

Knaus Tabbert AG

Germany / Leisure Vehicles

Xetra

Bloomberg: KTA GR

ISIN: DE000A2YN504

Update

RATING**PRICE TARGET**

Return Potential

Risk Rating

BUY**€ 87.00**

189.0%

High

CAPACITY EXPANSION FINANCING SET

Knaus Tabbert announced the placement of a €100m promissory note (*Schuldscheindarlehen*) to boost overall financial flexibility. The targeted €75m volume was oversubscribed by 2x, which is a good win for the company in tightening credit markets. Proceeds are earmarked for current production capacity expansion. KTA exited Q1 with a €1.3bn order backlog, but supply chain bottlenecks have been holding back production. The company is taking steps to overcome the persistent chassis shortage with the addition of new suppliers and expects delivery volumes to improve throughout 2022. We remain Buy-rated on KTA with an €87 target price.

Capacity expansion financing set KTA plans to invest up to €220m in production capacity by YE25 and will finance the new production halls with the proceeds from the Schuldschein issuance and from operating cash flows. This financial flexibility should also allow the company to continue its dividend policy (FBe: 50% of net income). The promissory notes feature 3, 5, 7, and 10 year maturities with the largest tranche due at the five year mark. We believe the interest rate for 67% of the €100m volume is a fixed 2.5%, which will keep leverage KPIs at comfortable levels. Given the tightening bond markets in the wake of rising interest rates, we regard the successful issuance and high investor appetite as a financial win for the company.

Supply chain snarl-ups still holding back operations On the Q1 earnings call, management signalled that Q2 would still be burdened by chassis shortages with current visibility of only 2 to 3 weeks. The well-covered chassis shortage has resulted in “stop-and-go” production that carried over into Q2. However, KTA still sees supply roadblocks clearing in H2 with an improving supplier mix and expected higher chassis delivery volumes from Mercedes and MAN underpinning this optimism. KTA shares continue to trade near yearly lows with many investors side-lined by recessionary fears. However, unbridled demand in the caravanning sector—“KTA’s 2023 models are already sold-out”—are reasons for optimism that the share price will bounce back. (p.t.o.)

FINANCIAL HISTORY & PROJECTIONS

	2019	2020	2021	2022E	2023E	2024E
Revenue (€m)	780.39	794.59	862.62	1,040.10	1,253.74	1,401.55
Y-o-y growth	n.a.	1.8%	8.6%	20.6%	20.5%	11.8%
EBIT (€m)	45.87	46.56	38.39	56.11	84.44	104.85
EBIT margin	5.9%	5.9%	4.4%	5.4%	6.7%	7.5%
Net income (€m)	31.17	31.33	25.90	36.73	57.00	72.03
EPS (diluted) (€)	6.30	7.63	2.50	3.54	5.49	6.94
DPS (€)	7.31	1.50	1.50	1.77	2.75	3.47
FCF (€m)	16.00	50.89	-20.69	12.07	37.82	44.88
Net gearing	88.3%	36.9%	64.0%	60.4%	40.5%	27.7%
Liquid assets (€m)	7.60	8.94	9.68	8.68	8.87	4.37

RISKS

Risks include, but are not limited to: supply chain, labour, macro-economic, competitive, regulatory factors

COMPANY PROFILE

Knaus Tabbert AG manufactures vehicles for the European leisure vehicle industry. One of the industry's top 3 players, Knaus Tabbert participates in all vehicle segments: caravans, motorhomes, camper vans and luxury motorhomes. The company has four manufacturing facilities, of which three are undergoing expansion to keep pace with booming demand.

MARKET DATA

As of 08 Jun 2022

Closing Price	€ 30.10
Shares outstanding	10.38m
Market Capitalisation	€ 312.35m
52-week Range	€ 30.10 / 69.10
Avg. Volume (12 Months)	4,547

Multiples	2021	2022E	2023E
P/E	12.1	8.5	5.5
EV/Sales	0.5	0.4	0.3
EV/EBIT	10.3	7.1	4.7
Div. Yield	5.0%	5.9%	9.1%

STOCK OVERVIEW



COMPANY DATA

As of 31 Mar 2021

Liquid Assets	€ 17.40m
Current Assets	€ 230.00m
Intangible Assets	€ 22.00m
Total Assets	€ 409.30m
Current Liabilities	€ 228.20m
Shareholders' Equity	€ 140.20m

SHAREHOLDERS

Willem Paulus de Pundert	37.6%
Catalina Capital Ptnrs B.V.	25.1%
Caledonia Private Investmt	5.5%
T Rowe Price	5.0%
Free Float	23.6%



VALUATION MODEL

In EUR '000	2022E	2023E	2024E	2025E	2026E	2027E	2028E	2029E
Sales	1,040,104	1,253,738	1,401,552	1,557,171	1,716,602	1,877,850	1,998,351	2,115,647
NOPLAT	39,838	59,950	74,440	87,050	101,346	115,741	124,937	134,295
(+) depreciation & amortisation	23,978	28,274	30,957	36,042	40,701	46,998	53,452	60,001
Net operating cash flow	63,816	88,224	105,398	123,093	142,047	162,739	178,389	194,296
(-) Total investments (CAPEX and WC)	-55,682	-60,250	-67,473	-73,340	-88,589	-114,469	-127,072	-133,578
(-) Capital expenditures	-44,724	-53,911	-60,267	-66,958	-73,814	-99,526	-115,904	-122,708
(-) Working capital	-10,957	-6,340	-7,206	-6,381	-14,775	-14,943	-11,167	-10,870
Free cash flow s (FCF)	8,134	27,974	37,925	49,753	53,458	48,270	51,317	60,718
PV of FCF's	7,712	24,124	29,746	35,493	34,685	28,486	27,544	29,642

In EUR '000	WACC	Terminal EBIT margin							
		8.0%	8.5%	9.0%	9.5%	10.0%	10.5%	11.0%	
PV of FCFs in explicit period	514,340	6.9%	135.31	145.28	155.25	165.22	175.19	185.16	195.13
(+) PV of FCFs in terminal period	476,876	7.9%	108.30	115.55	122.79	130.03	137.27	144.52	151.76
Enterprise value (EV)	991,216	8.9%	89.12	94.54	99.96	105.38	110.80	116.22	121.64
(+) Net cash / (-) net debt	-85,708	9.9%	74.82	78.97	83.11	87.26	91.41	95.56	99.71
(+) Investments / minority interests	0	10.9%	63.77	67.00	70.22	73.45	76.68	79.91	83.14
Shareholder value	905,508	11.9%	54.99	57.54	60.09	62.64	65.19	67.73	70.28
Fair value per share (€)	87.0	12.9%	47.87	49.90	51.94	53.97	56.01	58.04	60.08

	WACC	Terminal growth rate							
		0.5%	1.0%	1.5%	2.0%	2.5%	3.0%	3.5%	
Cost of equity	11.3%	6.9%	138.28	145.75	154.59	165.22	178.24	194.56	215.61
Pre-tax cost of debt	4.5%	7.9%	112.93	117.81	123.45	130.03	137.82	147.19	158.67
Tax rate	29.0%	8.9%	93.99	97.31	101.08	105.38	110.36	116.17	123.05
After-tax cost of debt	3.2%	9.9%	79.40	81.73	84.33	87.26	90.59	94.39	98.79
Share of equity capital	83.0%	10.9%	67.87	69.54	71.39	73.45	75.76	78.35	81.29
Share of debt capital	17.0%	11.9%	58.58	59.81	61.15	62.64	64.28	66.10	68.14
WACC	9.9%	12.9%	50.96	51.88	52.88	53.97	55.17	56.48	57.94

*Please note our model runs through 2036 and we have only shown the abbreviated version for formatting purposes



INCOME STATEMENT

All figures in EURm	2019	2020	2021	2022E	2023E	2024E
Revenues	780	795	863	1,040	1,254	1,402
Cost of goods sold	-565	-558	-625	-727	-876	-978
Gross profit	232	245	261	313	377	423
Personnel expenses	-108	-111	-127	-151	-178	-198
Other OpEx	-66	-71	-78	-87	-92	-95
Other income	6	3	3	5	5	6
EBITDA	64	66	59	80	113	136
Depreciation & amortisation	-18	-19	-21	-24	-28	-31
Operating income (EBIT)	46	47	38	56	84	105
Net financial result	-2	-2	-1	-4	-4	-4
Other financial result	0	0	0	0	0	0
Pre-tax income (EBT)	44	44	37	52	80	101
Income taxes	-13	-13	-11	-15	-23	-29
Minority interests	0	0	0	0	0	0
Net income / loss	31	31	26	37	57	72
Diluted EPS (in €)	6.3	7.6	2.5	3.5	5.5	6.9
AEBITDA	65	68	61	79	112	135
Ratios						
Gross margin	29.8%	30.8%	30.3%	30.1%	30.1%	30.2%
EBITDA margin on revenues	8.2%	8.3%	6.9%	7.7%	9.0%	9.7%
EBIT margin on revenues	5.9%	5.9%	4.4%	5.4%	6.7%	7.5%
AEBITDA margin on revenues	8.3%	8.5%	7.0%	7.6%	8.9%	9.6%
Net margin on revenues	4.0%	3.9%	3.0%	3.5%	4.5%	5.1%
Tax rate	0.0%	28.7%	28.9%	29.9%	28.9%	28.9%
Expenses as % of revenues						
Personnel expenses	13.9%	14.0%	14.8%	14.5%	14.2%	14.1%
Other OpEx	8.4%	8.9%	9.0%	8.4%	7.3%	6.8%
Depreciation & amortisation	2.4%	2.4%	2.4%	2.3%	2.3%	2.2%
Y-Y Growth						
Revenues	-	1.8%	8.6%	20.6%	20.5%	11.8%
Operating income	-	1.5%	-17.6%	46.2%	50.5%	24.2%
Net income/ loss	-	0.5%	-17.3%	41.8%	55.2%	26.4%



BALANCE SHEET

All figures in EURm	2019	2020	2021	2022E	2023E	2024E
Assets						
Current assets, total	186	161	191	213	230	240
Cash and equivalents	8	9	10	9	9	4
Other ST assets	20	16	24	24	25	25
Trade receivables	37	11	7	23	27	31
Inventories	120	124	145	151	163	174
Tax receivables	1	2	6	6	6	6
Non-current assets, total	125	124	154	175	200	230
Property, plant and equipment	106	103	131	149	172	199
Intangible assets	15	16	18	20	23	25
Deferred tax assets	3	3	3	3	3	3
Other LT assets	1	2	2	2	2	2
Total assets	311	286	345	387	430	470
Shareholders' equity & debt						
Current liabilities, total	172	128	179	130	137	132
Trade payables	47	35	38	50	60	67
ST debt	82	49	93	30	17	0
Provisions	4	6	8	8	8	8
Other current liabilities	38	37	40	43	51	57
Long-term liabilities, total	41	34	32	102	100	100
LT provisions	12	13	14	14	14	14
LT debt	12	6	2	72	70	70
Deferred tax	7	7	8	8	8	8
Other non-current liabilities	9	9	8	8	8	9
Shareholders' equity	98	124	134	155	194	237
Total consolidated equity and debt	311	286	345	387	430	470
Ratios						
Current ratio (x)	1.1	1.3	1.1	1.6	1.7	1.8
Quick ratio (x)	0.4	0.3	0.3	0.5	0.5	0.5
Equity ratio	32%	43%	39%	40%	45%	50%
Net debt / (net cash)	87	46	86	94	78	66
Net gearing	88%	37%	64%	60%	41%	28%
Return on equity (ROE)	32%	25%	19%	24%	29%	30%
Capital employed (CE)	231	219	262	294	326	362
Return on capital employed (ROCE)	20%	21%	15%	19%	26%	29%



CASH FLOW STATEMENT

All figures in EURm	2019	2020	2021	2022E	2023E	2024E
Net income	31	31	26	37	57	72
Depreciation & amortisation	18	19	21	24	28	31
Change to LT accruals	1	3	2	0	0	0
Other non-cash items	1	0	1	3	9	6
Asset disposals	-1	1	0	0	0	0
Income tax	12	12	11	15	23	29
Net interest expense	2	2	1	4	4	4
Operating cash flow	65	69	63	83	121	142
Change in working capital	-11	11	-24	-11	-6	-7
Tax paid	-10	-10	-11	-15	-23	-29
Net operating cash flow	44	71	27	57	92	105
CapEx	-25	-14	-41	-36	-44	-49
Proceeds from disposals	4	0	0	0	0	0
Investments in intangible assets	-7	-6	-7	-8	-10	-11
Interest income	0	0	0	0	0	0
Cash flow from investing	-28	-20	-48	-45	-54	-60
Equity inflow, net	0	25	0	0	0	0
Debt inflow, net	4	-39	41	7	-15	-17
Interest paid	-2	-3	-1	-4	-4	-4
Dividend paid to shareholders	-15	-30	-16	-16	-18	-29
Other financial cash flow	-3	-3	-3	0	0	0
Cash flow from financing	-16	-50	21	-13	-38	-49
Net cash flows	0	1	0	-1	0	-4
Cash, start of the year	1	2	3	3	2	2
Cash, end of the year	2	3	3	2	2	-2
Free cash flow (FCF)	16	51	-21	12	38	45
FCF/share (in €)	1.5	4.9	-2.0	1.2	3.6	4.3
Y-Y Growth						
Operating cash flow	-	61.0%	-61.7%	108.8%	61.5%	14.6%
Free cash flow	-	218.1%	n.m.	n.m.	213.4%	18.7%

Imprint / Disclaimer

First Berlin Equity Research

First Berlin Equity Research GmbH ist ein von der BaFin betreffend die Einhaltung der Pflichten des §85 Abs. 1 S. 1 WpHG, des Art. 20 Abs. 1 Marktmissbrauchsverordnung (MAR) und der Markets Financial Instruments Directive (MiFID) II, Markets in Financial Instruments Directive (MiFID) II Durchführungsverordnung und der Markets in Financial Instruments Regulations (MiFIR) beaufsichtigtes Unternehmen.

First Berlin Equity Research GmbH is one of the companies monitored by BaFin with regard to its compliance with the requirements of Section 85 (1) sentence 1 of the German Securities Trading Act [WpHG], art. 20 (1) Market Abuse Regulation (MAR) and Markets in Financial Instruments Directive (MiFID) II, Markets in Financial Instruments Directive (MiFID) II Commission Delegated Regulation and Markets in Financial Instruments Regulations (MiFIR).

Anschrift:

First Berlin Equity Research GmbH
Mohrenstr. 34
10117 Berlin
Germany

Vertreten durch den Geschäftsführer: Martin Bailey

Telefon: +49 (0) 30-80 93 9 680

Fax: +49 (0) 30-80 93 9 687

E-Mail: info@firstberlin.com

Amtsgericht Berlin Charlottenburg HR B 103329 B

UST-Id.: 251601797

Ggf. Inhaltlich Verantwortlicher gem. § 6 MDStV

First Berlin Equity Research GmbH

Authored by: Ellis Acklin, Senior Analyst

All publications of the last 12 months were authored by Ellis Acklin.

Company responsible for preparation: First Berlin Equity Research GmbH, Mohrenstraße 34, 10117 Berlin

The production of this recommendation was completed on 9 June 2022 at 15:30

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

Copyright© 2022 First Berlin Equity Research GmbH No part of this financial analysis may be copied, photocopied, duplicated or distributed in any form or media whatsoever without prior written permission from First Berlin Equity Research GmbH. First Berlin Equity Research GmbH shall be identified as the source in the case of quotations. Further information is available on request.

INFORMATION PURSUANT TO SECTION 85 (1) SENTENCE 1 OF THE GERMAN SECURITIES TRADING ACT [WPHG], TO ART. 20 (1) OF REGULATION (EU) NO 596/2014 OF THE EUROPEAN PARLIAMENT AND OF THE COUNCIL OF APRIL 16, 2014, ON MARKET ABUSE (MARKET ABUSE REGULATION) AND TO ART. 37 OF COMMISSION DELEGATED REGULATION (EU) NO 2017/565 (MIFID) II.

First Berlin Equity Research GmbH (hereinafter referred to as: "First Berlin") prepares financial analyses while taking the relevant regulatory provisions, in particular section 85 (1) sentence 1 of the German Securities Trading Act [WpHG], art. 20 (1) of Regulation (EU) No 596/2014 of the European Parliament and of the Council of April 16, 2014, on market abuse (market abuse regulation) and art. 37 of Commission Delegated Regulation (EU) no. 2017/565 (MiFID II) into consideration. In the following First Berlin provides investors with information about the statutory provisions that are to be observed in the preparation of financial analyses.

CONFLICTS OF INTEREST

In accordance with art. 37 (1) of Commission Delegated Regulation (EU) no. 2017/565 (MiFID) II and art. 20 (1) of Regulation (EU) No 596/2014 of the European Parliament and of the Council of April 16, 2014, on market abuse (market abuse regulation) investment firms which produce, or arrange for the production of, investment research that is intended or likely to be subsequently disseminated to clients of the firm or to the public, under their own responsibility or that of a member of their group, shall ensure the implementation of all the measures set forth in accordance with Article 34 (2) lit. (b) of Regulation (EU) 2017/565 in relation to the financial analysts involved in the production of the investment research and other relevant persons whose responsibilities or business interests may conflict with the interests of the persons to whom the investment research is disseminated. In accordance with art. 34 (3) of Regulation (EU) 2017/565 the procedures and measures referred to in paragraph 2 lit. (b) of such article shall be designed to ensure that relevant persons engaged in different business activities involving a conflict of interests carry on those activities at a level of independence appropriate to the size and activities of the investment firm and of the group to which it belongs, and to the risk of damage to the interests of clients.

In addition, First Berlin shall pursuant to Article 5 of the Commission Delegated Regulation (EU) 2016/958 disclose in their recommendations all relationships and circumstances that may reasonably be expected to impair the objectivity of the financial analyses, including interests or conflicts of interest, on their part or on the part of any natural or legal person working for them under a contract, including a contract of employment, or otherwise, who was involved in producing financial analyses, concerning any financial instrument or the issuer to which the recommendation directly or indirectly relates.

With regard to the financial analyses of Knaus Tabbert AG the following relationships and circumstances exist which may reasonably be expected to impair the objectivity of the financial analyses: The author, First Berlin, or a company associated with First Berlin reached an agreement with the Knaus Tabbert AG for preparation of a financial analysis for which remuneration is owed.

Furthermore, First Berlin offers a range of services that go beyond the preparation of financial analyses. Although First Berlin strives to avoid conflicts of interest wherever possible, First Berlin may maintain the following relations with the analysed company, which in particular may constitute a potential conflict of interest:

- The author, First Berlin, or a company associated with First Berlin owns a net long or short position exceeding the threshold of 0.5 % of the total issued share capital of the analysed company;
- The author, First Berlin, or a company associated with First Berlin holds an interest of more than five percent in the share capital of the analysed company;

- The author, First Berlin, or a company associated with First Berlin provided investment banking or consulting services for the analysed company within the past twelve months for which remuneration was or was to be paid;
- The author, First Berlin, or a company associated with First Berlin reached an agreement with the analysed company for preparation of a financial analysis for which remuneration is owed;
- The author, First Berlin, or a company associated with First Berlin has other significant financial interests in the analysed company;

With regard to the financial analyses of Knaus Tabbert AG the following of the aforementioned potential conflicts of interests or the potential conflicts of interest mentioned in Article 6 paragraph 1 of the Commission Delegated Regulation (EU) 2016/958 exist: The author, First Berlin, or a company associated with First Berlin reached an agreement with the Knaus Tabbert AG for preparation of a financial analysis for which remuneration is owed.

In order to avoid and, if necessary, manage possible conflicts of interest both the author of the financial analysis and First Berlin shall be obliged to neither hold nor in any way trade the securities of the company analyzed. The remuneration of the author of the financial analysis stands in no direct or indirect connection with the recommendations or opinions represented in the financial analysis. Furthermore, the remuneration of the author of the financial analysis is neither coupled directly to financial transactions nor to stock exchange trading volume or asset management fees.

INFORMATION PURSUANT TO SECTION 64 OF THE GERMAN SECURITIES TRADING ACT [WPHG], DIRECTIVE 2014/65/EU OF THE EUROPEAN PARLIAMENT AND OF THE COUNCIL OF 15 MAY 2014 ON MARKETS IN FINANCIAL INSTRUMENTS AND AMENDING DIRECTIVE 2002/92/EC AND DIRECTIVE 2011/61/EU, ACCOMPANIED BY THE MARKETS IN FINANCIAL INSTRUMENTS REGULATION (MIFIR, REG. EU NO. 600/2014).

First Berlin notes that it has concluded a contract with the issuer to prepare financial analyses and is paid for that by the issuer. First Berlin makes the financial analysis simultaneously available for all interested security financial services companies. First Berlin thus believes that it fulfils the requirements of section 64 WpHG for minor non-monetary benefits.

PRICE TARGET DATES

Unless otherwise indicated, current prices refer to the closing prices of the previous trading day.

AGREEMENT WITH THE ANALYSED COMPANY AND MAINTENANCE OF OBJECTIVITY

The present financial analysis is based on the author's own knowledge and research. The author prepared this study without any direct or indirect influence exerted on the part of the analysed company. Parts of the financial analysis were possibly provided to the analysed company prior to publication in order to avoid inaccuracies in the representation of facts. However, no substantial changes were made at the request of the analysed company following any such provision.

ASSET VALUATION SYSTEM

First Berlin's system for asset valuation is divided into an asset recommendation and a risk assessment.

ASSET RECOMMENDATION

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.

Our recommendation system places each company into one of two market capitalisation categories. Category 1 companies have a market capitalisation of €0 – €2 billion, and Category 2 companies have a market capitalisation of > €2 billion. The expected return thresholds underlying our recommendation system are lower for Category 2 companies than for Category 1 companies. This reflects the generally lower level of risk associated with higher market capitalisation companies.

RISK ASSESSMENT

The First Berlin categories for risk assessment are low, average, high and speculative. They are determined by ten factors: Corporate governance, quality of earnings, management strength, balance sheet and financial risk, competitive position, standard of financial disclosure, regulatory and political uncertainty, strength of brandname, market capitalisation and free float. These risk factors are incorporated into the First Berlin valuation models and are thus included in the target prices. First Berlin customers may request the models.

RECOMMENDATION & PRICE TARGET HISTORY

Report No.:	Date of publication	Previous day closing price	Recommendation	Price target
Initial Report	13 January 2022	€57.00	Buy	€95.00
2	28 February 2022	€48.60	Buy	€95.00
3	26 April 2022	€41.50	Buy	€87.00
4	12 May 2022	€35.90	Buy	€87.00
10	Today	€30.10	Buy	€87.00

INVESTMENT HORIZON

Unless otherwise stated in the financial analysis, the ratings refer to an investment period of twelve months.

UPDATES

At the time of publication of this financial analysis it is not certain whether, when and on what occasion an update will be provided. In general First Berlin strives to review the financial analysis for its topicality and, if required, to update it in a very timely manner in connection with the reporting obligations of the analysed company or on the occasion of ad hoc notifications.

SUBJECT TO CHANGE

The opinions contained in the financial analysis reflect the assessment of the author on the day of publication of the financial analysis. The author of the financial analysis reserves the right to change such opinion without prior notification.

Legally required information regarding

- key sources of information in the preparation of this research report
- valuation methods and principles
- sensitivity of valuation parameters

can be accessed through the following internet link: <https://firstberlin.com/disclaimer-english-link/>

SUPERVISORY AUTHORITY: Bundesanstalt für Finanzdienstleistungsaufsicht (German Federal Financial Supervisory Authority) [BaFin], Graurheindorferstraße 108, 53117 Bonn and Marie-Curie-Straße 24-28, 60439 Frankfurt am Main

EXCLUSION OF LIABILITY (DISCLAIMER)**RELIABILITY OF INFORMATION AND SOURCES OF INFORMATION**

The information contained in this study is based on sources considered by the author to be reliable. Comprehensive verification of the accuracy and completeness of information and the reliability of sources of information has neither been carried out by the author nor by First Berlin. As a result no warranty of any kind whatsoever shall be assumed for the accuracy and completeness of information and the reliability of sources of information, and neither the author nor First Berlin, nor the person responsible for passing on or distributing the financial analysis shall be liable for any direct or indirect damage incurred through reliance on the accuracy and completeness of information and the reliability of sources of information.

RELIABILITY OF ESTIMATES AND FORECASTS

The author of the financial analysis made estimates and forecasts to the best of the author's knowledge. These estimates and forecasts reflect the author's personal opinion and judgement. The premises for estimates and forecasts as well as the author's perspective on such premises are subject to constant change. Expectations with regard to the future performance of a financial instrument are the result of a measurement at a single point in time and may change at any time. The result of a financial analysis always describes only one possible future development – the one that is most probable from the perspective of the author – of a number of possible future developments.

Any and all market values or target prices indicated for the company analysed in this financial analysis may not be achieved due to various risk factors, including but not limited to market volatility, sector volatility, the actions of the analysed company, economic climate, failure to achieve earnings and/or sales forecasts, unavailability of complete and precise information and/or a subsequently occurring event which affects the underlying assumptions of the author and/or other sources on which the author relies in this document. Past performance is not an indicator of future results; past values cannot be carried over into the future.

Consequently, no warranty of any kind whatsoever shall be assumed for the accuracy of estimates and forecasts, and neither the author nor First Berlin, nor the person responsible for passing on or distributing the financial analysis shall be liable for any direct or indirect damage incurred through reliance on the correctness of estimates and forecasts.

INFORMATION PURPOSES, NO RECOMMENDATION, SOLICITATION, NO OFFER FOR THE PURCHASE OF SECURITIES

The present financial analysis serves information purposes. It is intended to support institutional investors in making their own investment decisions; however in no way provide the investor with investment advice. Neither the author, nor First Berlin, nor the person responsible for passing on or distributing the financial analysis shall be considered to be acting as an investment advisor or portfolio manager vis-à-vis an investor. Each investor must form his own independent opinion with regard to the suitability of an investment in view of his own investment objectives, experience, tax situation, financial position and other circumstances.

The financial analysis does not represent a recommendation or solicitation and is not an offer for the purchase of the security specified in this financial analysis. Consequently, neither the author nor First Berlin, nor the person responsible for passing on or distributing the financial analysis shall as a result be liable for losses incurred through direct or indirect employment or use of any kind whatsoever of information or statements arising out of this financial analysis.

A decision concerning an investment in securities should take place on the basis of independent investment analyses and procedures as well as other studies including, but not limited to, information memoranda, sales or issuing prospectuses and not on the basis of this document.

NO ESTABLISHMENT OF CONTRACTUAL OBLIGATIONS

By taking note of this financial analysis the recipient neither becomes a customer of First Berlin, nor does First Berlin incur any contractual, quasi-contractual or pre-contractual obligations and/or responsibilities toward the recipient. In particular no information contract shall be established between First Berlin and the recipient of this information.

NO OBLIGATION TO UPDATE

First Berlin, the author and/or the person responsible for passing on or distributing the financial analysis shall not be obliged to update the financial analysis. Investors must keep themselves informed about the current course of business and any changes in the current course of business of the analysed company.

DUPLICATION

Dispatch or duplication of this document is not permitted without the prior written consent of First Berlin.

SEVERABILITY

Should any provision of this disclaimer prove to be illegal, invalid or unenforceable under the respectively applicable law, then such provision shall be treated as if it were not an integral component of this disclaimer; in no way shall it affect the legality, validity or enforceability of the remaining provisions.

APPLICABLE LAW, PLACE OF JURISDICTION

The preparation of this financial analysis shall be subject to the law obtaining in the Federal Republic of Germany. The place of jurisdiction for any disputes shall be Berlin (Germany).

NOTICE OF DISCLAIMER

By taking note of this financial analysis the recipient confirms the binding nature of the above explanations.

By using this document or relying on it in any manner whatsoever the recipient accepts the above restrictions as binding for the recipient.

QUALIFIED INSTITUTIONAL INVESTORS

First Berlin financial analyses are intended exclusively for qualified institutional investors.

This report is not intended for distribution in the USA and/or Canada.