

<p>Buy</p> <p>EUR 70.00</p>	<p>Value Indicators: EUR</p> <p>DCF: 70.84</p> <p>FCF-Value Potential avg.: 76.59</p>	<p>Share data:</p> <p>Bloomberg: CWC GR</p> <p>Reuters: CWCG</p> <p>ISIN: DE0005403901</p>	<p>Description:</p> <p>Europe's leading industrial photofinisher and provider of personalised photo products</p>
	<p>Market Snapshot: EUR m</p> <p>Market cap: 379</p> <p>No. of shares (m): 7</p> <p>EV: 379</p> <p>Freefloat MC: 264</p> <p>Ø Trad. Vol. (30d; EUR): 849.76 th</p>	<p>Shareholders:</p> <p>Freefloat: 69.8 %</p> <p>Comm. heirs Senator: 27.4 %</p> <p>CeWe Stiftung & Co. KGaA: 2.8 %</p>	<p>Risk Profile (WRe): 2015e</p> <p>Beta: 1.1</p> <p>Price / Book: 2.2 x</p> <p>Equity Ratio: 52 %</p> <p>Net Debt / EBITDA: 0.0 x</p>
<p>Price: EUR 57.81</p> <p>Upside: 21.1 %</p>			

Q1 2015 release - of minor significance and in line with expectations

<p>Stated Figures Q1/2015:</p>					<p>Comment on Figures:</p> <ul style="list-style-type: none"> Q1 sales increase of almost 4% to EUR 107m, which was a result of two contrasting effects. On the one hand CEWE had an ongoing positive performance in the PHOTOFINISHING segment, (Q1 sales: +7.5% to EUR 75.5m). Furthermore, Online Printing grew by 9.5% to EUR 17.9m (ramp-up of the business). On the other hand the Retail business fell clearly below last year's figure given CEWE's discontinuation of the wholesale business (Q1 sales: EUR 13.4m; -18%) 				
FY End: 31.12. in EUR m	Q1 15	Q1 15e	Q1 14	yoy	15e	14	yoy		
Sales	107	106	103	4 %	528	524	1 %		
EBIT	-3	-4	-4	n.a.	36	33	11 %		
Margin	-3.3 %	-3.3 %	-4.1 %		6.8 %	6.2 %			
Net income	-4	-4	-4	n.a.	24	21	11 %		
Margin	-3.4 %	-3.4 %	-4.1 %		4.5 %	4.1 %			
EPS	-0.51	-0.51	-0.64	n.a.	3.37	3.07	10 %		

This morning, **CEWE reported its Q1 2015 figures, which were completely in line with what we had expected.** A conference call was already held today at 10 am CET.

Traditionally, the first quarter is of minor significance since CEWE generates its entire full-year EBIT (or even more) in the fourth quarter, given the nature of the business. **Q1 sales increase by almost 4% to EUR 107m**, triggered by solid growth rates in CEWE'S PHOTOFINISHING and Online Printing business.

Typical seasonal effects led to the expected negative earnings contribution in the first quarter. Hence, **Q1 2015 EBIT amounted to EUR – 3.5m**, which however, is a slight improvement in comparison to Q1 2014 (EUR -4.2m). This was mainly triggered by the anticipated good performance in PHOTOFINISHING, where losses were reduced to EUR -1.1m, from EUR -2.3m in Q1 2014. Additionally, it has to be mentioned that **group EBIT included negative one-off effects of EUR 1m** for the closure of a call-centre unit in Dresden as well as for restructuring the retail business in Poland.

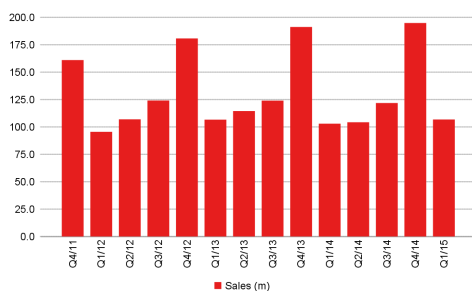
CEWE sold 1.16m CEWE PHOTOBOKS in the first quarter of FY 2015, which is just a slight increase of 1.6%. Nevertheless, the **revenue per photo increased substantially once again to 16.25 eurocent** (+8.6% in comparison to Q1 2014) which indicates the ongoing shift towards the CEWE brand and value-added products.

Given that CEWE's start to the year was as expected, **the company reiterated its full-year guidance** and hence is targeting FY 2015 sales of EUR 515-535m; EBIT in the range of EUR 32-38m as well as EPS in between EUR 2.87-3.45.

Although today's figures do not really serve as a real indication for the company's full-year development, we see the company to be on the right track towards meeting its FY 2015 guidance given the outstanding management track record in recent years. Hence, **we are sticking to our current model assumptions and our PT of EUR 70** which indicates another upside potential of more than 20%. **The Buy rating is being reiterated.**

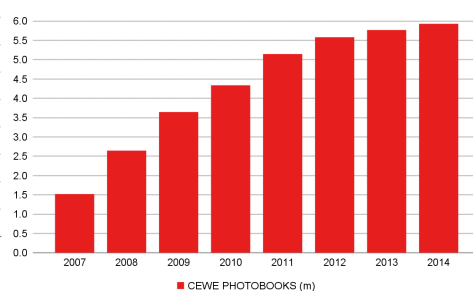
	FY End: 31.12. in EUR m	CAGR (14-17e)	2011	2012	2013	2014	2015e	2016e	2017e
	Sales	1.6 %	469	507	536	524	528	540	550
Change Sales yoy		5.0 %	8.1 %	5.7 %	-2.3 %	0.8 %	2.2 %	1.9 %	
Gross profit margin		63.2 %	63.6 %	64.8 %	69.2 %	69.0 %	69.1 %	69.3 %	
EBITDA	9.7 %	64	66	67	66	73	79	87	
Margin		13.6 %	13.0 %	12.5 %	12.6 %	13.8 %	14.7 %	15.9 %	
EBIT	12.4 %	30	29	29	33	36	39	46	
Margin		6.4 %	5.7 %	5.4 %	6.2 %	6.8 %	7.3 %	8.4 %	
Net income	16.2 %	19	19	22	21	24	26	34	
EPS	15.7 %	2.84	2.88	3.39	3.07	3.37	3.73	4.75	
EPS adj.	16.0 %	2.84	2.88	3.51	3.00	3.29	3.66	4.68	
DPS	7.0 %	1.40	1.45	1.50	1.55	1.75	1.90	1.90	
Dividend Yield		4.5 %	4.6 %	4.2 %	3.0 %	3.0 %	3.3 %	3.3 %	
FCFPS		4.58	2.69	1.98	5.14	1.91	2.84	4.56	
EV / Sales		0.4 x	0.5 x	0.5 x	0.7 x	0.8 x	0.7 x	0.7 x	
EV / EBITDA		3.3 x	3.6 x	4.1 x	5.4 x	5.6 x	5.1 x	4.4 x	
EV / EBIT		6.9 x	8.3 x	9.5 x	11.0 x	11.3 x	10.3 x	8.3 x	
P / E		10.9 x	10.9 x	10.6 x	16.7 x	17.2 x	15.5 x	12.2 x	
P / E adj.		10.9 x	10.9 x	10.2 x	17.1 x	17.6 x	15.8 x	12.4 x	
FCF Yield Potential		13.2 %	12.2 %	8.7 %	5.7 %	6.7 %	8.3 %	10.8 %	
Net Debt		5	36	41	2	0	-7	-25	
ROE		15.3 %	15.0 %	16.3 %	13.5 %	13.3 %	14.1 %	17.3 %	
ROCE (NOPAT)		14.5 %	13.9 %	13.6 %	12.3 %	13.9 %	15.1 %	19.6 %	
Guidance:	2015: sales EUR 515-535m; EBIT EUR 32-38m; EPS EUR 2.87-3.45								

Sales development
in EUR m



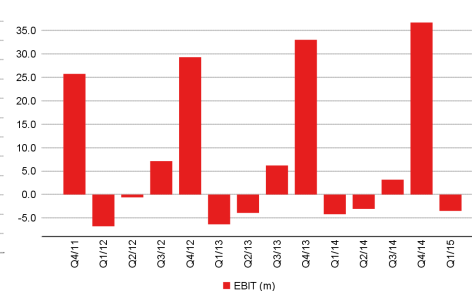
Source: Warburg Research

Number of CEWE PHOTOBOOKS
2014; in million units



Source: Warburg Research

EBIT development
in EUR m



Source: Warburg Research

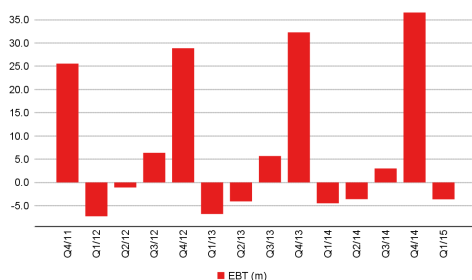
Company Background

- CEWE is Europe's largest industrial photofinisher with a market share of ca. 40%. The company mainly develops digital photographs in 19 photo labs across Europe.
- The company also sells personalised photo products and, with the CEWE PHOTOBOOK, is the best-known and most successful producer of photobooks.
- In Scandinavia and Central and Eastern Europe (Slovakia, Czech Republic, Poland) CEWE also sells cameras and photo accessories in more than 200 retail stores.
- With ca. 34,000 trade customers (drug stores, photographic retailers, internet partners) CEWE has the broadest base of outlets of all photo finishers, supplying a total of 24 European countries.
- The products are distributed via trading partners and over the internet.

Competitive Quality

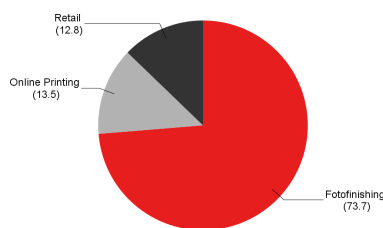
- CEWE has the broadest distribution base of all industrial photofinishers. The dense regional presence facilitates rapid market-share gains.
- CEWE's distribution base of more than 34,000 trade partners represents a significant competitive advantage in the digital market, as it enables broad market coverage.
- The company has a clear competitive advantage with its high brand awareness in Europe (mainly thanks to the CEWE PHOTOBOOK).
- The broad range of products and the resulting higher revenues per photo secure CEWE's strong market position in a highly competitive market.
- The digital online printing business broadens the company's customer base and offers synergies with the company's ancestral business

EBT development
in EUR m



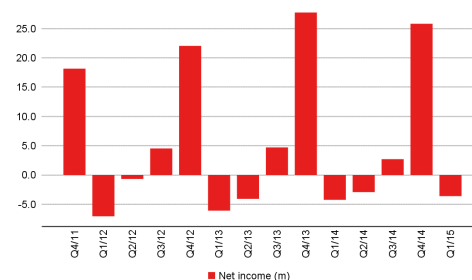
Source: Warburg Research

Sales by segments
2014; in %



Source: Warburg Research

Net income development
in EUR m



Source: Warburg Research

DCF model

Figures in EUR m	Detailed forecast period			Transitional period										Term. Value
	2015e	2016e	2017e	2018e	2019e	2020e	2021e	2022e	2023e	2024e	2025e	2026e	2027e	
Sales	528	540	550	561	572	584	595	607	619	632	644	657	670	
Sales change	0.8 %	2.2 %	1.9 %	2.0 %	2.0 %	2.0 %	2.0 %	2.0 %	2.0 %	2.0 %	2.0 %	2.0 %	2.0 %	2.0 %
EBIT	36	39	46	45	43	41	42	43	43	41	42	36	37	
EBIT-margin	6.8 %	7.3 %	8.4 %	8.0 %	7.5 %	7.0 %	7.0 %	7.0 %	7.0 %	6.5 %	6.5 %	5.5 %	5.5 %	
Tax rate (EBT)	30.6 %	29.4 %	24.7 %	30.0 %	30.0 %	30.0 %	30.0 %	30.0 %	30.0 %	30.0 %	30.0 %	30.0 %	30.0 %	
NOPAT	25	28	35	31	30	29	29	30	30	29	29	25	26	
Depreciation	37	40	41	42	43	44	45	43	40	38	39	39	40	
in % of Sales	7.0 %	7.4 %	7.5 %	7.5 %	7.5 %	7.5 %	7.5 %	7.0 %	6.5 %	6.0 %	6.0 %	6.0 %	6.0 %	
Changes in provisions	1	1	1	-4	0	0	0	0	0	0	0	0	0	
Change in Liquidity from														
- Working Capital	13	2	1	0	1	-2	1	-2	1	-2	1	-2	1	
- Capex	35	35	35	36	40	44	45	43	40	38	39	39	40	
Capex in % of Sales	6.6 %	6.5 %	6.4 %	6.5 %	7.0 %	7.5 %	7.5 %	7.0 %	6.5 %	6.0 %	6.0 %	6.0 %	6.0 %	
Other	0	0	0	0	0	0	0	0	0	0	0	0	0	
Free Cash Flow (WACC Model)	15	31	41	32	32	31	29	32	30	31	29	28	25	17
PV of FCF	14	29	35	26	25	22	19	21	18	18	15	14	12	199
share of PVs	16.64 %			40.75 %										42.61 %

Model parameter

Derivation of WACC:		Derivation of Beta:	
Debt ratio	55.00 %	Financial Strength	1.10
Cost of debt (after tax)	4.9 %	Liquidity (share)	1.10
Market return	7.00 %	Cyclicality	1.10
Risk free rate	1.50 %	Transparency	1.10
		Others	1.10
WACC	6.09 %	Beta	1.10

Valuation (m)

Present values 2027e	268		
Terminal Value	199		
Financial liabilities	8		
Pension liabilities	22		
Hybrid capital	0		
Minority interest	0		
Market val. of investments	0		
Liquidity	28	No. of shares (m)	6.6
Equity Value	464	Value per share (EUR)	70.84

Sensitivity Value per Share (EUR)

Beta	WACC	Terminal Growth							Beta	WACC	Delta EBIT-margin						
		1.25 %	1.50 %	1.75 %	2.00 %	2.25 %	2.50 %	2.75 %			-1.5 pp	-1.0 pp	-0.5 pp	+0.0 pp	+0.5 pp	+1.0 pp	+1.5 pp
1.50	7.1 %	57.24	58.09	59.01	60.02	61.14	62.38	63.76	1.50	7.1 %	42.85	48.57	54.30	60.02	65.75	71.47	77.20
1.30	6.6 %	61.31	62.39	63.57	64.89	66.35	68.00	69.86	1.30	6.6 %	45.88	52.22	58.55	64.89	71.22	77.56	83.89
1.20	6.3 %	63.62	64.84	66.20	67.71	69.40	71.31	73.50	1.20	6.3 %	47.63	54.32	61.01	67.71	74.40	81.09	87.78
1.10	6.1 %	66.14	67.54	69.09	70.84	72.81	75.06	77.64	1.10	6.1 %	49.56	56.65	63.75	70.84	77.93	85.02	92.12
1.00	5.8 %	68.92	70.52	72.32	74.35	76.67	79.33	82.42	1.00	5.8 %	51.71	59.26	66.81	74.35	81.90	89.44	96.99
0.90	5.6 %	71.99	73.84	75.93	78.32	81.06	84.24	87.99	0.90	5.6 %	54.13	62.20	70.26	78.32	86.38	94.44	102.50
0.70	5.1 %	79.24	81.77	84.68	88.06	92.04	96.78	102.53	0.70	5.1 %	60.03	69.37	78.72	88.06	97.40	106.75	116.09

- Long-term growth rate assumptions reflect market growth - CEWE expected to grow faster
- Beta of 1.1 despite the defensive business model
- Declining margin assumption due to highly competitive market

Free Cash Flow Value Potential

Warburg Research's valuation tool "FCF Value Potential" reflects the ability of the company to generate sustainable free cash flows. It is based on the "FCF potential" - a FCF "ex growth" figure - which assumes unchanged working capital and pure maintenance capex. A value indication is derived via the perpetuity of a given year's "FCF potential" with consideration of the weighted costs of capital. The fluctuating value indications over time add a timing element to the DCF model (our preferred valuation tool).

in EUR m	2011	2012	2013	2014	2015e	2016e	2017e	
Net Income before minorities	19	19	22	21	24	26	34	
+ Depreciation + Amortisation	33	37	38	33	37	40	41	
- Net Interest Income	-1	-2	-2	-1	-2	-2	-2	
- Maintenance Capex	26	29	38	35	35	35	35	
+ Other	0	0	0	0	0	0	0	
= Free Cash Flow Potential	27	29	24	21	28	33	41	
Free Cash Flow Yield Potential	13.2 %	12.2 %	8.7 %	5.7 %	6.7 %	8.3 %	10.8 %	
WACC	6.09 %	6.09 %	6.09 %	6.09 %	6.09 %	6.09 %	6.09 %	
= Enterprise Value (EV)	207	241	276	359	409	402	383	
= Fair Enterprise Value	448	482	396	338	453	544	678	
- Net Debt (Cash)	-20	-20	-20	-20	-22	-30	-49	
- Pension Liabilities	22	22	22	22	23	23	24	
- Other	0	0	0	0	0	0	0	
- Market value of minorities	0	0	0	0	0	0	0	
+ Market value of investments	0	0	0	0	0	0	0	
= Fair Market Capitalisation	446	480	394	335	452	551	703	
No. of shares (total) (m)	7	7	7	7	7	7	7	
= Fair value per share (EUR)	68.09	73.24	60.19	51.20	69.06	84.12	107.36	
premium (-) / discount (+) in %					19.5 %	45.5 %	85.7 %	
Sensitivity Fair value per Share (EUR)								
	9.09 %	45.52	48.97	40.23	34.20	46.27	56.71	73.19
	8.09 %	51.19	55.06	45.24	38.47	51.99	63.59	81.76
	7.09 %	58.45	62.87	51.66	43.94	59.32	72.41	92.76
WACC	6.09 %	68.09	73.24	60.19	51.20	69.06	84.12	107.36
	5.09 %	81.53	87.68	72.07	61.32	82.63	100.44	127.69
	4.09 %	101.53	109.19	89.76	76.38	102.83	124.73	157.97
	3.09 %	134.46	144.60	118.89	101.19	136.10	164.72	207.82

- After transition from analog to digital high cash flow can be expected in the future
- Significant upside potential despite high investments in particular for the online printing business

Valuation							
	2011	2012	2013	2014	2015e	2016e	2017e
Price / Book	1.7 x	1.6 x	1.6 x	2.1 x	2.2 x	2.2 x	2.0 x
Book value per share ex intangibles	15.17	12.27	14.84	18.56	19.88	20.25	21.91
EV / Sales	0.4 x	0.5 x	0.5 x	0.7 x	0.8 x	0.7 x	0.7 x
EV / EBITDA	3.3 x	3.6 x	4.1 x	5.4 x	5.6 x	5.1 x	4.4 x
EV / EBIT	6.9 x	8.3 x	9.5 x	11.0 x	11.3 x	10.3 x	8.3 x
EV / EBIT adj.*	6.9 x	8.3 x	9.5 x	11.0 x	11.3 x	10.3 x	8.3 x
P / FCF	6.7 x	11.7 x	18.1 x	10.0 x	30.3 x	20.4 x	12.7 x
P / E	10.9 x	10.9 x	10.6 x	16.7 x	17.2 x	15.5 x	12.2 x
P / E adj.*	10.9 x	10.9 x	10.2 x	17.1 x	17.6 x	15.8 x	12.4 x
Dividend Yield	4.5 %	4.6 %	4.2 %	3.0 %	3.0 %	3.3 %	3.3 %
Free Cash Flow Yield Potential	13.2 %	12.2 %	8.7 %	5.7 %	6.7 %	8.3 %	10.8 %
*Adjustments made for: -							

Company Specific Items							
	2011	2012	2013	2014	2015e	2016e	2017e
CEWE PHOTOBOOKS	5,146,000	5,581,000	5,768,000	5,929,000	6,050,000	6,200,000	6,250,000

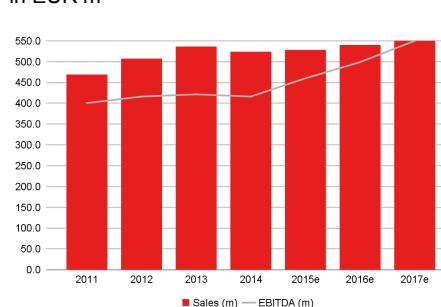
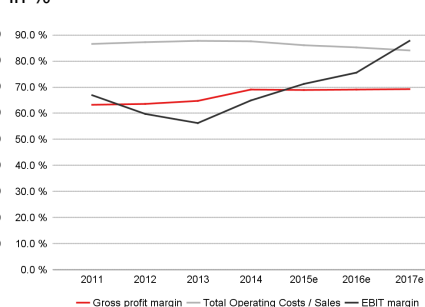
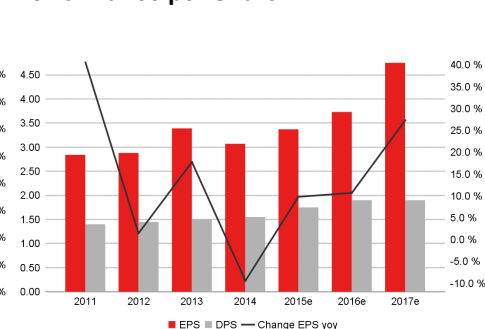
Consolidated profit & loss

In EUR m	2011	2012	2013	2014	2015e	2016e	2017e
Sales	469	507	536	524	528	540	550
Change Sales yoy	5.0 %	8.1 %	5.7 %	-2.3 %	0.8 %	2.2 %	1.9 %
Increase / decrease in inventory	0	0	0	0	0	0	0
Own work capitalised	1	1	1	1	0	0	0
Total Sales	470	508	538	525	528	540	550
Material Expenses	174	186	190	163	164	167	169
Gross profit	296	323	348	362	364	373	381
<i>Gross profit margin</i>	<i>63.2 %</i>	<i>63.6 %</i>	<i>64.8 %</i>	<i>69.2 %</i>	<i>69.0 %</i>	<i>69.1 %</i>	<i>69.3 %</i>
Personnel expenses	109	122	130	136	136	136	137
Other operating income	23	30	25	21	22	23	24
Other operating expenses	147	164	175	182	177	181	180
Unfrequent items	0	0	0	0	0	0	0
EBITDA	64	66	67	66	73	79	87
<i>Margin</i>	<i>13.6 %</i>	<i>13.0 %</i>	<i>12.5 %</i>	<i>12.6 %</i>	<i>13.8 %</i>	<i>14.7 %</i>	<i>15.9 %</i>
Depreciation of fixed assets	32	37	38	33	37	40	41
EBITA	31	29	29	33	36	39	46
Amortisation of intangible assets	1	0	0	0	0	0	0
Goodwill amortization	0	0	0	0	0	0	0
EBIT	30	29	29	33	36	39	46
<i>Margin</i>	<i>6.4 %</i>	<i>5.7 %</i>	<i>5.4 %</i>	<i>6.2 %</i>	<i>6.8 %</i>	<i>7.3 %</i>	<i>8.4 %</i>
EBIT adj.	30	29	29	33	36	39	46
Interest income	0	0	0	0	0	0	0
Interest expenses	1	3	2	1	2	2	2
Other financial income (loss)	0	0	0	0	0	0	0
EBT	29	27	27	31	34	37	45
<i>Margin</i>	<i>6.2 %</i>	<i>5.3 %</i>	<i>5.1 %</i>	<i>6.0 %</i>	<i>6.5 %</i>	<i>6.9 %</i>	<i>8.1 %</i>
Total taxes	11	8	5	10	11	11	11
Net income from continuing operations	19	19	22	21	24	26	34
Income from discontinued operations (net of tax)	0	0	0	0	0	0	0
Net income before minorities	19	19	22	21	24	26	34
Minority interest	0	0	0	0	0	0	0
Net income	19	19	22	21	24	26	34
<i>Margin</i>	<i>4.0 %</i>	<i>3.7 %</i>	<i>4.2 %</i>	<i>4.1 %</i>	<i>4.5 %</i>	<i>4.9 %</i>	<i>6.1 %</i>
Number of shares, average	7	7	7	7	7	7	7
EPS	2.84	2.88	3.39	3.07	3.37	3.73	4.75
EPS adj.	2.84	2.88	3.51	3.00	3.29	3.66	4.68

*Adjustments made for:

Guidance: 2015: sales EUR 515-535m; EBIT EUR 32-38m; EPS EUR 2.87-3.45
Financial Ratios

	2011	2012	2013	2014	2015e	2016e	2017e
Total Operating Costs / Sales	86.6 %	87.2 %	87.8 %	87.6 %	86.2 %	85.3 %	84.1 %
Operating Leverage	1.4 x	-0.4 x	-0.1 x	-5.5 x	12.5 x	3.8 x	9.9 x
EBITDA / Interest expenses	45.3 x	26.2 x	30.9 x	46.6 x	36.5 x	36.0 x	39.7 x
Tax rate (EBT)	36.3 %	29.9 %	17.7 %	32.1 %	30.6 %	29.4 %	24.7 %
Dividend Payout Ratio	49.3 %	50.3 %	44.2 %	50.4 %	52.0 %	50.9 %	40.0 %
Sales per Employee	166,151	153,461	158,296	150,844	148,407	148,022	147,086

Sales, EBITDA
in EUR m

Operating Performance
in %

Performance per Share


Source: Warburg Research

Source: Warburg Research

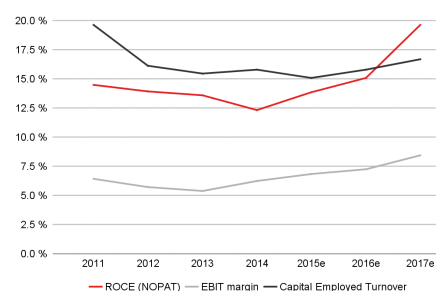
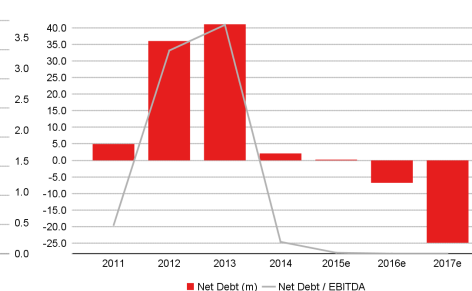
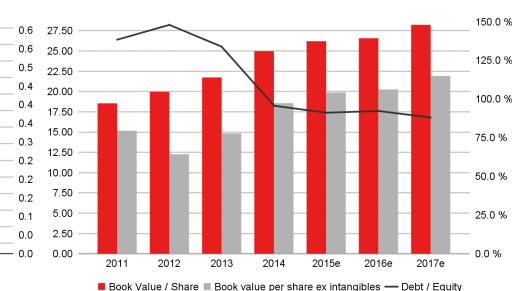
Source: Warburg Research

Consolidated balance sheet

In EUR m	2011	2012	2013	2014	2015e	2016e	2017e
Assets							
Goodwill and other intangible assets	22	50	45	45	45	45	45
thereof other intangible assets	13	22	20	19	19	19	19
thereof Goodwill	9	29	25	25	25	25	25
Property, plant and equipment	79	101	99	103	101	96	90
Financial assets	5	5	5	8	8	8	8
Other long-term assets	0	0	0	0	0	0	0
Fixed assets	106	156	149	155	153	148	142
Inventories	48	63	59	49	64	67	68
Accounts receivable	78	72	89	84	87	89	90
Liquid assets	31	13	14	28	27	34	53
Other short-term assets	27	19	23	23	23	22	22
Current assets	183	167	185	184	200	212	232
Total Assets	290	324	334	340	354	361	375
Liabilities and shareholders' equity							
Subscribed capital	19	19	19	19	19	19	19
Capital reserve	56	56	57	69	69	69	69
Retained earnings	71	79	90	94	105	108	120
Other equity components	-24	-24	-23	-9	-9	-9	-9
Shareholder's equity	121	130	143	174	185	188	199
Minority interest	0	0	0	0	0	0	0
Total equity	121	130	143	174	185	188	199
Provisions	25	27	27	30	31	31	32
thereof provisions for pensions and similar obligations	12	18	18	22	23	23	24
Financial liabilities (total)	24	31	37	8	4	4	4
thereof short-term financial liabilities	7	8	26	2	2	1	1
Accounts payable	90	102	101	96	101	104	105
Other liabilities	29	32	26	32	33	34	35
Liabilities	168	193	191	166	169	173	175
Total liabilities and shareholders' equity	290	324	334	340	354	361	375

Financial Ratios

	2011	2012	2013	2014	2015e	2016e	2017e
Efficiency of Capital Employment							
Operating Assets Turnover	4.1 x	3.8 x	3.7 x	3.8 x	3.5 x	3.7 x	3.9 x
Capital Employed Turnover	3.7 x	3.0 x	2.9 x	3.0 x	2.9 x	3.0 x	3.2 x
ROA	17.5 %	12.1 %	14.9 %	13.7 %	15.5 %	17.8 %	23.5 %
Return on Capital							
ROCE (NOPAT)	14.5 %	13.9 %	13.6 %	12.3 %	13.9 %	15.1 %	19.6 %
ROE	15.3 %	15.0 %	16.3 %	13.5 %	13.3 %	14.1 %	17.3 %
Adj. ROE	15.3 %	15.0 %	16.9 %	13.2 %	13.0 %	13.9 %	17.1 %
Balance sheet quality							
Net Debt	5	36	41	2	0	-7	-25
Net Financial Debt	-7	18	23	-20	-22	-30	-49
Net Gearing	4.1 x	27.6 %	28.8 %	1.2 %	0.1 %	-3.6 %	-12.5 %
Net Fin. Debt / EBITDA	n.a.	27.4 %	34.6 %	n.a.	n.a.	n.a.	n.a.
Book Value / Share	18.5	20.0	21.7	25.0	26.2	26.6	28.2
Book value per share ex intangibles	15.2	12.3	14.8	18.6	19.9	20.3	21.9

ROCE Development

Net debt in EUR m

Book Value per Share in EUR


Source: Warburg Research

Source: Warburg Research

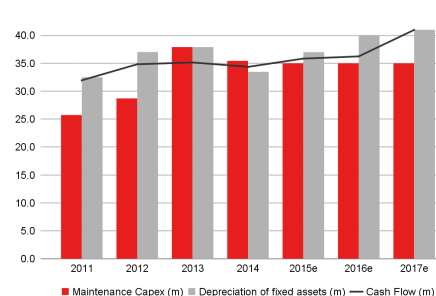
Source: Warburg Research

Consolidated cash flow statement

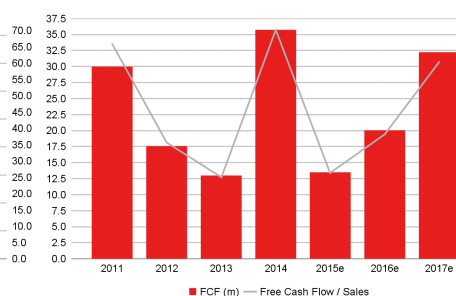
In EUR m	2011	2012	2013	2014	2015e	2016e	2017e
Net income	19	19	22	21	24	26	34
Depreciation of fixed assets	32	37	38	33	37	40	41
Amortisation of goodwill	0	0	0	0	0	0	0
Amortisation of intangible assets	1	0	0	0	0	0	0
Increase/decrease in long-term provisions	1	6	0	4	1	1	1
Other non-cash income and expenses	2	-3	0	0	0	-5	-5
Cash Flow	55	60	60	59	61	62	70
Increase / decrease in inventory	2	-15	4	10	-15	-3	-1
Increase / decrease in accounts receivable	-6	6	-17	4	-3	-2	-1
Increase / decrease in accounts payable	8	12	-1	-5	5	3	1
Increase / decrease in other working capital positions	1	-11	2	3	0	-5	-2
Increase / decrease in working capital (total)	5	-8	-12	12	-13	-7	-3
Net cash provided by operating activities	60	51	48	71	48	55	67
Investments in intangible assets	0	0	0	0	0	0	0
Investments in property, plant and equipment	-30	-34	-35	-35	-35	-35	-35
Payments for acquisitions	0	-24	0	0	0	0	0
Financial investments	0	0	-1	-2	0	0	0
Income from asset disposals	0	12	1	-6	0	0	0
Net cash provided by investing activities	-30	-46	-35	-43	-35	-35	-35
Change in financial liabilities	-7	-14	-3	-26	-4	0	0
Dividends paid	-8	-9	-9	-11	-11	-12	-13
Purchase of own shares	-7	0	0	0	0	0	0
Capital measures	0	0	0	-3	0	0	0
Other	-1	0	0	25	0	0	0
Net cash provided by financing activities	-23	-23	-12	-14	-15	-12	-14
Change in liquid funds	8	-18	1	14	-1	8	19
Effects of exchange-rate changes on cash	0	0	0	0	0	0	0
Cash and cash equivalent at end of period	31	13	14	28	27	34	53

Financial Ratios

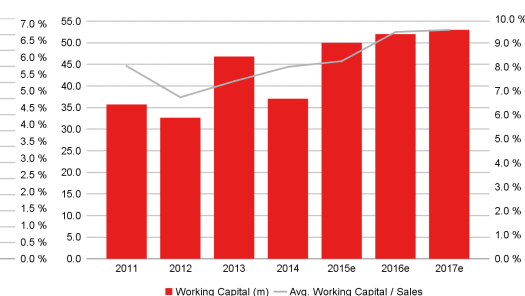
	2011	2012	2013	2014	2015e	2016e	2017e
Cash Flow							
FCF	30	18	13	36	13	20	32
Free Cash Flow / Sales	6.4 %	3.5 %	2.4 %	6.8 %	2.6 %	3.7 %	5.9 %
Free Cash Flow Potential	27	29	24	21	28	33	41
Free Cash Flow / Net Profit	161.3 %	93.3 %	58.3 %	167.3 %	56.7 %	76.0 %	96.1 %
Interest Received / Avg. Cash	1.7 %	1.5 %	2.2 %	1.2 %	0.7 %	1.3 %	0.9 %
Interest Paid / Avg. Debt	5.1 %	9.1 %	6.3 %	6.3 %	33.5 %	53.8 %	54.9 %
Management of Funds							
Investment ratio	6.5 %	6.7 %	6.6 %	6.8 %	6.6 %	6.5 %	6.4 %
Maint. Capex / Sales	5.5 %	5.7 %	7.1 %	6.8 %	6.6 %	6.5 %	6.4 %
Capex / Dep	90.4 %	91.2 %	93.0 %	105.9 %	94.6 %	87.5 %	85.4 %
Avg. Working Capital / Sales	8.0 %	6.7 %	7.4 %	8.0 %	8.2 %	9.4 %	9.5 %
Trade Debtors / Trade Creditors	86.3 %	70.6 %	87.8 %	87.7 %	86.1 %	85.6 %	85.7 %
Inventory Turnover	3.6 x	3.0 x	3.2 x	3.3 x	2.6 x	2.5 x	2.5 x
Receivables collection period (days)	61	52	60	59	60	60	60
Payables payment period (days)	190	201	194	216	225	227	227
Cash conversion cycle (Days)	-72	-60	-62	-88	-59	-57	-56

CAPEX and Cash Flow
in EUR m


Source: Warburg Research

Free Cash Flow Generation


Source: Warburg Research

Working Capital


Source: Warburg Research

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“-“	Rating suspended:	The available information currently does not permit an evaluation of the company.

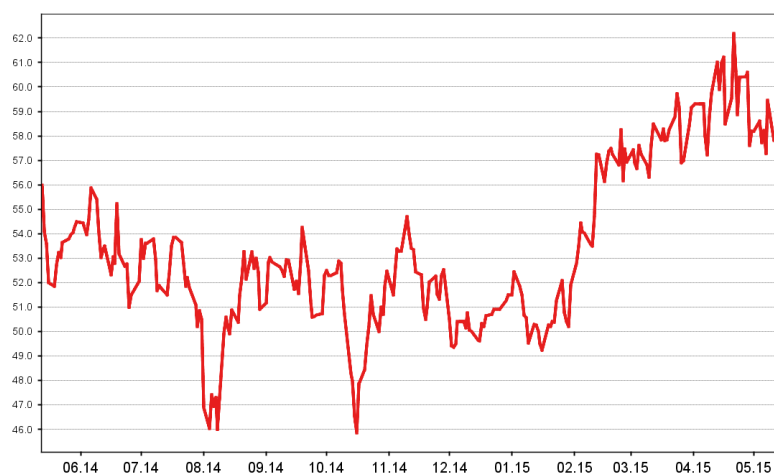
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Rating	Number of stocks	% of Universe
Buy	100	54
Hold	72	39
Sell	8	4
Rating suspended	4	2
Total	184	100

WARBURG RESEARCH GMBH – ANALYSED RESEARCH UNIVERSE BY RATING ...

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Rating	Number of stocks	% of Universe
Buy	82	59
Hold	49	36
Sell	4	3
Rating suspended	3	2
Total	138	100

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