

SFC Energy AG

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

Q3/22 figures

RATING
PRICE TARGET **BUY**
 Return Potential 73.7%
 Risk Rating High

BEST Q3 IN COMPANY HISTORY – BUY CONFIRMED

SFC has reported very strong Q3 figures, which topped our forecasts. Q3 sales grew 67% y/y to €25.6m and adjusted EBITDA was up 81% y/y at €4.3m. The company is now targeting the upper end of full year sales guidance (€81m - €83m) and has raised adjusted EBIT guidance to €2.6m to €3.6m (previously: €1.6m to €2.9m). The 9M order intake was up 47% y/y at €88m, the order backlog is currently above €60m and management reports sustained high demand for SFC's products across all regions and both segments. Given 9M sales of €63.8m and adjusted EBIT of €3.7m, SFC's new guidance looks very conservative. Although supply chain risks still exist, we believe that SFC will exceed guidance and have increased our 2022 forecasts. Despite the looming recession, SFC's growth prospects remain excellent. The company has sufficient financial leeway to finance the planned strong growth due to the large capital increase in July. An updated DCF model, which reflects the increased interest rate level, yields a €35 price target (previously: €37). We confirm our Buy recommendation.

New guidance looks very conservative SFC is now targeting the upper end of sales guidance (previously: €75m - €83m, now €81m - €83m). The company now expects adjusted EBITDA between €7.5m and €8.5m (previously: €6.0m to €9.1m) and adjusted EBIT in a range from €2.6m to €3.6m (previously: €1.6m to €2.9m). Given the strong 9M results (sales: €63.8m, adjusted EBITDA: €7.4m adjusted EBIT: €3.7m), we expect SFC to exceed guidance.

Best Q3 in company history Spectacular sales growth of 67% y/y to €25.6m was driven by both segments. The Clean Power Management segment in particular showed outstanding growth of 89% y/y, as the comparative figure was low due to pandemic restrictions. Gross profit rose 68% y/y to €9.9m and the gross margin widened slightly from 38.4% to 38.7%. This shows that SFC's product price increases outweighed higher material costs. Adjusted EBITDA came in at €4.3m (+81% y/y) and adjusted EBIT was up 134% y/y at €3.0m.

(p.t.o.)

FINANCIAL HISTORY & PROJECTIONS

	2019	2020	2021	2022E	2023E	2024E
Revenue (€m)	58.54	53.22	64.32	84.20	114.17	165.55
Y-o-y growth	-5.1%	-9.1%	20.9%	30.9%	35.6%	45.0%
EBIT (€m)	-1.29	-4.50	-5.11	4.95	9.59	16.55
EBIT margin	-2.2%	-8.5%	-7.9%	5.9%	8.4%	10.0%
Net income (€m)	-1.93	-5.18	-5.83	3.54	6.99	12.06
EPS (diluted) (€)	-0.17	-0.39	-0.40	0.23	0.40	0.69
DPS (€)	0.00	0.00	0.00	0.00	0.00	0.00
FCF (€m)	-4.95	-4.87	-2.70	-5.95	-0.90	-8.24
Net gearing	-15.2%	-37.7%	-34.8%	-61.4%	-56.8%	-45.1%
Liquid assets (€m)	21.19	31.75	25.01	77.45	75.23	66.96

RISKS

The main risks are internationalisation, 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.

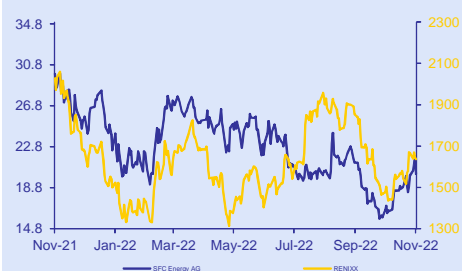
MARKET DATA

As of 17 Nov 2022

Closing Price	€ 20.15
Shares outstanding	17.36m
Market Capitalisation	€ 349.88m
52-week Range	€ 15.76 / 29.97
Avg. Volume (12 Months)	69,512

Multiples	2021	2022E	2023E
P/E	n.a.	98.9	50.1
EV/Sales	5.2	4.0	2.9
EV/EBIT	n.a.	67.6	34.9
Div. Yield	0.0%	0.0%	0.0%

STOCK OVERVIEW



COMPANY DATA

As of 30 Sep 2022

Liquid Assets	€ 64.17m
Current Assets	€ 116.35m
Intangible Assets	€ 18.59m
Total Assets	€ 145.88m
Current Liabilities	€ 26.41m
Shareholders' Equity	€ 107.52m

SHAREHOLDERS

Acatis	5.7%
Hansainvest	3.0%
DWS	2.9%
Conduit Ventures	2.5%
Free Float	85.9%



The Q3 share price decline resulted in net income of €2.4m from the stock appreciation rights (SAR) program. EBITDA and EBIT were thus higher than the adjusted figures (one-off earnings instead of one-off costs). As comparable figures in the prior year were burdened by one-off costs of €1.1m, this explains the high delta of unadjusted EBITDA & EBIT figures y/y (see figure 1). The net result amounted to €4.9m versus €0 in the prior year period. Both the Q3 and 9M figures show that, unlike nearly all its competitors, SFC Energy is now a profitable company.

Figure 1: Reported group figures versus forecasts

All figures in €m	Q3-22A	Q3-22E	Delta	Q3-21A	Delta	9M/22A	9M/21A	Delta
Sales	25.62	21.44	19.5%	15.34	67.0%	63.78	46.48	37.2%
EBITDA	6.69	4.07	64.5%	1.28	424.6%	9.75	-0.64	-
margin	26.1%	19.0%		8.3%		15.3%	-1.4%	
Adjusted EBITDA	4.25	2.82	51.0%	2.35	81.1%	7.37	5.79	27.2%
margin	16.6%	13.1%		15.3%		11.5%	12.5%	
EBIT	5.47	2.78	96.5%	0.22	2385.5%	6.13	-3.73	-
margin	21.3%	13.0%		1.4%		9.6%	-8.0%	
Adjusted EBIT	3.03	1.53	97.9%	1.29	134.4%	3.74	2.69	38.8%
margin	11.8%	7.1%		8.4%		5.9%	5.8%	
Net income	4.89	1.64	198.0%	0.01	48750.0%	5.25	-4.37	-
margin	19.1%	7.6%		0.1%		8.2%	-9.4%	
EPS (diluted, in €)	0.32	0.11	190.9%	0.00	-	0.34	-0.30	-

Source: First Berlin Equity Research, SFC Energy AG

Clean Energy segment remains on growth trajectory In Q3, segment sales rose 58% y/y to €17.2m. The main sales driver was industrial applications. Gross profit was up 56% y/y at €7.8m. The gross margin was 45.2% and thus remained at a very high level (Q3/21: 46.0%). Adjusted EBITDA climbed 47% y/y to €3.6m. With an adjusted EBITDA margin of 20.9%, the segment has retained its high profitability (Q3/21: 22.4%). The 9M figures also showed high growth rates and strong margins (see figure 2).

Figure 2: Reported segment figures versus forecasts

All figures in €m	Q3-22A	Q3-22E	Delta	Q3-21A	Delta	9M-22A	9M-21A	Delta
Clean Energy								
Sales	17.27	15.85	8.9%	10.92	58.1%	43.92	30.28	45.0%
Gross profit	7.81	6.71	16.5%	5.02	55.6%	18.51	12.82	44.3%
margin	45.2%	42.3%		46.0%		42.1%	42.3%	
Adjusted EBITDA	3.61	2.93	23.3%	2.45	47.4%	6.98	4.89	42.9%
margin	20.9%	18.5%		22.4%		15.9%	16.1%	
Clean Power Management								
Sales	8.35	5.59	49.3%	4.42	88.9%	19.86	16.20	22.6%
Gross profit	2.09	1.33	57.5%	0.87	139.2%	4.86	4.27	13.9%
margin	25.0%	23.8%		19.7%		24.5%	26.4%	
Adjusted EBITDA	0.64	-0.11	-	-0.10	-	0.38	0.90	-57.6%
margin	7.7%	-2.0%		-2.3%		1.9%	5.6%	
Group								
Sales	25.62	21.44	19.5%	15.34	67.0%	63.78	46.48	37.2%
Gross profit	9.91	8.04	23.2%	5.90	68.0%	23.37	17.09	36.7%
margin	38.7%	37.5%		38.4%		36.6%	36.8%	
Adjusted EBITDA	4.25	2.82	51.0%	2.35	81.2%	7.37	5.79	27.2%
margin	16.6%	13.1%		15.3%		11.5%	12.5%	

Source: First Berlin Equity Research, SFC Energy AG

Strong rebound in Clean Power segment in Q3 Following a lacklustre H1 with slightly shrinking sales and negative adjusted EBITDA, Q3 segment sales jumped 89% y/y to €8.4m. The gross profit rose 139% y/y to €2.1m. The gross profit margin widened from 19.7% to 25.0%. Adjusted EBITDA rose from €-0.1m in Q3/21 to €0.6m. In Q3, the challenging procurement environment improved significantly resulting in strong catch-up effects.



Strong growth across all major regions Regional 9M sales figures show that SFC's sales growth was strong in all major regions. At 116%, Asia's growth was particularly strong due to less severe pandemic restrictions. North America was up 62% reflecting the expansion into the US and stronger business with the oil & gas sector.

Figure 3: Regional sales

in €m	9M/22	9M/21	Delta
Europe	30.1	26.3	15%
North America	27.6	17.1	62%
Asia	5.9	2.7	116%
RoW	0.1	0.4	-79%
Total	63.8	46.5	37%

Source: First Berlin Equity Research, SFC Energy AG

Order momentum remains high The 9M order intake rose 47% y/y to €88.3m (9M/2021: €59.9m) and the order backlog rose 81% y/y to €55.4m. In recent weeks, incoming orders have pushed the backlog towards the end Q2 level of €60m+.

Very strong balance sheet thanks to large capital increase in July The €56m capital increase strengthened the cash position (€64m versus €25m at the end of 2021) and led to a net cash position of €54m. End of September equity rose to €108m versus €50m at the end of 2021. The equity ratio widened from 57% to 74%. This means that SFC has ample liquid funds to finance the planned strong growth.

Supply chain risks mitigated through higher inventory and new central logistics warehouse In Q3, SFC recorded shifts in sales of ca. €2m to €3m due to delayed delivery of power electronics components. Negative effects were cushioned through higher inventory levels of critical components and near- and onshoring of procurement. The new central logistics warehouse, which has just opened in Kirchheim near Munich, should further improve SFC's procurement and delivery flexibility.

Production capacity update SFC's plan to double fuel cell production capacity in Germany by the end of the year to ca. 13k units p.a. is on schedule. The establishment of the first production line in Romania (ca. 7k units p.a., one shift) will probably take a quarter longer than originally planned and is now expected by end Q1/23. The natural next step would be a two shift system in Romania thereby doubling the facility's capacity. According to management, SFC will begin the transition from manual assembly to automated production processes in H2 2023.

2022 forecasts raised Based on the strong 9M figures and continued high demand for SFC's products, we raise our 2022 forecast and expect SFC to exceed the new guidance (see figures 4 & 5 overleaf). We concede that supply chain risks still exist, but they have eased in Q3 and should be manageable given SFC's increased inventory (€25m at the end of Q3 versus €14m at the end of 2021). The main risks are the management of the strong growth and attracting enough qualified personnel. Although the number of permanent employees rose from 288 at the end of 2021 to 331 at the end of September 2022, SFC currently has ca. 40 vacant positions.

**Figure 4: Guidance and FB forecasts**

	new	old	FBe
Sales	€81m - €83m	€75m - €83m	€84.2m
Adjusted EBITDA	€7.5m - €8.5m	€6.0m - €9.5m	€8.9m
Adjusted EBIT	€2.6m - €3.6m	€1.6m - €2.9m	€3.9m

Source: First Berlin Equity Research, SFC Energy AG

Figure 5: Revisions to forecasts

All figures in €m	2022E			2023E			2024E		
	Old	New	Delta	Old	New	Delta	Old	New	Delta
Sales	79.8	84.2	6%	114.2	114.2	0%	165.5	165.5	0%
EBIT	1.6	4.9	219%	9.6	9.6	0%	16.6	16.6	0%
margin	1.9%	5.9%		8.4%	8.4%		10.0%	10.0%	
Net income	1.0	3.5	272%	7.0	7.0	0%	12.1	12.1	0%
margin	1.2%	4.2%		6.1%	6.1%		7.3%	7.3%	
EPS (diluted) in €	0.06	0.23	272%	0.40	0.40	0%	0.69	0.69	0%

Source: First Berlin Equity Research

Buy confirmed at slightly lower price target Despite the increased 2022 forecast, the updated DCF model yields a slightly lower price target of €35 (previously: €37), as the interest rate level has increased since our latest publication of 1 September 2022. The 10y German government bond now yields 2.0% versus 1.6% at the beginning of September. Given the excellent growth prospects and widening margins, we recommend that investors Buy the stock.



VALUATION MODEL

DCF valuation model								
All figures in EUR '000	2022E	2023E	2024E	2025E	2026E	2027E	2028E	2029E
Net sales	84,200	114,171	165,548	240,045	294,382	355,239	421,701	492,317
NOPLAT	3,838	7,173	12,092	19,821	24,688	29,666	34,942	40,397
+ depreciation & amortisation	4,943	5,549	6,168	7,085	8,372	9,924	11,681	13,581
Net operating cash flow	8,782	12,723	18,260	26,906	33,060	39,590	46,623	53,978
- total investments (CAPEX and WC)	-14,731	-13,625	-26,501	-36,136	-31,858	-35,956	-39,697	-42,816
Capital expenditures	-8,841	-8,563	-10,595	-13,443	-15,736	-18,085	-20,395	-22,557
Working capital	-5,890	-5,062	-15,906	-22,694	-16,122	-17,871	-19,302	-20,259
Free cash flows (FCF)	-5,949	-902	-8,241	-9,231	1,202	3,633	6,926	11,161
PV of FCF's	-5,893	-827	-6,996	-7,256	875	2,449	4,321	6,448

All figures in thousands		
PV of FCFs in explicit period (2022E-2036E)	101,850	
PV of FCFs in terminal period	432,923	
Enterprise value (EV)	534,773	
+ Net cash / - net debt (pro forma)	71,952	Terminal growth rate: 3.0%
+ Investments / minority interests	0	Terminal EBIT margin: 11.0%
Shareholder value	606,725	
Diluted number of shares	17,508	
Fair value per share in EUR	34.65	

WACC		Terminal growth rate							
		1.5%	2.0%	2.5%	3.0%	3.5%	4.0%	4.5%	
Cost of equity	11.0%	6.5%	42.20	45.29	49.15	54.12	60.74	70.01	83.91
Pre-tax cost of debt	5.0%	7.0%	37.15	39.49	42.35	45.92	50.51	56.63	65.20
Tax rate	30.0%	7.5%	33.02	34.82	36.98	39.62	42.93	47.17	52.83
After-tax cost of debt	3.5%	8.0%	29.58	30.99	32.65	34.65	37.10	40.15	44.08
Share of equity capital	60.0%	8.5%	26.68	27.80	29.11	30.65	32.50	34.76	37.58
Share of debt capital	40.0%	9.0%	24.22	25.12	26.15	27.36	28.79	30.50	32.59
Price target in EUR	35.00	9.5%	22.11	22.83	23.66	24.62	25.74	27.06	28.64

* for layout purposes the model shows numbers only to 2029, but runs until 2036



INCOME STATEMENT

All figures in EUR '000	2018A	2019A	2020A	2021A	2022E	2023E	2024E
Revenues	61,704	58,538	53,223	64,320	84,200	114,171	165,548
Cost of goods sold	40,623	38,410	35,307	41,682	53,971	75,353	109,262
Gross profit	21,082	20,128	17,915	22,638	30,229	38,818	56,286
S&M	10,792	12,438	12,122	15,051	13,452	14,157	20,031
G&A	5,230	5,994	7,125	10,292	9,256	10,275	12,416
R&D	3,525	3,104	2,843	3,257	5,098	4,795	7,284
Other operating income	320	178	157	904	2,779	343	497
Other operating expenses	529	57	483	48	253	343	497
Operating income (EBIT)	1,325	-1,288	-4,501	-5,105	4,949	9,590	16,555
Net financial result	-737	-752	-443	-410	-301	-186	-28
Non-operating expenses	0	0	0	0	0	0	0
Pre-tax income (EBT)	588	-2,040	-4,945	-5,515	4,649	9,405	16,527
Income taxes	589	-113	239	315	1,111	2,417	4,462
Minority interests	0	0	0	0	0	0	0
Net income / loss	-1	-1,927	-5,184	-5,829	3,538	6,988	12,065
Diluted EPS (in €)	0.00	-0.17	-0.39	-0.40	0.23	0.40	0.69
Adjusted EBITDA (AEBITDA)	3,705	3,631	2,936	6,233	8,893	15,140	22,722
One-off costs / earnings (-/+)	-1,227	-1,589	-3,922	-7,030	1,000	0	0
EBITDA	2,478	2,042	-986	-797	9,893	15,140	22,722
Adjusted EBIT (AEBIT)	2,553	-2,877	-579	1,925	3,949	9,590	16,555
Ratios							
Gross margin	34.2%	34.4%	33.7%	35.2%	35.9%	34.0%	34.0%
EBITDA margin on revenues	4.0%	3.5%	-1.9%	-1.2%	11.7%	13.3%	13.7%
Adjusted EBITDA margin on revenues	6.0%	6.2%	5.5%	9.7%	10.6%	13.3%	13.7%
EBIT margin on revenues	2.1%	-2.2%	-8.5%	-7.9%	5.9%	8.4%	10.0%
Adjusted EBIT margin on revenues	4.1%	-4.9%	-1.1%	3.0%	4.7%	8.4%	10.0%
Net margin on revenues	0.0%	-3.3%	-9.7%	-9.1%	4.2%	6.1%	7.3%
Tax rate	100.1%	5.5%	-4.8%	-5.7%	23.9%	25.7%	27.0%
Expenses as % of revenues							
S&M	17.5%	21.2%	22.8%	23.4%	16.0%	12.4%	12.1%
G&A	8.5%	10.2%	13.4%	16.0%	11.0%	9.0%	7.5%
R&D	5.7%	5.3%	5.3%	5.1%	6.1%	4.2%	4.4%
Other operating expenses	0.9%	0.1%	0.9%	0.1%	0.3%	0.3%	0.3%
Y-Y Growth							
Revenues	13.7%	-5.1%	-9.1%	20.9%	30.9%	35.6%	45.0%
Operating income	n.m.	n.m.	n.m.	n.m.	n.m.	93.8%	72.6%
Net income/ loss	n.m.	n.m.	n.m.	n.m.	n.m.	97.5%	72.7%



BALANCE SHEET

All figures in EUR '000	2018A	2019A	2020A	2021A	2022E	2023E	2024E
Assets							
Current assets, total	28,289	47,818	58,447	58,724	118,291	124,643	137,854
Cash and cash equivalents	7,805	21,192	31,750	25,008	77,454	75,230	66,961
Short-term investments	0	0	0	0	0	0	0
Receivables	10,158	13,773	13,031	17,851	18,455	25,024	36,285
Inventories	9,753	12,032	12,617	14,185	20,701	22,709	32,928
Other current assets	573	822	1,049	1,680	1,680	1,680	1,680
Non-current assets, total	13,776	25,040	27,882	28,641	32,539	35,553	39,980
Property, plant & equipment	1,596	9,869	9,985	8,887	8,640	9,297	10,109
Goodwill & other intangibles	11,497	13,921	15,999	17,698	21,400	23,756	27,371
Other assets	684	1,250	1,898	2,056	2,499	2,499	2,499
Total assets	42,065	72,859	86,330	87,365	150,830	160,195	177,834
Shareholders' equity & debt							
Current liabilities, total	18,865	20,514	18,780	20,998	23,630	26,008	31,582
Short-term debt	7,154	5,352	4,340	2,735	4,137	3,000	3,000
Accounts payable	7,093	8,090	4,742	7,642	8,872	12,387	17,961
Current provisions	972	1,263	1,583	2,020	2,020	2,020	2,020
Liabilities under finance leases	44	2,278	1,353	1,860	1,860	1,860	1,860
Other current liabilities	3,602	3,531	6,762	6,741	6,741	6,741	6,741
Long-term liabilities, total	4,996	12,085	12,711	16,348	17,212	17,212	17,212
Long-term debt	3,056	3,953	209	0	863	863	863
Liabilities under finance leases	54	5,755	6,548	4,891	4,891	4,891	4,891
Other liabilities	1,886	2,376	5,954	11,458	11,458	11,458	11,458
Minority interests	0	0	0	0	0	0	0
Shareholders' equity	18,204	40,260	54,838	50,018	109,988	116,976	129,041
Share capital	10,250	12,950	14,470	14,470	17,364	17,364	17,364
Capital reserve	79,498	100,417	119,118	119,637	173,175	173,175	173,175
Other reserves	0	0	0	0	0	0	0
Treasury stock	0	0	0	0	0	0	0
Loss carryforward / retained earnings	-70,520	-72,447	-77,631	-83,461	-79,923	-72,936	-60,871
Total consolidated equity and debt	42,065	72,859	86,330	87,365	150,830	160,195	177,834
Ratios							
Current ratio (x)	1.50	2.33	3.11	2.80	5.01	4.79	4.36
Quick ratio (x)	0.98	1.74	2.44	2.12	4.13	3.92	3.32
Net cash	-2,405	6,132	20,653	17,382	67,564	66,475	58,207
Net gearing	13.2%	-15.2%	-37.7%	-34.8%	-61.4%	-56.8%	-45.1%
Book value per share (€)	1.79	3.50	4.14	3.46	7.02	6.74	7.43
Equity ratio	43.3%	55.3%	63.5%	57.3%	72.9%	73.0%	72.6%
Return on equity (ROE)	0.0%	-4.8%	-9.5%	-11.7%	3.2%	6.0%	9.3%
Return on investment (ROI)	0.0%	-2.6%	-6.0%	-6.7%	2.3%	4.4%	6.8%
Return on assets (ROA)	1.8%	-1.6%	-5.5%	-6.2%	2.5%	4.5%	6.9%
Return on capital employed (ROCE)	6.1%	-4.2%	-11.2%	-11.7%	9.7%	16.0%	22.4%
Days of sales outstanding (DSO)	60.1	85.9	89.4	101.3	80.0	80.0	80.0
Days of inventory turnover	87.6	114.3	130.4	124.2	140.0	110.0	110.0
Days in payables (DIP)	63.7	76.9	49.0	66.9	60.0	60.0	60.0



CASH FLOW STATEMENT

All figures in EUR '000	2018A	2019A	2020A	2021A	2022E	2023E	2024E
EBIT	1,325	-1,288	-4,501	-5,105	4,949	9,590	16,555
Depreciation and amortisation	1,153	3,330	3,516	4,308	4,943	5,549	6,168
EBITDA	2,478	2,042	-986	-797	9,893	15,140	22,722
Changes in working capital	-1,417	-5,026	-4,300	-5,086	-5,890	-5,062	-15,906
Other adjustments	945	1,723	4,691	6,961	-1,111	-2,417	-4,462
Operating cash flow	2,005	-1,261	-595	1,078	2,892	7,661	2,354
Investments in PP&E	-928	-1,110	-943	-1,021	-4,210	-3,768	-3,973
Investments in intangibles	-1,445	-2,582	-3,336	-2,762	-4,631	-4,795	-6,622
Free cash flow	-368	-4,952	-4,874	-2,705	-5,949	-902	-8,241
Acquisitions & disposals, net	0	64	0	9	0	0	0
Other investments	0	0	0	-99	0	0	0
Investing cash flow	-2,373	-3,628	-4,279	-3,873	-8,841	-8,563	-10,595
Debt financing, net	-1,786	-5,258	-2,953	-654	2,265	-1,137	0
Equity financing, net	4,220	27,000	19,665	0	56,432	0	0
Dividend paid	0	0	0	0	0	0	0
Other financing	1,045	-3,467	-1,280	-3,392	-301	-186	-28
Financing cash flow	3,479	18,275	15,432	-4,046	58,396	-1,323	-28
Forex & other effects	0	0	0	0	0	0	0
Net cash flows	3,111	13,387	10,558	-6,842	52,447	-2,225	-8,268
Cash, start of the year	4,409	7,520	21,192	31,464	25,008	77,454	75,230
Cash, end of the year	7,520	20,907	31,464	24,622	77,454	75,230	66,961
EBITDA/share (in €)	0.24	0.18	-0.07	-0.06	0.63	0.87	1.31
Y-Y Growth							
Operating cash flow	17.7%	n.m.	n.m.	n.m.	168.2%	164.9%	-69.3%
Free cash flow	n.m.	n.m.	n.m.	n.m.	n.m.	n.m.	n.m.
EBITDA/share	160.5%	-27.2%	n.m.	n.m.	n.m.	38.2%	50.1%

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

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

Our recommendation system places each company into one of two market capitalisation categories. Category 1 companies have a market capitalisation of €0 – €2 billion, and Category 2 companies have a market capitalisation of > €2 billion. The expected return thresholds underlying our recommendation system are lower for Category 2 companies than for Category 1 companies. This reflects the generally lower level of risk associated with higher market capitalisation companies.

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Report No.:	Date of publication	Previous day closing price	Recommendation	Price target
Initial Report	23 June 2014	€4.84	Buy	€7.40
2...50	↓	↓	↓	↓
51	25 May 2021	€23.85	Buy	€44.00
52	23 August 2021	€27.45	Buy	€44.00
53	16 November 2021	€33.00	Buy	€44.00
54	15 February 2022	€20.80	Buy	€44.00
55	31 March 2022	€26.80	Buy	€44.00
56	19 May 2022	€25.10	Buy	€41.00
57	2 August 2022	€19.74	Buy	€37.00
58	1 September 2022	€21.75	Buy	€37.00
59	Today	€20.15	Buy	€35.00

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