

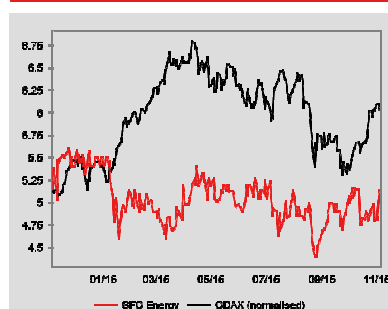
<b>Buy</b>  <b>EUR 6.40</b>  Price <b>EUR 5.14</b> <b>Upside 24.5 %</b>	<b>Value Indicators:</b> EUR DCF: 6.40 FCF-Value Potential 16e: 3.60	<b>Share data:</b> Bloomberg: F3C GR Reuters: F3CG ISIN: DE0007568578	<b>Description:</b> Solutions for off-grid and stationary power generation + distribution
	<b>Market Snapshot:</b> EUR m Market cap: 44.3 No. of shares (m): 8.6 EV: 44.4 Freefloat MC: 23.4 Ø Trad. Vol. (30d): 16.30 th	<b>Shareholders:</b> Freefloat 52.9 % HPE 24.1 % Havensight 9.6 % Conduit Ventures 9.5 % DWS (in freefloat) 6.8 %	<b>Risk Profile (WRe):</b> 2015e Beta: 1.6 Price / Book: 1.9 x Equity Ratio: 53 %

## Preview: Should confirm lower end of guidance

Tuesday, November 10: Figures Q3 2015

<b>Expected Figures Q3/2015:</b>							<b>Comment on Figures:</b>						
FY End: 31.12. in EUR m	<b>Q3 15e</b>	Q3 14	yoy	<b>9M 15e</b>	9M 14	yoy	▪ Slight yoy sales growth expected, mostly driven by larger defence contract						
<b>Sales</b>	11.6	11.2	4 %	36.4	37.3	-2 %	▪ Adj. EBITDA should have remained slightly in the red, but above last year's level						
<b>EBITDA adj.</b>	-0.2	-0.7	n.a.	-2.2	-1.2	n.a.							
<b>EBIT adj.</b>	-0.5	-1.1	n.a.	-3.2	-2.5	n.a.							
<b>EBIT</b>	-1.2	-1.7	n.a.	-5.2	-4.2	n.a.							

- SFC has scheduled to release Q3 results on November 10.
- The operating development should have slightly improved yoy, driven by a larger contract in the defence business.
- SFC is expected to reiterate the full-year outlook. However, in light of the weak oil price environment we expect the company to remain at the lower end of the guidance range.



**Rel. Performance vs CDAX:**

1 month:	-9.7 %
6 months:	5.0 %
Year to date:	-18.5 %
Trailing 12 months:	-18.7 %

**Company events:**  
10.11.15 Q3

FY End: 31.12. in EUR m	CAGR (14-16e)	<b>2010</b>	<b>2011</b>	<b>2012</b>	<b>2013</b>	<b>2014</b>	<b>2015e</b>	<b>2016e</b>
<b>Sales</b>	7.8 %	13.3	15.4	31.3	32.4	53.6	55.0	62.3
Change Sales yoy		14.1 %	15.7 %	102.6 %	3.7 %	65.4 %	2.6 %	13.3 %
Gross profit margin		30.3 %	34.8 %	40.8 %	32.8 %	29.2 %	30.5 %	31.3 %
<b>EBITDA</b>	-	-3.5	-4.6	0.7	-4.5	-1.2	-1.2	3.0
Margin		-26.2 %	-30.1 %	2.3 %	-13.8 %	-2.2 %	-2.2 %	4.8 %
<b>EBIT</b>	-	-4.5	-6.6	-0.5	-8.8	-4.3	-3.9	0.2
<b>EBIT adj.</b>	-	-4.5	-4.1	-1.0	-4.2	-1.2	-1.2	1.3
Margin		-33.8 %	-26.8 %	-3.2 %	-12.9 %	-2.3 %	-2.2 %	2.0 %
<b>Net income</b>	-	-4.1	-6.2	-0.4	-8.9	-4.8	-4.5	-0.4
<b>EPS</b>	-	-0.58	-0.87	-0.06	-1.16	-0.60	-0.52	-0.05
<b>EPS adj.</b>	-	-0.58	-0.52	-0.12	-0.56	-0.22	-0.20	0.08
<b>FCFPS</b>	-	-0.91	-0.82	0.08	-1.07	-0.55	-0.03	0.16
<b>FCF / Market cap</b>	-	-16.4 %	-18.3 %	1.4 %	-21.8 %	-11.0 %	-0.6 %	3.1 %
<b>EV / Sales</b>		n.a.	0.7 x	0.6 x	1.1 x	0.7 x	0.8 x	0.7 x
<b>EV / EBITDA</b>		n.a.	n.a.	25.1 x	n.a.	n.a.	n.a.	14.5 x
<b>EV / EBIT adj.</b>		n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	34.1 x
<b>P / E</b>		n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
<b>P / E adj.</b>		n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	64.3 x
<b>FCF Yield Potential</b>		n.a.	-52.9 %	0.3 %	-1.4 %	1.8 %	0.9 %	6.5 %
<b>Net Debt</b>		-34.1	-22.0	-22.5	-2.9	-1.2	0.1	-1.2
<b>ROCE (NOPAT)</b>		-70.2 %	-59.1 %	-3.5 %	-43.9 %	-17.2 %	-16.6 %	4.0 %
<b>Guidance:</b>	2015: Sales EUR 55 - 65m; Improvement of underlying earnings							

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-B-	<b>Buy:</b>	The price of the analysed financial instrument is expected to rise over the next 12 months.
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“-“	<b>Rating suspended:</b>	The available information currently does not permit an evaluation of the company.

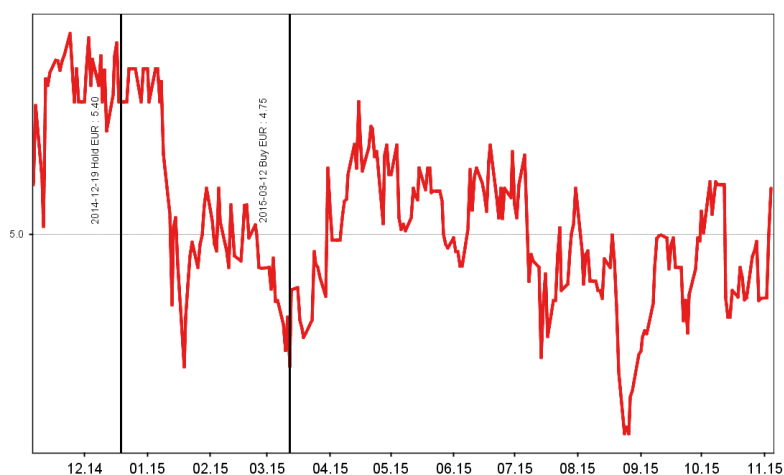
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Rating	Number of stocks	% of Universe
Buy	115	63
Hold	57	31
Sell	6	3
Rating suspended	5	3
<b>Total</b>	<b>183</b>	<b>100</b>

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

... taking into account only those companies which were provided with major investment banking services in the last twelve months.

Rating	Number of stocks	% of Universe
Buy	21	72
Hold	5	17
Sell	2	7
Rating suspended	1	3
<b>Total</b>	<b>29</b>	<b>100</b>

**PRICE AND RATING HISTORY SFC ENERGY AS OF 05.11.2015**


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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