

<b>Buy</b> <b>EUR 88.70</b>  Price <b>EUR 59.40</b> Upside <b>49.3 %</b>	<b>Value Indicators:</b> EUR DCF: 88.73	<b>Warburg ESG Risk Score: 2.3</b> ESG Score (MSCI based): 3.0 Balance Sheet Score: 2.8 Market Liquidity Score: 1.0	<b>Description:</b> Service provider for construction of owner-occupied homes and holiday property
	<b>Market Snapshot:</b> EUR m Market cap: 237.6 No. of shares (m): 4.0 EV: 485.4 Freefloat MC: 166.1 Ø Trad. Vol. (30d): 189.54 th	<b>Shareholders:</b> Freefloat 69.9 % Karl-Heinz Maerzke 29.8 % Management board 0.3 %	<b>Key Figures (WRe):</b> 2021e Beta: 1.6 Price / Book: 1.8 x Equity Ratio: 28 % Net Fin. Debt / EBITDA: 7.5 x Net Debt / EBITDA: 7.5 x

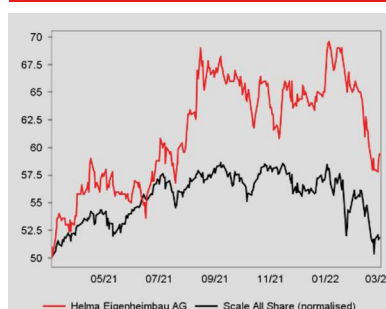
## Prelims fully in line with expectations; Improved outlook for 2024

in EUR m	2021	2021e	2020	yoy
Sales	331,5	322,7	274,0	21%
EBIT	27,9	27,9	22,2	26%
EBIT adjusted	30,2	28,6	23,2	30%
EBIT-margin (adjusted)	9,1%	8,9%	8,5%	
EBT	27,3	27,4	22,5	21%
Net income	18,8	18,7	15,4	22%
EPS	4,69	4,69	3,84	22%
Order intake	446,6	446,6	312,5	43%

### Comment on Figures:

- HELMA released strong FY figures with sales growth of 21% to EUR 332m and an EBT-increase of 21% to EUR 27.3m. Guidance for sales of EUR ~315-325m and EBT of EUR >27m was clearly fulfilled and slightly exceeded.
- The stronger improvement of 30% in adjusted EBIT (w/o disposal of capitalized interest) is due to a lower material expense ratio (impressive in a challenging market of rising building materials costs) and a lower personnel expenses ratio (higher ratio in the last two years was driven by consequent build-up of staff for expected sales growth).
- As a consequence, the adjusted EBIT margin showed good improvement of 50 bps to 9.1%.
- Net income and EPS growth of 22% was in line with our estimates.

- Outlook for 2022** remains promising given the order intake growth already released in January, which showed a boost of 43% for the FY 2021 to EUR 446m. Even though this number includes a pre-drawing effect due to the unexpected discontinuation of the subsidy for newbuilds for the efficiency house 55 (impact ~10% of order intake or EUR 45m), the growth of 30% is excellent. The implementation of new subsidies might take some time as the new government wishes to implement its strategy to reduce the emission of CO2. But HELMA is well prepared to benefit from new subsidies with its know-how in the market segment of efficient houses. The order book showed a significant increase of 50% to EUR 360m and is an excellent base for targeted strong sales growth in 2022 & 2023 (in total ~20%). The new 2022 guidance for an expected sales volume of EUR 360-380m (WRe: 360.7m) and EBT of EUR 30-33m (WRe: 33.4m) fulfil our expectations.
- The improvement in the wording of HELMA's mid-term guidance 2024 does not surprise us either. Management is now guiding for a sales volume **significantly above** EUR 400m (WRe: EUR 426.6m) and an EBT **well above** EUR 40m (WRe: EUR 43.8m). This positive statement underpins our confidence in HELMA's growth prospects which is well supported by a further increase in its development pipeline volume to nearly EUR 2bn, driven by a rising number of units (+2%), an estimated increase in unit-size, and pricing effects. Also noteworthy is management's comment that "preconditions also exist to continue to realise further dynamic growth in income over the coming years".
- The sentiment for HELMA's business has weakened recently due to a) weaker availability of building materials, b) price increases for these materials (both challenges were well managed) and c) the possibility of higher interest rates due to possible rate hikes in Europe. However, the interest-rate outlook could change again given the pressure on economic development due to the war in the Ukraine.
- We confirm our Buy recommendation as the valuation based on our DCF-model is undemanding and offers significant upside based on a strong development pipeline of EUR ~2bn.

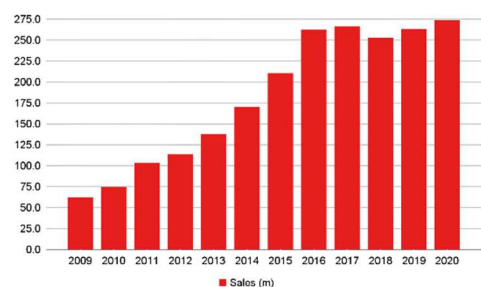


Rel. Performance vs Scale All	
1 month:	-3.6 %
6 months:	0.0 %
Year to date:	0.5 %
Trailing 12 months:	22.7 %

Company events:	
24.03.22	AR 2021
01.07.22	AGM
11.08.22	H1

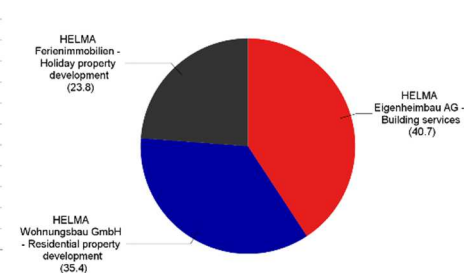
FY End: 31.12. in EUR m	CAGR (20-23e)	2017	2018	2019	2020	2021e	2022e	2023e
Sales	12.8 %	266.5	253.3	263.2	274.0	322.7	360.7	393.2
Change Sales yoy		1.4 %	-5.0 %	3.9 %	4.1 %	17.8 %	11.8 %	9.0 %
Gross margin adj.	-2.6 %	21.0 %	24.5 %	24.8 %	25.0 %	24.0 %	23.5 %	23.1 %
EBITDA	19.0 %	21.7	23.8	25.2	24.8	30.4	36.8	41.7
EBIT	20.7 %	19.4	21.8	22.8	22.2	27.9	34.2	39.0
Margin		7.3 %	8.6 %	8.7 %	8.1 %	8.6 %	9.5 %	9.9 %
EBT		18.3	21.2	23.6	22.5	27.4	33.4	38.0
Net income	19.1 %	12.1	14.5	16.1	15.4	18.7	22.9	26.0
EPS	19.2 %	3.03	3.62	4.04	3.84	4.69	5.72	6.50
EPS adj.	19.2 %	3.03	3.62	4.04	3.84	4.69	5.72	6.50
DPS	10.9 %	1.40	1.30	1.85	1.54	1.80	1.95	2.10
Dividend Yield		3.2 %	3.5 %	4.9 %	4.2 %	3.0 %	3.3 %	3.5 %
FCFPS		-4.31	-0.25	-1.44	-2.99	-5.32	-2.77	-1.72
FCF / Market cap		-9.8 %	-0.7 %	-3.8 %	-8.1 %	-9.0 %	-4.7 %	-2.9 %
EV / Sales		1.2 x	1.2 x	1.2 x	1.3 x	1.4 x	1.3 x	1.3 x
EV / EBITDA		15.0 x	12.9 x	13.0 x	14.0 x	15.3 x	13.2 x	12.0 x
EV / EBIT		16.8 x	14.1 x	14.4 x	15.6 x	16.7 x	14.2 x	12.9 x
P / E		14.5 x	10.2 x	9.4 x	9.6 x	12.7 x	10.4 x	9.1 x
P / E adj.		14.5 x	10.2 x	9.4 x	9.6 x	12.7 x	10.4 x	9.1 x
FCF Potential Yield		4.4 %	5.1 %	5.0 %	4.7 %	4.4 %	5.1 %	5.6 %
Net Debt		149.2	159.3	175.7	199.1	228.0	247.8	264.0
ROCE (NOPAT)		5.8 %	6.0 %	5.8 %	5.1 %	5.7 %	6.3 %	6.5 %
Guidance:		2022: Sales EUR 360-380m, EBT EUR 30-33m; 2024: Sales EUR >>400m, EBT EUR >>40m						

**Sales development**  
in EUR m



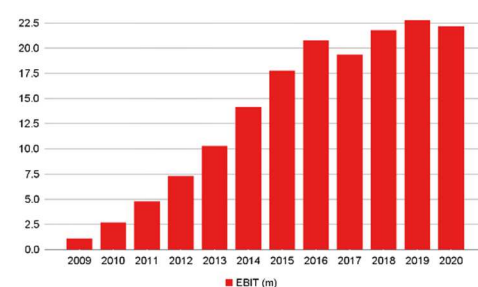
Source: Warburg Research

**Order intake by segments**  
2020; in %



Source: Warburg Research

**EBIT development**  
in EUR m



Source: Warburg Research

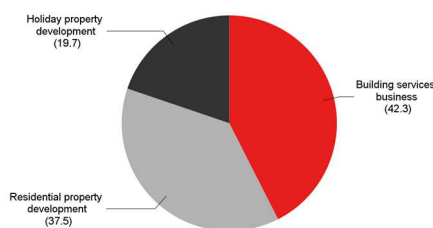
## Company Background

- Provider of construction services for brick-built homes that can be adapted to individual tastes.
- Focus on product development, sale, planning and building administration. Construction is outsourced to subcontractors.
- Via HELMA Wohnungsbau GmbH, HELMA in its role as a developer, acquires larger areas zoned for residential construction with up to 250 building sites. Regional focus is on cities like Berlin, Hamburg, Hanover or Munich.
- Since early 2011 the company has been developing and selling holiday properties at the North Sea and Baltic Sea coasts, at attractive lakeside locations and the low mountain range via the subsidiary HELMA Ferienimmobilien.

## Competitive Quality

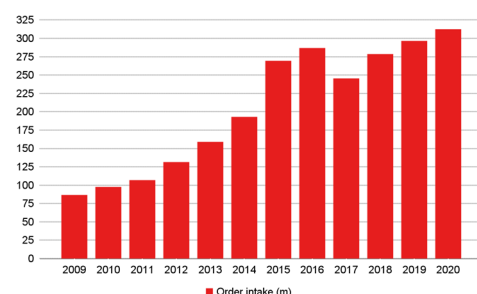
- Individualisation without additional costs: HELMA's homes are mainly distinguished by the range of individual design options at no extra cost.
- High expertise in the future market of energy-efficient houses: HELMA offers a broad range of energy-efficient houses with the efficiency house 55 EE as a minimum standard.
- Efficient sales concept: HELMA's 35 show houses throughout Germany are used by ca. 80 freelance sales representatives as a point of sale.
- Business model expansion into apartment building completes product range
- Successful advancement of the development business in the holiday property area since 2011. Gradual expansion of the market positioning makes attractive growth possible.

**Sales by segments**  
2020 in %



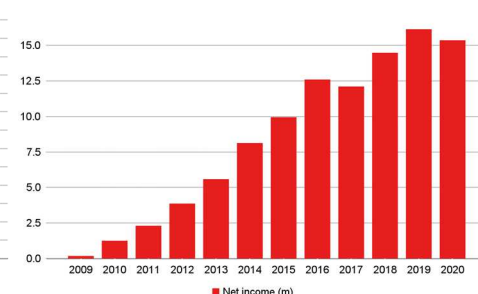
Source: Warburg Research

**Order intake**  
in EUR m



Source: Warburg Research

**Net income development**  
in EUR m



Source: Warburg Research

## DCF model

Figures in EUR m	Detailed forecast period			Transitional period										Term. Value
	2021e	2022e	2023e	2024e	2025e	2026e	2027e	2028e	2029e	2030e	2031e	2032e	2033e	
Sales	322.7	360.7	393.2	426.6	456.5	483.9	512.9	538.6	565.5	582.4	594.1	606.0	615.1	1.5 %
Sales change	17.8 %	11.8 %	9.0 %	8.5 %	7.0 %	6.0 %	6.0 %	5.0 %	5.0 %	3.0 %	2.0 %	2.0 %	1.5 %	
EBIT	27.9	34.2	39.0	44.8	47.9	50.8	53.9	53.9	56.5	55.3	56.4	54.5	55.4	9.0 %
EBIT-margin	8.6 %	9.5 %	9.9 %	10.5 %	10.5 %	10.5 %	10.5 %	10.0 %	10.0 %	9.5 %	9.5 %	9.0 %	9.0 %	
Tax rate (EBT)	31.5 %	31.5 %	31.5 %	31.5 %	31.5 %	31.5 %	31.5 %	31.5 %	31.5 %	31.5 %	31.5 %	31.5 %	31.5 %	37.9
NOPAT	19.1	23.5	26.7	30.7	32.8	34.8	36.9	36.9	38.7	37.9	38.7	37.4	37.9	
Depreciation	2.5	2.6	2.7	3.4	3.7	3.9	4.1	4.3	4.5	4.7	4.8	4.8	4.9	0.8 %
in % of Sales	0.8 %	0.7 %	0.7 %	0.8 %	0.8 %	0.8 %	0.8 %	0.8 %	0.8 %	0.8 %	0.8 %	0.8 %	0.8 %	
Changes 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	-3.6
Change in Liquidity from														
- Working Capital	40.8	35.3	33.5	35.2	30.3	27.3	21.1	16.4	16.7	5.7	-0.2	-0.5	-3.6	5.5
- Capex	3.2	3.2	3.4	3.8	4.1	4.4	4.6	4.8	5.1	5.2	5.3	5.5	5.5	
Capex in % of Sales	1.0 %	0.9 %	0.9 %	0.9 %	0.9 %	0.9 %	0.9 %	0.9 %	0.9 %	0.9 %	0.9 %	0.9 %	0.9 %	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	
Free Cash Flow (WACC Model)	-22.4	-12.4	-7.5	-4.9	2.1	7.0	15.3	19.9	21.5	31.7	38.3	37.2	40.9	29
PV of FCF	-23.5	-12.4	-7.1	-4.5	1.8	5.7	11.9	14.8	15.1	21.2	24.4	22.5	23.5	461
share of PVs	-7.78 %			24.63 %										83.15 %

### Model parameter

Derivation of WACC:		Derivation of Beta:	
Debt ratio	60.00 %	Financial Strength	1.50
Cost of debt (after tax)	1.7 %	Liquidity (share)	1.80
Market return	7.00 %	Cyclicality	2.00
Risk free rate	1.50 %	Transparency	1.10
		Others	1.60
<b>WACC</b>	<b>5.15 %</b>	<b>Beta</b>	<b>1.60</b>

### Valuation (m)

Present values 2033e	93		
Terminal Value	461		
Financial liabilities	219		
Pension liabilities	0		
Hybrid capital	0		
Minority interest	0		
Market val. of investments	0		
Liquidity	20	No. of shares (m)	4.0
<b>Equity Value</b>	<b>355</b>	<b>Value per share (EUR)</b>	<b>88.73</b>

### Sensitivity Value per Share (EUR)

Beta	WACC	Terminal Growth							Beta	WACC	Delta EBIT-margin						
		0.75 %	1.00 %	1.25 %	1.50 %	1.75 %	2.00 %	2.25 %			-1.5 pp	-1.0 pp	-0.5 pp	+0.0 pp	+0.5 pp	+1.0 pp	+1.5 pp
2.05	6.1 %	41.05	44.46	48.21	52.37	57.00	62.19	68.04	2.05	6.1 %	22.38	32.37	42.37	52.37	62.36	72.36	82.36
1.83	5.6 %	53.62	58.00	62.88	68.35	74.51	81.53	89.57	1.83	5.6 %	34.84	46.01	57.18	68.35	79.51	90.68	101.85
1.71	5.4 %	60.94	65.94	71.55	77.88	85.08	93.34	102.91	1.71	5.4 %	42.28	54.15	66.02	77.88	89.75	101.62	113.48
1.60	5.1 %	69.09	74.85	81.35	88.73	97.21	107.03	118.55	1.60	5.1 %	50.75	63.41	76.07	88.73	101.40	114.06	126.72
1.49	4.9 %	78.23	84.90	92.49	101.19	111.27	123.10	137.15	1.49	4.9 %	60.47	74.04	87.62	101.19	114.76	128.34	141.91
1.37	4.6 %	88.56	96.35	105.28	115.63	127.77	142.20	159.64	1.37	4.6 %	71.74	86.37	101.00	115.63	130.26	144.89	159.53
1.15	4.1 %	113.81	124.72	137.52	152.73	171.11	193.77	222.41	1.15	4.1 %	100.69	118.03	135.38	152.73	170.07	187.42	204.77

Valuation	2017	2018	2019	2020	2021e	2022e	2023e
Price / Book	2.0 x	1.5 x	1.4 x	1.3 x	1.8 x	1.6 x	1.5 x
Book value per share ex intangibles	21.53	23.65	26.30	28.29	31.28	35.15	39.55
EV / Sales	1.2 x	1.2 x	1.2 x	1.3 x	1.4 x	1.3 x	1.3 x
EV / EBITDA	15.0 x	12.9 x	13.0 x	14.0 x	15.3 x	13.2 x	12.0 x
EV / EBIT	16.8 x	14.1 x	14.4 x	15.6 x	16.7 x	14.2 x	12.9 x
EV / EBIT adj.*	15.3 x	13.4 x	14.0 x	14.9 x	16.3 x	13.9 x	12.6 x
P / FCF	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
P / E	14.5 x	10.2 x	9.4 x	9.6 x	12.7 x	10.4 x	9.1 x
P / E adj.*	14.5 x	10.2 x	9.4 x	9.6 x	12.7 x	10.4 x	9.1 x
Dividend Yield	3.2 %	3.5 %	4.9 %	4.2 %	3.0 %	3.3 %	3.5 %
FCF Potential Yield (on market EV)	4.4 %	5.1 %	5.0 %	4.7 %	4.4 %	5.1 %	5.6 %

\*Adjustments made for: -

Company Specific Items	2017	2018	2019	2020	2021e	2022e	2023e
Order intake	245.4	278.6	296.5	312.5	446.6	384.5	399.5
Total output	282.4	279.0	273.0	310.3	331.7	370.7	403.2
Material expenses	226.4	217.1	207.8	241.7	254.3	286.1	312.2
Gross margin adj.	21.0 %	24.5 %	24.8 %	25.0 %	24.0 %	23.5 %	23.1 %

## Consolidated profit & loss

In EUR m	2017	2018	2019	2020	2021e	2022e	2023e
<b>Sales</b>	<b>266.5</b>	<b>253.3</b>	<b>263.2</b>	<b>274.0</b>	<b>322.7</b>	<b>360.7</b>	<b>393.2</b>
Change Sales yoy	1.4 %	-5.0 %	3.9 %	4.1 %	17.8 %	11.8 %	9.0 %
Increase / decrease in inventory	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
Own work capitalised	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
<b>Total output</b>	<b>282.4</b>	<b>279.0</b>	<b>273.0</b>	<b>310.3</b>	<b>331.7</b>	<b>370.7</b>	<b>403.2</b>
Material expenses	226.4	217.1	207.8	241.7	254.3	286.1	312.2
<b>Gross profit</b>	<b>56.1</b>	<b>61.9</b>	<b>65.3</b>	<b>68.6</b>	<b>77.4</b>	<b>84.7</b>	<b>91.0</b>
<i>Gross profit margin</i>	<i>21.0 %</i>	<i>24.5 %</i>	<i>24.8 %</i>	<i>25.0 %</i>	<i>24.0 %</i>	<i>23.5 %</i>	<i>23.1 %</i>
Personnel expenses	20.9	23.9	25.0	26.6	27.5	28.3	29.3
Other operating income	1.7	1.6	2.6	2.7	2.0	2.0	2.0
Other operating expenses	15.2	15.9	17.7	19.9	21.5	21.5	22.0
Unfrequent items	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>EBITDA</b>	<b>21.7</b>	<b>23.8</b>	<b>25.2</b>	<b>24.8</b>	<b>30.4</b>	<b>36.8</b>	<b>41.7</b>
<i>Margin</i>	<i>8.1 %</i>	<i>9.4 %</i>	<i>9.6 %</i>	<i>9.0 %</i>	<i>9.4 %</i>	<i>10.2 %</i>	<i>10.6 %</i>
Depreciation of fixed assets	2.3	2.0	2.4	2.6	2.5	2.6	2.7
<b>EBITA</b>	<b>19.4</b>	<b>21.8</b>	<b>22.8</b>	<b>22.2</b>	<b>27.9</b>	<b>34.2</b>	<b>39.0</b>
Amortisation of intangible assets	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Goodwill amortisation	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>EBIT</b>	<b>19.4</b>	<b>21.8</b>	<b>22.8</b>	<b>22.2</b>	<b>27.9</b>	<b>34.2</b>	<b>39.0</b>
<i>Margin</i>	<i>7.3 %</i>	<i>8.6 %</i>	<i>8.7 %</i>	<i>8.1 %</i>	<i>8.6 %</i>	<i>9.5 %</i>	<i>9.9 %</i>
<b>EBIT adj.</b>	<b>21.3</b>	<b>22.9</b>	<b>23.5</b>	<b>23.2</b>	<b>28.6</b>	<b>34.9</b>	<b>39.7</b>
Interest income	0.0	0.1	1.7	0.9	0.4	0.3	0.3
Interest expenses	1.2	0.7	0.9	0.7	0.9	1.1	1.3
Other financial income (loss)	0.1	0.0	0.0	0.0	0.0	0.0	0.0
<b>EBT</b>	<b>18.3</b>	<b>21.2</b>	<b>23.6</b>	<b>22.5</b>	<b>27.4</b>	<b>33.4</b>	<b>38.0</b>
<i>Margin</i>	<i>6.8 %</i>	<i>8.4 %</i>	<i>9.0 %</i>	<i>8.2 %</i>	<i>8.5 %</i>	<i>9.3 %</i>	<i>9.7 %</i>
Total taxes	6.1	6.6	7.4	7.1	8.6	10.5	12.0
<b>Net income from continuing operations</b>	<b>12.1</b>	<b>14.5</b>	<b>16.2</b>	<b>15.4</b>	<b>18.8</b>	<b>22.9</b>	<b>26.0</b>
Income from discontinued operations (net of tax)	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>Net income before minorities</b>	<b>12.1</b>	<b>14.5</b>	<b>16.2</b>	<b>15.4</b>	<b>18.8</b>	<b>22.9</b>	<b>26.0</b>
Minority interest	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>Net income</b>	<b>12.1</b>	<b>14.5</b>	<b>16.1</b>	<b>15.4</b>	<b>18.7</b>	<b>22.9</b>	<b>26.0</b>
<i>Margin</i>	<i>4.5 %</i>	<i>5.7 %</i>	<i>6.1 %</i>	<i>5.6 %</i>	<i>5.8 %</i>	<i>6.3 %</i>	<i>6.6 %</i>
Number of shares, average	4.0	4.0	4.0	4.0	4.0	4.0	4.0
<b>EPS</b>	<b>3.03</b>	<b>3.62</b>	<b>4.04</b>	<b>3.84</b>	<b>4.69</b>	<b>5.72</b>	<b>6.50</b>
EPS adj.	3.03	3.62	4.04	3.84	4.69	5.72	6.50

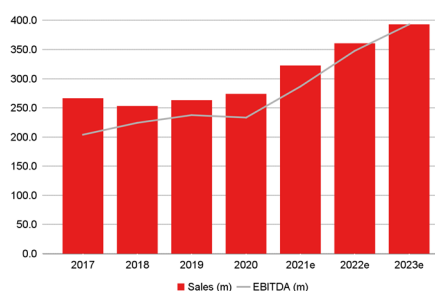
\*Adjustments made for:

**Guidance: 2022: Sales EUR 360-380m, EBT EUR 30-33m; 2024: Sales EUR >>400m. EBT EUR >>40m**

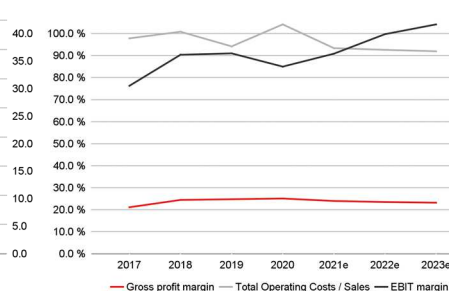
## Financial Ratios

	2017	2018	2019	2020	2021e	2022e	2023e
Total Operating Costs / Sales	97.8 %	100.8 %	94.2 %	104.2 %	93.4 %	92.6 %	91.9 %
Operating Leverage	-5.0 x	-2.5 x	1.2 x	-0.7 x	1.5 x	1.9 x	1.5 x
EBITDA / Interest expenses	18.3 x	34.7 x	29.0 x	38.1 x	33.8 x	33.5 x	32.1 x
Tax rate (EBT)	33.5 %	31.4 %	31.4 %	31.5 %	31.5 %	31.5 %	31.5 %
Dividend Payout Ratio	46.1 %	35.8 %	45.7 %	40.0 %	38.3 %	34.0 %	32.3 %
Sales per Employee	876,773	779,311	817,525	791,887	914,348	1,002,099	1,070,871

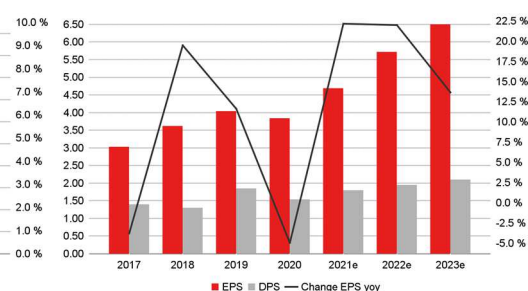
**Sales, EBITDA**  
in EUR m



**Operating Performance**  
in %



**Performance per Share**



Source: Warburg Research

Source: Warburg Research

Source: Warburg Research

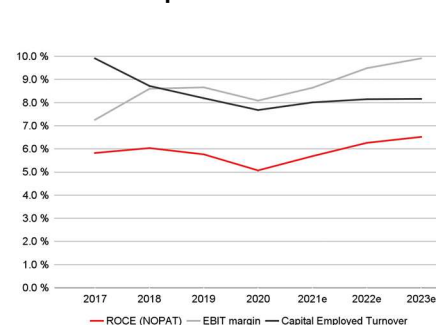
## Consolidated balance sheet

In EUR m	2017	2018	2019	2020	2021e	2022e	2023e
<b>Assets</b>							
Goodwill and other intangible assets	2.6	3.0	3.3	3.3	3.6	3.9	4.2
thereof other intangible assets	1.2	1.6	1.9	1.9	2.2	2.5	2.8
thereof Goodwill	1.4	1.4	1.4	1.4	1.4	1.4	1.4
Property, plant and equipment	16.6	19.1	19.9	19.5	19.6	19.6	19.7
Financial assets	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other long-term assets	0.0	0.0	4.6	4.6	4.6	4.6	4.6
<b>Fixed assets</b>	<b>19.2</b>	<b>22.2</b>	<b>27.9</b>	<b>27.5</b>	<b>27.9</b>	<b>28.2</b>	<b>28.6</b>
Inventories	199.9	220.2	232.2	281.7	310.0	330.0	360.0
Accounts receivable	76.8	77.2	96.6	87.8	103.4	125.5	136.8
Liquid assets	16.7	16.3	16.7	20.1	11.4	9.3	12.8
Other short-term assets	5.1	5.5	6.8	6.3	6.3	6.3	6.4
<b>Current assets</b>	<b>298.5</b>	<b>319.2</b>	<b>352.3</b>	<b>395.9</b>	<b>431.1</b>	<b>471.1</b>	<b>516.1</b>
<b>Total Assets</b>	<b>317.7</b>	<b>341.4</b>	<b>380.2</b>	<b>423.4</b>	<b>459.0</b>	<b>499.3</b>	<b>544.7</b>
<b>Liabilities and shareholders' equity</b>							
Subscribed capital	4.0	4.0	4.0	4.0	4.0	4.0	4.0
Capital reserve	41.5	41.5	41.5	41.6	41.6	41.6	41.6
Retained earnings	20.2	30.9	36.3	43.7	56.3	72.0	90.1
Other equity components	23.0	21.2	26.7	27.2	26.9	27.0	26.7
Shareholders' equity	88.7	97.6	108.5	116.5	128.7	144.5	162.4
Minority interest	0.1	0.1	0.1	0.1	0.1	0.1	0.1
<b>Total equity</b>	<b>88.8</b>	<b>97.7</b>	<b>108.6</b>	<b>116.6</b>	<b>128.8</b>	<b>144.6</b>	<b>162.5</b>
Provisions	17.0	25.5	33.4	33.3	36.5	41.4	47.6
thereof provisions for pensions and similar obligations	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Financial liabilities (total)	165.9	175.6	192.4	219.2	239.4	257.1	276.8
Short-term financial liabilities	32.2	33.0	36.0	36.9	42.4	48.8	56.1
Accounts payable	8.5	9.5	15.0	16.0	15.9	17.8	19.4
Other liabilities	37.3	33.1	30.7	38.4	38.4	38.4	38.4
<b>Liabilities</b>	<b>228.8</b>	<b>243.7</b>	<b>271.6</b>	<b>306.8</b>	<b>330.2</b>	<b>354.6</b>	<b>382.2</b>
<b>Total liabilities and shareholders' equity</b>	<b>317.7</b>	<b>341.4</b>	<b>380.2</b>	<b>423.4</b>	<b>459.0</b>	<b>499.3</b>	<b>544.7</b>

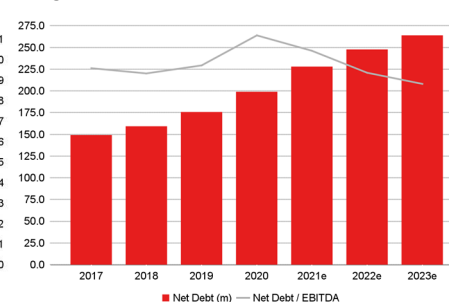
## Financial Ratios

	2017	2018	2019	2020	2021e	2022e	2023e
<b>Efficiency of Capital Employment</b>							
Operating Assets Turnover	0.9 x	0.8 x	0.8 x	0.7 x	0.8 x	0.8 x	0.8 x
Capital Employed Turnover	1.1 x	1.0 x	0.9 x	0.9 x	0.9 x	0.9 x	0.9 x
ROA	63.1 %	65.1 %	57.9 %	55.9 %	67.2 %	81.2 %	90.9 %
<b>Return on Capital</b>							
ROCE (NOPAT)	5.8 %	6.0 %	5.8 %	5.1 %	5.7 %	6.3 %	6.5 %
ROE	14.4 %	15.6 %	15.7 %	13.7 %	15.3 %	16.7 %	16.9 %
Adj. ROE	14.4 %	15.6 %	15.7 %	13.7 %	15.3 %	16.7 %	16.9 %
<b>Balance sheet quality</b>							
Net Debt	149.2	159.3	175.7	199.1	228.0	247.8	264.0
Net Financial Debt	149.2	159.3	175.7	199.1	228.0	247.8	264.0
Net Gearing	168.0 %	163.0 %	161.8 %	170.8 %	177.0 %	171.3 %	162.4 %
Net Fin. Debt / EBITDA	689.3 %	670.1 %	698.2 %	804.1 %	749.8 %	672.5 %	633.3 %
Book Value / Share	22.2	24.4	27.1	29.1	32.2	36.1	40.6
Book value per share ex intangibles	21.5	23.7	26.3	28.3	31.3	35.2	39.5

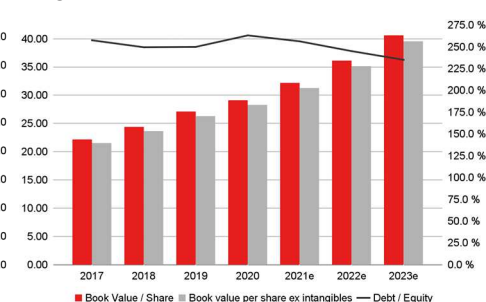
## ROCE Development



## Net debt in EUR m



## Book Value per Share in EUR



Source: Warburg Research

Source: Warburg Research

Source: Warburg Research

## Consolidated cash flow statement

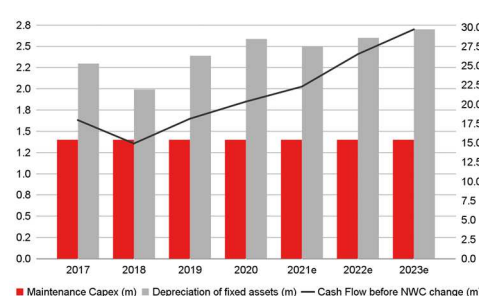
In EUR m	2017	2018	2019	2020	2021e	2022e	2023e
Net income	13.0	14.5	16.2	15.4	18.8	22.9	26.0
Depreciation of fixed assets	2.3	2.0	2.4	2.6	2.5	2.6	2.7
Amortisation of goodwill	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Amortisation of intangible assets	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Increase/decrease in long-term provisions	0.1	0.1	-0.1	0.1	0.0	0.0	0.0
Other non-cash income and expenses	2.5	-1.6	-0.3	2.2	1.0	1.0	1.0
<b>Cash Flow before NWC change</b>	<b>17.9</b>	<b>14.9</b>	<b>18.1</b>	<b>20.4</b>	<b>22.3</b>	<b>26.5</b>	<b>29.7</b>
Increase / decrease in inventory	-23.3	-16.9	-8.6	-45.5	-28.3	-20.0	-30.0
Increase / decrease in accounts receivable	-7.0	-1.3	-25.0	8.3	-15.6	-22.1	-11.3
Increase / decrease in accounts payable	7.0	-1.0	4.0	7.7	-0.1	1.9	1.6
Increase / decrease in other working capital positions	-7.9	8.3	8.0	-0.2	3.6	5.8	6.5
Increase / decrease in working capital (total)	-31.3	-10.9	-21.6	-29.7	-40.4	-34.4	-33.2
<b>Net cash provided by operating activities [1]</b>	<b>-13.3</b>	<b>4.1</b>	<b>-3.5</b>	<b>-9.3</b>	<b>-18.1</b>	<b>-7.9</b>	<b>-3.5</b>
Investments in intangible assets	-0.6	-0.7	-0.6	-0.5	-0.6	-0.6	-0.6
Investments in property, plant and equipment	-3.2	-4.4	-3.0	-2.3	-2.6	-2.6	-2.8
Payments for acquisitions	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Financial investments	-0.1	-0.1	-0.1	-0.2	0.0	0.0	0.0
Income from asset disposals	0.5	0.5	0.1	0.6	0.5	0.5	0.5
<b>Net cash provided by investing activities [2]</b>	<b>-3.3</b>	<b>-4.4</b>	<b>-2.0</b>	<b>-1.9</b>	<b>-2.7</b>	<b>-2.7</b>	<b>-2.9</b>
Change in financial liabilities	30.3	9.7	15.8	26.9	20.3	17.7	19.7
Dividends paid	-4.4	-5.6	-5.2	-7.4	-6.2	-7.2	-7.8
Purchase of own shares	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Capital measures	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other	-3.9	-4.1	-4.7	-4.9	-2.0	-2.0	-2.0
<b>Net cash provided by financing activities [3]</b>	<b>22.0</b>	<b>0.1</b>	<b>5.9</b>	<b>14.6</b>	<b>12.1</b>	<b>8.5</b>	<b>9.9</b>
<b>Change in liquid funds [1]+[2]+[3]</b>	<b>5.3</b>	<b>-0.3</b>	<b>0.4</b>	<b>3.4</b>	<b>-8.7</b>	<b>-2.1</b>	<b>3.6</b>
Effects of exchange-rate changes on cash	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>Cash and cash equivalent at end of period</b>	<b>16.7</b>	<b>16.3</b>	<b>16.7</b>	<b>20.1</b>	<b>11.4</b>	<b>9.3</b>	<b>12.8</b>

## Financial Ratios

	2017	2018	2019	2020	2021e	2022e	2023e
<b>Cash Flow</b>							
FCF	-17.2	-1.0	-5.8	-12.0	-21.3	-11.1	-6.9
Free Cash Flow / Sales	-6.5 %	-0.4 %	-2.2 %	-4.4 %	-6.6 %	-3.1 %	-1.8 %
Free Cash Flow Potential	14.1	15.7	16.4	16.3	20.4	24.9	28.3
Free Cash Flow / Net Profit	-142.2 %	-6.8 %	-35.8 %	-77.8 %	-113.6 %	-48.5 %	-26.5 %
Interest Received / Avg. Cash	0.0 %	0.3 %	10.2 %	5.1 %	2.5 %	2.9 %	2.7 %
Interest Paid / Avg. Debt	0.8 %	0.4 %	0.5 %	0.3 %	0.4 %	0.4 %	0.5 %
<b>Management of Funds</b>							
Investment ratio	1.5 %	2.0 %	1.4 %	1.1 %	1.0 %	0.9 %	0.9 %
Maint. Capex / Sales	0.5 %	0.6 %	0.5 %	0.5 %	0.4 %	0.4 %	0.4 %
Capex / Dep	168.8 %	253.1 %	150.0 %	111.4 %	128.0 %	123.1 %	125.9 %
Avg. Working Capital / Sales	94.6 %	109.8 %	114.3 %	121.8 %	116.4 %	115.8 %	116.4 %
Trade Debtors / Trade Creditors	898.5 %	812.2 %	642.2 %	549.7 %	650.3 %	705.1 %	705.2 %
Inventory Turnover	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
Receivables collection period (days)	105	111	134	117	117	127	127
Payables payment period (days)	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
Cash conversion cycle (Days)	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.

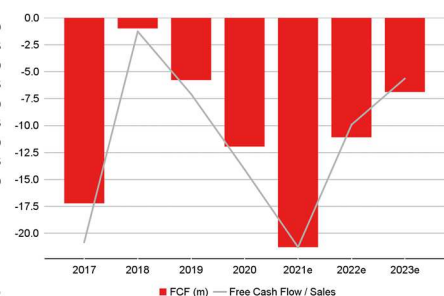
### CAPEX and Cash Flow

in EUR m



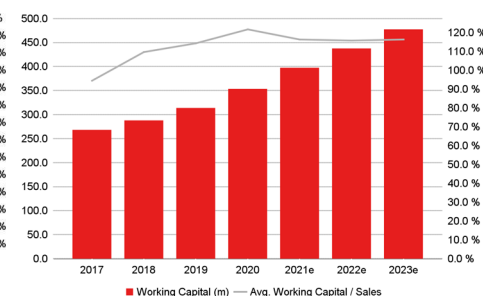
Source: Warburg Research

### Free Cash Flow Generation



Source: Warburg Research

### Working Capital



Source: Warburg Research



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-B-	<b>Buy:</b>	The price of the analysed financial instrument is expected to rise over the next 12 months.
-H-	<b>Hold:</b>	The price of the analysed financial instrument is expected to remain mostly flat over the next 12 months.
-S-	<b>Sell:</b>	The price of the analysed financial instrument is expected to fall over the next 12 months.
“-“	<b>Rating suspended:</b>	The available information currently does not permit an evaluation of the company.

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Rating	Number of stocks	% of Universe
Buy	165	78
Hold	40	19
Sell	4	2
Rating suspended	3	1
<b>Total</b>	<b>212</b>	<b>100</b>

## WARBURG RESEARCH GMBH – ANALYSED RESEARCH UNIVERSE BY RATING ...

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

Rating	Number of stocks	% of Universe
Buy	52	88
Hold	4	7
Sell	1	2
Rating suspended	2	3
<b>Total</b>	<b>59</b>	<b>100</b>

## PRICE AND RATING HISTORY HELMA EIGENHEIMBAU AS OF 03.03.2022



Markings in the chart show rating changes by Warburg Research GmbH in the last 12 months. Every marking details the date and closing price on the day of the rating change.

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