

Schloss Wachenheim AG

Germany / Food & beverages Primary exchange: Frankfurt Bloomberg: SWA GR ISIN: DE0007229007

Q3 21/22 results

RATING PRICE TARGET

BUY € 25.00

Return Potential 35.1% Risk Rating Medium

EAST CENTRAL EUROPE DENTS Q3, BUT FULL-YEAR GUIDANCE INTACT

Q3 21/22 sales and volume were nearly flat at €70.9m (FBe: €74.6m; Q3 20/21: €71.1m) and 43.2m bottles (Q3 20/21:43.4m bottles) respectively, while EBIT came in at €-0.1m (FBe: €0.3m; Q3 20/21: €1.2m). The results were below our forecast mainly because of an 8.7% fall in volume in East Central Europe. This was occasioned mainly by a very strong comparator quarter, but also by deteriorating consumer sentiment. The extent and duration of the impact of the war in Ukraine and wider supply chain issues on inflation and consumers' purchases of Schloss Wachenheim products are hard to gauge. However, we note that management has maintained fullyear 2021/22 guidance for EBIT and net profit before minorities of €26m-€28m and €18.5m-€20.5mrespectively. These figures were revised up in February at the time of the Q2 21/22 results from previous numbers of €24m-€26m and €17.0m-€19.0m respectively. We have trimmed our forecasts for both 2021/22 (while remaining within management guidance) and 2022/23, but believe the share is undervalued relative to medium term recovery prospects. We maintain our Buy recommendation but lower the price target to €25.00 (previously: €27.00).

Private label products drove Q3 21/22 volume growth in Germany Volume in Germany climbed 7.3% to 17.7m bottles in Q3 21/22 (Q3 20/21:16.5m bottles). Private label products were the main driver of volume growth. Volume of own brand products fell slightly and volume in the wine retail business also retreated, having benefitted during the prior year period from the lockdown-related closure of the hotel and gastronomy sectors. A negative shift in the product mix meant that sales underperformed volume, edging down 1.6% to €26.7m (Q3 20/21: €27.1m). Segment gross profit was flat at €12.5m athough the margin widened slightly to 46.9% (Q3 20/21: 45.9%). The stability of the gross profit did not flow through to EBIT, which fell to €-0.1m (Q3 20/21: €02m) due to higher personnel and depreciation costs. (p.t.o.)

FINANCIAL HISTORY & PROJECTIONS

	2017/18	2018/19	2019/20	2020/21	2021/22E	2022/23E
Revenue (€m)	324.53	337.16	338.21	354.58	372.73	385.69
Y-o-y growth	9.6%	3.9%	0.3%	4.8%	5.1%	3.5%
EBIT (€m)	23.83	22.98	18.97	24.42	26.03	24.19
EBIT margin	7.3%	6.8%	5.6%	6.9%	7.0%	6.3%
Net income (€m)	11.12	10.89	7.62	10.43	11.66	10.29
EPS (diluted) (€)	1.40	1.38	0.96	1.32	1.47	1.30
DPS (€)	0.50	0.50	0.40	0.50	0.50	0.50
FCF (€m)	8.80	9.27	0.23	27.35	5.43	15.99
Net gearing	23.3%	20.9%	35.9%	26.8%	25.8%	20.9%
Liquid assets (€m)	7.76	9.53	6.02	7.68	3.73	3.86

RISKS

Risks to our price target include, but are not limited to: intensification of price pressure in Germany; currency volatility on the group's East Central Europe markets.

COMPANY PROFILE

Schloss Wachenheim AG is one of the world's largest producers of sparkling wine. The company is the number three producer in its home market of Germany (37% of 2020/21 group sales) and number one in France with a 40% market share. Some 41% of group sales are generated in East Central Europe through the 61%-owned subsidiary, Ambra.

MARKET DATA	As of 16 May 2022
Closing Price	€ 18.50
Shares outstanding	7.92m
Market Capitalisation	€ 146.52m
52-week Range	€ 16.50 / 20.20
Avg. Volume (12 Months)	2,054

Multiples	2020/21	2021/22E	2022/23E
P/E	14.1	12.6	14.2
EV/Sales	0.6	0.6	0.5
EV/EBIT	8.6	8.1	8.7
Div. Yield	2.7%	2.7%	2.7%

STOCK OVERVIEW



COMPANY DATA	As of 31 Mar 2022
Liquid Assets	€ 6.86m
Current Assets	€ 189.39m
Intangible Assets	€ 95.16m
Total Assets	€ 392.35m
Current Liabilities	€ 122.82m
Shareholders' Equity	€ 223.72m

SHAREHOLDERS

Günther Reh AG 70.1% Free float 29.9%

Figure 1: Q3 21/22 results versus our forecasts

€m	Q3 21/22A	Q3 21/22E	Δ	Q3 20/21A	Δ
Sales	70.9	74.6	-5.0%	71.1	-0.4%
by region					
Germany	26.7	27.0	-1.0%	27.1	-1.6%
France	17.9	18.6	-3.7%	16.9	5.9%
East Central Europe	28.0	31.1	-9.9%	29.1	-3.6%
Eliminations	-1.8	-2.1	n.a.	-2.0	n.a.
EBIT	-0.1	0.3	n.a.	1.2	n.a.
margin (%)	-0.1%	0.4%	-	1.6%	-
by region					
Germany	-0.1	-0.8	n.a.	0.2	n.a.
margin (%)	-0.4%	-3.0%	-	0.6%	-
France	-0.1	0.2	n.a.	-0.5	n.a.
margin (%)	-0.4%	1.0%	-	-2.8%	-
East Central Europe	0.1	0.9	-84.9%	1.5	-90.8%
margin (%)	0.5%	3.0%	-	5.2%	-
Other/eliminations	0.0	0.0	n.a.	0.0	n.a.
Net profit before minorities	-0.3	0.0	n.a.	0.7	n.a.
Net profit after minorities	-0.4	-0.1	n.a.	0.0	n.a.
EPS (€)	-0.05	-0.01	n.a.	0.00	n.a.

Source: SWA; First Berlin Equity Research estimates

Collapse in exports to Russia impacted volume growth in France segment A recovery in shipments to export markets was the main driver of three consecutive quarters of double digit volume growth in the France segment between Q4 20/21 and Q2 21/22. Export business accounted for around 30% of overall segment volume during the financial year 2020/21 and Russia was the most important market. A collapse in exports to Russia from late February onwards impacted Q3 21/22 segment volume growth, which was only 0.9% to 11.4m bottles (Q3 20/21:11.3m bottles). Sales outpaced volume, growing 5.9% to €17.9m (Q3 20/21: €16.9m), due to a favourable shift in the product mix. Segment gross profit climbed 14.2% to €7.8m (Q3 20/21: €6.9m) as the margin widened to 43.7% (Q3 20/21: 40.5%). The EBIT loss narrowed to €0.1m (Q3 20/21: a loss of €0.5m).

East Central Europe volume down on very strong comparator guarter, deteriorating consumer sentiment Volume growth in East Central Europe also fell back in Q3 21/22 - in this case after four consecutive quarters of double digit growth. The prior year quarter saw particularly strong volume growth of 23.6% due mainly to booming demand for still wine in Poland and Romania, and the Christmas 2021 quarter also saw very robust volume growth of 15.9%. Volume in Q3 21/22 fell 8.7% to 15.8m bottles (Q3 20/21: 17.3m bottles). We think the volume decline was mainly due to the very strong comparator quarter, but also to deteriorating consumer sentiment. Segment sales, which were down 3.6% at €28.0m (Q3 20/21: €29.1m), fell less sharply than volume due to favourable product mix effects. Gross profit was 3.7% lower at €11.5m (Q3 20/21: €12.0m), but the margin was almost unchanged at 41.1% (Q3 20/21: 41.2%). EBIT declined to €0.1m (Q3 20/21: €1.5m) due to higher personnel, freight and advertising costs.

17 May 2022 Schloss Wachenheim AG

Q3 21/22 net gearing little changed at 28.5% (Q3 20/21: 26.7%) Q3 21/22 cash flow before changes in working capital was €3.6m (Q3 20/21: €3.8m). The decline was in line with the lower Q3 21/22 net profit before minorities of €-0.3m (Q3 20/21: €0.7m). SWA's operating cashflow is usually at its strongest during the third quarter of its financial year as receivables built up over the Christmas period are collected. We estimate that collection of receivables generated €46.8m of cashflow in Q3 21/22 (Q3 20/21: €33.7m) but the increase in cash collection from receivables was largely cancelled out by increased cash consumption by inventories. Inventories rose due to rising prices for raw wine and other important raw materials, as well as a shift in inventory policy to accommodate longer delivery times and possible supply shortages. Meanwhile, working capital liabilities consumed cash of €23.4m in Q3 21/22 (Q3 20/21: €103m) due to higher reductions in payables and other current liabilities than during the prior year quarter. Overall cash generation from working capital thus came in at €3.4m (Q3 20/21: €16.3m) and operating cashflow fell by two thirds to €7.0m (Q3 20/21: €21.1m). Cashflow from investing amounted to €-8.8m in Q3 21/22 (Q3 20/21: €-6.3m) and comprised expenditure on plant and machinery as well as other operating and business fixtures and fittings. Q3 20/21 investments included €3.6m for the acquisition of EISBERG, the leading UK alcohol-free wine brand. Q3 21/22 free cashflow was €-1.8m (Q3 20/21: €14.8m). Net debt including pension and leasing liabilities rose during the quarter by €1.9m to €63.8m, equivalent to net gearing of 28.5% (Q3 20/21: net debt including pension and leasing liabilities of €56.3m and net gearing of 26.7%).

Buy recommendation maintained, but price target lowered from €27.00 to €25.00 The 2021 grape harvest was less plentiful than in 2019 and 2020 and raw wine prices have risen along with energy, freight and packaging costs. Besides the impact of general inflation on consumer spending, SWA also faces the challenge of passing its own higher costs on to customers while minimising loss of volume. As figure 2 below shows, we have lowered our full-year and 2022/23 projections to reflect Q3 21/22 results which were below our forecasts. Nevertheless, as noted above, we still expect 2021/22 results to be line with management guidance and also believe that the Schloss Wachenheim share is undervalued relative to medium term recovery prospects. We maintain our Buy recommendation but lower the price target to €25.00 (previously: €27.00).

Figure 2: Changes to our forecasts

		2021/22E			2022/23E	
All figures in €m	old	new	Δ	old	new	Δ
Sales	379.93	372.73	-1.9%	406.68	385.69	-5.2%
by region:						
Germany	132.36	132.08	-0.2%	137.66	134.72	-2.1%
France	88.93	86.77	-2.4%	94.27	87.63	-7.0%
East Central Europe	167.40	162.30	-3.0%	184.14	172.04	-6.6%
Eliminations	-8.76	-8.41	-	-9.38	-8.70	-
EBIT	26.79	26.03	-2.8%	29.87	24.19	-19.0%
Margin	7.1%	7.0%	-	7.3%	6.3%	-
by region:						
Germany	1.88	2.57	36.9%	2.75	2.69	-2.1%
margin (%)	1.4%	1.9%	-	2.0%	2.0%	-
France	6.30	5.74	-8.8%	6.60	4.38	-33.6%
margin (%)	7.1%	6.6%	-	7.0%	5.0%	-
East Central Europe	18.71	17.82	-4.8%	20.62	17.20	-16.6%
margin (%)	11.2%	11.0%	-	11.2%	10.0%	-
Eliminations	-0.10	-0.10	n.a.	-0.11	-0.11	n.a.
Net profit before minorities	19.51	18.89	-3.2%	21.98	17.27	-21.4%
Net profit after minorities	11.92	11.66	-2.1%	13.61	10.29	-24.4%
EPS €	1.50	1.47	-2.1%	1.72	1.30	-24.4%

Source: First Berlin Equity Research estimates

17 May 2022 Schloss Wachenheim AG

DCF MODEL

All figures in EUR 000s	2021/22E	2022/23E	2023/24E	2024/25E	2025/26E	2026/27E	2027/28E	2028/29E	2029/30E	FY 30/31E	FY 31/32E
Net sales	372,733	385,688	406,892	428,758	452,243	477,485	504,632	531,259	559,692	590,065	622,528
NOPLAT	19,951	18,554	22,677	24,637	26,383	28,273	27,912	28,703	30,579	32,593	34,757
+ depreciation & amortisation	-15,684	-16,229	-17,121	-18,041	-19,029	-20,091	-21,234	-22,354	-23,550	-24,828	-26,194
Net operating cash flow	35,634	34,783	39,798	42,678	45,412	48,364	49,146	51,057	54,129	57,422	60,952
- total investments (CAPEX and WC)	-29,285	-17,667	-23,826	-33,393	-35,956	-38,284	-40,800	-41,545	-44,042	-46,720	-49,591
Capital expenditures	-19,503	-14,143	-24,688	-27,802	-29,950	-31,829	-33,857	-34,736	-36,771	-38,952	-41,289
Working capital	-9,783	-3,524	862	-5,592	-6,006	-6,455	-6,942	-6,809	-7,271	-7,767	-8,302
Free cash flows (FCF)	6,349	17,116	15,972	9,285	9,456	10,081	8,346	9,512	10,087	10,702	11,361
PV of FCF's	6,290	15,720	13,599	7,328	6,919	6,838	5,249	5,545	5,451	5,362	5,277

All figures in EUR 000s	
PV of FCFs in explicit period (2021/22-2034/35)*	103,646
PV of FCFs in terminal period	193,341
Enterprise value (EV)	296,987
Average net debt (most recent four quarters)	-60,961
Investments / minority interests	-38,025
Shareholder value	198,002

Fair value per share in EUR	25.00									
WACC	7.9%					Terminal g	growth rate			
Cost of equity	9.7%			0.5%	1.0%	1.5%	2.0%	2.5%	3.0%	3.5%
Pre-tax cost of debt	3.0%		6.4%	37.85	38.74	39.81	41.12	42.77	44.91	47.79
Tax rate	23.0%	8	6.9%	32.64	33.17	33.81	34.57	35.51	36.69	38.22
After-tax cost of debt	2.3%	ă.	7.4%	28.26	28.55	28.90	29.31	29.80	30.41	31.17
Share of equity capital	70.0%	>	7.9%	24.54	24.67	24.82	25.00	25.21	25.46	25.77
Share of debt capital	30.0%		8.4%	21.36	21.38	21.40	21.42	21.45	21.48	21.51
			8.9%	18.61	18.55	18.48	18.40	18.31	18.20	18.08
Price target in EUR	25.00		9.4%	16.21	16.10	15.97	15.83	15.66	15.47	15.25

^{*}for layout purposes the model shows numbers only to 2031/32 but runs until 2034/35



INCOME STATEMENT

17 May 2022

All figures in €000s	FY 16/17	FY 17/18	FY 18/19	FY 19/20	FY 20/21	FY 21/22E	FY 22/23E
Revenues	296,062	324,527	337,159	338,212	354,584	372,733	385,688
Change in inventories	257	3,341	107	240	-1,959	0	0
Cost of materials	-169,778	-190,920	-191,505	-192,653	-198,789	-210,221	-219,842
Gross Profit	126,541	136,948	145,761	145,799	153,836	162,512	165,846
Other operating income	4,582	7,994	3,981	5,117	4,323	4,544	4,702
Personnel expenses	-43,593	-50,249	-53,303	-56,274	-60,225	-65,000	-68,500
Depreciation	-7,844	-9,171	-9,447	-14,401	-15,151	-15,684	-16,229
Other operating expenses	-57,505	-61,694	-64,016	-61,272	-58,359	-60,344	-61,631
Operating Income (EBIT)	22,181	23,828	22,976	18,969	24,424	26,028	24,188
Associates	-6	-1	-27	0	77	193	200
Net interest income	-1,102	-1,554	-1,291	-1,818	-1,509	-1,574	-1,868
Pretax profit (EBT)	21,073	22,273	21,658	17,151	22,992	24,647	22,520
Taxes	-5,361	-5,900	-5,657	-4,160	-5,339	-5,755	-5,245
Net profit before minorities	15,712	16,373	16,001	12,991	17,653	18,892	17,275
Minorities	-4,211	-5,258	-5,111	-5,376	-7,227	-7,229	-6,980
Net attributable profit	11,501	11,115	10,890	7,615	10,426	11,663	10,295
EPS (€)	1.45	1.40	1.38	0.96	1.32	1.47	1.30
EBITDA	30,025	32,999	32,423	33,370	39,575	41,712	40,417
Ratios							
Gross margin	42.7%	42.2%	43.2%	43.1%	43.4%	43.6%	43.0%
EBITDA margin on revenues	10.1%	10.2%	9.6%	9.9%	11.2%	11.2%	10.5%
EBIT margin on revenues	7.5%	7.3%	6.8%	5.6%	6.9%	7.0%	6.3%
Net margin on revenues	5.3%	5.0%	4.7%	3.8%	5.0%	5.1%	4.5%
Tax rate	25.4%	26.5%	26.1%	24.3%	23.2%	23.3%	23.3%
Expenses as % of revenues							
Personnel costs	-14.7%	-15.5%	-15.8%	-16.6%	-17.0%	-17.4%	-17.8%
Depreciation	-2.6%	-2.8%	-2.8%	-4.3%	-4.3%	-4.2%	-4.2%
Other operating expenses	-19.4%	-19.0%	-19.0%	-18.1%	-16.5%	-16.2%	-16.0%
Y-Y Growth							
Revenues	1.0%	9.6%	3.9%	0.3%	4.8%	5.1%	3.5%
Operating income	9.1%	7.4%	-3.6%	-17.4%	28.8%	6.6%	-7.1%
Net profit before minorities	16.0%	-100.0%	-2.3%	-18.8%	35.9%	7.0%	-8.6%



All figures in €000s	FY 16/17	FY 17/18	FY 18/19	FY 19/20	FY 20/21	FY 21/22E	FY 22/23E
Assets							
Current assets, total	155,088	172,510	175,357	179,512	179,147	189,065	195,636
Cash and cash equivalents	5,700	7,760	9,531	6,015	7,680	3,727	3,857
Other receivables and short-term assets	5,508	7,349	7,861	6,854	9,093	9,558	9,891
Trade accounts and notes receivables	56,362	58,697	53,563	51,427	53,753	56,504	58,468
Inventories	87,518	98,704	104,402	115,216	108,621	119,275	123,420
Non-Current Assets, total	158,818	165,328	170,751	193,261	198,884	202,434	200,588
Property, plant and equipment	72,431	70,292	75,744	92,659	97,513	100,638	99,507
Goodwill + intangible assets	78,557	89,145	88,862	93,469	96,082	96,776	95,821
Other financial assets	5,654	5,403	5,051	3,795	3,709	3,902	4,102
Deferred taxes + prepaid expenses	481	488	1,094	1,822	1,580	1,118	1,157
Long term assets for sale	1,695	0	0	1,516	0	0	0
Total Assets	313,906	337,838	346,108	372,773	378,031	391,499	396,223
Shareholders' equity & debt							
Current Liabilities, total	97,782	104,645	109,987	117,850	115,034	118,138	116,690
Current provisions	3,020	3,846	4,425	5,661	7,422	7,724	7,912
Short-term financial debt	28,221	25,265	28,099	40,319	28,849	27,620	23,105
Trade payables	37,434	41,423	44,185	41,498	44,734	47,024	48,658
Prepayments, deferred charges & other liabilities	29,107	34,111	33,278	30,372	34,029	35,771	37,014
Long term liabilities, total	32,443	41,626	34,197	50,704	48,003	43,549	39,304
Long-term financial debt	20,982	24,470	20,886	36,705	34,121	32,873	28,336
Pension accruals and similar liabilities	2,970	2,750	2,763	2,396	2,405	2,549	2,702
Other long-term debt	804	4,919	1,063	1,590	1,095	1,151	1,191
Deferred taxes	7,687	9,487	9,485	10,013	10,382	6,976	7,074
Shareholders' equity	152,431	158,571	165,950	167,773	174,547	182,135	185,574
Minority interests	31,250	32,996	35,974	36,446	40,447	47,676	54,656
Total shareholders' equity & debt	313,906	337,838	346,108	372,773	378,031	391,499	396,223
Ratios							
Current ratio (x)	1.59	1.65	1.59	1.52	1.56	1.60	1.68
Quick ratio (x)	0.69	0.71	0.65	0.55	0.61	0.59	0.62
Financial leverage (including pension liabilities)	25.3%	23.3%	20.9%	35.9%	26.8%	25.8%	20.9%
Book value per share (€)	19.25	20.02	20.95	21.18	22.04	22.99	23.43
Net debt (including pension liabilities)	46,473	44,725	42,217	73,405	57,695	59,315	50,287
Return on equity (ROE)	6.5%	5.9%	5.5%	3.7%	5.0%	5.2%	4.4%

Schloss Wachenheim AG

CASH FLOW STATEMENT

All figures in €000s	FY 16/17	FY 17/18	FY 18/19	FY 19/20	FY 20/21	FY 21/22E	FY 22/23E
Net profit before minorities	15,712	16,373	16,001	12,991	17,653	18,892	17,275
Depreciation and amortisation	7,844	9,171	9,447	14,401	15,151	15,684	16,229
Change in working capital	-662	-3,128	1,230	-13,229	10,867	-9,783	-3,524
Other	1,775	-1,659	345	-1,204	-1,015	144	153
Operating cash flow	24,669	20,757	27,023	12,959	42,656	24,937	30,132
CAPEX	-14,838	-15,049	-18,092	-13,183	-18,165	-19,503	-14,143
Fixed asset sales	565	3,095	337	458	2,862	0	0
Investing cash flow	-14,273	-11,954	-17,755	-12,725	-15,303	-19,503	-14,143
Free cash flow	10,396	8,803	9,268	234	27,353	5,435	15,989
Change in financial liabilities	-1,602	-479	-750	2,883	-19,377	-2,477	-9,051
Dividends to shareholders	-3,406	-3,802	-3,960	-3,960	-3,168	-3,960	-3,960
Dividends to susbidiaries of minorities	-2,657	-2,920	-2,601	-2,950	-3,048	-2,950	-2,848
Other	0	209	0	0	0	0	0
Financing cash flow	-7,665	-6,992	-7,311	-4,027	-25,593	-9,387	-15,860
Change in cash	2,731	1,811	1,957	-3,793	1,760	-3,953	130
Consolidation; exchange rate effects	-173	249	-186	277	-95	0	0
Liquid funds, start of the year	3,142	5,700	7,760	9,531	6,015	7,680	3,727
Liquid funds, end of the year	5,700	7,760	9,531	6,015	7,680	3,727	3,857
Free cash flow per share (€)	1.31	1.11	1.17	0.03	3.45	0.69	2.02
Y-Y growth							
Operating cash flow	58.1%	-15.9%	30.2%	-52.0%	229.2%	-41.5%	20.8%
Free cash flow	322.6%	-15.3%	5.3%	-97.5%	11589.3%	-80.1%	194.2%
Financial cash flow	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.



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: <u>info@firstberlin.com</u>

Amtsgericht Berlin Charlottenburg HR B 103329 B

UST-Id.: 251601797

Ggf. Inhaltlich Verantwortlicher gem. § 6 MDStV

First Berlin Equity Research GmbH

Authored by: Simon Scholes, Analyst

All publications of the last 12 months were authored by Simon Scholes.

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

The production of this recommendation was completed on 17 May 2022 at 13:32

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 Schloss Wachenheim 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 Schloss Wachenheim 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 Schloss Wachenheim 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 Schloss Wachenheim 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 is 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 $\in 0 - \in 2$ billion, and Category 2 companies have a market capitalisation of $> \in 2$ 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	19 July 2007	€10.00	Hold	€10.75
247	\downarrow	\downarrow	↓	↓
48	15 May 2020	€12.40	Buy	€18.90
49	28 September 2020	€15.70	Buy	€20.00
50	18 November 2020	€15.30	Buy	€20.00
51	19 February 2021	€14.80	Buy	€21.00
52	17 May 2021	€16.60	Buy	€22.00
53	28 September 2021	€19.40	Buy	€25.00
54	15 November 2021	€20.20	Buy	€26.00
55	25 February 2022	€18.80	Buy	€27.00
56	Today	€18.50	Buy	€25.00

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-a-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.