

Deutsche Rohstoff AG

Germany / Raw materials
 Frankfurt
 Bloomberg: DR0 GR
 ISIN: DE000A0XYG76

Preliminary 2018
 results

RATING
PRICE TARGET
 Return Potential 29.3%
 Risk Rating High

BUY
€ 23.80

LONG TERM OUTPUT REVISED UP. NEW WELLS ON STREAM IN 2020

Preliminary 2018 results showed a 103% increase in sales to €109.1m (FBe: €109.7m; 2017: €53.7m) while EBITDA came in at €96m (FBe: €89.2m; 2017: €36.1m). Sales were at the top end of the guidance range of €100-110m given in the nine months report in November, while EBITDA clearly exceeded guidance of €90m. Our reworked valuation model is affected on the one hand by increased estimated ultimate recovery at both Cub Creek and Elster Oil & Gas (as indicated by the downward revision in unit depreciation at the projects in Q4/18) and on the other by a later start to production from new wells at Cub Creek than we had previously modeled. Our new price target is €23.8 (previously: €24.0). We maintain our Buy recommendation.

Q4/18 EBITDA helped by share transactions, cost cutting, USD strength

Based on the preliminary 2018 P&L account, we estimate FY 2018 net production at 3.50m BOE (barrels of oil equivalent), 7.7% above the forecast of 3.25m BOE given in our last update of 20 November. However, higher volume than we had modeled was cancelled out by a sharp fall in the oil price towards the end of the year and revenue was close to our forecast. We believe that Q4 EBITDA was positively affected by transactions involving the shares DRAG acquired in Northern Oil & Gas as part of the consideration for the June 2018 sale of most of the assets in Salt Creek Oil & Gas. 2018 EBITDA was also helped by cost cutting and the appreciation of the US Dollar against the Euro (the average USDEUR rate was 1.9% higher in Q4/18 than in Q3/18).

Depreciation per BOE down at Cub Creek and Elster in Q4/18 Depreciation of oil-producing assets is a closely scrutinised number in oil and gas company P&L accounts because it reflects expectations as to hydrocarbons projects' estimated ultimate recovery. Reported depreciation in Q4/18 was €8.9m. We believe that in Q4/18 depreciation on fixed assets (mainly oil-producing assets) relative to production was well below levels seen in Q2/18 and Q3/18. (p.t.o.)

FINANCIAL HISTORY & PROJECTIONS

	2015	2016	2017	2018E	2019E	2020E
Revenue (€m)	1.90	9.17	53.75	109.11	48.73	97.81
Y-o-y growth	-91.7%	383.4%	486.1%	103.0%	-55.3%	100.7%
EBITDA (€m)	4.91	6.37	36.13	96.61	24.73	66.81
EBITDA margin	258.6%	69.5%	67.2%	88.5%	50.8%	68.3%
Net income (€m)	1.16	0.10	5.55	14.32	-8.93	14.58
EPS (diluted) (€)	0.23	0.02	1.10	2.83	-1.76	2.88
DPS (€)	0.55	0.60	0.65	0.70	0.70	0.80
FCF (€m)	-12.11	-57.26	-12.98	34.49	-21.07	29.39
Net gearing	-21.1%	69.9%	132.6%	28.0%	55.5%	26.1%
Liquid assets (€m)	71.04	28.09	29.70	60.00	35.38	61.23

RISKS

Risks include negative movements in the oil price and other raw materials prices, dry well risk, mechanical failure, loss of key personnel.

COMPANY PROFILE

Deutsche Rohstoff AG (DRAG) is a resources company with a portfolio of properties in oil/gas, so-called high tech metals such as tin and tungsten, base metals and rare earths. The business model is based on production in well explored areas in politically stable countries. DRAG is based in Mannheim, Germany.

MARKET DATA

As of 18 Mar 2019

Closing Price	€ 18.40
Shares outstanding	5.06m
Market Capitalisation	€ 93.16m
52-week Range	€ 13.86 / 25.95
Avg. Volume (12 Months)	9,049

Multiples	2017	2018E	2019E
P/E	16.8	6.5	n.a.
EV/Sales	2.4	1.2	2.7
EV/EBIT	3.6	1.4	5.3
Div. Yield	3.5%	3.8%	3.8%

STOCK OVERVIEW



COMPANY DATA

As of 30 Sep 2018

Liquid Assets	€ 60.71m
Current Assets	€ 85.42m
Intangible Assets	€ 17.08m
Total Assets	€ 233.02m
Current Liabilities	€ 28.53m
Shareholders' Equity	€ 71.35m

SHAREHOLDERS

Management	10.0%
Institutional shareholders	30.0%
Free float	60.0%



Figure1: Preliminary 2018 results vs. forecasts

€000s	FY 18P	FY 18FBe	Δ	FY 17A	Δ
Revenues	109,111	109,725	-0.6%	53,746	103.0%
EBITDA	96,606	89,185	8.3%	36,126	167.4%
Depreciation and amortisation	63,752	62,009	2.8%	30,822	106.8%
Operating income (EBIT)	32,854	27,175	20.9%	5,304	519.4%
Net before minorities	17,900	17,179	4.2%	7,672	133.3%

Source: DRAG, First Berlin Equity Research estimates

DRAG's share price came under pressure in 2018 in part because the company revised up the depreciation figure per BOE produced at Cub Creek in connection with reduced lifetime production estimates for some of the subsidiary's wells. Depreciation per BOE at Cub Creek was revised up from USD22 to USD24.2 in the Q1/18 report and then to USD26 in the H1/18 report. The gas lift installed at Cub Creek's Markham pad in September had a positive impact on Q4/18 production and we believe that this contributed to a reduction in depreciation per BOE produced at Cub Creek in Q4/18. A further gas lift was installed at the Vail pad at the end of 2018, but its impact has so far been difficult to judge because of cold weather. Depreciation per BOE produced at Elster was lowered from USD22 to USD19.5 in Q3/18. We believe that this number also fell in Q4/18.

End 2018 reserve report At the end of February, DRAG reported oil & gas reserve figures for the end of 2018. These showed an overall 18.1% increase in proven reserves to 29.4m BOE (YE 2017: 24.9m BOE). These numbers include Salt Creek Oil & Gas/Bright Rock Energy where proven reserves fell 69.3% to 2.3m BOE (YE 2017: 7.4m BOE) because of the sale of most of the assets in Salt Creek Oil & Gas in mid-2018. Stripping out Salt Creek Oil & Gas/Bright Rock Energy, proven reserves rose 54.9% to 27.1m BOE (YE 2017: 17.5m BOE).

Figure 2: End 2018 oil & gas reserves

31.12.2018							31.12.2017		
Proven reserves	BO (m)	Δ vs. 2017	BOE (m)	Δ vs. 2017	PV 10 (USDm)	Δ vs. 2017	BO (m)	BOE (m)	PV 10 (USDm)
Cub Creek Energy	10.58	n.a.	23.77	64.5%	125.19	16.0%	n.a.	14.45	107.91
Elster Oil & Gas	1.37	n.a.	3.37	9.8%	44.23	-28.0%	n.a.	3.07	61.42
Salt Creek Oil & Gas/ Bright Rock Energy	1.88	n.a.	2.27	-69.3%	7.99	-89.3%	n.a.	7.40	75.02
Total proven	13.83	n.a.	29.42	18.1%	177.4	-27.4%	n.a.	24.92	244.34

31.12.2018							31.12.2017		
Probable reserves	BO (m)	Δ vs. 2017	BOE (m)	Δ vs. 2017	PV 10 (USDm)	Δ vs. 2017	BO (m)	BOE (m)	PV 10 (USDm)
Cub Creek Energy	0.00	n.a.	0.00	-100.0%	0.00	-100.0%	n.a.	7.07	28.42
Elster Oil & Gas	0.00	n.a.	0.00	n.a.	0.00	n.a.	n.a.	0.00	0.00
Salt Creek Oil & Gas/ Bright Rock Energy	2.69	n.a.	3.41	62.4%	8.87	-0.1%	n.a.	2.10	8.88
Total probable	2.69	n.a.	3.41	-62.8%	8.87	-76.2%	n.a.	9.17	37.30

Total proven and probable	16.52	n.a.	32.83	-3.7%	186.27	-33.9%	n.a.	34.09	281.64
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Source: DRAG

Probable reserves ex-Salt Creek Oil & Gas/Bright Rock Energy fell to zero (YE 2017: 7.1m BOE) because of transfers to the proven category as drilling at nearby wells owned/operated by other companies allowed positive conclusions to be drawn about DRAG wells/reserves. In addition some reserves reported as probable for 2017 were dropped altogether as it emerged that the associated wells will never be drilled.

We estimate current PV10 of DRAG's proven reserves after minorities at €167.1m

Based on the average level of the NYMEX oil futures curve for the following 10 years at the end of 2018, the overall present value of the production of DRAG's proven reserves (discounted at 10%) was USD177m (YE 2017: USD169m). On the basis of the futures curve on 26 February (two days before the publication of the reserves press release), this figure was USD204m, because the futures curve had risen. The futures curve has risen further since 26 February. We now estimate the present value using a 10% discount rate, or PV10, of DRAG's proven reserves at USD210m. The PV10 values published by DRAG are based on 100% ownership of all four of its oil & gas subsidiaries (Cub Creek Energy, Elster Oil & Gas, Salt Creek Oil & Gas, Bright Rock Energy). But only the latter two subsidiaries are 100% owned by DRAG. DRAG's holdings in Cub Creek Energy and Elster Oil & Gas are 88.5% and 93.0% respectively. Adjusting for the minorities in Cub Creek Energy and Elster Oil & Gas (see figure 3 below), we estimate the current PV10 of DRAG's proven reserves at USD189.3m (€167.1m).

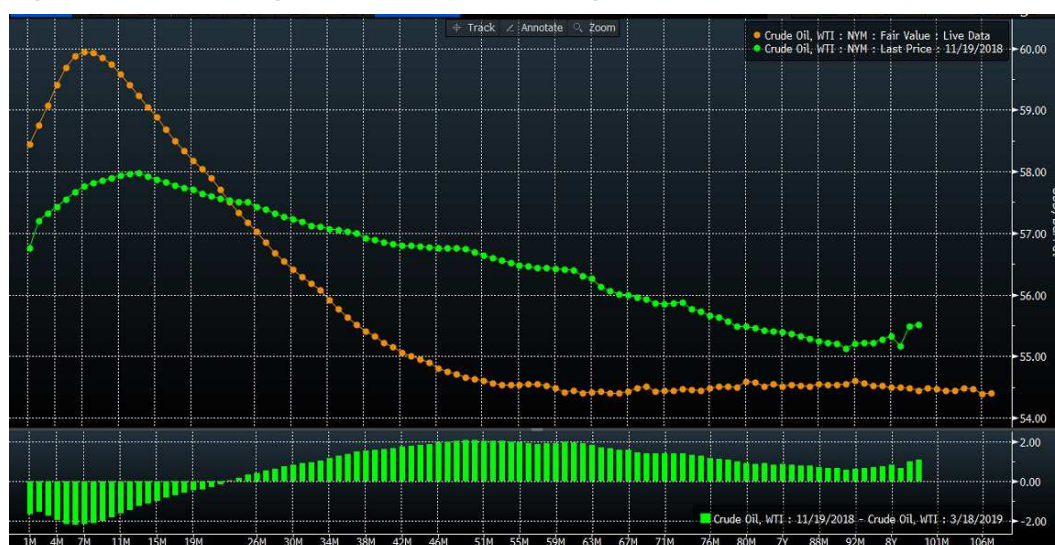
Figure 3: FBe PV10 estimates (18.03.2019)

	Before minorities (USD)	After minorities (USD)	After minorities (EUR)	After minorities % total
Cub Creek Energy	148.2	131.2	115.8	69.3%
Elster Oil & Gas	52.4	48.7	43.0	25.7%
Salt Creek Oil & Gas/ Bright Rock Energy	9.5	9.5	8.4	5.0%
Total	210.0	189.3	167.1	100.0%

Source: DRAG, First Berlin Equity Research estimates

We had previously assumed that DRAG would drill and begin producing at Cub Creek in April 2019 from 16 two-mile lateral horizontal wells (working interest: 75%) and from a further 16 two-mile lateral horizontal wells at Cub Creek (working interest: 75%) in March 2020. However, drilling plans were put on hold during the oil price collapse (West Texas Intermediate) from USD76 to USD42 in Q4 last year. The oil price has since rallied to over USD58 and we expect DRAG to resume drilling.

Figure 4: Current (orange) and 19 November 2018 (green) oil futures curves



Source: Bloomberg, NYMEX



We expect drilling to recommence at Cub Creek from mid-2019 In view of the recent rally in the oil price, we expect DRAG to begin drilling at Cub Creek from mid-2019. DRAG drilled 16 wells from the Litzenberger pad at Cub Creek, but we expect more generous spacings in future, and so assume that production will begin at 10-12 two-mile lateral horizontal wells in January 2020 and at a further 10-12 two-mile lateral horizontal wells from August 2020. As figure 4 above indicates, the time-adjusted average level of the oil futures curve over the next ten years is little changed on its level at the time of our last report on 20 November. The main reason for the downward adjustment of our profit forecasts for 2019 and 2020 is the later timing of the start of production at the new wells at Cub Creek as well as their lower volume.

Buy recommendation maintained but price target lowered to €23.8 (previously: €24.0)

Despite the reductions to our near term forecasts (see figure 5), our fair value calculation for the DRAG share at €23.8 (see figure 8 for sum of the parts model) is only slightly lower than at the time of our note of 20 November (€24.0). We have lowered our valuation of Cub Creek because of a later start to production at new wells than we had previously assumed. But we have raised our valuation of Elster Oil & Gas because of the decline in depreciation per BOE produced, and hence the rise in the project's estimated ultimate recovery. We removed Salt Creek Oil & Gas from our valuation model in August 2018 following DRAG's sale of most of its assets. We have now reinstated it following the investment of USD5.4m in 300 royalty acres at the project in early February 2019 and its appearance in the end 2018 reserve report alongside Bright Rock Energy (founded in July 2018). Our valuation of DRAG's oil and gas assets at €142.9m is lower than our updated estimate of the reserve report PV10 value of €167.1m. This is because, as we have done in the past, we use a more conservative discount rate of 12% compared with the reserve report's 10%. We maintain our Buy recommendation for the DRAG share but lower the price target slightly to €23.8 (previously: €24.0).

Figure 5: Changes to our forecasts

All figures in € 000s	2018E New	2018E Old	Δ	2019E New	2019E Old	Δ	2020E New	2019E Old	Δ
Revenues	109,111	98,230	11.1%	48,732	100,978	-51.7%	97,813	107,633	-9.1%
EBITDA	96,606	86,362	11.9%	24,732	70,978	-65.2%	66,813	76,633	-12.8%
Depreciation and amortisation	63,752	67,433	-5.5%	27,556	55,643	-50.5%	38,925	47,228	-17.6%
Operating income (EBIT)	32,854	18,929	73.6%	-2,824	15,335	-118.4%	27,888	29,405	-5.2%
Net financial result	-6,000	-5,452	n.m.	-4,637	-4,183	n.m.	-4,817	-4,223	n.m.
Pre-tax income (EBT)	26,854	13,477	99.3%	-7,461	11,152	n.m.	23,071	25,182	-8.4%
Income taxes	-8,954	-2,830	n.m.	0	-2,342	n.m.	-4,845	-5,228	n.m.
Net before minorities	17,900	10,647	68.1%	-7,461	8,810	n.m.	18,226	19,894	-8.4%
Minority interests	-3,580	-1,056	n.m.	-1,466	-3,745	n.m.	-3,645	-5,434	n.m.
Net income after mins.	14,320	9,592	49.3%	-8,926	5,065	n.m.	14,581	14,459	0.8%
EPS (€)	2.83	1.90	48.9%	-1.76	1.00	n.m.	2.88	2.86	0.8%

Source: DRAG; First Berlin Equity Research estimates



Figure 6: DCF Valuation of Cub Creek Energy*

USD 000s	2019E	2020E	2021E	2022E	2023E	2024E	2025E
Production (working interest): barrels of oil equivalent (000s)	960	2,906	2,042	1,310	1,010	836	719
Oil price period end (WTI -USD/barrel)	57.45	58.28	56.55	55.11	56.11	54.16	54.20
No. 1 mile-lateral equivalent wells period end (working interest)	36.0	52.5	52.5	52.5	52.5	52.5	52.5
Net revenue (working interest after royalty and ad valorem tax)	32,705	100,435	68,658	43,066	33,894	27,277	23,602
EBITDA	27,707	87,894	58,554	35,251	27,019	20,940	17,625
Depreciation	12,746	35,792	25,248	15,732	12,079	10,005	8,608
EBIT	14,961	52,102	33,306	19,519	14,940	10,935	9,017
NOPLAT	11,819	41,161	26,311	15,420	11,803	8,639	7,124
Tax Rate (%)	21.0%	21.0%	21.0%	21.0%	21.0%	21.0%	21.0%
CAPEX	51,480	30,888	0	0	0	0	0
Working capital expenditure	-1,472	-5,908	4,767	3,839	1,376	993	551
Free cashflow	-28,387	40,156	56,326	34,991	25,257	19,637	16,283
PV free cashflow (12% discount rate)	-25,956	32,783	41,058	22,773	14,677	10,188	7,543
Sum PV free cashflows	122,713						

Source: DRAG; First Berlin Equity Research estimates

Figure 7: DCF Valuation of Elster Oil & Gas*

USD 000s	2019E	2020E	2021E	2022E	2023E	2024E	2025E
Production (working interest): barrels of oil equivalent (000s)	1,162	626	485	400	343	301	269
Oil price period end (WTI -USD/barrel)	57.45	58.28	56.55	55.11	56.11	54.16	54.20
No. 1 mile-lateral equivalent wells period end (working interest)	22.6	22.6	22.6	22.6	22.6	22.6	22.6
Net revenue (working interest after royalty and ad valorem tax)	23,630	12,637	9,543	7,718	6,769	5,811	5,248
EBITDA	17,579	9,935	7,144	5,333	4,437	3,530	3,011
Depreciation	17,952	8,050	4,304	3,553	3,046	2,677	2,395
EBIT	-373	1,885	2,840	1,780	1,391	853	617
NOPLAT	-295	1,489	2,243	1,406	1,099	674	487
Tax Rate (%)	21.0%	21.0%	21.0%	21.0%	21.0%	21.0%	21.0%
CAPEX	0	0	0	0	0	0	0
Working capital expenditure	4,579	4,603	464	274	142	144	84
Free cashflow	22,237	14,142	7,012	5,233	4,287	3,495	2,966
PV free cashflow (12% discount rate)	20,333	11,545	5,111	3,406	2,491	1,813	1,374
Sum PV free cashflows	48,745						

Source: DRAG; First Berlin Equity Research estimates

* our valuation models for CCE, EOG and Salt Creek extend to 2033 but for reasons of space we show numbers only out to 2025

Figure 8: Sum of the parts model

€m	New	Old	% Δ
DCF valuation Cub Creek Energy (DRAG's stake 88.5%)	95.9	105.5	-9.1%
DCF valuation Elster Oil & Gas (DRAG's stake: 93.0%)	40.0	38.9	2.9%
DCF valuation Salt Creek Oil & Gas/Bright Rock Energy (DRAG's stake: 100.0%)	7.0	0.0	n.a.
Subtotal: US oil and gas activities	142.9	144.4	-1.0%
Almonty (12.8% equity stake)	18.5	17.7	
plus CAD6.0m convertible debenture			
Tin International (DRAG's stake: 61.5%)	2.1	1.5	
Rhein Petroleum (DRAG's stake: 10%)	2.0	2.0	
Ceritech (DRAG's stake: 67.9%)	2.2	2.2	
Devonian Metals (DRAG's stake: 47%)	0.0	0.0	
Hammer Metals (DRAG's stake: 17.8%)	0.4	0.7	
Holding company costs	-10.0	-10.0	
Total enterprise value	158.2	158.5	-0.2%
Cash and financial assets	55.2	62.4	
Debt	93.0	99.3	
Net cash and financial assets	-37.8	-36.9	
Total equity value	120.4	121.6	-1.0%
No shares (m)	5.06	5.06	
Equity value per share (€)	23.8	24.0	-1.0%

Source: First Berlin Equity Research estimates



INCOME STATEMENT

All figures in € 000s	2015A	2016A	2017A	2018E	2019E	2020E
Revenues	1,897	9,170	53,746	109,111	48,732	97,813
Cost of purchased services	59	4	8,069	20,000	12,000	18,500
General & administrative costs	5,460	13,289	10,675	9,419	12,000	12,500
Other operating income	8,528	10,497	1,124	16,914	0	0
EBITDA	4,906	6,374	36,126	96,606	24,732	66,813
Depreciation and amortisation	2,487	6,915	30,822	63,752	27,556	38,925
Operating income (EBIT)	2,419	-541	5,304	32,854	-2,824	27,888
Net financial result	-2,976	-1,413	-4,011	-6,000	-4,637	-4,817
Other financial items	0	0	0	0	0	0
Pre-tax income (EBT)	-557	-1,953	1,293	26,854	-7,461	23,071
Taxes	1,086	2,028	6,379	-8,954	0	-4,845
Profit before minorities	529	75	7,672	17,900	-7,461	18,226
Minority interests	626	28	-2,124	-3,580	-1,466	-3,645
Net income / loss	1,155	103	5,548	14,320	-8,926	14,581
EPS (in €)	0.23	0.02	1.10	2.83	-1.76	2.88
Ratios						
EBITDA margin on revenues	258.6%	69.5%	67.2%	88.5%	50.8%	68.3%
EBIT margin on revenues	127.5%	-5.9%	9.9%	30.1%	-5.8%	28.5%
Net margin on revenues	60.9%	1.1%	10.3%	13.1%	-18.3%	14.9%
Tax rate	195.0%	103.8%	-493.3%	33.3%	0.0%	21.0%
Y-Y Growth						
Revenues	-91.7%	383.4%	486.1%	103.0%	-55.3%	100.7%
Operating income	-97.3%	n.m.	n.m.	519.4%	n.m.	n.m.
Net income/ loss	-95.4%	-91.1%	5311.9%	158.1%	n.m.	n.m.



BALANCE SHEET

All figures in € 000s	2015A	2016A	2017A	2018E	2019E	2020E
Assets						
Current assets, total	79,267	51,874	42,502	81,908	44,815	74,528
Cash and cash equivalents	71,041	28,090	29,699	60,000	35,383	61,227
Inventories	55	139	170	1,095	472	665
Receivables	2,831	7,794	9,090	17,526	7,546	10,640
Prepayments	276	495	833	1,095	472	665
Other current assets	4,530	15,105	1,324	2,191	943	1,330
Deferred tax assets	534	251	1,386	0	0	0
Non-current assets, total	48,786	141,598	171,072	147,938	164,915	152,709
Intangible assets	17,501	40,614	33,837	32,837	31,837	30,837
Land and buildings	0	0	0	0	0	0
Producing oil plants	5,314	76,172	73,760	59,504	71,082	63,865
Exploration and evaluation	1,596	3,493	40,557	32,718	39,085	35,116
Plant and machinery	444	173	99	80	95	86
Other equipment	119	103	108	87	104	94
Equity investments	11,822	12,542	15,569	15,569	15,569	15,569
Loans to other investors		913	1,724	1,724	1,724	1,724
Securities classified as fixed assets	11,990	7,588	5,418	5,418	5,418	5,418
Total assets	128,053	193,472	213,574	229,846	209,730	227,237
Shareholders' equity & debt						
Current liabilities, total	4,230	33,904	31,121	16,000	6,889	76,313
Bank debt	7	0	55	0	0	0
Bond debt	0	0	15,741	0	0	66,599
Accounts payable	957	29,915	5,236	4,800	2,067	2,914
Other current liabilities	3,266	3,989	10,089	11,200	4,822	6,800
Long-term liabilities, total	57,955	75,243	90,780	93,099	93,099	26,500
Bond debt	51,555	66,705	66,599	77,099	77,099	10,500
Bank debt	6,400	8,538	24,181	16,000	16,000	16,000
Other long term liabilities	0	0	0	0	0	0
Provisions	1,089	5,308	27,997	2,000	2,000	2,000
Difference from capital consolidation	0	0	195	0	0	0
Minority interests	2,566	9,698	7,427	11,007	12,473	16,118
Shareholders' equity	59,274	56,423	49,248	100,934	88,464	99,500
Consolidated equity	61,840	66,121	56,675	111,941	100,936	115,618
Deferred tax liabilities	2,939	12,896	6,806	6,806	6,806	6,806
Total consolidated equity and debt	128,053	193,472	213,574	229,846	209,730	227,237
Ratios						
Current ratio (x)	18.74	1.53	1.37	5.12	6.51	0.98
Quick ratio (x)	18.73	1.53	1.36	5.05	6.44	0.97
Financial leverage	-21.1%	69.9%	132.6%	28.0%	55.5%	26.1%
Book value per share (€)	11.71	11.15	9.73	19.95	17.48	19.66
Net cash (debt)	13,079	-46,240	-75,153	-31,375	-55,992	-30,148
Return on equity (ROE)	0.9%	0.1%	12.5%	21.2%	-7.0%	16.8%



CASH FLOW STATEMENT

All figures in € 000s	2015A	2016A	2017A	2018E	2019E	2020E
EBIT	2,419	-541	5,304	32,854	-2,824	27,888
Depreciation and amortisation	2,487	6,915	30,822	63,752	27,556	38,925
EBITDA	4,906	6,374	36,126	96,606	24,732	66,813
Changes in working capital	-4,625	-5,809	-6,463	-9,816	3,364	-1,043
Interest paid	-2,976	-1,413	-4,011	-6,000	-4,637	-4,817
Tax paid/received	1,086	1,724	10,809	-5,772	0	-4,845
Other adjustments	2,803	2,038	0	0	0	0
Operating cash flow	1,194	2,914	36,461	75,018	23,460	56,109
Investing cash flow	-13,307	-60,177	-49,439	-40,532	-44,533	-26,720
Free cash flow	-12,113	-57,263	-12,978	34,487	-21,073	29,389
Dividends, share buybacks	-3,100	-2,714	-3,038	-3,291	-3,544	-3,544
Equity financing	0	1,126	0	0	0	0
Debt financing	0	39,233	31,333	0	0	0
Debt repayment	-6,182	-22,148	0	-13,477	0	0
Other	-2,712	-3,981	913	0	0	0
Financing cash flow	-11,994	11,516	29,208	-16,768	-3,544	-3,544
Other	0	2,246	-14,621	12,582	0	0
Change in cash and equivalents	-24,107	-43,501	1,609	30,301	-24,617	25,845
FX/consolidation effects	2,327	550	0	0	0	0
Cash and cash equivalents, start of the year	92,821	71,041	28,090	29,699	60,000	35,383
Cash and cash equivalents, end of the year	71,041	28,090	29,699	60,000	35,383	61,227
EBITDA/share (in €)	0.97	1.26	7.14	19.09	4.89	13.20
Y-Y Growth						
Operating cash flow	n.m.	144.1%	1151.2%	105.8%	-68.7%	139.2%
Free cash flow	n.m.	n.m.	n.m.	n.m.	n.m.	n.m.
EBITDA/share	-95.5%	29.9%	466.8%	167.4%	-74.4%	170.1%

FIRST BERLIN RECOMMENDATION & PRICE TARGET HISTORY

Report No.:	Date of publication	Previous day closing price	Recommendation	Price target
Initial Report	22 July 2010	€7.45	Buy	€13.20
2...26	↓	↓	↓	↓
27	21 January 2018	€20.90	Buy	€29.30
28	24 August 2018	€20.80	Add	€24.70
29	20 November 2018	€17.00	Buy	€24.00
30	Today	€18.40	Buy	€23.80

Authored by: Simon Scholes, Analyst

Company responsible for preparation:

First Berlin Equity Research GmbH

Mohrenstraße 34
10117 Berlin

Tel. +49 (0)30 - 80 93 96 94 Fax +49 (0)30 - 80 93 96 87

info@firstberlin.com

www.firstberlin.com

Person responsible for forwarding or distributing this financial analysis: Martin Bailey

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The recommendations determined in accordance with the share price trend anticipated by First Berlin in the respectively indicated investment period are as follows:

Category		1	2
Current market capitalisation (in €)		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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- key sources of information in the preparation of this research report
- valuation methods and principles
- sensitivity of valuation parameters

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