

# PSI AG

Germany / Software  
 Primary exchange: Frankfurt  
 Bloomberg: PSAN GR  
 ISIN: DE000A0Z1JH9

Q3 2022 results

**RATING**  
**BUY**

**PRICE TARGET**  
**€ 37.00**

Return Potential 61.2%  
 Risk Rating Medium

## ON TRACK FOR 2022 GUIDANCE: BUY FOR RENEWABLES BOOM

Q3/22 EBIT of €6.1m was clearly better than the Q2/22 result of €3.7m which was hit by €4m-€5m in costs in connection with additional work done for three municipal utilities in connection with Redispatch 2.0. A temporary local breakdown in PSI's billing procedures, and the financial pressure which high gas purchase prices are exerting on municipal utilities mean that so far PSI has been unable to recoup these costs. Management indicated in the profit warning at the beginning of October that negotiations to recover this money are likely to continue into 2023. At the end of September, the German government set up a €200bn economic stabilisation fund to cushion the impact of higher energy prices on companies, consumers and utilities. The mechanisms through which these funds will be allocated have yet to be finalised. However, a meeting of the Minister Presidents of the German Länder in Lower Saxony on 20 and 21 October (also attended by the federal Economics Minister Habeck and Finance Minister Lindner) concluded with a call for financial support for both municipal and local utilities. We expect that the Federal Government will allocate a significant portion of the fund for this purpose. This should aid the settlement of PSI's claims on the three municipal utilities and also spark some recovery in investment by the rest of the sector. Meanwhile, Production Management reported a 22.9% y-o-y increase in Q3/22 sales (11.2% for 9M/22) and a record third quarter margin of 18.0%. Q3/22 results show that PSI is on track to achieve revised 2022 EBIT guidance of €20m. The outlook for 2023 is for a return to sales and profit growth. We believe investors' focus will now return to the company's excellent prospects in the ongoing renewables investment boom. We maintain our Buy recommendation but have lowered the price target from €40.00 to €37.00. The price target reduction reflects the early October profit warning (previous 2022 guidance was for EBIT of €25.1-€26.3m) and an increase in our WACC estimate from 7.35% to 7.8% due to an increase in the German 10-year government bond yield since our last note of 25 August. (p.t.o.)

### FINANCIAL HISTORY & PROJECTIONS

	2018	2019	2020	2021	2022E	2023E
Revenue (€m)	199.16	225.18	217.79	248.39	249.17	274.66
Y-o-y growth	7.0%	13.1%	-3.3%	14.0%	0.3%	10.2%
EBIT (€m)	15.45	17.20	14.95	23.81	21.61	28.46
EBIT margin	7.8%	7.6%	6.9%	9.6%	8.7%	10.4%
Net income (€m)	10.59	14.26	10.28	15.84	15.83	20.45
EPS (diluted) (€)	0.68	0.91	0.66	1.01	1.01	1.32
DPS (€)	0.25	0.05	0.30	0.40	0.45	0.50
FCF (€m)	11.57	3.75	11.43	33.74	1.57	11.85
Net gearing	9.8%	42.0%	40.7%	10.0%	17.0%	11.8%
Liquid assets (€m)	44.58	38.66	40.48	65.97	54.82	63.17

### RISKS

Risks include slower than expected margin expansion than we currently model.

### COMPANY PROFILE

PSI makes software control systems, primarily for energy, utility companies and metals producers. Customers also include manufacturers and the operators of transportation networks. The company's control system products are widespread in its core German market.

### MARKET DATA

As of 31 Oct 2022

Closing Price	€ 22.95
Shares outstanding	15.54m
Market Capitalisation	€ 356.56m
52-week Range	€ 18.56 / 48.80
Avg. Volume (12 Months)	11,976

Multiples	2021	2022E	2023E
P/E	24.7	24.7	19.0
EV/Sales	1.7	1.7	1.5
EV/EBIT	17.7	19.5	14.8
Div. Yield	1.7%	2.0%	2.2%

### STOCK OVERVIEW



### COMPANY DATA

As of 30 Sep 2022

Liquid Assets	€ 41.37m
Current Assets	€ 162.49m
Intangible Assets	€ 69.85m
Total Assets	€ 276.73m
Current Liabilities	€ 89.35m
Shareholders' Equity	€ 111.41m

### SHAREHOLDERS

InvAG für langfristige Investoren TGV	20.7%
Innogy SE	17.8%
Management and employees	15.0%
Harvinder Singh	8.1%
Free float and other	38.4%



Figure 1: Q3/22 results versus our forecasts

€ 000s	Q3 22A	Q3 22E	Δ Q3 22A vs. Q3 22E	Q3 21A	Δ Q3 22A vs. Q3 21A
<b>External sales</b>	<b>63,230</b>	<b>61,000</b>	<b>3.7%</b>	<b>59,825</b>	<b>5.7%</b>
<i>by segment:</i>					
Energy Management	31,134	29,000	7.4%	33,719	-7.7%
Production Management	32,096	32,000	0.3%	26,106	22.9%
<b>EBIT</b>	<b>6,132</b>	<b>6,664</b>	<b>-8.0%</b>	<b>5,068</b>	<b>21.0%</b>
<b>margin</b>	<b>9.7%</b>	<b>9.2%</b>	<b>-</b>	<b>8.5%</b>	<b>-</b>
<i>by segment:</i>					
Energy Management	59	1,000	-94.1%	2,606	-97.7%
<i>margin</i>	<i>0.2%</i>	<i>3.4%</i>	<i>-</i>	<i>7.6%</i>	<i>-</i>
Production Management	6,536	6,164	6.0%	2,775	135.5%
<i>margin</i>	<i>18.0%</i>	<i>16.7%</i>	<i>-</i>	<i>9.4%</i>	<i>-</i>
Reconciliation	-463	-500	n.a.	-313	n.a.
<b>EPS (€)</b>	<b>0.23</b>	<b>0.29</b>	<b>-20.7%</b>	<b>0.26</b>	<b>-11.5%</b>

Source: PSI AG; First Berlin Equity Research estimates

### All Energy Management businesses except municipal utilities performing as planned

Q3/22 sales were 3.7% above the forecast we made following the early October profit warning, while EBIT was 8.0% below our projection. At above half the H1/22 total of €61.3m, Energy Management's sales held up well. PSI pointed out in the Q3/22 results press release that with the exception of municipal utilities (ca. 5% of group sales), all other business units within the Energy Management segment (transmission grids, traction power grids, gas grids, energy trading, public transport) are performing as planned. Q3/22 sales at Production Management are on track to reach the guidance of 15% FY22 growth PSI gave for the segment in early October. The group Q3/22 order intake was up 10% at €55m (Q3/21: €50m). After nine months these figures were €205m (9M/21: €196m). Growth in the order intake in both the third quarter and at the nine month stage was solely attributable to the PSI Metals business within Production Management. However, Energy Management received an unusually large order from Schweizerische Bundesbahnen (Swiss Federal Railways) in 9M/21. Stripping out this order, we gather that the order intake at Energy Management would have been above the prior year figure at the nine months stage.

### Weak Q3/22 Energy Management EBIT not surprising given statements in early October profit warning

At the beginning of this year, management created a discrete segment containing the group's Russian business. In Q2/22 PSI decided to classify the Russian business as a discontinued operation and show its results separately. Discontinued operations reduced PSI's net result by €1.3m in Q3/22 (9M/22: a reduction of €3.1m). PSI did not show segment numbers for Q2/22 and the adjustments to the P&L account stemming from the allocation of revenues between continuing and discontinued operations mean that these cannot be precisely calculated using the H1 and Q1 numbers. However, we estimate the Q2/22 loss in the Energy Management division at ca. €1m. Energy Management broke even in Q3/22. This might be considered a disappointing result given that the Q2/22 loss was caused by unbilled revenues of €4-5m and that this issue did not recur in Q3/22. Then again, PSI stated in the early October profit warning that the municipal utilities business "was exposed to further cyclical declines in customer investments in the third quarter." The company also stated that it has tripled annual investment in the key PSIcontrol product to €10m so as to improve efficiency of configuration, upgradeability and quality (and hence long-term margins). Against this background, we do not view the segment's weak result as that big a surprise.

**We expect PSI to comfortably achieve new full year EBIT guidance of €20m** Q3/22 and 9M/22 EBIT were €6.1m and €14.3m respectively. This means that PSI needs another result at the Q3/22 level to reach early October's FY/22 EBIT guidance of €20m. As figure 1 above shows, Production Management's result in Q3/22 was €6.5m. The segment's EBIT margin of 18.0% was a third quarter record.



Production Management is currently benefitting from strong growth in PSI Metals' business with North American steel manufacturers and hence also from the recent appreciation of the US Dollar. Management tell us that despite the decline in steel prices this year, they have not so far seen any weakening in this business' momentum. The fourth quarter is customarily the strongest of the year for Production Management. This year we expect Q4 EBIT of €7.9m from the segment. Assuming another breakeven result from Energy Management in Q4/22, we model FY/22 group EBIT of €21.6m.

**Net gearing of 29.0% at end Q3/22** Net operating cashflow was €-4.3m in Q3/22 (Q3/21: €5.0m). An €8.6m increase in working capital cash consumption accounted for most of the €9.3m difference between the two numbers and a €0.9m decline in pretax profit to €4.7m (Q3/21: €5.6m) the remainder. PSI bought back shares for €6.3m in Q3/22. Net debt, including pension and leasing liabilities, was €32.3m at the end of Q3/22 equivalent to net gearing of 29.0%. The corresponding figures for FY21 were €11.4m and 10.0% respectively.

**We maintain our Buy recommendation but lower the price target from €40.00 to €37.00**

Figure 2 overleaf shows changes to our forecasts. We have reduced our 2022 forecasts for the Energy Management segment to reflect the sharp slowdown in investment by municipal utilities. However, even in the absence of a further decline in European natural gas prices, we still expect Energy Management revenue to recover next year. This expectation is based on the payment of receivables from the three municipal utilities mentioned above as well as the assumption that support from the economic stabilisation fund will spark a recovery in investment by the rest of this sector. In 2022 growth in sales from Energy Management customers outside the municipal utilities sector has been masked by the discontinuation of business with Russia. This effect will drop out of the numbers in 2023. We have left our sales forecasts for the Production Management segment largely unchanged but have edged up our margin forecasts to reflect improvements in the segments' profitability over the past year. In the 4 October profit warning PSI indicated that they expect a return to sales and profit growth in 2023. Management also reiterated the 2026 EBIT target of €54m. Reaching this target is dependent on further progress in migrating the two thirds of Energy Management's products which are not yet on the company's common platform. Completing this process is currently management's top strategic priority. The 2026 €54m EBIT target assumes the acquisition of €20m of sales. Our own 2026 forecast, which does not assume M&A activity, is almost unchanged at €49.1m (previously: €49.4m), equivalent to a margin of 13.9%. The reduction in our price target from €40 to €37 is based on the changes in the short term profit forecasts shown below, as well as an increase in our WACC estimate from 7.35% to 7.80%. The German 10-year government bond yield has risen from 1.2% to 2.1% since our last note of 25 August. We have raised the risk-free rate used in our WACC estimate from 1.5% to 2.1%. We also now use a terminal EBIT margin of 12.0% (previously 11.0%) to reflect recent improvements in profitability at Production Management.



Figure 2: Changes to our forecasts

€m	2022E			2023E		
	New	Old	Δ %	New	Old	Δ %
<b>External sales</b>	<b>249.2</b>	<b>260.9</b>	<b>-4.5%</b>	<b>274.7</b>	<b>284.6</b>	<b>-3.5%</b>
by segment:						
Energy Man.	123.7	135.3	-8.6%	139.1	149.0	-6.6%
Production Man.	125.5	125.6	-0.1%	135.6	135.6	0.0%
<b>Total EBIT</b>	<b>21.6</b>	<b>25.0</b>	<b>-13.6%</b>	<b>28.5</b>	<b>32.5</b>	<b>-12.4%</b>
<b>margin (%)</b>	<b>8.7%</b>	<b>9.6%</b>	<b>-</b>	<b>10.4%</b>	<b>11.4%</b>	<b>-</b>
by segment:						
Energy Man.	1.0	4.4	-77.4%	5.7	10.7	-46.7%
margin (%)	0.8%	3.2%	-	4.0%	7.0%	-
Production Man.	22.2	22.2	0.1%	24.9	23.8	4.5%
margin (%)	15.4%	15.1%	-	16.0%	15.0%	-
Reconciliation	-1.6	-1.6	n.a.	-2.1	-2.1	n.a.
<b>EPS (€)</b>	<b>1.01</b>	<b>1.18</b>	<b>-14.1%</b>	<b>1.32</b>	<b>1.50</b>	<b>-12.1%</b>

Source: PSI AG; First Berlin Equity Research estimates

## VALUATION MODEL

### DCF Valuation Model

€000s	2022E	2023E	2024E	2025E	2026E	2027E	2028E	2029E
Net sales	249,175	274,663	295,798	323,295	353,412	386,407	418,873	454,291
NOPLAT	16,035	20,631	25,458	31,080	35,625	38,815	41,813	45,063
+ Depreciation and amortisation	13,769	15,178	16,346	17,865	19,530	21,353	23,147	25,104
= net operating cash flow	29,805	35,809	41,804	48,945	55,155	60,168	64,960	70,167
- total investments (Capex and WC)	-27,599	-23,326	-23,103	-26,656	-29,158	-31,901	-33,526	-36,427
Capital expenditure	-14,185	-20,148	-20,467	-23,227	-25,403	-27,787	-29,478	-32,011
w working capital	-13,414	-3,178	-2,636	-3,429	-3,756	-4,114	-4,048	-4,417
= Free cash flow (FCF)	2,206	12,483	18,701	22,290	25,996	28,267	31,434	33,740
PV of FCFs	2,180	11,443	15,903	17,584	19,025	19,191	19,798	19,713

€000s	
PVs of FCFs explicit period (2021-35)*	248,991
PVs of FCFs in terminal period	358,195
Enterprise Value (EV)	607,186
Net cash/(net debt)	-32,274
Shareholder value	574,912

Value per share (€)	37.00
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WACC	7.80%
Cost of equity	9.7%
Pre-tax cost of debt	3.0%
Normal tax rate	30.0%
After-tax cost of debt	2.1%
Share of equity	75.0%
Share of debt	25.0%
Terminal growth	2.5%
Terminal EBIT margin	12.0%

### Sensitivity analysis

		Terminal growth rate (%)							Fair value per share
		1.0%	1.5%	2.0%	2.5%	3.0%	3.5%	4.0%	
WACC	4.80%	66.60	73.18	82.12	94.96	114.95	150.37	230.32	
	5.80%	50.47	53.88	58.20	63.82	71.46	82.42	99.49	
	6.80%	40.02	41.97	44.34	47.26	50.94	55.74	62.26	
	7.80%	32.73	33.93	35.33	37.00	39.02	41.51	44.66	
	8.80%	27.38	28.15	29.03	30.05	31.26	32.68	34.41	
	9.80%	23.30	23.81	24.39	25.05	25.80	26.68	27.70	
	10.80%	20.10	20.45	20.84	21.28	21.77	22.33	22.98	
	11.80%	17.53	17.78	18.05	18.35	18.68	19.05	19.47	

\*for layout purposes the model shows numbers only to 2029 but runs until 2035



## INCOME STATEMENT

All figures in €'000	2018	2019	2020	2021	2022E	2023E
<b>Revenues</b>	<b>199,156</b>	<b>225,180</b>	<b>217,795</b>	<b>248,389</b>	<b>249,175</b>	<b>274,663</b>
Cost of materials	-28,919	-32,259	-29,734	-35,761	-34,884	-37,079
<b>Gross profit</b>	<b>170,237</b>	<b>192,921</b>	<b>188,061</b>	<b>212,628</b>	<b>214,290</b>	<b>237,583</b>
Total personnel costs	-121,279	-137,795	-141,377	-158,709	-164,000	-171,664
Net other operating costs	-28,897	-27,089	-19,516	-17,063	-14,910	-22,284
Depreciation & amortisation	-4,611	-10,832	-12,220	-13,047	-13,769	-15,178
<b>EBIT</b>	<b>15,450</b>	<b>17,205</b>	<b>14,948</b>	<b>23,809</b>	<b>21,611</b>	<b>28,457</b>
Net interest	-1,061	-1,053	-1,586	-951	-852	-868
Associates	134	288	300	410	431	452
<b>Pretax profit</b>	<b>14,523</b>	<b>16,440</b>	<b>13,662</b>	<b>23,268</b>	<b>21,189</b>	<b>28,041</b>
Income taxes	-3,938	-2,178	-3,382	-7,431	-5,356	-7,587
<b>Net income / loss</b>	<b>10,585</b>	<b>14,262</b>	<b>10,280</b>	<b>15,837</b>	<b>15,834</b>	<b>20,454</b>
<b>EPS (€)</b>	<b>0.68</b>	<b>0.91</b>	<b>0.66</b>	<b>1.01</b>	<b>1.01</b>	<b>1.32</b>
<b>EBITDA</b>	<b>20,061</b>	<b>28,037</b>	<b>27,168</b>	<b>36,856</b>	<b>35,380</b>	<b>43,635</b>
<b>Ratios</b>						
Gross margin	85.5%	85.7%	86.3%	85.6%	86.0%	86.5%
EBIT margin	7.8%	7.6%	6.9%	9.6%	8.7%	10.4%
EBITDA margin	10.1%	12.5%	12.5%	14.8%	14.2%	15.9%
Net income margin	5.3%	6.3%	4.7%	6.4%	6.4%	7.4%
Tax rate	27.1%	13.2%	24.8%	31.9%	25.3%	27.1%
<b>Expenses as % of output</b>						
Personnel	-60.9%	-61.2%	-64.9%	-63.9%	-65.8%	-62.5%
Net other operating income/expenses	-14.5%	-12.0%	-9.0%	-6.9%	-6.0%	-8.1%
Depreciation & amortisation	-2.3%	-4.8%	-5.6%	-5.3%	-5.5%	-5.5%
<b>Y-o-y growth</b>						
Total revenues	7.0%	13.1%	-3.3%	14.0%	0.3%	10.2%
EBIT	15.6%	11.4%	-13.1%	59.3%	-9.2%	31.7%
Net income / loss	11.5%	34.7%	-27.9%	54.1%	0.0%	29.2%



## BALANCE SHEET

All figures in €'000	2018	2019	2020	2021	2022E	2023E
<b>Assets</b>						
<b>Current assets, total</b>	<b>127,787</b>	<b>136,310</b>	<b>134,624</b>	<b>166,035</b>	<b>165,527</b>	<b>184,400</b>
Cash and cash equivalents	44,579	38,656	40,482	65,971	54,818	63,172
Trade accounts and notes receivables	34,407	38,455	29,209	32,261	32,891	36,255
Inventories	8,712	10,612	8,661	6,847	8,896	9,805
Receivables relating to long term contracts	34,367	40,725	47,705	47,533	52,327	57,679
Other current assets	5,722	7,862	8,567	5,549	8,721	9,613
Assets held for sale and discontinued operations	0	0	0	7,874	7,874	7,874
<b>Non-current assets, total</b>	<b>80,884</b>	<b>112,527</b>	<b>124,775</b>	<b>118,087</b>	<b>122,617</b>	<b>129,390</b>
Property, plant and equipment	13,592	37,039	38,928	37,925	37,376	41,199
Goodwill	49,417	54,892	60,804	59,697	59,697	59,697
Other intangible assets	9,468	9,531	9,395	10,249	11,213	12,360
Associates	440	440	440	694	1,125	1,577
Deferred tax assets	7,967	10,625	15,208	9,522	13,206	14,557
<b>Total assets</b>	<b>208,671</b>	<b>248,837</b>	<b>259,399</b>	<b>284,122</b>	<b>288,144</b>	<b>313,790</b>
<b>Shareholders' equity &amp; debt</b>						
<b>Current liabilities, total</b>	<b>65,960</b>	<b>74,706</b>	<b>72,215</b>	<b>88,083</b>	<b>85,585</b>	<b>93,720</b>
Interest bearing debt	1,795	1,112	65	31	31	31
Leasing liabilities	0	5,606	5,498	6,103	6,479	7,141
Trade accounts payable	16,440	17,454	17,977	18,238	16,196	17,853
Liabilities relating to long term contracts	16,531	17,212	20,814	23,371	29,901	32,960
Provisions	0	0	3,085	2,029	2,035	2,244
Other current liabilities	31,194	33,322	24,776	32,286	24,917	27,466
Liabilities in connection with discontinued assets	0	0	0	6,025	6,025	6,025
<b>Non-current liabilities, total</b>	<b>56,081</b>	<b>79,592</b>	<b>86,861</b>	<b>81,322</b>	<b>79,722</b>	<b>83,704</b>
Interest bearing debt	0	0	168	106	817	1,922
Leasing liabilities	0	16,917	19,132	18,055	14,950	16,480
Pension provisions	51,284	54,737	56,416	53,123	53,389	53,656
Deferred tax liabilities	4,797	6,328	8,726	7,065	7,475	8,240
Other liabilities	0	1,610	582	637	748	824
Provisions	0	0	1,837	2,336	2,343	2,583
<b>Consolidated equity</b>	<b>86,630</b>	<b>94,539</b>	<b>100,323</b>	<b>114,717</b>	<b>122,837</b>	<b>136,366</b>
Shareholders' equity	86,630	94,539	100,323	114,717	122,837	136,366
Minorities	0	0	0	0	0	0
<b>Total consolidated equity and debt</b>	<b>208,671</b>	<b>248,837</b>	<b>259,399</b>	<b>284,122</b>	<b>288,144</b>	<b>313,790</b>
<b>Ratios</b>						
Current ratio (x)	1.94	1.82	1.86	1.88	1.93	1.97
Quick ratio (x)	1.81	1.68	1.74	1.81	1.83	1.86
Equity ratio	41.5%	38.0%	38.7%	40.4%	42.6%	43.5%
Net gearing	9.8%	42.0%	40.7%	10.0%	17.0%	11.8%
Equity per share (€)	5.52	6.02	6.39	7.31	7.83	8.69
Interest coverage ratio (x)	14.56	16.34	9.42	25.04	25.36	32.79
Capital employed (CE)	95,229	114,693	139,230	127,103	127,860	150,193
Return on capital employed (ROCE)	11.4%	10.5%	7.5%	13.6%	12.5%	13.7%



## CASH FLOW STATEMENT

All figures in €'000	2018	2019	2020	2021	2022E	2023E
<b>Pretax result</b>	<b>14,523</b>	<b>16,440</b>	<b>13,662</b>	<b>23,268</b>	<b>21,189</b>	<b>28,041</b>
Depreciation and amortisation	4,611	10,832	12,220	13,047	13,769	15,178
Other	-94	-1,030	-558	-1,225	-5,786	-8,039
<b>Operating cash flow</b>	<b>19,040</b>	<b>26,242</b>	<b>25,324</b>	<b>35,090</b>	<b>29,173</b>	<b>35,180</b>
Investment in working capital	-51	-13,764	-492	3,660	-13,414	-3,178
<b>Net operating cash flow</b>	<b>18,989</b>	<b>12,478</b>	<b>24,832</b>	<b>38,750</b>	<b>15,758</b>	<b>32,001</b>
Cashflow from investing	-7,424	-8,729	-13,403	-5,009	-14,185	-20,148
<b>Free cash flow</b>	<b>11,565</b>	<b>3,749</b>	<b>11,429</b>	<b>33,741</b>	<b>1,574</b>	<b>11,853</b>
Dividend paid	-3,596	-3,919	-784	-4,704	-6,264	-7,064
Share buy back	-422	-275	-9	-158	-4,710	0
New share capital	0	0	0	0	0	0
Debt financing	-827	-683	-1,057	3,506	977	1,372
Lease liabilities	0	-4,759	-5,560	-5,930	-2,729	2,192
Other	0	-544	-491	-400	0	0
<b>Cash flow from financing</b>	<b>-4,845</b>	<b>-10,180</b>	<b>-7,901</b>	<b>-7,686</b>	<b>-12,726</b>	<b>-3,499</b>
<b>Other</b>	<b>-273</b>	<b>508</b>	<b>-1,702</b>	<b>-566</b>	<b>0</b>	<b>0</b>
<b>Change in cash</b>	<b>6,447</b>	<b>-5,923</b>	<b>1,826</b>	<b>25,489</b>	<b>-11,153</b>	<b>8,354</b>
Cash, start of the year	38,132	44,579	38,656	40,482	65,971	54,818
Cash, end of the year	44,579	38,656	40,482	65,971	54,818	63,172
<b>Free cash flow per share in €</b>	<b>0.74</b>	<b>0.24</b>	<b>0.73</b>	<b>2.15</b>	<b>0.10</b>	<b>0.76</b>
<b>Y-o-y growth</b>						
Operating cash flow	21%	38%	-3%	39%	-17%	21%
Net operating cash flow	1526%	-34%	99%	56%	-59%	103%
Free cash flow	n.m.	-68%	205%	195%	-95%	653%



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Category		1	2
Current market capitalisation (in €)		0 - 2 billion	> 2 billion
Strong Buy <sup>1</sup>	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%

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

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Report No.:	Date of publication	Previous day closing price	Recommendation	Price target
Initial Report	15 July 2003	€4.96	Market Perform	€5.00
2...70	↓	↓	↓	↓
71	6 November 2019	€19.10	Add	€22.40
72	6 April 2020	€16.50	Buy	€21.20
73	2 November 2020	€23.80	Add	€26.00
74	30 March 2021	€26.50	Add	€31.00
75	3 May 2021	€31.70	Add	€33.00
76	6 December 2021	€43.50	Add	€49.00
77	12 April 2022	€38.75	Buy	€52.00
78	29 August 2022	€25.00	Buy	€40.00
79	Today	€22.95	Buy	€37.00

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