

# SFC Energy AG

Germany / Energy  
 Primary exchange: Frankfurt  
 Bloomberg: F3C GR  
 ISIN: DE0007568578

Final  
 2018 figures

**RATING**  
**PRICE TARGET** **ADD**  
 Return Potential **€ 11.20**  
 Risk Rating 13.1%  
 High

## SUSTAINABLE MACRO TRENDS SUPPORT FUEL CELL BUSINESS

SFC Energy has published final 2018 figures which correspond to the preliminary numbers. With EBIT of €1.3m the company has reached operating profitability, and both 2019 and medium-term guidance support our view that SFC is at the beginning of a profitable growth phase. For 2019, the company expects sales growth of 9-20% and underlying EBIT of €3.5-6.0m. By 2022, SFC envisages sales beyond €100m and an underlying EBITDA margin significantly above 10%. SFC looks set to benefit from sustainable macro trends such as decarbonisation, decentralisation, and digitalisation of the power supply. We reiterate our Add rating and €11.20 price target.

**14% sales growth and positive EBIT** In 2018, SFC increased revenue by 14% y/y achieving record sales of €61.7m. This was mainly driven by the defence & security business which more than doubled sales to €10m. The gross margin increased from 32.6% to 34.2% due mainly to the strong high-margin defence business. EBIT improved y/y from €-0.9m to €1.3m, which corresponds to an EBIT margin of 2.1%. EPS was zero (see figure 1 overleaf).

**9-20% growth and significantly higher underlying EBIT in 2019** SFC is guiding towards sales of €67-74m, which corresponds to a growth corridor of 9-20%. The company forecasts adjusted EBITDA of €4.5-7.0m, and adjusted EBIT of €3.5-6.0m. The adjusted EBIT margin range is 5-8%.

**Medium-term outlook: sales >€100m and underlying EBITDA margin significantly higher than 10% by 2022** Sustainable macro trends in energy production such as decarbonisation, decentralisation, and digitalisation are boosting global demand for fuel cells which are reliable, efficient, and emission-free providers of power. SFC's medium-term outlook corresponds to our 2022 forecast of €113m in revenues at a 10.7% EBITDA margin.

### FINANCIAL HISTORY & PROJECTIONS

	2016	2017	2018	2019E	2020E	2021E
Revenue (€m)	44.04	54.29	61.70	70.20	81.10	96.51
Y-o-y growth	-6.9%	23.3%	13.7%	13.8%	15.5%	19.0%
EBIT (€m)	-4.90	-0.88	1.33	3.66	5.62	7.72
EBIT margin	-11.1%	-1.6%	2.1%	5.2%	6.9%	8.0%
Net income (€m)	-4.99	-2.07	0.00	2.50	4.19	5.92
EPS (diluted) (€)	-0.58	-0.23	0.00	0.24	0.40	0.57
DPS (€)	0.00	0.00	0.00	0.00	0.00	0.00
FCF (€m)	-6.15	0.36	-0.37	0.17	1.40	2.82
Net gearing	53.5%	37.7%	13.5%	13.6%	7.2%	-2.6%
Liquid assets (€m)	2.04	4.69	7.81	3.24	3.25	9.86

### RISKS

The main risks are financing, internationalisation, unfavourable EUR/CAD exchange rate changes, technological innovations, and increasing competition.

### COMPANY PROFILE

SFC Energy AG is a leading provider of integrated power solutions for mobile and stationary off-grid applications. The company is a pioneer in developing and commercialising fuel cells which provide reliable, efficient, and clean power for its energy solutions. Main markets are oil & gas, defence & security, industry, and clean energy & mobility. SFC is headquartered near Munich in Germany.

### MARKET DATA

As of 26 Mar 2019

Closing Price € 9.90  
 Shares outstanding 10.25m  
 Market Capitalisation € 101.47m  
 52-week Range € 6.00 / 10.95  
 Avg. Volume (12 Months) 16,204

Multiples	2018	2019E	2020E
P/E	n.a.	40.6	24.2
EV/Sales	1.7	1.5	1.3
EV/EBIT	78.7	28.5	18.6
Div. Yield	0.0%	0.0%	0.0%

### STOCK OVERVIEW



### COMPANY DATA

As of 31 Dec 2018

Liquid Assets € 7.81m  
 Current Assets € 28.29m  
 Intangible Assets € 11.50m  
 Total Assets € 42.07m  
 Current Liabilities € 18.87m  
 Shareholders' Equity € 18.20m

### SHAREHOLDERS

HPE 26.9%  
 DWS 8.4%  
 Havensight 7.5%  
 Other 12.5%  
 Free Float 44.7%



Figure 1: Reported figures

All figures in €m	2018	2017	Delta
Sales	61.70	54.29	13.7%
EBITDA	2.48	0.86	187.5%
margin	4.0%	1.6%	
Adjusted EBITDA	3.71	1.45	154.8%
margin	6.0%	2.7%	
EBIT	1.33	-0.89	-
margin	2.1%	-1.6%	
Adjusted EBIT	2.55	0.18	1342.4%
margin	4.1%	0.3%	
Net income	0.00	-2.07	-
margin	-	-3.8%	
EPS (diluted, in €)	0.00	-0.23	-

Source: First Berlin Equity Research, SFC Energy AG

**Defence & Security and Oil & Gas segments main sales and margin drivers** The Defence & Security segment was the main sales and margin driver. Segment sales and gross profit more than doubled y/y to €10.0m and €51m, respectively. The gross margin remained very strong at 50.9% (2017: 52.4%). Both domestic and international orders contributed to the strong growth (see figure 2). Segment EBIT increased from €-0.8m to €0.3m.

Figure 2: Reported segment sales and gross profit versus forecasts

All figures in €m	Q4-18A	Q4-18E	Delta	Q4-17A	Delta	2018	2017	Delta
<b>Oil &amp; Gas</b>								
Sales	7.40	7.06	4.9%	6.21	19.1%	26.03	24.46	6.4%
Gross profit	2.05	2.04	0.7%	1.60	28.7%	7.34	5.83	25.8%
margin	27.7%	28.9%		25.7%		28.2%	23.8%	
<b>Defence &amp; Security</b>								
Sales	3.53	3.62	-2.5%	2.79	26.2%	10.01	4.83	107.4%
Gross profit	1.97	1.87	5.6%	1.59	24.2%	5.09	2.53	101.4%
margin	55.9%	51.6%		56.8%		50.9%	52.4%	
<b>Clean Energy &amp; Mobility</b>								
Sales	2.41	2.23	8.2%	2.17	11.1%	9.35	9.80	-4.6%
Gross profit	0.98	0.86	13.6%	1.28	-23.3%	3.65	4.23	-13.9%
margin	40.6%	38.7%		58.8%		39.0%	43.2%	
<b>Industry</b>								
Sales	4.09	4.03	1.6%	3.75	9.3%	16.31	15.21	7.3%
Gross profit	1.42	1.20	17.8%	1.35	5.3%	5.01	5.13	-2.5%
margin	34.6%	29.9%		36.0%		30.7%	33.8%	
<b>Group</b>								
Sales	17.44	16.93	3.0%	14.93	16.8%	61.70	54.29	13.7%
Gross profit	6.42	5.97	7.5%	5.81	10.6%	21.08	17.73	18.9%
margin	36.8%	35.3%		38.9%		34.2%	32.7%	

Source: First Berlin Equity Research, SFC Energy AG

The oil & gas business increased segment sales by 6% to €26m. The gross profit rose 26% to €7.3m. The gross margin climbed from 23.8% to 28.2%, and was driven by particularly strong growth (ca. +60%) in high margin fuel cell sales. The fuel cell sales share of total segment sales rose from ca. 8% to ca. 12%. SFC's strategy to buy the oil & gas equipment supplier Simark and use this channel to sell fuel cell-based energy solutions to the oil & gas



industry is paying off. The oil & gas business is by far SFC's most important segment with a share of 42% and 35% of group sales and gross profit respectively. Segment EBIT amounted to €1.6m versus €-0.1m in 2017.

The Clean Energy & Mobility segment faced lower demand (-5%) and gross profit (-14%) y/y. This is however attributable to the Singapore contract from 2017 which was worth over €2m and could not be repeated in 2018. Without this contract, segment sales rose 15% y/y. Segment EBIT remained negative but improved y/y from -0.7m to €-0.4m.

The Industry segment showed 7% sales growth y/y, but gross profit was slightly lower (-2.5%) at €5m. The gross margin fell from 33.8% to 30.7%. Segment EBIT declined from €0.4m to €0.2m.

**Capital increase has strengthened balance sheet** The balance sheet metrics have improved significantly since the June 2018 capital increase (gross proceeds: €4.2m). Equity increased from €13.9m to €18.2m, and the equity ratio was up 3PP at 43.3%. Financial debt was largely unchanged and amounted to €10.3m. As the cash position excluding restricted cash increased from €4.4m to €7.5m y/y, net debt declined to €2.8m from €5.6m at the end of 2017.

**Slightly negative free cash flow despite improved operating cash flow** Operating cash flow rose from €1.7m in 2017 to €2.0m due mainly to the improved net result. Higher CAPEX (€2.4m versus €1.3m in 2017) resulted in a small negative free cash flow of €-0.4m. Cash flow from financing activity amounted to €3.4m due mainly to the proceeds from the €4.2m capital increase. Net cash flow was €3.1m.

**Lower order backlog** The order backlog at the beginning of the year was €14.2m and thus 24% below the previous year's figure, which contained the €3.6m German army order. As we believe that the defence & security business will grow strongly this year we are confident that defence orders will come in coming months.

**Hydrogen fuel cells a major growth driver from 2020E on** As stated in our report of 29 November 2018, SFC has entered the hydrogen-based fuel cell market. It plans to start its own hydrogen fuel cell production in Q2 with initial sales in Q3. The cooperation with adKor gives SFC access to an existing hydrogen technology-based product portfolio which is a perfect complement to SFC's own direct methanol fuel cell technology. The maximum capacity of SFC's direct methanol fuel cell technology is around 0.5 kW, whereas adKor's hydrogen fuel cells capacity starts at 0.5 kW and offers maximum power of up to 50 kW. In the midterm, SFC looks set to extend its power range to up to 100 kW. Hydrogen-based fuel cell technology will open up new markets for SFC and significantly enlarges the company's growth opportunity. Potential new markets are critical infrastructure, telecommunications, back-up power, and, in the long run, e-mobility and smart grids.

**Strategic options to spur growth** To exploit the enormous global growth potential, SFC has begun to prepare possible strategic options to finance regional expansion with a particular focus on the USA and China (including possible acquisitions), as well as the rapid development of the hydrogen fuel cell business. These options include attracting strategically oriented investors and capital measures.

**Forecasts only marginally adjusted** We stick to our growth forecasts for 2019E and the coming years (see figure 3 overleaf). SFC looks set to benefit from the macro trends decarbonisation, decentralisation, and digitalisation in the energy sector. Furthermore, persistent geopolitical tensions (e.g. Ukraine/Russia, Israel/Iran, Syria, India/Pakistan), and rising national defence budgets should boost demand for SFC's defence products. We expect EPS to increase from €0.00 in 2018 to €0.24 in 2019E, and to €0.40 in 2020E.



**Figure 3: Revisions to forecasts**

All figures in €m	2019E			2020E			2021E		
	Old	New	Delta	Old	New	Delta	Old	New	Delta
Sales	70.20	70.20	0.0%	81.10	81.10	0.0%	96.51	96.51	0.0%
EBIT	3.66	3.66	0.0%	5.62	5.62	0.0%	7.72	7.72	0.0%
<i>margin</i>	5.2%	5.2%		6.9%	6.9%		8.0%	8.0%	
Net income	2.53	2.50	-1.0%	4.15	4.19	0.9%	5.89	5.92	0.5%
<i>margin</i>	3.6%	3.6%		5.1%	5.2%		6.1%	6.1%	
EPS (diluted) in €	0.24	0.24	-1.1%	0.40	0.40	0.9%	0.56	0.57	0.5%

Source: First Berlin Equity Research

**Add reiterated at unchanged price target** An updated DCF model still yields a €11.20 price target. We reiterate our Add rating.



## VALUATION MODEL

DCF valuation model								
All figures in EUR '000	2019E	2020E	2021E	2022E	2023E	2024E	2025E	2026E
Net sales	70,200	81,100	96,509	113,442	131,696	150,971	170,872	190,911
NOPLAT	3,035	4,569	6,128	7,778	9,453	10,907	12,363	13,800
+ depreciation & amortisation	1,765	2,036	2,252	2,243	2,318	2,460	2,644	2,853
Net operating cash flow	4,801	6,605	8,380	10,020	11,772	13,367	15,007	16,653
- total investments (CAPEX and WC)	-4,630	-5,208	-5,565	-6,278	-6,905	-7,467	-7,926	-8,252
Capital expenditures	-2,668	-2,757	-2,220	-2,496	-2,790	-3,074	-3,340	-3,575
Working capital	-1,963	-2,451	-3,345	-3,782	-4,116	-4,392	-4,587	-4,676
Free cash flows (FCF)	170	1,396	2,815	3,742	4,867	5,900	7,081	8,401
<b>PV of FCF's</b>	<b>158</b>	<b>1,183</b>	<b>2,170</b>	<b>2,626</b>	<b>3,109</b>	<b>3,430</b>	<b>3,747</b>	<b>4,046</b>

All figures in thousands	
PV of FCFs in explicit period (2019E-2033E)	53,028
PV of FCFs in terminal period	65,663
Enterprise value (EV)	118,690
+ Net cash / - net debt (pro forma)	-2,090
+ Investments / minority interests	0
Shareholder value	116,600
Diluted number of shares	10,440
<b>Fair value per share in EUR</b>	<b>11.17</b>

WACC		Terminal growth rate							
		1.5%	2.0%	2.5%	3.0%	3.5%	4.0%	4.5%	
Cost of equity	11.1%	5.9%	25.07	27.07	29.65	33.14	38.10	45.74	58.99
Pre-tax cost of debt	7.0%	6.9%	19.17	20.25	21.57	23.24	25.40	28.31	32.46
Tax rate	30.0%	7.9%	15.22	15.84	16.59	17.49	18.59	19.98	21.79
After-tax cost of debt	4.9%	8.9%	12.40	12.79	13.24	13.76	14.38	15.13	16.06
Share of equity capital	80.0%	9.9%	10.32	10.56	10.85	11.17	11.54	11.98	12.50
Share of debt capital	20.0%	10.9%	8.72	8.88	9.06	9.27	9.51	9.78	10.09
		11.9%	7.46	7.57	7.70	7.83	7.99	8.16	8.35
<b>Price target in EUR</b>	<b>11.20</b>	<b>12.9%</b>	<b>6.46</b>	<b>6.53</b>	<b>6.62</b>	<b>6.71</b>	<b>6.81</b>	<b>6.93</b>	<b>7.05</b>

\* for layout purposes the model shows numbers only to 2026, but runs until 2033



## INCOME STATEMENT

All figures in EUR '000	2016A	2017A	2018A	2019E	2020E	2021E
<b>Revenues</b>	<b>44,041</b>	<b>54,292</b>	<b>61,704</b>	<b>70,200</b>	<b>81,100</b>	<b>96,509</b>
Cost of goods sold	30,795	36,566	40,623	45,490	52,715	63,696
<b>Gross profit</b>	<b>13,247</b>	<b>17,726</b>	<b>21,082</b>	<b>24,710</b>	<b>28,385</b>	<b>32,813</b>
S&M	9,126	9,786	10,792	11,400	12,200	12,932
G&A	4,883	5,016	5,230	5,400	5,700	6,370
R&D	4,148	3,892	3,525	4,250	4,870	5,791
Other operating income	96	277	320	211	243	290
Other operating expenses	83	194	529	211	243	290
<b>Operating income (EBIT)</b>	<b>-4,898</b>	<b>-885</b>	<b>1,325</b>	<b>3,660</b>	<b>5,615</b>	<b>7,721</b>
Net financial result	-475	-1,150	-737	-536	-383	-207
Non-operating expenses	0	0	0	0	0	0
<b>Pre-tax income (EBT)</b>	<b>-5,373</b>	<b>-2,035</b>	<b>588</b>	<b>3,125</b>	<b>5,232</b>	<b>7,514</b>
Income taxes	-380	37	589	625	1,046	1,593
Minority interests	0	0	0	0	0	0
<b>Net income / loss</b>	<b>-4,993</b>	<b>-2,072</b>	<b>-1</b>	<b>2,500</b>	<b>4,185</b>	<b>5,921</b>
<b>Diluted EPS (in €)</b>	<b>-0.58</b>	<b>-0.23</b>	<b>0.00</b>	<b>0.24</b>	<b>0.40</b>	<b>0.57</b>
<b>EBITDA</b>	<b>-2,508</b>	<b>862</b>	<b>2,478</b>	<b>5,425</b>	<b>7,651</b>	<b>9,973</b>
<b>Ratios</b>						
Gross margin	30.1%	32.6%	34.2%	35.2%	35.0%	34.0%
EBITDA margin on revenues	-5.7%	1.6%	4.0%	7.7%	9.4%	10.3%
EBIT margin on revenues	-11.1%	-1.6%	2.1%	5.2%	6.9%	8.0%
Net margin on revenues	-11.3%	-3.8%	0.0%	3.6%	5.2%	6.1%
Tax rate	7.1%	-1.8%	100.1%	20.0%	20.0%	21.2%
<b>Expenses as % of revenues</b>						
S&M	20.7%	18.0%	17.5%	16.2%	15.0%	13.4%
G&A	11.1%	9.2%	8.5%	7.7%	7.0%	6.6%
R&D	9.4%	7.2%	5.7%	6.1%	6.0%	6.0%
Other operating expenses	0.2%	0.4%	0.9%	0.3%	0.3%	0.3%
<b>Y-Y Growth</b>						
Revenues	-6.9%	23.3%	13.7%	13.8%	15.5%	19.0%
Operating income	n.m.	n.m.	n.m.	176.2%	53.4%	37.5%
Net income/ loss	n.m.	n.m.	n.m.	n.m.	67.4%	41.5%



## BALANCE SHEET

All figures in EUR '000	2016A	2017A	2018A	2019E	2020E	2021E
<b>Assets</b>						
<b>Current assets, total</b>	<b>20,056</b>	<b>21,849</b>	<b>28,289</b>	<b>25,948</b>	<b>29,002</b>	<b>40,610</b>
Cash and cash equivalents	2,041	4,694	7,805	3,242	3,255	9,863
Short-term investments	0	0	0	0	0	0
Receivables	9,253	8,712	10,158	11,540	13,332	15,864
Inventories	7,718	7,939	9,753	10,593	11,843	14,310
Other current assets	1,044	504	573	573	573	573
<b>Non-current assets, total</b>	<b>13,737</b>	<b>12,684</b>	<b>13,776</b>	<b>15,100</b>	<b>15,822</b>	<b>15,789</b>
Property, plant & equipment	1,205	1,197	1,596	1,968	2,270	2,554
Goodwill & other intangibles	11,855	10,950	11,497	12,449	12,869	12,552
Other assets	678	537	684	684	684	684
<b>Total assets</b>	<b>33,793</b>	<b>34,534</b>	<b>42,065</b>	<b>41,048</b>	<b>44,824</b>	<b>56,399</b>
<b>Shareholders' equity &amp; debt</b>						
<b>Current liabilities, total</b>	<b>13,335</b>	<b>18,563</b>	<b>18,865</b>	<b>14,927</b>	<b>14,517</b>	<b>21,072</b>
Short-term debt	4,317	9,410	7,198	3,000	2,000	6,900
Accounts payable	5,790	5,520	7,093	7,353	7,943	9,598
Current provisions	646	800	972	972	972	972
Other current liabilities	2,583	2,833	3,602	3,602	3,602	3,602
<b>Long-term liabilities, total</b>	<b>7,119</b>	<b>2,076</b>	<b>4,996</b>	<b>5,417</b>	<b>5,417</b>	<b>4,517</b>
Long-term debt	4,860	529	3,056	3,056	3,056	2,156
Deferred revenue	0	0	0	0	0	0
Other liabilities	2,259	1,547	1,940	2,361	2,361	2,361
<b>Minority interests</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>Shareholders' equity</b>	<b>13,339</b>	<b>13,895</b>	<b>18,204</b>	<b>20,704</b>	<b>24,890</b>	<b>30,810</b>
Share capital	9,047	9,659	10,250	10,250	10,250	10,250
Capital reserve	73,132	75,475	79,498	79,498	79,498	79,498
Other reserves	0	0	0	0	0	0
Treasury stock	0	0	0	0	0	0
Loss carryforward / retained earnings	-68,351	-70,423	-70,520	-68,020	-63,835	-57,914
<b>Total consolidated equity and debt</b>	<b>33,793</b>	<b>34,534</b>	<b>42,065</b>	<b>41,048</b>	<b>44,824</b>	<b>56,399</b>
<b>Ratios</b>						
Current ratio (x)	1.50	1.18	1.50	1.74	2.00	1.93
Quick ratio (x)	0.93	0.75	0.98	1.03	1.18	1.25
Net cash	-7,135	-5,245	-2,449	-2,814	-1,802	807
Net gearing	53.5%	37.7%	13.5%	13.6%	7.2%	-2.6%
Book value per share (€)	1.54	1.51	1.79	1.98	2.38	2.95
Equity ratio	39.5%	40.2%	43.3%	50.4%	55.5%	54.6%
Return on equity (ROE)	-37.4%	-14.9%	0.0%	12.1%	16.8%	19.2%
Return on investment (ROI)	-14.8%	-6.0%	0.0%	6.1%	9.3%	10.5%
Return on assets (ROA)	-12.7%	-2.6%	1.8%	7.5%	10.3%	11.0%
Return on capital employed (ROCE)	-22.3%	-4.1%	6.1%	15.1%	20.4%	25.1%
Days of sales outstanding (DSO)	76.7	58.6	60.1	60.0	60.0	60.0
Days of inventory turnover	91.5	79.3	87.6	85.0	82.0	82.0
Days in payables (DIP)	68.6	55.1	63.7	59.0	55.0	55.0



## CASH FLOW STATEMENT

All figures in EUR '000	2016A	2017A	2018A	2019E	2020E	2021E
<b>EBIT</b>	<b>-4,898</b>	<b>-885</b>	<b>1,325</b>	<b>3,660</b>	<b>5,615</b>	<b>7,721</b>
Depreciation and amortisation	2,390	1,747	1,153	1,765	2,036	2,252
<b>EBITDA</b>	<b>-2,508</b>	<b>862</b>	<b>2,478</b>	<b>5,425</b>	<b>7,651</b>	<b>9,973</b>
Changes in working capital	-3,541	1,362	-1,417	-1,963	-2,451	-3,345
Other adjustments	818	-519	945	-625	-1,046	-1,593
<b>Operating cash flow</b>	<b>-5,231</b>	<b>1,704</b>	<b>2,005</b>	<b>2,838</b>	<b>4,154</b>	<b>5,035</b>
CAPEX	-301	-497	-928	-842	-892	-965
Investments in intangibles	-619	-844	-1,445	-1,825	-1,865	-1,255
<b>Free cash flow</b>	<b>-6,151</b>	<b>363</b>	<b>-368</b>	<b>170</b>	<b>1,396</b>	<b>2,815</b>
Acquisitions & disposals, net	205	33	0	0	0	0
Other investments	150	0	0	0	0	0
<b>Investing cash flow</b>	<b>-565</b>	<b>-1,308</b>	<b>-2,373</b>	<b>-2,668</b>	<b>-2,757</b>	<b>-2,220</b>
Debt financing, net	2,834	2,252	-1,786	-4,198	-1,000	4,000
Equity financing, net	1,500	400	4,220	0	0	0
Dividend paid	0	0	0	0	0	0
Other financing	-60	-394	1,045	-536	-383	-207
<b>Financing cash flow</b>	<b>4,274</b>	<b>2,258</b>	<b>3,479</b>	<b>-4,733</b>	<b>-1,383</b>	<b>3,793</b>
Forex & other effects	1	-2	0	0	0	0
<b>Net cash flows</b>	<b>-1,521</b>	<b>2,653</b>	<b>3,111</b>	<b>-4,563</b>	<b>13</b>	<b>6,608</b>
Cash, start of the year	3,277	1,756	4,409	7,805	3,242	3,255
<b>Cash, end of the year</b>	<b>1,756</b>	<b>4,409</b>	<b>7,520</b>	<b>3,242</b>	<b>3,255</b>	<b>9,863</b>
<b>EBITDA/share (in €)</b>	<b>-0.29</b>	<b>0.09</b>	<b>0.24</b>	<b>0.52</b>	<b>0.73</b>	<b>0.95</b>

### Y-Y Growth

Operating cash flow	n.m.	n.m.	17.7%	41.5%	46.4%	21.2%
Free cash flow	n.m.	n.m.	n.m.	n.m.	720.3%	101.6%
EBITDA/share	n.m.	n.m.	160.5%	112.6%	41.0%	30.4%



**FIRST BERLIN RECOMMENDATION & PRICE TARGET HISTORY**

Report No.:	Date of publication	Previous day closing price	Recommendation	Price target
Initial Report	23 June 2014	€4.84	Buy	€7.40
2...32	↓	↓	↓	↓
33	14 November 2018	€8.12	Add	€9.50
34	29 November 2018	€8.02	Buy	€11.20
35	13 February 2019	€10.60	Add	€11.20
36	Today	€9.90	Add	€11.20

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Category		1	2
Current market capitalisation (in €)		0 - 2 billion	> 2 billion
Strong Buy <sup>1</sup>	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%

<sup>1</sup> The expected price trend is in combination with sizable confidence in the quality and forecast security of management.

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