

Recommendation:  
**BUY** (HOLD)

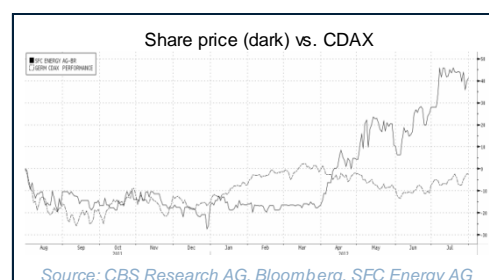
Risk:  
**HIGH** (HIGH)

Price Target:  
**EUR 7.50** (6.00)

01 August 2012

## EBITDA breakeven already achieved in 1H instead of 2H 2012

- SFC Energy AG's **strong performance in the Industry segment** provided for **solid 2Q figures**, even though group sales were affected by a weak Consumer market, and EBITDA was burdened by front-loaded project costs in the Defense & Security segment. In 2Q 2012, the original **SFC part of the business** (excluding PBF) showed a revenue decline of 5.2%, but still grew by 3.5% in 1H 2012. 2Q sales of the entire group, however, were boosted on a YOY basis by the **sales contribution of the acquired PBF of almost EUR 3.6m**.
- Even though the three business segments show a somewhat mixed picture, the overall Group has developed very well and **is half a year ahead of the original budget in terms of EBITDA breakeven**. This breakeven had been planned for 2H 2012 but has already been reached in 1H 2012. Besides the strong **improvement in gross margin** (Q2: 41.6% compared to 33.7% in 2011), it is a great achievement that **operating cash flow before working capital changes** reached **EUR 0.4m** in 1H 2012 compared to EUR -1.4m in the first half of 2011.
- We expect a surge in sales and a much better EBITDA margin in the Defense segment in 2H 2012 due to the execution of a major Bundeswehr order worth EUR 5m (ELENA energy networks). Together with a strong expected performance in the Industry segment in 4Q, SFC should be able to cope with the currently weak demand in the Consumer segment. The **guidance for FY 2012** (sales of EUR 30m, sustainably positive EBITDA in 2H) **was confirmed**. We leave our **sales estimates unchanged**, but revised several cost-related assumptions as well as our capital expenditure forecasts. As a result of all changes, our **earnings estimates are slightly higher now than before, and capex forecasts are lower**.
- A valuation now yields a fair value per share of EUR 7.52. We increase our **price target** for SFC Energy from EUR 6.00 to **EUR 7.50**. Even though the share has already shown a strong performance recently, we still see further upside potential. **We change our recommendation from HOLD to BUY**.



Source: CBS Research AG, Bloomberg, SFC Energy AG

Change	2012E		2013E		2014E	
	new	old	new	old	new	old
Sales	-	30.0	-	33.8	-	38.5
EBITDA	-	0.4	-	2.0	3.4	3.1
EPS	-0.11	-0.22	-0.01	-0.04	0.17	0.14

Internet: [www.sfc.com](http://www.sfc.com)

WKN: 756857

Reuters: F3CG.DE

Sector: Alternative energy

ISIN: DE0007568578

Bloomberg: F3C GY

### Short company profile:

SFC Energy AG is a market leader for off grid and stationary power generation and distribution. The Company has established fully commercialized fuel cells in the Consumer, Industry, and Defense & Security sectors and furthermore develops, produces and globally distributes higher level power management components. The products increasingly are delivered as customised power supply system solutions.

### Share data:

Share price (EUR, latest closing price):	<b>6.78</b>
Shares outstanding (m):	7.5
Market capitalisation (EUR m):	50.9
Enterprise value (EUR m):	31.4
Ø daily trading volume (6 m., no. of shares):	8,147

### Performance data:

High 52 weeks (EUR):	7.20
Low 52 weeks (EUR):	3.49
Absolute performance (12 months):	41.2%
Relative performance vs. CDAX:	
1 month	4.8%
3 months	35.9%
6 months	60.5%
12 months	48.6%

### Shareholders:

HPE	25.70%
Conduit Ventures	10.15%
Havensight	10.22%
Previous owners of PBF (lock-up agreement)	4.66%
Management and Supervisory Board	3.48%
DWS	4.92%
Other free float	40.87%

### Financial calendar:

9M report: 31 October 2012

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Y/E 31 Dec, EUR m	2009	2010	2011	2012E	2013E	2014E
Sales revenues	11.7	13.3	15.4	30.0	33.8	38.5
Gross profit	3.2	4.0	5.4	12.3	14.1	16.4
EBITDA	-3.6	-3.5	-4.6	0.4	2.0	3.4
EBITA	-4.0	-3.9	-5.2	0.2	1.7	3.0
EBIT	-4.5	-4.5	-6.6	-0.9	0.0	1.5
Net income/loss	-3.8	-4.1	-6.2	-0.8	-0.1	1.2
EPS	-0.53	-0.58	-0.87	-0.11	-0.01	0.17
CPS	-0.51	-0.65	-0.60	-0.18	0.11	0.24
EBITDA margin	-30.6%	-26.2%	-30.1%	1.3%	5.8%	8.7%
EBIT margin	-38.6%	-33.8%	-42.9%	-2.9%	0.1%	3.8%
EV/Sales	2.7	2.4	2.0	1.0	0.9	0.8
EV/EBITDA	neg.	neg.	neg.	82.7	15.9	9.3

Source: SFC Energy AG; CBS Research AG

## Analysis of 2Q figures and outlook on 3Q 2012

In 2Q 2012, the original **SFC part of the business** (excluding PBF) showed a revenue decline of 5.2%, but still grew by 3.5% in 1H 2012. 2Q sales of the entire group, however, were boosted on a YOY basis by the **sales contribution of the acquired PBF of almost EUR 3.6m**.

**First consolidation of PBF boosted group sales**

### Quarterly figures with YOY comparison

	IFRS	EURm	2Q 2012	2Q 2011	1H 2012	1H 2011
<b>Total sales</b>			7.41	4.06	14.97	7.78
YOY growth			82.8%	35.9%	92.5%	18.2%
Industry			5.35	1.22	9.66	1.88
as % of total sales			72.2%	30.1%	64.5%	24.1%
Defense & Security			0.90	1.37	2.34	2.20
as % of total sales			12.1%	33.9%	15.6%	28.3%
Consumer			1.17	1.46	2.97	3.70
as % of total sales			15.7%	36.0%	19.8%	47.6%
<b>Gross profit</b>			3.08	1.37	6.15	2.44
as % of sales			41.6%	33.7%	41.1%	31.4%
Gross profit - Industry			2.16	0.53	3.74	0.78
as % of segment sales			40.4%	43.1%	38.7%	41.7%
Gross profit - Defense & Security			0.52	0.51	1.29	0.82
as % of segment sales			57.7%	36.8%	54.9%	37.2%
Gross profit - Consumer			0.40	0.33	1.12	0.84
as % of segment sales			34.5%	22.9%	37.7%	22.7%
<b>EBITDA</b>			0.29	-0.61	0.48	-1.58
as % of sales			3.9%	-14.9%	3.2%	-20.3%
EBITDA - Industry			0.52	-0.12	0.48	-0.61
as % of segment sales			9.6%	-9.8%	5.0%	-32.3%
EBITDA - Defense & Security			-0.14	-0.13	-0.13	-0.50
as % of segment sales			-15.7%	-9.5%	-5.7%	-22.9%
EBITDA - Consumer			-0.08	-0.36	0.13	-0.47
as % of segment sales			-7.0%	-24.4%	4.4%	-12.6%
<b>Adjusted EBITDA</b>			0.32	-0.61	0.51	-1.58
as % of sales			4.4%	-14.9%	3.4%	-20.3%
<b>EBIT</b>			-0.15	-0.92	0.16	-2.20
as % of sales			-2.1%	-22.8%	1.1%	-28.3%
<b>Adjusted EBIT</b>			-0.12	-0.92	-0.34	-2.20
as % of sales			-1.7%	-22.8%	-2.3%	-28.3%
<b>Net income after minorities</b>			-0.15	-0.84	0.19	-2.01
as % of sales			-2.0%	-20.7%	1.3%	-25.9%
<b>Basic earnings per share (EUR)</b>			-0.02	-0.12	0.03	-0.28
<b>Cash flow from operating activities</b>			-1.58	-2.19	-2.18	-4.61
<b>Free cash flow</b> (incl. interest received)			-1.70	-2.64	-2.44	-5.17

Source: SFC Energy AG, CBS Research AG

99% or EUR 3.5m of PBF's sales accrued in the **Industry segment** of the Group. We expect 3Q 2012 to be a bit weaker than 2Q in this segment as the annual holiday downtimes at PBF's industrial customers will result in lower deliveries in the third

**Industry segment also showed strong organic growth**

quarter. The organic growth of the original SFC business in the Industry segment contributed a plus in revenues of EUR 0.6m (growth: 49.8% YOY).

2Q sales in the **Defense & Security segment** decreased by 34.6% YOY which still resulted in a YOY growth of 6.5% in 1H 2012. Quarterly sales in this segment are strongly dependent on the timing of SFC's deliveries. In 1Q 2012, sales had been boosted by the delivery of fifty FC 100 systems to the U.S. Army, while 2Q segment sales only included a smaller order from German Bundeswehr (38 EMILY fuel cells). **We expect very strong sales and a much better EBITDA margin in this segment in 2H 2012** due to the execution of a major Bundeswehr order worth EUR 5m (ELENA energy networks). This order had entailed significant front-loaded costs which resulted in a negative segment EBITDA in 2Q.

Just like in 1Q 2012, sales in the **Consumer segment** showed a YOY decline of roughly 20%. The main reason for this decline was the weaker demand in France and Italy. Nevertheless, the **gross profit in this segment increased**, due to costs savings in the EFOY COMFORT Series and in the areas of sales and marketing. The **gross margin soared** from 22.9% in 2Q 2011 to 34.5% in 2Q 2012. We **expect relatively weak demand for EFOY COMFORT fuel cells also in 3Q 2012** due to the usual seasonality (customers use caravans and yachts in the summer and usually do not buy the related equipment during this time of year), but a relatively milder impact of the sales decline on segment profits.

Even though the three business segments show a somewhat mixed picture, the overall Group has developed very well and **is half a year ahead of the original budget in terms of EBITDA breakeven** which had been planned for 2H 2012 but has already been reached in 1H 2012. Besides the additional **improvement in gross margin** (see chart below), it is a great achievement that **operating cash flow before working capital changes** reached **EUR 0.4m** in 1H 2012 compared to EUR -1.4m in the first half of 2011.

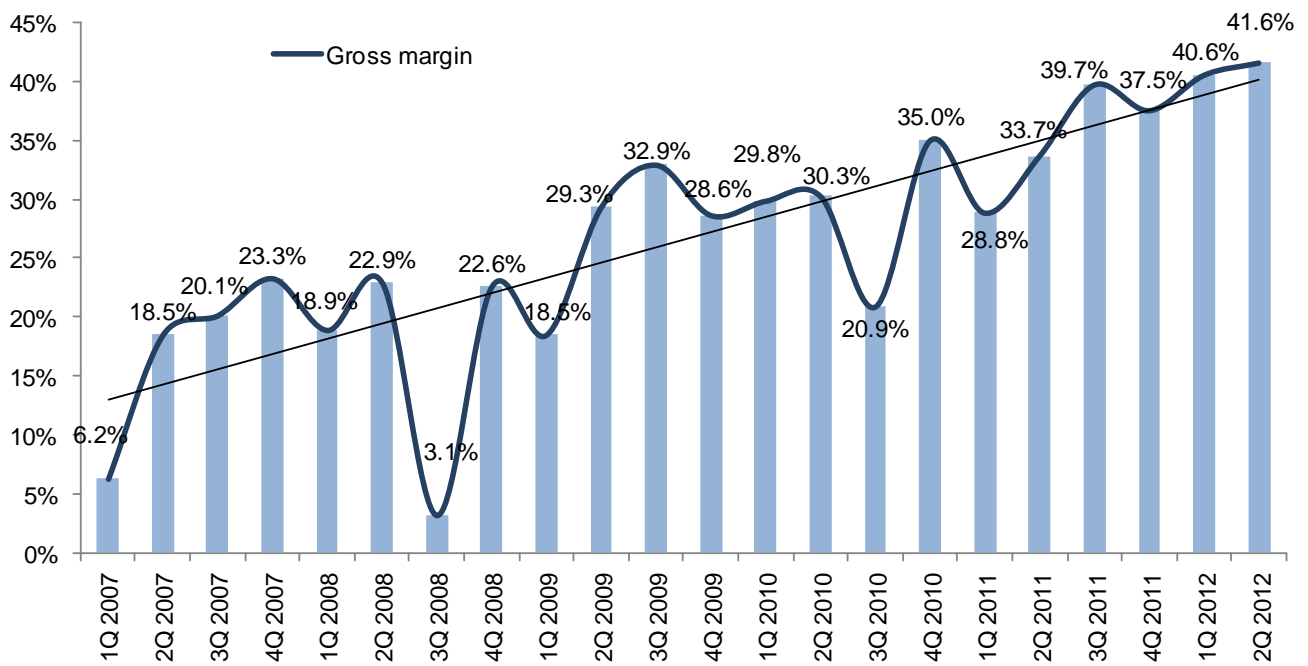
**We expect very strong sales in the Defense & Security segment in 2H**

**Consumer segment suffers from weaker demand from Southern Europe...**

**...but gross margin was boosted**

**Overall solid performance in 1H 2012**

### Gross margin development



Source: CBS Research AG, SFC Energy AG

## Changes in our estimates

The **guidance for FY 2012** (sales of EUR 30m, sustainably positive EBITDA in 2H) **was confirmed**. In the Consumer segment, however, Management now sees a risk of not reaching sales at last year's level (previous wording: segment sales were expected to reach 'nearly' last year's level). However, this is supposed to be compensated by over-achieving sales expectations in the Defense & Security and Industry segments on a group level. The Management once again underlined that acquisitive steps are considered in addition. Regarding the previous **guidance for 2013**, SFC's Management did not want to confirm anymore that revenue growth will be 10 % to 15 % in each of the three segments, but only for the group as a whole.

We leave our **sales estimates unchanged, but revised several cost-related assumptions as well as our capital expenditure forecasts** and the resulting depreciation schedule. It is striking that the Group's capital expenditure declined in 1H 2012 by almost 50% YOY, even though PBF is now part of the group. We therefore reduced our estimates regarding the future capitalisation of R&D costs, but lifted forecasted R&D costs in the P&L. As a result of all changes, our earnings estimates are slightly higher now than before.

**Guidance confirmed except for expected segment sales growth in 2013**

**Slightly increased CBSR estimates**

### Changes in financial estimates of CBS Research

	2012E		2013E		2014E	
	new	old	new	old	new	old
Sales	-	30.0	-	33.8	-	38.5
Gross profit	12.3	11.9	14.1	13.9	16.4	16.3
EBIT	-0.9	-1.5	0.0	-0.1	1.5	1.4
Net result after minorities	-0.8	-1.6	-0.1	-0.3	1.2	1.1
EPS	-0.11	-0.22	-0.01	-0.04	0.17	0.14

Source: CBS Research AG

## Valuation and price target

On basis of our new estimates and long-term margin assumptions, we adjusted our Discounted Cash Flow model. The valuation now yields a fair value per share of EUR 7.52. We increase our **price target** for SFC Energy from EUR 6.00 to **EUR 7.50**.

**New PT: EUR 7.50**

Even though the share has already shown a strong performance recently, we still see further upside potential. **We change our recommendation from HOLD to BUY.**

**BUY**

**Profit and loss account**

	IFRS	EURm	2009	2010	2011	2012E	2013E	2014E
<b>Sales</b>			<b>11.69</b>	<b>13.33</b>	<b>15.43</b>	<b>29.96</b>	<b>33.78</b>	<b>38.54</b>
YoY growth			-19.7%	14.1%	15.7%	94.2%	12.8%	14.1%
Cost of sales			-8.49	-9.29	-10.06	-17.66	-19.65	-22.10
as % of sales			-72.7%	-69.7%	-65.2%	-59.0%	-58.2%	-57.4%
<b>Gross profit</b>			<b>3.19</b>	<b>4.04</b>	<b>5.37</b>	<b>12.29</b>	<b>14.13</b>	<b>16.43</b>
as % of sales			27.3%	30.3%	34.8%	41.0%	41.8%	42.6%
Research and development expenses			-1.51	-1.89	-2.54	-4.10	-4.15	-4.24
as % of sales			-12.9%	-14.2%	-16.4%	-13.7%	-12.3%	-11.0%
Selling expenses			-4.45	-4.75	-4.90	-5.66	-5.84	-6.36
as % of sales			-38.0%	-35.6%	-31.7%	-18.9%	-17.3%	-16.5%
General and administrative expenses			-2.13	-2.05	-2.68	-3.77	-3.90	-4.16
as % of sales			-18.2%	-15.4%	-17.4%	-12.6%	-11.6%	-10.8%
Other operating income			0.42	0.23	0.20	1.02	0.52	0.59
as % of sales			3.6%	1.7%	1.3%	3.4%	1.5%	1.5%
Other operating expenses			-0.04	-0.09	-1.60	-0.63	-0.71	-0.81
as % of sales			-0.3%	-0.6%	-10.4%	-2.1%	-2.1%	-2.1%
<b>EBIT before restructuring expenses</b>			<b>-4.51</b>	<b>-4.51</b>	<b>-6.14</b>	<b>-0.86</b>	<b>0.04</b>	<b>1.46</b>
as % of sales			-38.6%	-33.8%	-39.8%	-2.9%	0.1%	3.8%
Restructuring expenses			0.0	0.0	-0.47	0.0	0.0	0.0
as % of sales			0.0%	0.0%	-3.1%	0.0%	0.0%	0.0%
<b>EBIT</b>			<b>-4.51</b>	<b>-4.51</b>	<b>-6.61</b>	<b>-0.86</b>	<b>0.04</b>	<b>1.46</b>
as % of sales			-38.6%	-33.8%	-42.9%	-2.9%	0.1%	3.8%
Net financial result			0.72	0.39	0.39	0.13	0.20	0.20
<b>EBT (Earnings before income taxes)</b>			<b>-3.78</b>	<b>-4.12</b>	<b>-6.22</b>	<b>-0.73</b>	<b>0.24</b>	<b>1.66</b>
as % of sales			-32.4%	-30.9%	-40.4%	-2.4%	0.7%	4.3%
Income taxes			0.00	0.00	0.01	-0.10	-0.30	-0.41
as % of EBT			0.0%	0.0%	-0.1%	14.2%	-123.3%	-24.8%
<b>Income from continuing operations</b>			<b>-3.78</b>	<b>-4.12</b>	<b>-6.22</b>	<b>-0.83</b>	<b>-0.06</b>	<b>1.25</b>
Income from discontinued operations, net of taxes			0.00	0.00	0.00	0.00	0.00	0.00
<b>Group net income including minorities</b>			<b>-3.78</b>	<b>-4.12</b>	<b>-6.22</b>	<b>-0.83</b>	<b>-0.06</b>	<b>1.25</b>
as % of sales			-32.4%	-30.9%	-40.3%	-2.8%	-0.2%	3.2%
Minority interests			0.00	0.00	0.00	0.00	0.00	0.00
<b>Net income attributable to shareholders</b>			<b>-3.78</b>	<b>-4.12</b>	<b>-6.22</b>	<b>-0.83</b>	<b>-0.06</b>	<b>1.25</b>
Shares outstanding (m)			7.15	7.15	7.15	7.50	7.50	7.50
<b>Basic earnings per share (EUR)</b>			<b>-0.53</b>	<b>-0.58</b>	<b>-0.87</b>	<b>-0.11</b>	<b>-0.01</b>	<b>0.17</b>
<b>EBITDA</b>			<b>-3.58</b>	<b>-3.49</b>	<b>-4.64</b>	<b>0.38</b>	<b>1.97</b>	<b>3.37</b>
<b>EBITA</b>			<b>-4.02</b>	<b>-3.89</b>	<b>-5.15</b>	<b>0.15</b>	<b>1.67</b>	<b>2.97</b>

Source: CBS Research AG, SFC Energy AG

**Balance sheet**

	IFRS	EURm	2009	2010	2011	2012E	2013E	2014E
<b>Assets</b>								
<b>Current assets</b>			<b>45.60</b>	<b>40.17</b>	<b>33.47</b>	<b>35.18</b>	<b>36.96</b>	<b>40.10</b>
as % of total assets			90.4%	86.7%	68.6%	69.9%	72.2%	74.9%
Inventories and prepayments			1.33	1.94	4.91	5.36	5.88	6.63
Trade accounts receivable			2.20	2.71	4.47	7.39	8.33	10.03
Other assets incl. tax and PoC receivables			1.48	1.39	1.36	1.76	2.69	3.14
Cash and cash equivalents			40.54	33.56	22.44	20.57	19.96	20.21
Cash and cash equival. with limitation on disposal			0.05	0.57	0.29	0.10	0.10	0.10
<b>Noncurrent assets</b>			<b>4.85</b>	<b>6.15</b>	<b>15.31</b>	<b>15.13</b>	<b>14.21</b>	<b>13.42</b>
as % of total assets			9.6%	13.3%	31.4%	30.1%	27.8%	25.1%
Intangible assets excl. goodwill			2.41	2.95	4.89	4.42	3.33	2.37
Goodwill			0.00	0.00	6.02	6.02	6.02	6.02
Property, plant and equipment			1.68	2.34	2.75	2.97	3.12	3.28
Other non-current assets			0.06	0.07	0.05	0.13	0.14	0.16
Deferred taxes			0.69	0.80	1.59	1.59	1.59	1.59
<b>Total assets</b>			<b>50.44</b>	<b>46.31</b>	<b>48.78</b>	<b>50.31</b>	<b>51.17</b>	<b>53.53</b>
<b>Shareholders' equity and liabilities</b>								
<b>Current liabilities</b>			<b>3.44</b>	<b>3.18</b>	<b>6.78</b>	<b>9.04</b>	<b>9.75</b>	<b>10.66</b>
as % of total equity and liabilities			6.8%	6.9%	13.9%	18.0%	19.1%	19.9%
Provisions			0.57	0.55	0.87	1.71	1.89	2.08
Advance payments received			0.02	0.00	0.20	0.25	0.25	0.25
Trade accounts payable			1.96	1.38	3.17	3.39	3.64	4.04
Liabilities from finance leases			0.00	0.00	0.56	0.70	0.73	0.76
Other liabilities			0.90	1.24	1.98	2.99	3.24	3.52
<b>Noncurrent liabilities</b>			<b>1.14</b>	<b>1.41</b>	<b>5.22</b>	<b>5.31</b>	<b>5.52</b>	<b>5.72</b>
as % of total equity and liabilities			2.3%	3.1%	10.7%	10.6%	10.8%	10.7%
Other noncurrent provisions			0.26	0.50	1.41	1.47	1.53	1.59
Other noncurrent liabilities			0.18	0.12	1.46	1.50	1.64	1.78
Deferred tax liabilities			0.69	0.80	2.15	2.15	2.15	2.15
<b>Shareholders' equity</b>			<b>45.86</b>	<b>41.72</b>	<b>36.79</b>	<b>35.96</b>	<b>35.90</b>	<b>37.15</b>
as % of total equity and liabilities			90.9%	90.1%	75.4%	71.5%	70.2%	69.4%
Subscribed capital			7.15	7.15	7.50	7.50	7.50	7.50
Capital reserve			66.88	66.88	67.88	67.88	67.88	67.88
Other changes in equity not effecting profit or loss			0.01	0.00	-0.07	-0.07	-0.07	-0.07
Accumulated loss brought forward			-24.40	-28.18	-32.31	-38.53	-39.36	-39.41
Net result of the year			-3.78	-4.12	-6.22	-0.83	-0.06	1.25
<b>Total equity and liabilities</b>			<b>50.44</b>	<b>46.31</b>	<b>48.78</b>	<b>50.31</b>	<b>51.17</b>	<b>53.53</b>

Source: CBS Research AG, SFC Energy AG

## Cash flow statement

	IFRS	EURm	2009	2010	2011	2012E	2013E	2014E
Income/loss before interest and taxes			-4.51	-4.51	-6.61	-0.86	0.04	1.46
Depreciation of PP&E			0.49	0.62	1.46	1.01	1.63	1.51
Amortisation of intangible assets incl. assets from PPA			0.44	0.40	0.51	0.23	0.30	0.40
Other expenses / income with no effect on liquidity			-0.12	-0.11	0.25	-0.51	-0.26	-0.30
Increase/decrease in inventories, trade receivables, and other assets			-0.07	-1.01	-0.99	-3.33	-2.14	-2.63
Increase/decrease in trade accounts payable and other liabilities			-0.41	-0.13	1.10	2.22	1.56	1.76
Cash taxes paid			0.51	0.11	-0.03	-0.10	-0.30	-0.41
<b>Cash flow from operating activities</b>			<b>-3.68</b>	<b>-4.64</b>	<b>-4.32</b>	<b>-1.35</b>	<b>0.84</b>	<b>1.79</b>
Net cash outflows from the purchase and retirement of noncurrent assets			-2.05	-2.22	-1.13	-0.98	-1.00	-1.10
Bank balances released/pledged			0.00	-0.52	0.29	0.19	0.00	0.00
Interests received			0.82	0.39	0.43	0.30	0.30	0.30
Purchase of consolidated companies			0.00	0.00	-6.00	0.00	-0.68	-0.68
<b>Cash flow from investing activities</b>			<b>-1.23</b>	<b>-2.35</b>	<b>-6.42</b>	<b>-0.50</b>	<b>-1.38</b>	<b>-1.48</b>
Net cash inflow from capital stock increases deducting expenses			0.00	0.00	-0.05	0.00	0.00	0.00
Net cash flow from financial debt incl. leasing			-0.12	0.00	-0.35	0.14	0.03	0.03
Interests paid			0.00	0.00	0.00	-0.17	-0.10	-0.10
<b>Cash flow from financing activities</b>			<b>-0.12</b>	<b>0.00</b>	<b>-0.40</b>	<b>-0.03</b>	<b>-0.07</b>	<b>-0.07</b>
<b>Total change in cash and cash equivalents</b>			<b>-5.02</b>	<b>-6.98</b>	<b>-11.14</b>	<b>-1.87</b>	<b>-0.61</b>	<b>0.24</b>
Currency effects on cash and cash equivalents			0.00	0.00	0.01	0.00	0.00	0.00
Cash and cash equiv. at the start of the period			45.57	40.54	33.56	22.44	20.57	19.96
<b>Cash and cash equiv. at the end of the period</b>			<b>40.54</b>	<b>33.56</b>	<b>22.44</b>	<b>20.57</b>	<b>19.96</b>	<b>20.21</b>

Source: CBS Research AG, SFC Energy AG



**Discounted Cash Flow Model**

EURm	PHASE 1			PHASE 2							PHASE 3
	2012E	2013E	2014E	2015E	2016E	2017E	2018E	2019E	2020E	2021E	∞
Sales	30.0	33.8	38.5	43.0	47.2	52.0	57.2	61.5	64.5	66.1	
Sales growth	94.2%	12.8%	14.1%	11.5%	10.0%	10.0%	10.0%	7.5%	5.0%	2.5%	
EBIT	-0.9	0.0	1.5	2.5	3.8	4.9	5.9	6.8	7.1	7.3	
EBIT margin	-2.9%	0.1%	3.8%	5.9%	8.0%	9.5%	10.3%	11.0%	11.0%	11.0%	
Cash taxes on EBIT	-0.4	-0.4	-0.5	-0.5	-0.7	-0.9	-1.1	-1.2	-1.3	-1.9	
Depreciation and amortisation	1.2	1.9	1.9	1.3	1.2	1.1	1.0	0.9	0.7	0.4	
Change in long-term provisions	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	
Other non-cash items	-0.5	-0.3	-0.3	-0.1	-0.1	0.0	0.0	0.0	0.0	0.0	
Change in net working capital	-1.1	-0.6	-0.9	-0.8	-0.7	-0.7	-0.6	-0.5	-0.4	-0.2	
Net capital expenditure	-1.0	-1.0	-1.1	-0.9	-0.9	-0.8	-0.6	-0.4	-0.4	-0.4	
Purchase of consolidated companies	0.0	-0.7	-0.7	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
<b>Free cash flow</b>	<b>-2.5</b>	<b>-0.9</b>	<b>0.0</b>	<b>1.7</b>	<b>2.8</b>	<b>3.8</b>	<b>4.7</b>	<b>5.7</b>	<b>5.9</b>	<b>5.3</b>	
<b>Present values</b>	<b>-2.4</b>	<b>-0.8</b>	<b>0.0</b>	<b>1.2</b>	<b>1.8</b>	<b>2.1</b>	<b>2.4</b>	<b>2.6</b>	<b>2.5</b>	<b>2.0</b>	<b>25.5</b>
Present value Phase 1	-3.2										
Present value Phase 2	14.6										
Present value Phase 3	25.5										
Total present value	36.9										
+ Cash and non-operating assets	20.2										
- Financial debt	-0.7										
- Minority interest	0.0										
<b>Fair value of equity</b>	<b>56.4</b>										
Number of shares (m)	7.5										
<b>Fair value per share (EUR)</b>	<b>7.52</b>										

Risk free rate:	3.5%	Target equity ratio:	90.0%
Equity risk premium:	6.0%	Beta:	1.3
Debt risk premium:	3.0%	<b>WACC:</b>	<b>10.5%</b>
Tax shield:	26.5%	<b>Terminal growth:</b>	<b>2.5%</b>

<b>Sensitivity analysis</b>						
<b>Terminal growth (Phase 3)</b>						
		1.5%	2.0%	2.5%	3.0%	3.5%
	<b>9.46%</b>	7.95	8.21	8.52	8.87	9.29
	<b>9.96%</b>	7.50	7.73	7.98	8.28	8.61
<b>WACC</b>	<b>10.46%</b>	7.11	7.30	<b>7.52</b>	7.76	8.04
	<b>10.96%</b>	6.76	6.92	7.11	7.31	7.55
	<b>11.46%</b>	6.44	6.58	6.74	6.92	7.12

Source: CBS Research AG



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08 August 2011	BUY)	EUR 4.49	EUR 6.50
02 November 2011	BUY	EUR 4.10	EUR 5.50
26 January 2012	BUY	EUR 4.00	EUR 5.50
30 March 2012	BUY	EUR 3.95	EUR 5.50
11 April 2012	BUY	EUR 4.74	EUR 5.50
4 May 2012	HOLD	EUR 5.55	EUR 6.00
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