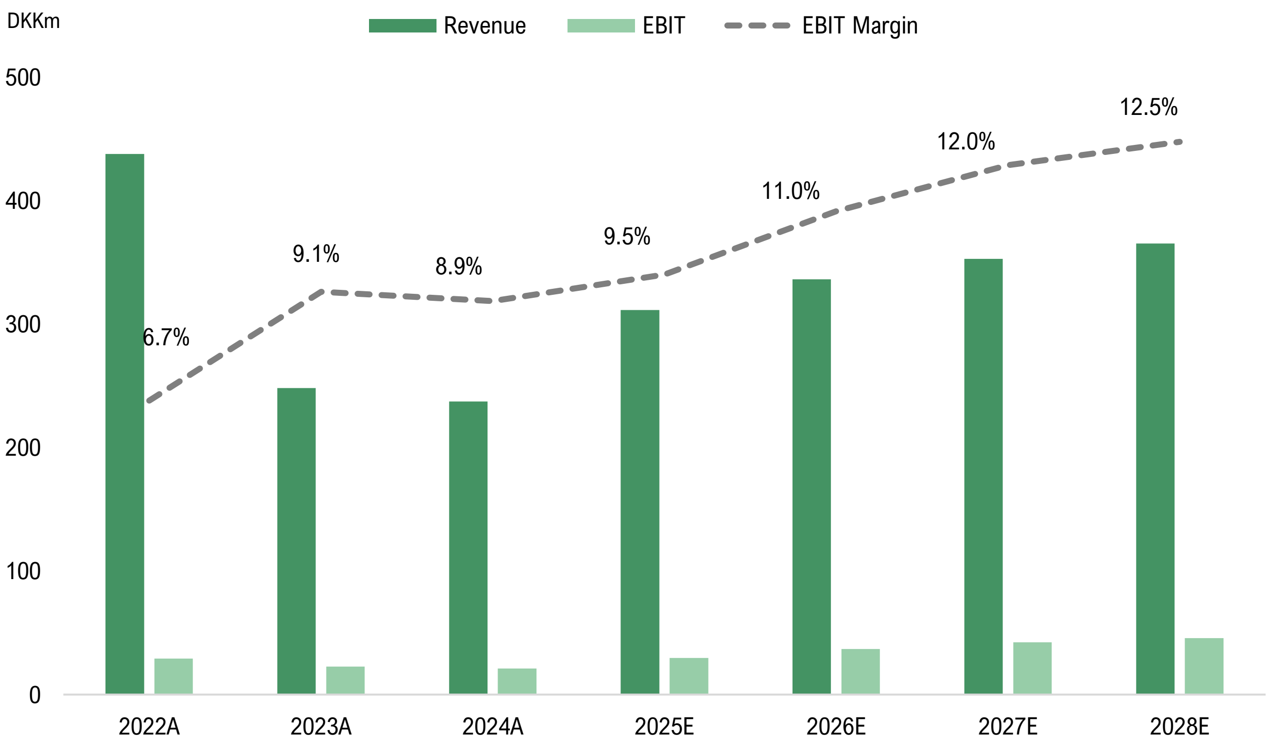
Sophie Louise Knauer, member of the Board holds an HA Jur and a Cand.Merc. in Economics and Strategic Management from Copenhagen Business School. Her career includes senior management roles at TDC, serving as CEO of People Group A/S, and working as a Senior Consultant at McKinsey & Company. She has developed strong expertise in strategic management and digital transformation.

- *Number of Shares in SKAKO A/S: Owns no shares in SKAKO A/S*

Appendix

Income Statement (Base scenario), DKKm	2022A	2023A	2024A	2025E	2026E	2027E	2028E	2029E	2030E
Revenue	**437.9**	**248.2**	**237.4**	**311.4**	**336.3**	**352.8**	**365.3**	**383.4**	**402.5**
COGS	-323.3	-173.4	-164.6	-215.4	-232.5	-243.8	-252.3	-265.3	-278.5
Gross Profit	**114.6**	**74.7**	**72.9**	**96.0**	**103.8**	**109.0**	**113.0**	**118.2**	**124.1**
Gross Margin	26.2%	30.1%	30.7%	30.8%	30.9%	30.9%	30.9%	30.8%	30.8%
Distribution Costs	-43.9	-26.0	-28.4	-35.5	-38.3	-40.2	-41.6	-43.7	-45.9
Administrative Costs	-39.9	-24.1	-23.3	-30.8	-28.6	-26.5	-25.6	-26.8	-28.2
EBIT Before Special Items	**30.8**	**24.6**	**21.2**	**29.7**	**36.9**	**42.4**	**45.8**	**47.6**	**50.0**
Special Items	-1.7	-1.9	0.0	0.0	0.0	0.0	0.0	0.0	0.0
EBIT	**29.2**	**22.7**	**21.2**	**29.7**	**36.9**	**42.4**	**45.8**	**47.6**	**50.0**
EBIT Margin	6.7%	9.1%	8.9%	9.5%	11.0%	12.0%	12.5%	12.4%	12.4%
Financial Income	0.9	2.2	1.6	0.9	0.9	0.9	0.9	0.9	0.9
Financial Expenses	-5.9	-5.5	-4.6	-7.0	-7.0	-7.0	-7.0	-7.0	-7.0
EBT	**24.2**	**19.3**	**18.2**	**23.6**	**30.8**	**36.3**	**39.7**	**41.5**	**43.9**
EBT Margin	5.5%	7.8%	7.7%	7.6%	9.1%	10.3%	10.9%	10.8%	10.9%
Tax	0.8	-5.6	-4.6	-5.9	-7.7	-9.1	-9.9	-10.4	-11.0
Discounted Activity	0.0	67.5	-2.6	0.0	0.0	0.0	0.0	0.0	0.0
Net Income	**25.1**	**81.2**	**11.0**	**17.7**	**23.1**	**27.2**	**29.8**	**31.1**	**32.9**
Net Margin	5.7%	32.7%	4.6%	5.7%	6.9%	7.7%	8.1%	8.1%	8.2%

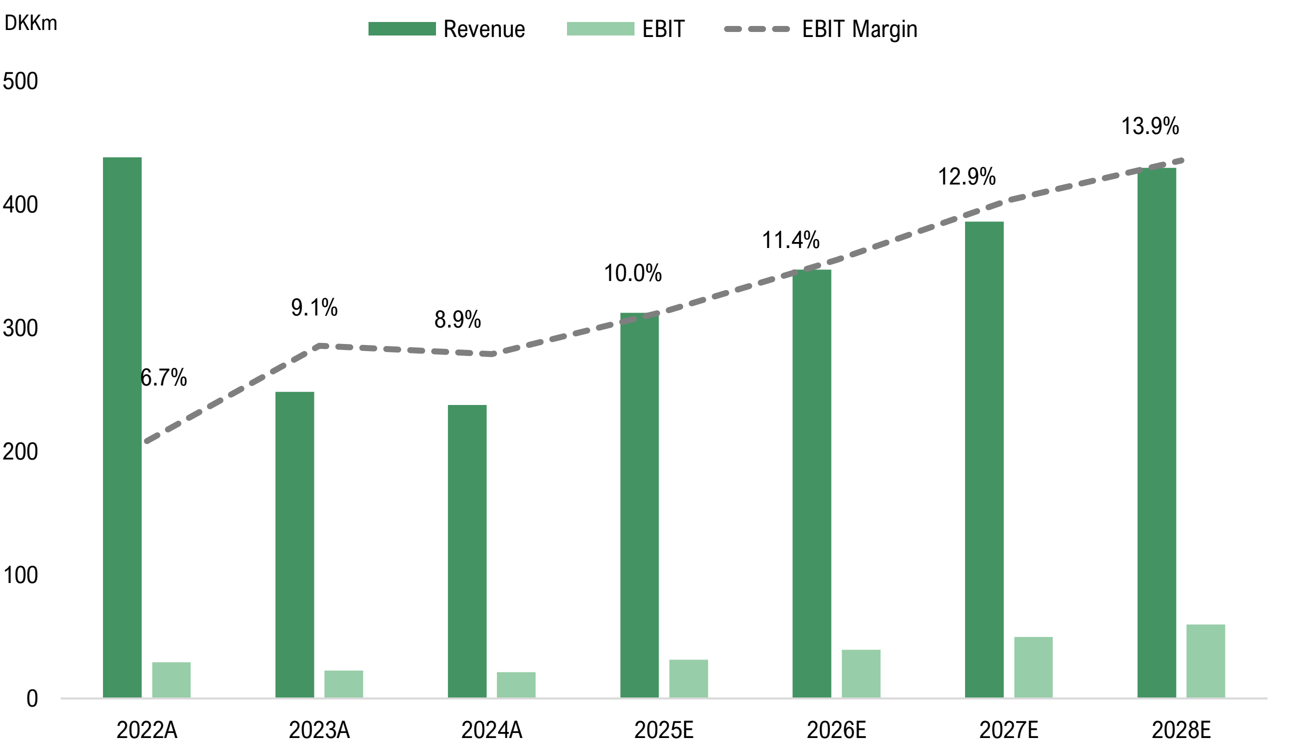
Base scenario	2025E	2026E	2027E	2028E	2029E	2030E
EV/EBIT	8.1x	6.5x	5.7x	5.2x	5.0x	4.8x
EV/S	0.8x	0.7x	0.7x	0.7x	0.6x	0.6x
P/E	12.3x	9.4x	8.0x	7.3x	7.0x	6.6x
P/S	0.7x	0.6x	0.6x	0.6x	0.6x	0.5x



Appendix

Income Statement (Bull scenario), DKKm	2022A	2023A	2024A	2025E	2026E	2027E	2028E	2029E	2030E
Revenue	**437.9**	**248.2**	**237.4**	**312.2**	**347.0**	**385.9**	**429.5**	**478.4**	**533.3**
COGS	-323.3	-173.4	-164.6	-214.4	-238.5	-265.1	-294.9	-328.9	-366.6
Gross Profit	**114.6**	**74.7**	**72.9**	**97.8**	**108.4**	**120.8**	**134.6**	**149.4**	**166.7**
Gross Margin	26.2%	30.1%	30.7%	31.3%	31.3%	31.3%	31.3%	31.2%	31.3%
Distribution Costs	-43.9	-26.0	-28.4	-35.6	-39.6	-44.0	-49.0	-54.5	-60.8
Administrative Costs	-39.9	-24.1	-23.3	-30.9	-29.5	-27.0	-25.8	-28.7	-32.0
EBIT Before Special Items	**30.8**	**24.6**	**21.2**	**31.3**	**39.4**	**49.8**	**59.8**	**66.2**	**73.9**
Special Items	-1.7	-1.9	0.0	0.0	0.0	0.0	0.0	0.0	0.0
EBIT	**29.2**	**22.7**	**21.2**	**31.3**	**39.4**	**49.8**	**59.8**	**66.2**	**73.9**
EBIT Margin	6.7%	9.1%	8.9%	10.0%	11.4%	12.9%	13.9%	13.8%	13.9%
Financial Income	0.9	2.2	1.6	0.9	0.9	0.9	0.9	0.9	0.9
Financial Expenses	-5.9	-5.5	-4.6	-7.0	-7.0	-7.0	-7.0	-7.0	-7.0
EBT	**24.2**	**19.3**	**18.2**	**25.2**	**33.3**	**43.7**	**53.7**	**60.1**	**67.8**
EBT Margin	5.5%	7.8%	7.7%	8.1%	9.6%	11.3%	12.5%	12.6%	12.7%
Tax	0.8	-5.6	-4.6	-6.3	-8.3	-10.9	-13.4	-15.0	-16.9
Discounted Activity	0.0	67.5	-2.6	0.0	0.0	0.0	0.0	0.0	0.0
Net Income	**25.1**	**81.2**	**11.0**	**18.9**	**25.0**	**32.8**	**40.3**	**45.1**	**50.8**
Net Margin	5.7%	32.7%	4.6%	6.1%	7.2%	8.5%	9.4%	9.4%	9.5%

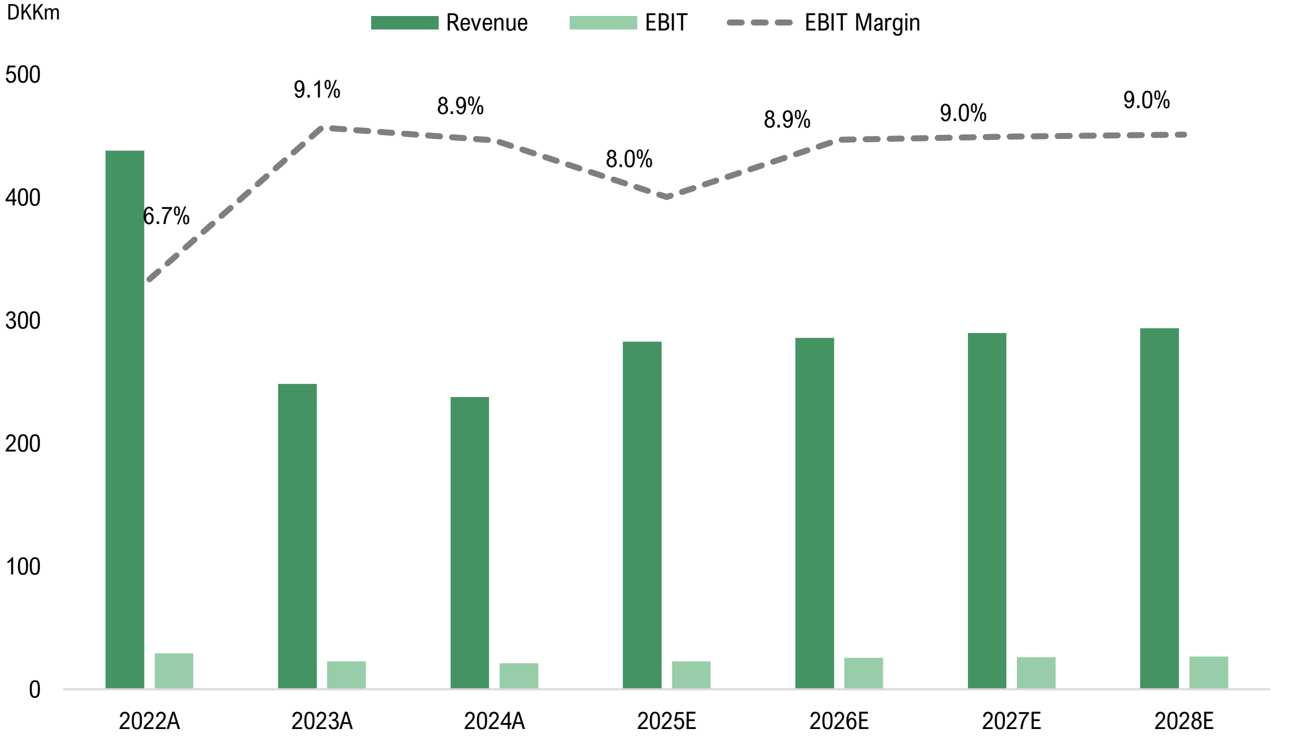
Bull scenario	2025E	2026E	2027E	2028E	2029E	2030E
EV/EBIT	7.7x	6.1x	4.8x	4.0x	3.6x	3.2x
EV/S	0.8x	0.7x	0.6x	0.6x	0.5x	0.5x
P/E	11.5x	8.7x	6.6x	5.4x	4.8x	4.3x
P/S	0.7x	0.6x	0.6x	0.5x	0.5x	0.4x



Appendix

Income Statement (Bear scenario), DKKm	2022A	2023A	2024A	2025E	2026E	2027E	2028E	2029E	2030E
Revenue	**437.9**	**248.2**	**237.4**	**282.6**	**285.8**	**289.5**	**293.6**	**294.2**	**295.0**
COGS	-323.3	-173.4	-164.6	-199.8	-202.0	-204.4	-207.2	-208.1	-208.7
Gross Profit	**114.6**	**74.7**	**72.9**	**82.8**	**83.8**	**85.1**	**86.4**	**86.1**	**86.3**
Gross Margin	26.2%	30.1%	30.7%	29.3%	29.3%	29.4%	29.4%	29.3%	29.3%
Distribution Costs	-43.9	-26.0	-28.4	-32.2	-32.6	-33.0	-33.5	-33.5	-33.6
Administrative Costs	-39.9	-24.1	-23.3	-28.0	-25.7	-26.1	-26.4	-26.5	-26.6
EBIT Before Special Items	**30.8**	**24.6**	**21.2**	**22.6**	**25.5**	**26.0**	**26.5**	**26.1**	**26.1**
Special Items	-1.7	-1.9	0.0	0.0	0.0	0.0	0.0	0.0	0.0
EBIT	**29.2**	**22.7**	**21.2**	**22.6**	**25.5**	**26.0**	**26.5**	**26.1**	**26.1**
EBIT Margin	6.7%	9.1%	8.9%	8.0%	8.9%	9.0%	9.0%	8.9%	8.9%
Financial Income	0.9	2.2	1.6	0.9	0.9	0.9	0.9	0.9	0.9
Financial Expenses	-5.9	-5.5	-4.6	-7.0	-7.0	-7.0	-7.0	-7.0	-7.0
EBT	**29.2**	**22.7**	**21.2**	**22.6**	**25.5**	**26.0**	**26.5**	**26.1**	**26.1**
EBT Margin	5.5%	7.8%	7.7%	5.8%	6.8%	6.9%	6.9%	6.8%	6.8%
Tax	0.8	-5.6	-4.6	-4.1	-4.9	-5.0	-5.1	-5.0	-5.0
Discounted Activity	0.0	67.5	-2.6	0.0	0.0	0.0	0.0	0.0	0.0
Net Income	**25.1**	**81.2**	**11.0**	**12.4**	**14.6**	**14.9**	**15.3**	**15.0**	**15.0**
Net Margin	5.7%	32.7%	4.6%	4.4%	5.1%	5.2%	5.2%	5.1%	5.1%

Bear scenario	2025E	2026E	2027E	2028E	2029E	2030E
EV/EBIT	10.6x	9.4x	9.2x	9.1x	9.2x	9.2x
EV/S	0.8x	0.8x	0.8x	0.8x	0.8x	0.8x
P/E	17.6x	14.9x	14.6x	14.2x	14.5x	14.5x
P/S	0.8x	0.8x	0.8x	0.7x	0.7x	0.7x



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The parts that the Company has been able to influence are the parts that are purely factual and objective.

The analyst does not own shares in the Company.