

MPH Health Care AG

Germany / Healthcare Frankfurt Bloomberg: 93M GR ISIN: DE000A0L1H32

2018 Annual Report RATING PRICE TARGET

BUY € 7.50

Return Potential 99.5% Risk Rating High

PORTFOLIO DRIVES NAVPS GROWTH

Full year reporting confirmed preliminary results with net income reaching €37m equal to EPS of €0.86 (2017: €32m; €0.74). NAFS climbed to €6.3 compared to €5.6 at YE17. The performance was driven by the core listed holdings: HAEMATO AG, M1 Kliniken AG and CR Capital Real Estate AG with the residential property developer spearheading the gains. The proposed €0.20 per share dividend was recently approved at the AGM and equals a 5.3% yield. Our updated sum-of-the-parts model yields a €7.5 price target (old: €7.1). We maintain our Buy rating.

Core holdings spur bottom line and NAV accretion Thanks mainly to the good share price performance of CR Capital Real Estate (+60%) in 2018, MPH's net income climbed to €37m. The property developer achieved 35% annualised bottom line growth to €7.8m owing to good execution of its residential development pipeline around the affordable housing segments of Berlin and Leipzig. The company plans to reward investors with a 50% hike in its dividend to €1.50 / share. Meanwhile, M1 Kliniken shares appreciated ~14% last year as the company further expanded its network of clinics with six new locations in Germany. M1 management continue to target growth of up to 50 clinics (current 23) across Germany and abroad by YE 2020. HAEMATO AG shares slid some 8% last year as revenue retreated 5% Y/Y. However, the gross margin rose ~80 basis points to 7.7% helping maintain solid profitability. HAEMATO reduced its dividend payout to €0.10 (proposed €0.30) in order to intensify investments into new products and process controls.

Dividend remained at high level thanks to balanced portfolio Last year MPH increased its dividend to €0.20 from the previous €0.12 level. The portfolio is well exposed to growing segments of the German healthcare industry and stands to create value for investors. Each participation benefits from strong market impulses including concerns over rising healthcare costs, beauty and lifestyle trends, and a tight residential property market that is fuelling a media frenzy as the Berlin Senate grapples with solutions to appease disgruntled renters. (b.t.o.)

FINANCIAL HISTORY & PROJECTIONS

| | 2017 | 2018 | 2019E | 2020E | 2021E |
|------------------------|--------|--------|--------|--------|--------|
| Pro-forma Rev. (€m)¹ | 347.50 | 359.56 | 355.85 | 405.02 | 453.94 |
| Y/Y growth | 5.6% | 3.5% | -1.0% | 13.8% | 12.1% |
| Operating revenue (€m) | 34.24 | 39.53 | 30.46 | 32.04 | 33.57 |
| EBIT (€m) | 32.3 | 37.6 | 28.5 | 30.0 | 31.4 |
| Net income (€m) | 31.86 | 37.03 | 27.44 | 28.89 | 30.29 |
| EPS (diluted) (€) | 0.74 | 0.86 | 0.64 | 0.67 | 0.71 |
| DPS (€) | 0.20 | 0.20 | 0.20 | 0.21 | 0.21 |
| NAV (€m) | 240.66 | 269.13 | 288.00 | 308.16 | 329.53 |
| Net gearing | 2.4% | 4.8% | 4.1% | 3.6% | 3.2% |
| Liquid assets (€m) | 8.29 | 1.08 | 2.13 | 3.05 | 3.32 |

¹ We provide pro-forma revenue of M1 Kliniken, HAEMATO and CR Capital as a reference.

RISKS

Regulatory changes in healthcare systems, homogenization of pharmaceutical prices within the EU, and prolonged macro economic downturns that limit private healthcare spend.

COMPANY PROFILE

MPH Health Care AG is a Berlin-based investment company focused on the purchase and further development of companies positioned chiefly in growth segments of the healthcare market. These primarily entail specialty pharmaceuticals for chronic diseases and lifestyle and beauty treatments. The company also holds a stake in a residential property developer.

| MARKET DATA | As of 14 Aug 2019 |
|-------------------------|-------------------|
| Closing Price | € 3.76 |
| Shares outstanding | 42.81m |
| Market Capitalisation | € 160.98m |
| 52-week Range | € 3.52 / 4.93 |
| Avg. Volume (12 Months) | 20.408 |

| Multiples | 2018 | 2019E | 2020E |
|-----------|------|-------|-------|
| P/E | 4.3 | 5.9 | 5.6 |
| EV/EBIT | 4.6 | 6.1 | 5.8 |
| P/NAV | 0.6 | 0.6 | 0.5 |
| Div Yield | 5.3% | 5.4% | 5.5% |

STOCK OVERVIEW



| COMPANY DATA | As of 31 Dec 2018 |
|----------------------|-------------------|
| Liquid Assets | € 1.08m |
| Current Assets | € 1.15m |
| Financial Assets | € 285.10m |
| Total Assets | € 286.25m |
| Current Liabilities | € 0.36m |
| Shareholders' Equity | € 269.12m |
| | |

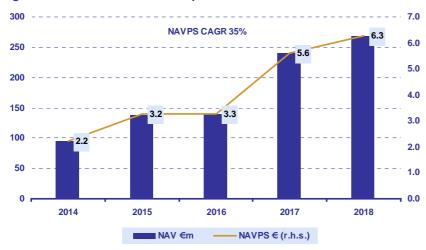
SHAREHOLDERS

| Magnum | 60.0% |
|----------------------|-------|
| Argenta Asset Mngt | 2.1% |
| Baring Fund Managers | 1.9% |
| Free Float | 36.0% |

MPH NAV & BALANCE SHEET DEVELOPMENTS

NAV climbed to €269m (2017: €241m) corresponding to NAVPS of €6.3 (+12%). This good performance owes to the 16% rise in net income spurred by €31m in revaluation gains plus €8.3m in investment income stemming from dividends received from participations.

Figure 1: NAV and NAVPS developments



Source: First Berlin Equity Research; MPH Health Care

The financial assets position entailing the three listed holdings remains the dominant line item on the balance sheet and rose to €285m in 2018 (2017: €249m; +14%). Shareholders' equity of €269m compares to a balance sheet total of €286m at year end. The 94% equity ratio matched the prior year level. MPH exited the year with cash and cash equivalents of €1.0m.

Table 1: Financial highlights

| All figures in EUR '000 | 2018 | 2017 | variance |
|---------------------------------------|---------|---------|----------|
| Cash | 1,017 | 1,239 | -18% |
| Financial assets | 285,097 | 249,046 | 14% |
| Financial debt (short- and long-term) | 14,087 | 14,090 | 0% |
| Net debt | 13,070 | 12,851 | 2% |
| Total assets | 286,253 | 257,378 | 11% |
| Shareholders' equity | 269,128 | 240,666 | 12% |
| Equity ratio | 94% | 94% | - |
| NAV | 269,128 | 240,665 | 12% |
| NAVPS (€) | 6.3 | 5.6 | 12% |

Source: First Berlin Equity Research; MPH Health Care

First quarter 2019 prelims More recently, MPH reported KPIs for the three month period. Q1/19 net income totalled €-6m and NAV retreated to €263m. NAVPS was €6.2 (-2% YTD) and represents a 46% premium to the share price. The sluggish start to 2019 owes chiefly to mixed Q1 share price developments for the holdings: CR Capital Real Estate (+0.6%), HAEMATO (+7.5%) and M1 Kliniken (-10%). M1 Kliniken shares have been stronger lately after publication of positive 2018 prelims.

Table 2: Share price development of listed holdings

| | 2017 | | | | | | |
|---|----------------|-----------------|------------|----------------|-----------------|------------|----------|
| | MPH shares (k) | Share price (€) | Value (€k) | MPH shares (k) | Share price (€) | Value (€k) | Variance |
| HAEMATO AG | 11,011 | 5.08 | 55,936 | 11,012 | 4.65 | 51,206 | -8% |
| M1 Kliniken AG | 12,371 | 13.18 | 163,050 | 12,095 | 15.00 | 181,421 | 11% |
| CR Capital Real Estate AG | 1,151 | 20.30 | 23,365 | 1,195 | 32.60 | 38,948 | 67% |
| Total | | | 242,351 | | | 271,575 | 12% |
| * Bloomberg YE closing prices for 2017 and 2018 | | | | | | | |

Source: First Berlin Equity Research; MPH; Bloomberg

M1 KLINIKEN AG 2018 REPORTING

Table 3: M1 2018 full year results vs FBe

| in € '000 | 2018 | 2018E | variance | 2017 | variance |
|------------|--------|--------|----------|--------|----------|
| Revenue | 65,209 | 59,136 | 10.3% | 47,195 | 38.2% |
| EBIT | 6,460 | 7,169 | -9.9% | 5,703 | 13.3% |
| Margin (%) | 9.9% | 12.1% | - | 12.1% | - |
| Net Income | 6,613 | 6,215 | 6.4% | 5,778 | 14.5% |
| Margin (%) | 10.1% | 10.5% | - | 12.2% | - |
| | | | | | |

RECAPPING KEY 2018 PORTFOLIO DEVELOPMENTS

Source: First Berlin Equity Research; M1 Kliniken

M1 wants to double clinic network by YE20 Full year results showed 38% top line growth alongside a 13% rise in operating income to €6.5m. Profitability increased despite ongoing expenditures into new locations plus the training and further education of > 60 doctors in the M1 Academy.

Management reiterated expansion targets to fortify its market position, which now includes dermatological laser (M1 Laser) and aesthetic dental (M1 dental) treatments. The company wants to add some 27 M1 Beauty centres by YE20 with ~20 locations abroad to compliment a stable of 30 German outpatient clinics. Last year, the company opened its first international clinic in Vienna, Austria.

Product portfolio taking expanded M1 develops and markets its own brand of medical cosmetic products under "M1 Select". The portfolio comprises antioxidant serums, intensive sun screens, and highly concentrated hyaluronic acid-based moisturisers. Following the early 2018 launch, M1 Select achieved sales in the six digit Euro range last year, and management see mid-term sales potential in the lower double digit €m range.

Table 4: M1 balance sheet developments

| in € '000 | 2018 | 2017 | variance |
|---------------------------------------|---------|---------|----------|
| Cash | 25,384 | 14,687 | 73% |
| Financial debt (short- and long-term) | 150 | 214 | - |
| Net debt | -25,234 | -14,473 | 74% |
| Total assets | 69,554 | 50,569 | 38% |
| Shareholders' equity | 63,743 | 47,280 | 35% |
| Equity ratio | 92% | 93% | - |
| | | | |

Source: First Berlin Equity Research; M1 Kliniken

Shareholders' equity rose to €64m in 2018 (2017: €47m), and the equity ratio remained a stout 92%. The company also conducted a cap hike last September raising gross proceeds of €15m to finance the aforementioned clinic expansion. Management will propose a €0.30 per share dividend to the AGM slated for 23 August.

CR CAPITAL REAL ESTATE 2018 REPORTING

Table 5: CR Capital profit and loss highlights

| All figures in EUR '000 | 2018 | 2018E | Variance | 2017 | Variance |
|-------------------------|--------|--------|----------|--------|----------|
| Revenue | 26,309 | 23,122 | 13.8% | 10,409 | 152.8% |
| EBIT | 11,560 | 8,909 | 29.8% | 3,994 | 189.4% |
| Margin (%) | 43.9% | 38.5% | - | 38.4% | - |
| Net income | 7,800 | 7,653 | 1.9% | 5,767 | 35.2% |
| EPS diluted (\$) | 4.25 | 4.08 | 4.2% | 3.14 | 35.4% |
| | | | | | |

Source: First Berlin Equity Research; CR Capital

Record revenue and earnings beat targets Revenue of €26m more than doubled (+152%) on an annualised basis spurred by strong project development activities in Leipzig. The company confirmed the handover of 96 flats from its Schkeuditz project last year. Revenue and EBIT (€12m) overshot our projections (table 5). CR Capital booked higher than expected revaluation gains of ~€10m on its investment properties accounting for the high variance to our EBIT target (FBe: €9m).

Table 6: CR Capital balance sheet developments

| All figures in EUR '000 | 2018 | 2017 | Variance |
|---------------------------------------|--------|--------|----------|
| Cash | 3,940 | 1,984 | 98.6% |
| Assets held for sale | 1,810 | 9,381 | -80.7% |
| Investment properties | 19,064 | 10,852 | 75.7% |
| Total assets | 45,439 | 42,066 | 8.0% |
| Financial debt (short- and long-term) | 1,944 | 9,016 | -78.4% |
| Net debt | -1,996 | 7,032 | - |
| Shareholders' equity | 35,405 | 28,388 | 24.7% |
| Equity ratio | 77.9% | 67.5% | - |
| | | | |

Source: First Berlin Equity Research; CR Capital

Balance sheet highlighted by 9% rise in equity ratio Total assets climbed to €45m (2017: €42m), stemming mainly from the increase in investment properties. This line item rose 76% to €19m, thanks to value extraction of the projects and revaluation gains. CR Capital also sold the MED medical centre acquired in 2017, which offset some of the portfolio uplift. The company did not publish a breakdown of its investment properties in the annual report.

Attractive prospects for 2019 We expect this year to be shaped chiefly by phase II construction activities at the Schkeuditz project in Leipzig. CR Capital also plans to break ground for planned duplex units located in the Berlin exurbs (Stahnsdorf), while working through the permitting process for the Velten project. Management also continues to assess new projects in its core regions to replenish the early stage pipeline.

In our view market tailwinds remain strong, given the much publicised housing shortage and soaring rents. While the regulator continues to grapple with rising rent levels, we believe it will eventually address the overarching issue—sputtering construction and supply! As long as CRC secures its development pipeline, we see plenty of work to be done in an apartment starved market.

Table 7: HAEMATO profit and loss highlights

HAEMATO AG 2018 REPORTING

| In EURm | 2018 | 2018E | variance | 2017 | variance | H2/18 | H2/ 17 | variance |
|---------------|-------|-------|----------|-------|----------|-------|--------|----------|
| Revenue | 274.1 | 305.1 | -10.2% | 289.4 | -5.3% | 130.4 | 151.0 | -13.7% |
| Gross profit | 21.1 | 19.7 | 7.2% | 20.0 | 5.8% | 10.6 | 10.8 | -1.6% |
| Margin (%) | 7.7% | 6.5% | - | 6.9% | | 8.1% | 7.1% | - |
| EBIT | 8.5 | 11.1 | -23.4% | 9.4 | -9.6% | 2.0 | 6.2 | -67.9% |
| Margin (%) | 3.1% | 3.6% | - | 3.2% | - | 1.5% | 4.1% | - |
| Adjusted EBIT | 4.8 | 5.6 | -13.8% | 2.9 | 64.2% | 2.2 | 1.7 | 29.5% |
| Margin (%) | 1.8% | 1.8% | - | 1.0% | - | 1.7% | 1.1% | - |
| Net Income | 6.3 | 8.8 | -28.4% | 7.0 | -9.5% | 1.2 | 4.8 | -75.1% |
| Margin (%) | 2.3% | 2.9% | - | 2.4% | - | 0.9% | 3.2% | - |
| | | | | | | | | |

Source: First Berlin Equity Research; HAEMATO AG

Revenue growth hits the gravity well... Sales missed our target by 10% and the prior year result by 5%. EBIT and net income also contracted Y/Y and undershot our forecasts. Our full year targets were based on the expectation that the good run rates reported in H1/18 and H2/17 would continue into H2/18. This did not materialise. HAEMATO attributed the underperformance to: (1) the culling of several low margin products from the portfolio, and (2) patent expiry on other high revenue medications in its offerings. The former helped boost the gross margin, but the 80 bps margin increase could not offset of the revenue shortfall to the bottom line.

... but gross margin uptick boosts gross profit Despite the weaker top line performance, the company remained comfortably profitable. Gross profit for the year expanded 6% to €21m, thanks to an 80 basis point uptick in the growth margin (GM). HAEMATO achieved an unprecedented 8.1% gross margin in H2/18 attributing the good GM performance to the aforementioned portfolio optimisation that is an ongoing element of core operations.

On an adjusted basis—excluding the largely non-cash other operating income line item—EBIT climbed significantly (+64% Y/Y). The adjusted EBIT margin also improved 80 basis points to 1.8% in 2018. We attribute this to the optimised portfolio and its positive impact on the GM.

Table 8: HAEMATO balance sheet developments

| In €'000 | 2018 | 2017 | variance |
|---------------------------------------|---------|---------|----------|
| Cash | 5,588 | 6,470 | -13.6% |
| Short-term financial assets | 2,889 | 9,236 | -68.7% |
| Financial debt (short- and long-term) | 22,680 | 28,050 | -19.1% |
| Net debt | 14,202 | 12,344 | 15.1% |
| Total assets | 116,505 | 122,028 | -4.5% |
| Shareholders' equity | 75,665 | 70,927 | 6.7% |
| Equity ratio | 65% | 58% | - |
| | | | |

Source: First Berlin Equity Research; HAEMATO AG

Equity ratio helped by the debt to equity swap Last year, HAEMATO placed 0.9m new shares from its authorised capital at €5.95 per share. The €5.2m in proceeds were used to retire participation certificates of equal value. Consequently, the share capital increased to 22.87m shares. Shareholders' equity improved to €75m (2017: €71m). The equity ratio climbed to 65% vs 58% at year end 2017 resulting from the combined effects of the lower asset base, cap hike, and positive net income result.

Regulatory headwinds brewing? Last year, an investigation into the origin of ineffective cancer medications found that lengthy parallel import supply chains had been compromised and are vulnerable to: (1) stolen medications; (2) counterfeit products, and (3) tampering. The "Lunapharm-Skandal" was the focus of media attention. Although these risks are nothing new to the sector, we believe the bad optics of the incident will ratchet up the pressure on the German regulator to rethink the country's parallel import strategy to reduce supply chain risks. The Falsified Medicines Directive (FMD) 2011/62/EU came into force on 9 February 2019 and is designed to greatly reduce such breaches in the supply chain. This will track meds in the supply chain according to barcodes assigned to each unit package at original production and help lower the volume of counterfeit or unauthorised prescription medicine in the legal supply chain.

HAEMATO is already FMD-compliant and is working with the authorities to ramp up the effectiveness of the new controls. Nevertheless, the bad optics of the Lunapharm scandal will certainly heighten tensions between suppliers and the pharmaceutical industry, which could dampen growth potential for the sector over the near term until trust in the supply chain is restored.

Ramping up investments to unlock new opportunities and optimise processes HAEMATO management proposed a \leqslant 0.30 share dividend to the AGM in July. However, the company wants to expand its product portfolio to enter new market segments. And management want to invest in tighter process controls to counteract supply chain vulnerability to fake meds. Therefore, MPH (55% stake) suggested a \leqslant 0.10 per share dividend to free up some \leqslant 4.5m in liquidity for the envisioned investments. This proposal was adopted by the AGM.



VALUATION

We use a sum-of-the-parts valuation methodology to value MPH. Value is driven by the projected fair value of HAEMATO, M1 Kliniken, and CR Capital, which we have valued separately on a DCF basis. Based on the current stakes, we derive a fair value of €350m for the listed holdings. We add the book value of the non-listed holdings to this figure and subtract the 2018 net debt and holding costs. Given the 42.8m shares outstanding (SO), we now see fair value for MPH at €7.5 per share (old: €7.1) corresponding to a Buy rating. The uplift in fair value owes chiefly to the increased valuation of CR Capital.

| | Shareholdings | so | MPH stake | Share price* | Fair value¹ | Projected value |
|------------------------------------|---------------|--------|-----------|--------------|-------------|-----------------|
| Unit | k | k | % | € | € | €k |
| HAEMATO AG | 12,145 | 21,980 | 55% | 3.4 | 5.8 | 70,441 |
| M1 Kliniken AG | 12,095 | 16,500 | 73% | 12.0 | 19.8 | 239,481 |
| CR Capital Real Estate AG | 1,195 | 1,878 | 64% | 41.8 | 40.0 | 47,800 |
| Projected value of listed holdings | | | | | | 357,722 |
| | | | | | | |

^{*} Source: Bloomberg (Previous day's closing price)

| Fair value of listed portfolio | €k | 357,722 |
|------------------------------------|----|---------|
| Non-listed investment (book value) | €k | 13,522 |
| Net debt | €k | 12,918 |
| Present value of holding costs | €k | -35,430 |
| Total fair value | €k | 322,896 |
| MPH shares outstanding | k | 42,814 |
| Fair value per share | € | 7.5 |

¹ First Berlin Equity Research currently covers HAEMATO AG (Add / PT: EUR5.8), M1 Kliniken AG (Buy / PT: EUR19.8) and CR Capital (Buy / PT: EUR40)

Source: First Berlin Equity Research estimates

We regard MPH as an attractive opportunity for investors seeking exposure to the growing affordable health care and housing segments with shares currently trading some 39% below NAVPS of €6.2.



| All figures in EUR '000 | 2017 | 2018 | 2019E | 2020E | 2021E |
|---------------------------------|---------|---------|---------|---------|---------|
| Pro-forma revenues ¹ | 347,504 | 359,565 | 355,855 | 405,018 | 453,945 |
| Fair value gains on investments | 25,583 | 31,019 | 20,842 | 22,267 | 23,631 |
| Income from participations | 848 | 170 | 300 | 350 | 400 |
| Investment income | 7,380 | 8,317 | 9,315 | 9,424 | 9,536 |
| Other operating income | 425 | 28 | 29 | 31 | 32 |
| Operating revenue | 34,236 | 39,534 | 30,486 | 32,071 | 33,600 |
| SG&A | -1,177 | -1,146 | -1,203 | -1,263 | -1,327 |
| Other OpEx | -360 | -703 | -738 | -775 | -814 |
| Net loss from participations | -392 | 0 | 0 | 0 | 0 |
| Depreciation & amortisation | -21 | -45 | -16 | -17 | -18 |
| EBIT | 32,286 | 37,640 | 28,529 | 30,016 | 31,442 |
| Interest expense | -499 | -507 | -504 | -504 | -504 |
| Interest income | 332 | 209 | 0 | 0 | 0 |
| EBT | 32,119 | 37,342 | 28,025 | 29,512 | 30,938 |
| Income taxes | -264 | -317 | -560 | -590 | -618 |
| Net income / loss | 31,855 | 37,025 | 27,465 | 28,922 | 30,319 |
| Minority interests | 0 | 0 | 0 | 0 | 0 |
| Net income after minorities | 31,855 | 37,025 | 27,436 | 28,892 | 30,287 |
| EPS (in €) | 0.74 | 0.86 | 0.64 | 0.67 | 0.71 |

¹Pro-forma revenue of M1 Kliniken, HAEMATO and CR Capital as a reference.



BALANCE SHEET

| All figures in EUR '000 | 2017 | 2018 | 2019E | 2020E | 2021E |
|------------------------------------|---------|---------|---------|---------|---------|
| <u>Assets</u> | | | | | |
| Current assets, total | 8,288 | 1,153 | 2,212 | 3,133 | 3,413 |
| Cash and equivalents | 1,239 | 1,018 | 2,069 | 2,983 | 3,254 |
| ST financial assets | 7,046 | 64 | 65 | 67 | 68 |
| Trade receivables | 0 | 3 | 3 | 3 | 3 |
| Inventories | 0 | 7 | 7 | 7 | 7 |
| Other ST assets | 3 | 61 | 67 | 74 | 81 |
| Non-current assets, total | 249,069 | 285,100 | 302,945 | 322,212 | 343,344 |
| Property, plant & equipment | 4 | 2 | 3 | 4 | 5 |
| Goodwill & other intangibles | 18 | 1 | 1 | 1 | 1 |
| Financial assets | 249,047 | 285,097 | 302,940 | 322,207 | 343,338 |
| Total assets | 257,357 | 286,253 | 305,156 | 325,346 | 346,757 |
| Shareholders' equity & debt | | | | | |
| Current liabilities, total | 229 | 327 | 345 | 363 | 383 |
| Trade payables | 37 | 28 | 28 | 28 | 28 |
| Provisions | 70 | 99 | 102 | 105 | 108 |
| Other ST financial liabilities | 90 | 87 | 96 | 105 | 116 |
| Other current liabilities | 32 | 113 | 119 | 125 | 131 |
| Long-term liabilities, total | 16,483 | 16,798 | 16,812 | 16,826 | 16,840 |
| Long-term debt | 14,000 | 14,000 | 14,000 | 14,000 | 14,000 |
| Deferred tax liabilities | 2,483 | 2,798 | 2,812 | 2,826 | 2,840 |
| Shareholders' equity | 240,665 | 269,127 | 288,000 | 308,156 | 329,534 |
| Minority interests | 0 | 0 | 0 | 0 | 0 |
| Total equity | 240,665 | 269,128 | 288,000 | 308,156 | 329,534 |
| Total consolidated equity and debt | 257,377 | 286,253 | 305,156 | 325,346 | 346,757 |
| NAV | 240,665 | 269,128 | 288,000 | 308,156 | 329,534 |
| NAVPS (€) | 5.62 | 6.29 | 6.73 | 7.20 | 7.70 |



| All figures in EUR '000 | 2017 | 2018 | 2019E | 2020E | 2021E |
|---|---------|---------|---------|---------|---------|
| Net income | 31,855 | 37,025 | 27,436 | 28,892 | 30,287 |
| Depreciation and amortisation | 21 | 45 | 16 | 17 | 18 |
| Revaluation gains | -25,946 | -30,360 | -20,844 | -22,268 | -23,632 |
| Changes in working capital | 2,485 | 7,058 | 23 | 26 | 27 |
| Other adjustments | -457 | -830 | 0 | 0 | 0 |
| Net financial result | 167 | 299 | 504 | 504 | 504 |
| Tax expense | 264 | 317 | 560 | 590 | 618 |
| Operating cash flow | 8,389 | 13,554 | 7,695 | 7,760 | 7,821 |
| Investment income | -7,380 | -8,317 | -9,315 | -9,424 | -9,536 |
| Tax paid | 0 | -41 | -560 | -590 | -618 |
| Net operating cash flow | 1,009 | 5,196 | -2,179 | -2,254 | -2,333 |
| CapEx | -11 | -11 | -17 | -18 | -19 |
| Payments from acquistions of consildated companies & other business units | -15,978 | 0 | 0 | 0 | 0 |
| Proceeds from disposal of fixed assets | 13,160 | 11,783 | 3,000 | 3,000 | 2,500 |
| Payments for investment in financial assets | 0 | -16,644 | 0 | 0 | 0 |
| Investment income | 7,380 | 8,317 | 9,315 | 9,424 | 9,536 |
| Interest income | 332 | 208 | 0 | 0 | 0 |
| Cash flow from investing | 4,883 | 3,653 | 12,298 | 12,406 | 12,017 |
| Equity inflow, net | 0 | 0 | 0 | 0 | 0 |
| Debt inflow, net | 0 | 0 | 0 | 0 | 0 |
| Dividend paid to shareholders | -5,137 | -8,563 | -8,563 | -8,735 | -8,910 |
| Interest expense | -499 | -507 | -504 | -504 | -504 |
| Cash flow from financing | -5,636 | -9,070 | -9,067 | -9,239 | -9,414 |
| Net cash flows | 256 | -221 | 1,051 | 914 | 271 |
| Cash, start of the year | 983 | 1,239 | 1,018 | 2,069 | 2,983 |
| Cash, end of the year | 1,239 | 1,018 | 2,069 | 2,983 | 3,254 |
| Free cash flow (FCF) | 5,892 | 8,849 | 10,118 | 10,152 | 9,684 |
| Y-Y Growth | | | | | |
| Operating cash flow | n.a. | 415.0% | n.m. | n.m. | n.m. |
| Free cash flow | n.a. | 50.2% | 14.3% | 0.3% | -4.6% |



FIRST BERLIN RECOMMENDATION & PRICE TARGET HISTORY

| Report No.: | Date of publication | Previous day closing price | Recommendation | Price target |
|-------------------|---------------------|----------------------------|----------------|-----------------|
| Initial Report | 29 October 2012 | €2.45 | Buy | €5.50 |
| 215 | \downarrow | 1 | \downarrow | 1 |
| 16 | 30 May 2017 | €3.62 | Buy | €5.80 |
| 17 | 23 November 2017 | €3.54 | Buy | €6.90 |
| 18 | 13 June 2018 | €5.06 | Buy | €7.10 |
| 19 | Today | €3.76 | Buy | €7.50 |

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| Category Current market capitalisation (in €) | | | 2 |
|--|--|---------------|-------------|
| | | 0 - 2 billion | > 2 billion |
| Strong Buy ¹ | An expected favourable price trend of: | > 50% | > 30% |
| Buy | An expected favourable price trend of: | > 25% | > 15% |
| Add | An expected favourable price trend of: | 0% to 25% | 0% to 15% |
| Reduce | An expected negative price trend of: | 0% to -15% | 0% to -10% |
| Sell | An expected negative price trend of: | < -15% | < -10% |

¹ The expected price trend is in combination with sizable confidence in the quality and forecast security of management.

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