

Buy EUR 6.40 Price EUR 5.27 Upside 21.4 %	Value Indicators: EUR DCF: 6.40 FCF-Value Potential 16e: 3.60	Share data: Bloomberg: F3C GR Reuters: F3CG ISIN: DE0007568578	Description: Solutions for off-grid and stationary power generation + distribution
	Market Snapshot: EUR m Market cap: 45.4 No. of shares (m): 8.6 EV: 44.5 Freefloat MC: 24.0 Ø Trad. Vol. (30d; EUR): 48.61 th	Shareholders: Freefloat 52.9 % HPE 24.1 % Havensight 9.6 % Conduit Ventures 9.5 % DWS (in freefloat) 6.8 %	Risk Profile (WRe): 2015e Beta: 1.6 Price / Book: 1.8 x Equity Ratio: 54 %

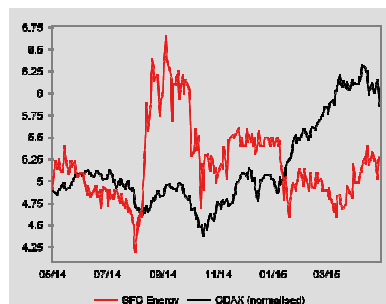
Preview: Expected to report only marginally below last year's Q1, despite oil price slump

Tuesday, May 5: Figures Q1 2015

Expected Figures Q1/2015:				Comment on Figures:		
FY End: 31.12. in EUR m	Q1 15e	Q1 14	yoy	15e	14	yoy
Sales	12.5	12.9	-3 %	60.1	53.6	12 %
EBITDA adj.	-0.5	-0.2	n.a.	2.3	0.3	670 %
EBIT adj.	-0.9	-0.6	n.a.	0.6	-1.2	n.a.
EBIT	-1.5	-1.2	n.a.	-1.8	-4.3	n.a.

- Q1 revenues + earnings expected to be only slightly below last year's figures owing to lacking Defence orders
- Slump in oil price should only have a limited impact thus far, which is positive

- Despite the sharp drop in the oil price, SFC's Q1 revenues are expected to decrease only slightly yoy. Sales in the leisure, industrial and oil + gas business are expected to have developed flatly, only the lack of defence orders should have caused the slightly lower revenue base.
- The somewhat lower sales basis and margin for Defence revenues should have led to a still slightly negative adj. EBITDA. Reported earnings figures are still burdened by PPA amortisations and a P&L effective transaction price effect from the acquisition of Simark (in total c. EUR 2.4m in 2015).
- SFC should confirm its 2015 guidance. The recent contract with Schneider Electric will support Simark's business development from 2015 onwards and mostly offset an oil price-related organic sales decline. Hence, SFC should reach double-digit revenue growth in 2015, which should enable the company to achieve a positive adj. EBIT figure for the first time in the SFC's history.



Rel. Performance vs CDAX:	
1 month:	14.3 %
6 months:	-20.1 %
Year to date:	-20.9 %
Trailing 12 months:	-12.0 %

Company events:	
05.05.15	Q1
07.05.15	AGM
03.08.15	Q2
10.11.15	Q3

FY End: 31.12. in EUR m	CAGR (14-16e)	2010	2011	2012	2013	2014	2015e	2016e
Sales	11.5 %	13.3	15.4	31.3	32.4	53.6	60.1	66.7
Change Sales yoy		14.1 %	15.7 %	102.6 %	3.7 %	65.4 %	12.2 %	10.8 %
Gross profit margin		30.3 %	34.8 %	40.8 %	32.8 %	29.2 %	31.3 %	31.3 %
EBITDA	-	-3.5	-4.6	0.7	-4.5	-1.2	1.0	2.7
Margin	-	-26.2 %	-30.1 %	2.3 %	-13.8 %	-2.2 %	1.7 %	4.0 %
EBIT	-	-4.5	-6.6	-0.5	-8.8	-4.3	-1.8	-0.1
EBIT adj.	-	-4.5	-4.1	-1.0	-4.2	-1.2	0.6	1.2
Margin	-	-33.8 %	-26.8 %	-3.2 %	-12.9 %	-2.3 %	1.0 %	1.8 %
Net income	-	-4.1	-6.2	-0.4	-8.9	-4.8	-2.4	-0.7
EPS	-	-0.58	-0.87	-0.06	-1.16	-0.60	-0.27	-0.08
EPS adj.	-	-0.58	-0.52	-0.12	-0.56	-0.22	0.01	0.07
FCFPS	-	-0.91	-0.82	0.08	-1.07	-0.55	0.09	0.16
EV / Sales		n.a.	0.7 x	0.6 x	1.1 x	0.7 x	0.7 x	0.6 x
EV / EBITDA		n.a.	n.a.	25.1 x	n.a.	n.a.	42.6 x	16.2 x
EV / EBIT adj.		n.a.	n.a.	n.a.	n.a.	n.a.	74.7 x	35.4 x
P / E		n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
P / E adj.		n.a.	n.a.	n.a.	n.a.	n.a.	527.0 x	75.3 x
FCF Yield Potential		n.a.	-52.9 %	0.3 %	-1.4 %	1.8 %	5.2 %	6.4 %
Net Debt		-34.1	-22.0	-22.5	-2.9	-1.2	-0.9	-2.3
ROE		-9.4 %	-15.9 %	-1.2 %	-27.2 %	-17.0 %	-8.8 %	-2.6 %
ROCE (NOPAT)		-70.2 %	-59.1 %	-3.5 %	-43.9 %	-17.2 %	-7.9 %	-0.6 %
Guidance:		2015: Sales EUR 55 - 65m; Improvement of underlying earnings						

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SFC Energy	1, 3, 4, 5	http://www.mmwarburg.com/disclaimer/disclaimer_en/DE0007568578.htm

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Investment recommendation: expected direction of the share price development of the financial instrument up to the given price target in the opinion of the analyst who covers this financial instrument.

-B-	Buy:	The price of the analysed financial instrument is expected to rise over the next 12 months.
-H-	Hold:	The price of the analysed financial instrument is expected to remain mostly flat over the next 12 months.
-S-	Sell:	The price of the analysed financial instrument is expected to fall over the next 12 months.
“-“	Rating suspended:	The available information currently does not permit an evaluation of the company.

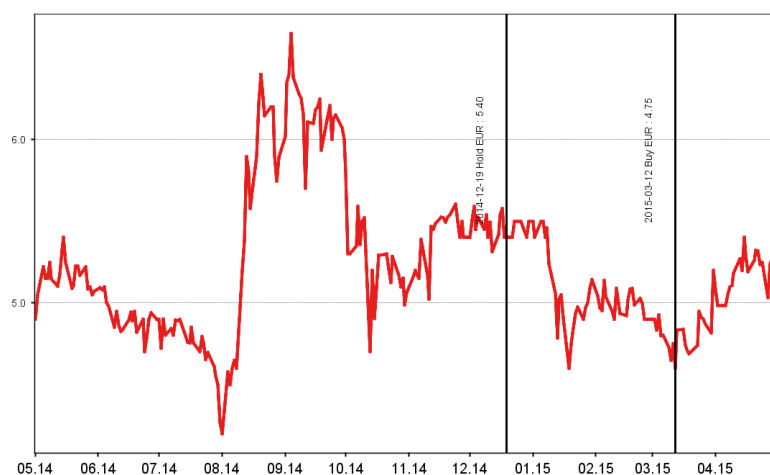
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Rating	Number of stocks	% of Universe
Buy	101	55
Hold	70	38
Sell	8	4
Rating suspended	4	2
Total	183	100

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Rating	Number of stocks	% of Universe
Buy	81	59
Hold	48	35
Sell	5	4
Rating suspended	3	2
Total	137	100

PRICE AND RATING HISTORY SFC ENERGY AS OF 30.04.2015


The chart has markings if Warburg Research GmbH changed its rating in the last 12 months. Every marking represents the date and closing price on the day of the rating change.

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