

## Third guidance raise in the books; PT up

Clearvise has raised its guidance for the third time in 2022, reflecting the highest-ever market values for PV and onshore wind power in August as well as supportive irradiation conditions. The company now expects sales of EUR 55-59m (was EUR 50-54m) and EBITDA of EUR 41-45m (was EUR $37-41 \mathrm{~m}$ ), but only taking into account realised power prices until August. We had already anticipated the higher market values in August in our estimates and are again above the given guidance, as we include the realised power prices until mid-October in our estimates. Hence, we deem the updated outlook to be fairly conservative with a high probability for another guidance raise. However, the headroom for a further guidance increase will depend on the wind performance in Q4. To account for the high volatility of wind yields, we would expect a guidance update in late Q4 as soon as the majority of the quarterly performance is in the books.
Roadshow feedback confirms upbeat outlook: We hosted a roadshow with Clearvise's management in Germany, the UK and the Nordics. The main topics were: (I) the pending portfolio transaction with Tion Renewables (formerly Pacifico Renewables), (II) Clearvise's growth strategy until 2025, (III) the introduction of an EU-wide power price cap (IV) recent market developments with regard to input costs, margins, returns and the regulatory environment and $(\mathrm{V})$ the IFRS transition and the targeted uplisting of the share to the Prime Standard.
While negotiations with Tion Renewables are still ongoing, Clearvise's management has underpinned its focus on clear, transparent communication once first agreements on governance, pricing and timeline have been reached. For the moment, no additional information can be released, but further details should be available by the end of the year. For 2025, the portfolio target of 750 MW in operation and 250 MW secured pipeline has been confirmed with a focus on levelled output between PV and onshore wind. This would translate into a technology split of $2 / 3$ PV and $1 / 3$ onshore wind, given their specific load factors. In addition to the already secured pipeline with Altus, Clearvise is already in close talks with other developers to expand its tangible pipeline by approx. 50-80MW. Although current material shortages and rising input costs are causing project delays, we expect European capacity additions to pick up remarkably in 2023, which should allow Clearvise to boost its installed capacity and reach a size of $>500 \mathrm{MW}$ (operating \& contracted) within the next 14 months. To be capable of managing a gigawattsized portfolio, Clearvise is already building a digital reporting structure to closely monitor its parks as well as complex marketing structures (PPAs, regulated remuneration and merchant market exposure) and the associated risks. The same applies to the IFRS transition, which is expected to be finalised in 2023, followed by an uplisting of the share in 2024. Regarding the power price cap, no final evaluation can be made yet, as the German government has not published a final framework. However, if the cap price of EUR 180/MWh comes into effect, management does not expect adverse effects on its guidance and growth strategy.

| Changes in Estimates: |  |  |  |  |  |  | Comment on Changes: <br> - We have updated our estimates for realised power prices until midOctober as well as the latest weather data. <br> - Our PT increases to EUR 3.90 per share and reflects the adjusted outlook. |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| FY End: 31.12. in EUR m | $\begin{array}{r} 2022 \mathrm{e} \\ \text { (old) } \end{array}$ | + / - | $\begin{array}{r} 2023 \mathrm{e} \\ \text { (old) } \end{array}$ | +/- | $\begin{array}{r} 2024 \mathrm{e} \\ \text { (old) } \end{array}$ | + / - |  |
| Sales | 61.54 | 5.8 \% | 43.28 | 0.0 \% | 44.01 | 0.0 \% |  |
| EBITDA | 45.40 | 5.9 \% | 31.30 | -0.1\% | 32.03 | 0.0 \% |  |
| EBIT | 18.71 | 14.4 \% | 4.62 | -0.4\% | 5.35 | 0.0 \% |  |


|  | FY End: 31.12. in EUR m | $\begin{gathered} \text { CAGR } \\ (21-24 \mathrm{e}) \end{gathered}$ | 2018 | 2019 | 2020 | 2021 | 2022e | 2023e | 2024e |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Sales | 10.2 \% | 31.70 | 33.08 | 36.45 | 32.88 | 65.09 | 43.28 | 44.01 |
|  | Change Sales yoy |  | 20.0 \% | 4.4 \% | 10.2 \% | -9.8\% | 98.0 \% | -33.5 \% | 1.7 \% |
|  | Gross profit margin |  | 98.8\% | 99.2 \% | 98.9 \% | 98.9 \% | 99.5 \% | 99.2 \% | 99.2 \% |
|  | EBITDA | 13.6 \% | 25.48 | 26.03 | 27.68 | 21.84 | 48.10 | 31.29 | 32.03 |
|  | Margin |  | 80.4 \% | 78.7 \% | 75.9 \% | 66.4 \% | 73.9 \% | 72.3 \% | 72.8 \% |
|  | EBIT | 22.6 \% | 6.50 | 6.78 | 9.13 | 2.91 | 21.41 | 4.60 | 5.35 |
|  | Margin |  | 20.5 \% | 20.5 \% | 25.1 \% | 8.8 \% | 32.9 \% | 10.6 \% | 12.2 \% |
|  | Net income | - | -0.95 | -0.40 | 2.35 | -3.28 | 10.54 | -1.96 | -0.70 |
|  | EPS |  | -0.02 | -0.01 | 0.05 | -0.06 | 0.18 | -0.03 | -0.01 |
| - Clearise - CDAX (nomalised) | EPS adj. | - | -0.02 | -0.01 | 0.05 | -0.06 | 0.18 | -0.03 | -0.01 |
|  | DPS | - | 0.00 | 0.01 | 0.02 | 0.00 | 0.00 | 0.00 | 0.00 |
| Rel. Performance vs CDAX: | Dividend Yield |  | n.a. | 0.6 \% | 1.0 \% | n.a. | n.a. | n.a. | n.a. |
|  | FCFPS |  | 0.24 | 0.47 | 0.54 | 0.05 | -1.08 | 0.47 | 0.45 |
| $\begin{array}{ll}1 \text { month: } & -0.6 \% \\ 6 \text { months: } & 28.5 \%\end{array}$ | FCF / Market cap |  | 16.2 \% | 27.7 \% | 26.6 \% | 2.0 \% | -38.7 \% | 16.8 \% | 16.2 \% |
|  | EV / Sales |  | 7.3 x | 6.8 x | 6.1 x | 8.2 x | 5.5 x | 7.6 x | 6.9 x |
| Year to date: 56.7 \% | EV / EBITDA |  | 9.1 x | 8.6 x | 8.0 x | 12.4 x | 7.4 x | 10.5 x | 9.4 x |
| Trailing 12 months: 50.0 \% | EV/EBITP/E |  | 35.8 x | 33.1 x | 24.2 x | 93.1 x | 16.6 x | $71.4 \times$ | 56.6 x |
|  |  |  | n.a. | n.a. | 40.4 x | n.a. | 15.6 x | n.a. | n.a. |
| Company events: | FCF Potential Yield |  | 10.4 \% | 11.0 \% | 11.8 \% | 7.5 \% | 12.1 \% | 9.3 \% | 10.2 \% |
|  | Net Debt |  | 159.52 | 141.84 | 121.87 | 139.35 | 194.80 | 167.78 | 141.79 |
|  | ROE |  | -2.4 \% | -1.1 \% | 6.2 \% | -6.9 \% | 15.7 \% | -2.5\% | -0.9 \% |
|  | ROCE (NOPAT) |  | n.a. |  | 3.1 \% | 2.9 \% | 6.1 \% | $3.0 \%$ | n.a. |
|  | Guidance: | 2022: output of 480-540 GWh; sales EUR 55-59m; EBITDA EUR 41-45m |  |  |  |  |  |  |  |



## Company Background

- Clearvise's roots go back to the foundation of ABO Invest AG in 2010 which had a strong focus on citizen shareholders ("Bürgerwindaktie").
- The initial growth strategy of ABO Invest relied on ABO Wind. After the successful transformation to clearvise in 2020, the management has executed several acquisitions independently and has built new partnerships
- In 2019 and 2020, activist investors forced ABO Invest to sever the personal and operative ties with ABO Wind. A new management and supervisory board were appointed and the company was renamed to clearvise.
- A transformation process has been initiated to return back to growth.
- The current operational portfolio of clearvise consists of 303 MW ( 378 MW incl. contracted capacity) in onshore wind (169MW), PV (208MW) and biogas assets ( 0.8 MW ) located in Germany, France, Ireland and Finland.


## Competitive Quality

- A highly-experienced team of industry experts, capable of operating and optimizing the current portfolio, has developed a lean platform for the integration of further acquisitions.
- Clearvise has introduced a three-pronged market access strategy; clearVALUE, clearPARTNERS and clearSWITCH; to gain a competitive edge and establish a niche market position.
- The market access strategies target the current market as well as the market transition and should allow for profitable growth.
- The technical expertise of the management team and experience with the operation of the former ABO Invest portfolio allows for optimization measures, which will result in higher output.
- By expanding the investment focus of PV projects, the top-line and margins should stabilize further, providing highly visible and predictable cash-flows.

EBIT development in EUR m


Output
in GWh


Net income development
in EUR m


## DCF model

| Figures in EUR m | Detailed forecast period |  |  | Transitional period |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2022e | 2023e | 2024e | 2025e | 2026e | 2027e | 2028e | 2029e | 2030e | 2031e | 2032e | 2033e | 2034e | 2035e | 2036e | 2037e | 2038e |
| Sales | 65.1 | 43.3 | 44.0 | 44.9 | 45.3 | 43.1 | 43.3 | 43.8 | 44.3 | 44.1 | 41.9 | 42.3 | 42.9 | 43.4 | 44.6 | 46.0 | 46.4 |
| Sales change | 98.0\% | -33.5\% | 1.7\% | 2.0\% | 1.0\% | -4.9 \% | 0.6 \% | 1.0\% | 1.2 \% | -0.4\% | -4.9\% | 0.9 \% | 1.5 \% | 1.2\% | 2.8 \% | $3.1 \%$ | 0.9 \% |
| EBIT | 21.4 | 4.6 | 5.3 | 6.0 | 6.3 | 4.7 | 4.9 | 5.2 | 5.7 | 6.0 | 5.1 | 30.7 | 31.2 | 31.5 | 32.4 | 33.4 | 33.7 |
| EBIT-margin | 32.9\% | 10.6 \% | 12.2\% | 13.3 \% | 13.9 \% | 10.9 \% | 11.2\% | 11.8\% | 12.8\% | 13.7\% | 12.1 \% | 72.6 \% | 72.6 \% | 72.6 \% | 72.6 \% | 72.7\% | 72.7\% |
| Tax rate (EBT) | 30.0\% | 30.0\% | 30.0\% | 29.0 \% | 28.0\% | 27.0\% | 27.0\% | 27.0\% | 27.0\% | 27.0\% | 27.0\% | 27.0\% | 27.0 \% | 27.0 \% | 27.0\% | 27.0\% | 27.0\% |
| NOPAT | 15.0 | 3.2 | 3.7 | 4.3 | 4.5 | 3.4 | 3.5 | 3.8 | 4.1 | 4.4 | 3.7 | 22.4 | 22.7 | 23.0 | 23.7 | 24.4 | 24.6 |
| Depreciation in \% of Sales | $\begin{array}{r} 26.7 \\ 41.0 \% \end{array}$ | $\begin{array}{r} 26.7 \\ 61.7 \% \end{array}$ | $\begin{array}{r} 26.7 \\ 60.6 \% \end{array}$ | $\begin{array}{r} 26.7 \\ 59.5 \% \end{array}$ | $\begin{array}{r} 26.7 \\ 58.9 \% \end{array}$ | $\begin{array}{r} 26.7 \\ 61.9 \% \end{array}$ | $\begin{array}{r} 26.7 \\ 61.6 \% \end{array}$ | $\begin{array}{r} 26.7 \\ 61.0 \% \end{array}$ | $\begin{array}{r} 26.6 \\ 60.0 \% \end{array}$ | $\begin{array}{r} 26.1 \\ 59.1 \% \end{array}$ | $\begin{array}{r} 25.4 \\ 60.7 \% \end{array}$ | $\begin{array}{r} 0.1 \\ 0.2 \% \end{array}$ | $\begin{array}{r} 0.1 \\ 0.2 \% \end{array}$ | $\begin{array}{r} 0.1 \\ 0.2 \% \end{array}$ | $\begin{array}{r} 0.1 \\ 0.2 \% \end{array}$ | $\begin{array}{r} 0.1 \\ 0.2 \% \end{array}$ | 0.1 $0.2 \%$ |
| Change in provisions | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Change in liquidity from - Working Capital | 2.2 | -2.3 | 0.0 | -0.6 | 0.0 | -0.2 | 0.0 | 0.0 | 0.0 | 0.0 | -0.2 | 0.0 | 0.1 | 0.0 | 0.1 | 0.1 | 0.0 |
| - Capex | 97.2 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Capex in \% of Sales | 149.3\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | $0.0 \%$ |
| Other | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Free Cash Flow (WACC-model) | -57.7 | 32.2 | 30.4 | 31.5 | 31.2 | 30.3 | 30.2 | 30.4 | 30.7 | 30.5 | 29.3 | 22.5 | 22.8 | 23.1 | 23.6 | 24.4 | 24.7 |
| PV of FCF | -57.1 | 30.6 | 27.7 | 27.6 | 26.2 | 24.4 | 23.4 | 22.6 | 21.8 | 20.8 | 19.2 | 14.1 | 13.8 | 13.4 | 13.2 | 13.0 | 12.6 |
| share of PVs |  | 0.3 \% |  |  |  |  |  | 99.7 |  |  |  |  |  |  |  |  |  |




- Our Warburg IPP-DCF approach is a modified valuation approach for the valuation of renewable energy assets.
- Since we can calculate top-line and margin generation of each park over the useful live, we extend our DCF-approach.
- We do not apply a terminal value to our valuation, reflecting the limited life of renewable energy assets
- For our calculation, we assume a useful life of 30 years for onshore wind and 35 years for PV.
- We only include the current portfolio size of clearvise in our Warburg IPP-DCF.

| Valuation |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2018 | 2019 | 2020 | 2021 | 2022e | 2023e | 2024e |
| Price / Book | 1.9 x | 2.2 x | 2.6 x | 2.3 x | 2.1 x | 2.1 x | 2.1 x |
| Book value per share ex intangibles | 0.62 | 0.62 | 0.66 | 0.88 | 1.28 | 1.26 | 1.25 |
| EV / Sales | 7.3 x | 6.8 x | 6.1 x | 8.2 x | 5.5 x | 7.6 x | 6.9 x |
| EV / EBITDA | 9.1 x | 8.6 x | 8.0 x | 12.4 x | 7.4 x | 10.5 x | 9.4 x |
| EV / EBIT | 35.8 x | 33.1 x | 24.2 x | 93.1 x | 16.6 x | 71.4 x | 56.6 x |
| EV / EBIT adj.* | 35.8 x | 33.1 x | 24.2 x | 93.1 x | 16.6 x | 71.4 x | 56.6 x |
| P / FCF | 6.2 x | 3.6 x | 3.8 x | 49.4 x | n.a. | 5.9 x | 6.2 x |
| P/E | n.a. | n.a. | 40.4 x | n.a. | 15.6 x | n.a. | n.a. |
| P / E adj.* | n.a. | n.a. | 40.4 x | n.a. | 15.6 x | n.a. | n.a. |
| Dividend Yield | n.a. | 0.6 \% | 1.0 \% | n.a. | n.a. | n.a. | n.a. |
| FCF Potential Yield (on market EV) | 10.4 \% | 11.0 \% | 11.8 \% | 7.5 \% | 12.1 \% | 9.3 \% | 10.2 \% |
| *Adjustments made for: - |  |  |  |  |  |  |  |


| Company Specific Items | $\mathbf{2 0 1 8}$ | $\mathbf{2 0 1 9}$ | $\mathbf{2 0 2 0}$ | $\mathbf{2 0 2 1}$ | 2022e | 2023e | 2024e |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Output in GWh | 368 | 385 | 426 | 367 | 499 | 563 | 563 |


| Consolidated profit \& loss |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| In EUR m | 2018 | 2019 | 2020 | 2021 | 2022e | 2023e | 2024e |
| Sales | 31.70 | 33.08 | 36.45 | 32.88 | 65.09 | 43.28 | 44.01 |
| Change Sales yoy | 20.0 \% | 4.4 \% | 10.2 \% | -9.8 \% | 98.0 \% | -33.5 \% | 1.7 \% |
| Increase / decrease in inventory | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Own work capitalised | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Total Sales | 31.70 | 33.08 | 36.45 | 32.88 | 65.09 | 43.28 | 44.01 |
| Material expenses | 0.39 | 0.28 | 0.40 | 0.35 | 0.35 | 0.33 | 0.33 |
| Gross profit | 31.31 | 32.81 | 36.05 | 32.53 | 64.74 | 42.95 | 43.68 |
| Gross profit margin | 98.8 \% | 99.2 \% | 98.9 \% | 98.9 \% | 99.5 \% | 99.2 \% | 99.2 \% |
| Personnel expenses | 0.30 | 0.22 | 0.30 | 0.66 | 0.80 | 0.80 | 0.81 |
| Other operating income | 3.02 | 1.57 | 0.94 | 0.22 | 0.49 | 0.33 | 0.55 |
| Other operating expenses | 8.55 | 8.12 | 9.00 | 10.25 | 16.33 | 11.19 | 11.38 |
| Unfrequent items | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| EBITDA | 25.48 | 26.03 | 27.68 | 21.84 | 48.10 | 31.29 | 32.03 |
| Margin | 80.4 \% | 78.7 \% | 75.9 \% | 66.4 \% | 73.9 \% | 72.3 \% | 72.8 \% |
| Depreciation of fixed assets | 18.98 | 19.25 | 18.55 | 18.93 | 26.06 | 26.06 | 26.06 |
| EBITA | 6.50 | 6.78 | 9.13 | 2.91 | 22.04 | 5.23 | 5.98 |
| Amortisation of intangible assets | 0.00 | 0.00 | 0.00 | 0.00 | 0.63 | 0.63 | 0.63 |
| Goodwill amortisation | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| EBIT | 6.50 | 6.78 | 9.13 | 2.91 | 21.41 | 4.60 | 5.35 |
| Margin | 20.5 \% | 20.5 \% | 25.1 \% | 8.8 \% | 32.9 \% | 10.6 \% | 12.2 \% |
| EBIT adj. | 6.50 | 6.78 | 9.13 | 2.91 | 21.41 | 4.60 | 5.35 |
| Interest income | 0.01 | 0.00 | 0.00 | 0.02 | 0.00 | 0.00 | 0.00 |
| Interest expenses | 6.34 | 5.79 | 5.13 | 4.72 | 5.89 | 5.76 | 4.81 |
| Other financial income (loss) | 0.02 | 0.02 | 0.02 | 0.02 | 0.00 | 0.00 | 0.00 |
| EBT | 0.15 | 0.98 | 3.98 | -1.81 | 15.52 | -1.16 | 0.54 |
| Margin | 0.5 \% | 3.0 \% | 10.9 \% | -5.5\% | 23.8 \% | -2.7\% | 1.2 \% |
| Total taxes | 1.37 | 1.38 | 1.63 | 1.47 | 4.98 | 0.80 | 1.24 |
| Net income from continuing operations | -1.22 | -0.40 | 2.35 | -3.28 | 10.54 | -1.96 | -0.70 |
| Income from discontinued operations (net of tax) | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Net income before minorities | -1.22 | -0.40 | 2.35 | -3.28 | 10.54 | -1.96 | -0.70 |
| Minority interest | -0.27 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Net income | -0.95 | -0.40 | 2.35 | -3.28 | 10.54 | -1.96 | -0.70 |
| Margin | -3.0\% | -1.2 \% | 6.4 \% | -10.0\% | 16.2 \% | -4.5\% | -1.6\% |
| Number of shares, average | 49.00 | 49.00 | 49.00 | 53.78 | 57.40 | 57.40 | 57.40 |
| EPS | -0.02 | -0.01 | 0.05 | -0.06 | 0.18 | -0.03 | -0.01 |
| EPS adj. | -0.02 | -0.01 | 0.05 | -0.06 | 0.18 | -0.03 | -0.01 |
| *Adjustments made for: |  |  |  |  |  |  |  |

Guidance: 2022: output of 480-540 GWh; sales EUR 55-59m; EBITDA EUR 41-45m

Financial Ratios

|  | 2018 | 2019 | 2020 | 2021 | 2022e | 2023e | 2024e |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total Operating Costs / Sales | 19.6 \% | 21.3 \% | 24.1 \% | 33.6 \% | 26.1 \% | 27.7 \% | 27.2 \% |
| Operating Leverage | 5.0 x | 1.0 x | 3.4 x | 7.0 x | 6.5 x | 2.3 x | 9.7 x |
| EBITDA / Interest expenses | 4.0 x | 4.5 x | 5.4 x | 4.6 x | 8.2 x | 5.4 x | 6.7 x |
| Tax rate (EBT) | 892.1 \% | 141.0 \% | 41.0 \% | -80.9 \% | 32.1 \% | -68.6 \% | 229.0 \% |
| Dividend Payout Ratio | 0.0 \% | n.m. | 41.8 \% | 0.0 \% | 0.0 \% | 0.0 \% | 0.0 \% |
| Sales per Employee | n.a. | n.a. | n.a. | n.a. | n.a. | n.a. | n.a. |

Sales, EBITDA
in EUR m


## Operating Performance

 in \%

Performance per Share


| Consolidated balance sheet |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| In EUR m | 2018 | 2019 | 2020 | 2021 | 2022e | 2023e | 2024e |
| Assets |  |  |  |  |  |  |  |
| Goodwill and other intangible assets | 8.01 | 6.83 | 6.20 | 5.57 | 4.94 | 4.31 | 3.68 |
| thereof other intangible assets | 0.00 | 0.00 | 0.00 | 0.00 | -0.63 | -1.26 | -1.89 |
| thereof Goodwill | 8.01 | 6.83 | 6.20 | 5.57 | 5.57 | 5.57 | 5.57 |
| Property, plant and equipment | 193.99 | 176.04 | 157.78 | 191.33 | 262.46 | 236.40 | 210.35 |
| Financial assets | 0.25 | 0.23 | 0.21 | 0.19 | 0.19 | 0.19 | 0.19 |
| Other long-term assets | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Fixed assets | 202.25 | 183.10 | 164.19 | 197.09 | 267.59 | 240.90 | 214.22 |
| Inventories | 0.12 | 0.16 | 0.20 | 0.29 | 0.30 | 0.20 | 0.20 |
| Accounts receivable | 4.66 | 4.48 | 5.31 | 5.85 | 8.00 | 5.30 | 5.40 |
| Liquid assets | 14.54 | 14.68 | 17.32 | 23.20 | 17.48 | 21.51 | 24.51 |
| Other short-term assets | 0.68 | 0.65 | 0.89 | 4.49 | 4.49 | 4.49 | 4.49 |
| Current assets | 20.00 | 19.97 | 23.73 | 33.83 | 30.27 | 31.50 | 34.59 |
| Total Assets | 222.30 | 203.10 | 187.90 | 230.90 | 297.90 | 272.40 | 248.80 |
| Liabilities and shareholders' equity |  |  |  |  |  |  |  |
| Subscribed capital | 49.00 | 49.00 | 49.00 | 57.40 | 63.14 | 63.14 | 63.14 |
| Capital reserve | 13.27 | 13.27 | 13.27 | 25.59 | 31.33 | 31.33 | 31.33 |
| Retained earnings | 0.46 | 0.46 | 0.99 | 0.99 | 11.52 | 9.56 | 8.86 |
| Other equity components | -24.47 | -25.36 | -24.50 | -27.78 | -27.68 | -27.68 | -27.78 |
| Shareholders' equity | 38.26 | 37.37 | 38.76 | 56.20 | 78.32 | 76.36 | 75.56 |
| Minority interest | 4.92 | 4.90 | 4.89 | 4.88 | 0.00 | 0.00 | 0.00 |
| Total equity | 43.18 | 42.27 | 43.64 | 61.08 | 78.32 | 76.36 | 75.56 |
| Provisions | 2.13 | 2.38 | 2.69 | 3.02 | 3.02 | 3.02 | 3.02 |
| thereof provisions for pensions and similar obligations | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Financial liabilities (total) | 174.06 | 156.51 | 139.19 | 162.55 | 212.28 | 189.29 | 166.30 |
| Short-term financial liabilities | 18.07 | 17.53 | 18.35 | 0.00 | 33.67 | 33.67 | 33.67 |
| Accounts payable | 1.57 | 1.00 | 0.91 | 1.42 | 1.40 | 0.90 | 1.00 |
| Other liabilities | 1.37 | 0.91 | 1.48 | 2.88 | 2.88 | 2.88 | 2.88 |
| Liabilities | 179.13 | 160.80 | 144.27 | 169.86 | 219.58 | 196.09 | 173.20 |
| Total liabilities and shareholders' equity | 222.30 | 203.10 | 187.90 | 230.90 | 297.90 | 272.40 | 248.80 |
| Financial Ratios |  |  |  |  |  |  |  |
|  | 2018 | 2019 | 2020 | 2021 | 2022e | 2023e | 2024e |
| Efficiency of Capital Employment |  |  |  |  |  |  |  |
| Operating Assets Turnover | 0.2 x | 0.2 x | 0.2 x | 0.2 x | 0.2 x | 0.2 x | 0.2 x |
| Capital Employed Turnover | 0.2 x | 0.2 x | 0.2 x | 0.2 x | 0.2 x | 0.2 x | 0.2 x |
| ROA | -0.5 \% | -0.2 \% | 1.4 \% | -1.7\% | 3.9 \% | -0.8 \% | -0.3 \% |
| Return on Capital |  |  |  |  |  |  |  |
| ROCE (NOPAT) | n.a. | n.a. | 3.1 \% | 2.9 \% | 6.1 \% | 3.0 \% | n.a. |
| ROE | -2.4 \% | -1.1 \% | 6.2 \% | -6.9 \% | 15.7 \% | -2.5 \% | -0.9 \% |
| Adj. ROE | -2.4 \% | -1.1 \% | 6.2 \% | -6.9 \% | 15.7 \% | -2.5 \% | -0.9 \% |
| Balance sheet quality |  |  |  |  |  |  |  |
| Net Debt | 159.52 | 141.84 | 121.87 | 139.35 | 194.80 | 167.78 | 141.79 |
| Net Financial Debt | 159.52 | 141.84 | 121.87 | 139.35 | 194.80 | 167.78 | 141.79 |
| Net Gearing | 369.4 \% | 335.5 \% | 279.2 \% | 228.2 \% | 248.7 \% | 219.7 \% | 187.7 \% |
| Net Fin. Debt / EBITDA | 626.0 \% | 544.9 \% | 440.3 \% | 638.2 \% | 405.0 \% | 536.3 \% | 442.6 \% |
| Book Value / Share | 0.8 | 0.8 | 0.8 | 1.0 | 1.4 | 1.3 | 1.3 |
| Book value per share ex intangibles | 0.6 | 0.6 | 0.7 | 0.9 | 1.3 | 1.3 | 1.3 |

## ROCE Development



Source: Warburg Research

## Net debt

 in EUR m

Book Value per Share
in EUR


| Consolidated cash flow statement |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| In EUR m | 2018 | 2019 | 2020 | 2021 | 2022e | 2023e | 2024e |
| Net income | -1.22 | -0.40 | 2.37 | -3.28 | 10.54 | -1.96 | -0.70 |
| Depreciation of fixed assets | 18.98 | 19.25 | 18.55 | 18.93 | 26.06 | 26.06 | 26.06 |
| Amortisation of goodwill | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Amortisation of intangible assets | 0.00 | 0.00 | 0.00 | 0.00 | 0.63 | 0.63 | 0.63 |
| Increase/decrease in long-term provisions | 0.61 | 0.17 | 0.38 | 0.00 | 0.00 | 0.00 | 0.00 |
| Other non-cash income and expenses | 4.43 | 4.70 | 6.27 | 5.25 | 0.00 | 0.00 | 0.00 |
| Cash Flow before NWC change | 22.80 | 23.72 | 27.56 | 20.90 | 37.23 | 24.73 | 25.99 |
| Increase / decrease in inventory | 0.00 | 0.00 | -0.04 | -1.19 | -0.01 | 0.10 | 0.00 |
| Increase / decrease in accounts receivable | 1.08 | 0.16 | -0.83 | -1.23 | -2.15 | 2.70 | -0.10 |
| Increase / decrease in accounts payable | -1.78 | -0.96 | -0.08 | 0.00 | -0.02 | -0.50 | 0.10 |
| Increase / decrease in other working capital positions | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Increase / decrease in working capital (total) | -0.70 | -0.80 | -0.96 | -2.42 | -2.18 | 2.30 | 0.00 |
| Net cash provided by operating activities [1] | 22.10 | 22.92 | 26.61 | 18.48 | 35.05 | 27.03 | 25.99 |
| Investments in intangible assets | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Investments in property, plant and equipment | 0.00 | 0.00 | -0.26 | -15.82 | -97.19 | 0.00 | 0.00 |
| Payments for acquisitions | -1.17 | 0.00 | 0.00 | -14.54 | 0.00 | 0.00 | 0.00 |
| Financial investments | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Income from asset disposals | 0.00 | 1.07 | 0.36 | 0.00 | 0.00 | 0.00 | 0.00 |
| Net cash provided by investing activities [2] | -9.18 | 0.97 | 0.10 | -30.35 | -97.19 | 0.00 | 0.00 |
| Change in financial liabilities | -5.09 | -17.99 | -17.34 | 1.69 | 44.94 | -22.99 | -22.99 |
| Dividends paid | 0.00 | -0.49 | -0.98 | 0.00 | 0.00 | 0.00 | 0.00 |
| Purchase of own shares | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Capital measures | 0.00 | 0.00 | 0.00 | 20.72 | 11.48 | 0.00 | 0.00 |
| Other | -6.27 | -5.77 | -5.05 | -4.68 | 0.00 | 0.00 | 0.00 |
| Net cash provided by financing activities [3] | -11.36 | -24.25 | -23.37 | 17.73 | 56.42 | -22.99 | -22.99 |
| Change in liquid funds [1]+[2]+[3] | 1.57 | -0.35 | 3.34 | 5.86 | -5.72 | 4.03 | 2.99 |
| Effects of exchange-rate changes on cash | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Cash and cash equivalent at end of period | 14.58 | 14.19 | 18.02 | 23.18 | 17.48 | 21.51 | 24.51 |

## Financial Ratios

|  | 2018 | 2019 | 2020 | 2021 | 2022e | 2023e | 2024e |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Cash Flow |  |  |  |  |  |  |  |
| FCF | 11.85 | 22.82 | 26.34 | 2.66 | -62.14 | 27.03 | 25.99 |
| Free Cash Flow / Sales | 37.4 \% | 69.0 \% | 72.3 \% | 8.1 \% | -95.5 \% | 62.4 \% | 59.0 \% |
| Free Cash Flow Potential | 24.11 | 24.65 | 26.05 | 20.37 | 43.12 | 30.49 | 30.79 |
| Free Cash Flow / Net Profit | -1246.5 \% | -5690.9 \% | 1123.0 \% | -81.0 \% | -589.7 \% | -1378.4 \% | -3718.1 \% |
| Interest Received / Avg. Cash | 0.1 \% | 0.0 \% | 0.0 \% | 0.1 \% | 0.0 \% | 0.0 \% | 0.0 \% |
| Interest Paid / Avg. Debt | 3.6 \% | 3.5 \% | 3.5 \% | 3.1 \% | 3.1 \% | 2.9 \% | 2.7 \% |
| Management of Funds |  |  |  |  |  |  |  |
| Investment ratio | 0.0 \% | 0.0 \% | 0.7 \% | 48.1 \% | 149.3 \% | 0.0 \% | 0.0 \% |
| Maint. Capex / Sales | 0.0 \% | 0.0 \% | 0.0 \% | 0.0 \% | 0.0 \% | 0.0 \% | 0.0 \% |
| Capex / Dep | 0.0 \% | 0.0 \% | 1.4 \% | 83.6 \% | 364.2 \% | 0.0 \% | 0.0 \% |
| Avg. Working Capital / Sales | 8.5 \% | 10.4 \% | 11.3 \% | 14.2 \% | 8.9 \% | 13.3 \% | 10.5 \% |
| Trade Debtors / Trade Creditors | 296.3 \% | 449.1 \% | 582.1 \% | 413.1 \% | 571.4 \% | 588.9 \% | 540.0 \% |
| Inventory Turnover | 3.3 x | 1.7 x | 1.9 x | 1.2 x | 1.2 x | 1.7 x | $1.7 \times$ |
| Receivables collection period (days) | 54 | 49 | 53 | 65 | 45 | 45 | 45 |
| Payables payment period (days) | 1,486 | 1,321 | 837 | 1,460 | 1,441 | 992 | 1,103 |
| Cash conversion cycle (Days) | -1,321 | -1,055 | -597 | -1,094 | -1,087 | -727 | -837 |

## CAPEX and Cash Flow

in EUR m

Free Cash Flow Generation


Working Capital



#### Abstract

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| -B- | Buy: | The price of the analysed financial instrument is expected to rise over the next 12 months. |
| :--- | :--- | :--- |
| -H- | Hold: | The price of the analysed financial instrument is expected to remain mostly flat over the next 12 <br> months. |
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| Hold | 46 | 21 |
| Sell | 4 | 2 |
| Rating suspended | 4 | 2 |
| Total | $\mathbf{2 1 5}$ | $\mathbf{2 0 0}$ |

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... taking into account only those companies which were provided with major investment services in the last twelve months.

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