

PNE AG

Germany / Cleantech
 Primary exchange: Frankfurt
 Bloomberg: PNE3 GR
 ISIN: DE000A0JBPG2

Q1/22 report

RATING **REDUCE**
PRICE TARGET **€ 12.00**
 Return Potential -3.4%
 Risk Rating High

OUTSTANDING POWER PRODUCTION RESULT

PNE has posted excellent Q1 figures due to the outstanding performance of its Electricity Generation segment. Capacity expansion, better wind conditions y/y and much higher power prices resulted in the best quarterly segment result ever with EBITDA of almost €19m. At the group level, PNE increased EBITDA by 151% y/y from €6.3m to €15.8m. The company is thus well on track to reach its €20-30m EBITDA guidance and our €29m EBITDA forecast. In April, PNE expanded its own wind farm portfolio by 19 MW to 253 MW. An updated sum-of-the-parts valuation yields a slightly higher price target of €12.00 (previously: €11.50). We still believe that PNE is roughly fairly valued and reiterate our Reduce rating.

Outstanding power production result drives Q1 EBITDA Group sales rose 83% y/y to €29.5m, which was close to our forecast. EBITDA was up +151% y/y at €15.8m and 7% ahead of our estimate (see figure 1 overleaf). Group EBITDA was driven by the Electricity Generation segment's EBITDA, which rose from €5.1m to €18.8m. Group EBIT rose from €1.1m to €9.2m. The net result was positively affected by "Other interest and similar income" of €6.6m, which was due mainly to the revaluation of interest swaps. This explains why net income was as high as €10.1m versus our forecast of €4.4m. EPS amounted to €0.13.

Management expects higher power prices to cushion increased project costs For future projects, management expects costs to increase by ca. 10% - 20%. The biggest cost drivers are transport, followed by steel. But higher power prices look set to cushion this. In Q1, PNE's average selling price (ASP) for power rose 16% to 124 €/MWh compared to the 2021 ASP of 107 €/MWh. Or the plausible assumption that power prices remain high for a longer period, we see the company's margins as relatively well protected against project cost increases.

(p.t.o.)

FINANCIAL HISTORY & PROJECTIONS

	2019	2020	2021	2022E	2023E	2024E
Revenue (€m)	132.80	109.69	117.73	96.18	164.35	275.95
Y-o-y growth	45.3%	-17.4%	7.3%	-18.3%	70.9%	67.9%
EBITDA (€m)	28.71	26.35	32.65	29.19	59.31	90.81
EBITDA margin	21.6%	24.0%	27.7%	30.3%	36.1%	32.9%
Net income (€m)	-0.77	1.62	25.13	-2.64	4.08	18.24
EPS (diluted) (€)	-0.01	0.02	0.33	-0.03	0.05	0.24
DPS (€)	0.04	0.04	0.04	0.04	0.04	0.04
FCF (€m)	-42.56	-83.03	-89.05	-115.72	-147.76	-137.07
Net gearing	62.9%	129.9%	166.3%	226.0%	295.2%	337.0%
Liquid assets (€m)	111.94	111.62	149.63	148.35	140.14	133.81

RISKS

Risks to our price target include, but are not limited to: changes in legislation, project delays, project approval risks, project financing risks, tender awards, award prices, and interest rate changes.

COMPANY PROFILE

PNE AG is a clean energy solution provider active in wind & PV project development, green power production, and energy services. At the end of 2021, the company had an international wind and PV project pipeline of ca. 7 GW. The own wind power plant portfolio has a capacity of ca. 253 MW. PNE is based in Cuxhaven, Germany.

MARKET DATA

As of 11 May 2022

Closing Price	€ 12.42
Shares outstanding	76.37m
Market Capitalisation	€ 948.47m
52-week Range	€ 6.54 / 12.42
Avg. Volume (12 Months)	69,871

Multiples	2021	2022E	2023E
P/E	37.1	n.a.	228.6
EV/Sales	11.1	13.6	7.9
EV/EBITDA	40.0	44.7	22.0
Div. Yield	0.3%	0.3%	0.3%

STOCK OVERVIEW



COMPANY DATA

As of 31 Mar 2022

Liquid Assets	€ 168.13m
Current Assets	€ 401.33m
Intangible Assets	€ 63.85m
Total Assets	€ 856.09m
Current Liabilities	€ 109.76m
Shareholders' Equity	€ 232.01m

SHAREHOLDERS

Morgan Stanley Infrastructure Partners	39.8%
Active Ownership Fund SCS	12.0%
Enkraft	3.1%
Other investors	6.1%
Free Float	39.0%

**Figure 1: Reported group figures versus forecasts**

All figures in €m	Q1-22A	Q1-22E	Delta	Q1-21A	Delta
Sales	29.5	30.5	-3%	16.1	83%
EBITDA	15.8	14.7	7%	6.3	151%
margin	53.4%	48.3%		38.9%	
Net income	10.0	4.4	128%	1.1	823%
margin	34.0%	14.5%		6.8%	
EPS (diluted) in €	0.13	0.06	125%	0.01	811%

Source: First Berlin Equity Research, PNE AG

Project development figures reflect usual seasonal weakness In Q1, PNE sold the project rights to a French wind farm with a nominal output of 9 MW. External segment sales amounted to €4.7m, which was slightly below our forecast (see figure 2). Taking eliminations into account, segment EBITDA was close to our forecast.

Figure 2: Reported group figures versus forecasts

All figures in €m	Q1-22A	Q1-22E	Delta	Q1-21A	Delta
Project development					
External sales	4.7	5.0	-5%	6.0	-21%
EBITDA	-2.4	4.1	-	6.5	-
margin	-50.5%	82.0%	-	107.2%	-
Services					
External sales	3.7	4.1	-11%	3.5	5%
EBITDA	1.4	1.6	-12%	1.7	-14%
margin	39.4%	40.0%	-	47.9%	-
Electricity generation					
External sales	21.1	21.4	-1%	6.6	220%
EBITDA	18.8	18.0	5%	5.1	269%
margin	89.0%	84.1%		77.4%	-
Consolidation					
External sales	0.0	0.0	-	0.0	-
EBITDA	-2.1	-9.0	-	-7.0	-
margin	n.m.	n.m.	-	n.m.	-
Group					
Sales	29.5	30.5	-3%	16.1	83%
EBITDA	15.8	14.7	7%	6.3	151%
margin	53.4%	48.3%		38.9%	

Source: First Berlin Equity Research, PNE AG

Service segment EBITDA burdened by increased staff Service segment sales rose 5% y/y to €3.7m, but segment EBITDA declined 14% y/y to €1.4m since PNE hired additional staff (+15 employees compared to end Q1/21) to accommodate the segment's international expansion. In Q1/22, PNE expanded the range of services it offers in Sweden and Poland, and also entered the Lithuanian market. As a result, PNE now manages green assets with a total capacity of over 2,200 MW.

Electricity generation segment benefits from increased capacity, better wind conditions, and higher power prices Segment sales jumped 220% y/y to €21.1m, which was close to our forecast. Segment EBITDA reached a record level of €18.8m, 5% ahead of our estimate and 269% above the prior year quarter. Quarterly power production amounted to 170 GWh. PNE published no Q1/21 comparison figure, but in 2021, total power production was 295 GWh. Q1/22 power production thus amounted to 58% of the total 2021 figure. The Q1/22 average selling price was ca. 124 €/MWh. This is towards the lower end of the monthly market values for onshore wind in Q1 (108 €/MWh – 198 €/MWh). The reason for this is that PNE tries to secure the higher price level for one to two years by concluding purchasing power agreements (PPA). PNE has thus not locked in maximum prices but looks set to benefit from the current high price level for a longer time.

Balance sheet largely unchanged Equity rose 5% from €222m at the end of 2021 to €232m, but the equity ratio remained stable at 27% due to a similar increase in the balance sheet total. The net debt position deviated only slightly from the YE21 figure and amounted to €-368m.

Operating cash flow slightly negative Despite the net result of €10.1m, operating cash flow was negative at €-1.6m due mainly to a €24.5m increase in inventories and other assets. CapEx of €2.7m resulted in free cash flow of €-4.3m. Financing cash flow amounted to €23.0m owing chiefly to a €28.7m inflow of funds from financial loans. Net cash flow was €18.5m.

Own wind farm portfolio further expanded At the end of Q1, the wind farm portfolio operated by PNE had a capacity of 233 MW. In April, the portfolio was expanded to 253 MW. A total of 112 MW is currently under construction for PNE's own operations. Following their grid connection, the own plant portfolio will have a capacity of 365 MW (see figure 3). We thus see PNE on track to reach its target of up to 500 MW by the end of 2023.

Figure 3: Own wind farm portfolio capacity

Wind farm	MW	Location	In operation since
Wahlsdorf	19.2	Brandenburg	Q2/2022
Zahrenholz	21.6	Lower Saxony	Q4/2021
Holstentor	13.5	Schleswig-Holstein	Q4/2021
Boitzenhagen	25.1	Lower Saxony	Q4/2021
Langstedt	8.4	Schleswig-Holstein	Q1/2021
Lentförhden	8.4	Schleswig-Holstein	Q1/2021
Kleinbüllesheim	4.7	NRW	Q4/2020
Neuenwalde	7.2	Lower Saxony	Q4/2019
Kittlitz III	17.3	Brandenburg	Q4/2019
Schlenzer	6.5	Brandenburg	Q2/2019
Gerdau-Repowering	21.6	Lower Saxony	Q1/2019
Kührstedt-Alfstedt	43.2	Lower Saxony	Q4/2017
Erfeld	2.6	Baden-Württemberg	2002
Laubuseschbach	3.0	Hesse	2002
Papenrode	22.3	Lower Saxony	2002
Pülfringen	6.5	Baden-Württemberg	2002
Helenenberg	21.5	Rhineland-Palatinate	2001
Sum	252.6		
Under construction	112.3		
Sum	364.9		

Source: First Berlin Equity Research, PNE AG



Project development activity remains at a high level, project pipeline is growing In Q1, 267 MW were under construction. The pipeline for wind and PV projects rose by 939 MW/MWp y/y to 7,201 MW/MWp (+15% y/y). 5,778 MW thereof are attributable to onshore wind projects (Q1/21: 5,588, +3% y/y) and 1,423 MWp to PV projects (Q1/21: 674 MWp, +111% y/y). In Germany alone, PNE worked on wind farms with a nominal capacity of 1,957 MW (Q1 2021: 1,817 MW, +8% y/y).

German “Easter Package” calls for much higher wind and solar expansion targets In its Easter Package, the German government proposes a much more rapid expansion of wind and PV. To reach the expansion target of 80% renewable power production by 2030, green power generation must be increased from the current level of just under 240 TWh to 600 TWh in 2030. This calculation is based on an assumed gross electricity consumption of 750 TWh in 2030, and requires a significant expansion of wind and PV capacity. At the end of 2021, German onshore wind and PV capacity were 57 GW and 59 GW respectively. In 2021 new installations amounted to 1.9 GW wind and 5.3 GW PV respectively. The government’s draft legislation calls for installed capacity of 69 GW wind and 88 GW PV by 2024 (see figure 4). By 2030, the installed base is to reach 115 GW wind and 215 GW PV. Compared to the current installed base, this means a doubling of wind capacity and a 3.6-fold increase in PV within 9 years. To reach this goal the government plans to improve the framework conditions through a bundle of individual measures for both wind and solar.

Figure 4: Proposed expansion paths for wind and PV in Germany 2024 - 2040

Year	Wind (GW)	PV (GW)
2024	69	88
2026	84	128
2028	99	172
2030	115	215
2035	157	309
2040	160	400

Source: First Berlin Equity Research, Deutscher Bundestag, Drucksache 20/1630 as of 2 May 2022

We believe that the planned measures will lead to a golden decade for wind and solar in Germany. PNE, with its 2.4 GW German wind & solar project pipeline, is primed to benefit from this.

2022 net result forecast adjusted for swap revaluation In Q1, higher interest rates resulted in a revaluation of interest swaps leading to “Other interest and similar income” of €6.6m. As we do not expect lower interest rates for the remainder of the year, we incorporate the sum in our model resulting in a higher 2022 net result (see figure 5 overleaf). Despite the excellent Q1 EBITDA of €15.8m (54% of our annual EBITDA forecast of €29.2m), we stick to our forecast, since ca. 70% of wind power is generated between October and March. Q2 and Q3 are thus likely to show much weaker power generation revenue. Power prices will greatly depend on the duration of hostilities in Ukraine and the volume of Russian gas supply to Europe. Future developments in Ukraine as well as wind conditions are difficult to predict. PNE is well on track to reach our forecast, but uncertainty remains high for the remainder of the year.

**Figure 5: Revisions to forecasts**

All figures in €m	2022E			2023E			2024E		
	Old	New	Delta	Old	New	Delta	Old	New	Delta
Sales	96.2	96.2	0.0%	164.4	164.4	0.0%	276.0	276.0	0.0%
EBITDA	29.2	29.2	0.0%	59.3	59.3	0.0%	90.8	90.8	0.0%
<i>margin</i>	30.4%	30.3%		36.1%	36.1%		32.9%	32.9%	
Net income	-7.2	-2.6	-	4.1	4.1	-1.5%	18.3	18.2	-0.3%
<i>margin</i>	-7.5%	-2.7%		2.5%	2.5%		6.6%	6.6%	
EPS (diluted) in €	-0.09	-0.03	-	0.05	0.05	-1.6%	0.24	0.24	-0.3%

Source: First Berlin Equity Research

Sum-of-the-parts valuation revised, PT slightly increased, rating unchanged We have updated all three segment DCF models and taken the higher interest rate for risk-free bonds into account (10y German government bond now yields ca. 1%). The Project Development segment DCF model reflects the expanded project pipeline and the regulatory improvements in Germany. The Electricity Generation segment DCF model and the Service segment DCF model are largely unchanged. An updated sum-of-the-parts valuation yields a new price target of €12.00 (previously: €11.50). We reiterate our Reduce rating.



VALUATION MODEL

SUM-OF-THE-PARTS VALUATION

We use a sum-of-the-parts (SotP) analysis to model PNE's fair value. Each of the three segments Project Development, Electricity Generation, and Services is valued individually using a discounted cash flow (DCF) model.

Sum-of-the-parts valuation

SotP valuation	Fair value in €m	Fair value per share in €	FVPS in € old	Delta
Project Development	530.74	6.95	6.55	6%
Electricity Generation	270.27	3.54	3.47	2%
Services	111.73	1.46	1.44	2%
Sum of the parts	912.74	11.96	11.46	4%
Price target		12.00	11.50	4%

PROJECT DEVELOPMENT

The Project Development segment includes onshore and offshore wind farm and solar plant development on an international scale. Projects that are not sold but added to the own plant portfolio incur development and construction costs but no external segment sales. PNE accounts for this in its Consolidation segment. For simplicity, we integrate Consolidation into the Project Development segment. Our DCF model thus only shows external sales.

DCF model for Project Development segment

All figures in €'000 *	2022E	2023E	2024E	2025E	2026E	2027E	2028E	2029E
Net sales	26,500	73,900	166,700	253,800	290,900	342,733	398,349	456,653
NOPLAT	-16,075	-3,046	10,955	23,103	25,953	29,925	34,167	38,598
+ depreciation & amortisation	2,507	2,419	2,067	2,019	2,081	2,181	2,330	2,529
Net operating cash flow	-13,568	-627	13,022	25,121	28,034	32,105	36,497	41,127
- total investments (CAPEX and WC)	2,949	99	-12,915	-40,748	-32,094	-38,439	-40,225	-41,057
Capital expenditures	-1,060	-1,035	-1,667	-2,538	-2,909	-3,427	-3,983	-4,567
Working capital	4,009	1,133	-11,248	-38,210	-29,185	-35,011	-36,241	-36,491
Free cash flows (FCF)	-10,619	-528	107	-15,627	-4,060	-6,333	-3,727	69
PV of FCF's	-10,117	-467	88	-11,849	-2,853	-4,125	-2,249	39

All figures in thousands	
PV of FCFs in explicit period (2022E-2036E)	45,226
PV of FCFs in terminal period	425,488
Enterprise value (EV)	470,714
+ Net cash / - net debt	60,579
+ Investments / minority interests	-463
Shareholder value	530,830
Number of shares (diluted)	76,337
Fair value per share in EUR	6.95

WACC		Terminal growth rate							
		2.0%	2.5%	3.0%	3.5%	4.0%	4.5%	5.0%	
Cost of equity	11.5%	4.9%	15.12	17.67	21.57	28.25	42.35	91.71	-352.52
Pre-tax cost of debt	5.0%	5.9%	10.27	11.40	12.92	15.07	18.36	23.99	35.89
Tax rate	30.0%	6.9%	7.48	8.07	8.81	9.76	11.04	12.86	15.63
After-tax cost of debt	3.5%	7.9%	5.72	6.06	6.46	6.95	7.58	8.38	9.46
Share of equity capital	55.0%	8.9%	4.52	4.73	4.97	5.25	5.59	6.01	6.53
Share of debt capital	45.0%	9.9%	3.67	3.80	3.95	4.12	4.33	4.56	4.85
Fair value per share in EUR	6.95	10.9%	3.05	3.05	3.05	3.05	3.05	3.05	3.05

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



ELECTRICITY GENERATION

The Electricity Generation segment includes power production from green power plants. At YE 2021, the portfolio combined 16 own wind farms with a total capacity of 233.2 MW, and the Silbitz biomass power plant with a capacity of 5.6 MW. Furthermore, the segment includes interests in limited partnerships, in which wind farm projects will be realised in the future. PNE plans to build up a wind power production portfolio of up to 500 MW by year-end 2023. The following table shows our portfolio expansion assumptions.

Forecasted portfolio expansion

Green power portfolio	2019A	2020A	2021A	2022E	2023E	2024E
Wind power capacity (MW), year start	55.3	130.1	134.8	233.2	333.2	463.2
Additional capacity (MW)	74.8	4.7	98.4	100.0	130.0	120.0
Wind power capacity (MW), year end	130.1	134.8	233.2	333.2	463.2	583.2
Solar power capacity (MW), year start	0.0	0.0	0.0	0.0	0.0	0.0
Additional capacity (MW)	0.0	0.0	0.0	0.0	0.0	50.0
Solar power capacity (MW), year end	0.0	0.0	0.0	0.0	0.0	50.0
Portfolio capacity (wind & PV), year start	55.3	130.1	134.8	233.2	333.2	463.2
Additional capacity (MW)	74.8	4.7	98.4	100.0	130.0	170.0
Portfolio capacity (wind & PV), year end	130.1	134.8	233.2	333.2	463.2	633.2

DCF model for Electricity Generation segment

All figures in EUR'000 *	2022E	2023E	2024E	2025E	2026E	2027E	2028E	2029E
Net sales	46,295	64,725	80,953	106,517	116,546	126,265	127,528	128,803
NOPLAT	11,751	19,117	23,700	33,950	35,662	37,239	40,148	42,663
+ depreciation & amortisation	21,611	31,796	40,279	47,672	55,059	61,530	58,342	55,536
Net operating cash flow	33,362	50,913	63,980	81,622	90,721	98,768	98,490	98,199
- total investments (CAPEX and WC)	-142,808	-185,535	-184,112	-152,403	-144,423	-20,323	-20,662	-22,459
Capital expenditures	-140,000	-182,000	-181,000	-147,500	-142,500	-18,459	-20,420	-22,214
Working capital	-2,808	-3,535	-3,112	-4,903	-1,923	-1,864	-242	-245
Free cash flows (FCF)	-109,446	-134,622	-120,133	-70,781	-53,702	78,446	77,828	75,740
PV of FCF's	-106,500	-125,501	-107,281	-60,556	-44,017	61,600	58,544	54,582

All figures in thousands	
PV of FCFs in explicit period (2022E-2036E)	-12,180
PV of FCFs in terminal period	699,723
Enterprise value (EV)	687,543
+ Net cash / - net debt	-417,200
+ Investments / minority interests	0
Shareholder value	270,343
Number of shares (diluted)	76,337
Fair value per share in EUR	3.54

WACC	4.4%
Cost of equity	7.3%
Pre-tax cost of debt	4.5%
Tax rate	30.0%
After-tax cost of debt	3.2%
Share of equity capital	30.0%
Share of debt capital	70.0%
Fair value per share in EUR	3.54

		Terminal growth rate						
		0.4%	0.6%	0.8%	1.0%	1.2%	1.4%	1.6%
WACC	3.6%	5.31	6.02	6.83	7.77	8.86	10.14	11.68
	3.9%	4.10	4.69	5.36	6.11	6.99	8.00	9.19
	4.1%	3.06	3.55	4.10	4.72	5.43	6.25	7.19
	4.4%	2.14	2.56	3.02	3.54	4.13	4.79	5.55
	4.6%	1.34	1.69	2.09	2.52	3.01	3.56	4.18
	4.9%	0.62	0.93	1.26	1.63	2.05	2.50	3.02
	5.1%	-0.02	0.25	0.54	0.86	1.21	1.59	2.02

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



SERVICES

The Services segment includes technical and commercial operations management of green power plants, construction management, transformer station services, wind measurements, financing, and electricity marketing services.

DCF model for Services segment

All figures in €'000 *	2022E	2023E	2024E	2025E	2026E	2027E	2028E	2029E
Sales (external and inter- segment)	23,388	25,727	28,300	31,215	34,223	37,293	40,392	43,480
NOPLAT	2,055	2,743	3,872	5,126	5,813	6,484	7,139	7,774
+ depreciation & amortisation	3,589	3,520	3,216	3,232	3,328	3,459	3,616	3,790
Net operating cash flow	5,644	6,263	7,088	8,358	9,141	9,943	10,754	11,564
- total investments (CAPEX and WC)	-3,368	-3,679	-3,378	-3,810	-4,081	-4,342	-4,589	-4,817
Capital expenditures	-3,274	-3,602	-3,293	-3,715	-3,982	-4,241	-4,487	-4,716
Working capital	-93	-77	-85	-96	-99	-101	-102	-102
Free cash flows (FCF)	2,276	2,585	3,711	4,548	5,060	5,601	6,165	6,747
PV of FCF's	2,165	2,273	3,015	3,416	3,513	3,595	3,657	3,699

All figures in thousands	
PV of FCFs in explicit period (2022E-2036E)	50,497
PV of FCFs in terminal period	66,788
Enterprise value (EV)	117,285
+ Net cash / - net debt	-5,500
+ Investments / minority interests	0
Shareholder value	111,785
Number of shares (diluted)	76,337
Fair value per share in EUR	1.46

WACC		Terminal growth rate						
		1.5%	2.0%	2.5%	3.0%	3.5%	4.0%	4.5%
5.2%	Cost of equity	2.64	2.93	3.33	3.90	4.82	6.51	10.70
6.2%	Pre-tax cost of debt	1.99	2.14	2.32	2.57	2.91	3.41	4.20
7.2%	Tax rate	1.57	1.65	1.76	1.88	2.05	2.26	2.56
8.2%	After-tax cost of debt	1.28	1.33	1.39	1.46	1.55	1.67	1.81
9.2%	Share of equity capital	1.06	1.10	1.14	1.18	1.24	1.30	1.38
10.2%	Share of debt capital	0.90	0.93	0.95	0.98	1.02	1.06	1.10
11.2%	Fair value per share in EUR	0.78	0.80	0.81	0.83	0.86	0.88	0.91

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



INCOME STATEMENT

All figures in EUR '000	2019A	2020A	2021A	2022E	2023E	2024E
Revenues	132,796	109,689	117,728	96,183	164,352	275,953
Change in inventories	33,723	38,204	129,819	3,000	3,000	3,000
Own work	0	0	0	176,000	217,100	180,360
Other operating income	4,659	3,819	4,480	4,989	6,958	7,873
Total aggregate output	171,179	151,711	252,027	280,173	391,410	467,186
Cost of goods sold	-92,961	-72,729	-161,554	-183,513	-255,812	-289,432
Gross profit (total aggr. output ./ COGS)	78,218	78,982	90,473	96,660	135,597	177,754
Personnel costs	-30,600	-35,054	-38,499	-42,127	-46,002	-51,071
Other operating expenses	-18,911	-17,580	-19,320	-25,342	-30,289	-35,870
EBITDA	28,707	26,348	32,654	29,191	59,306	90,814
Depreciation and amortisation	-12,597	-18,177	-23,389	-27,707	-37,735	-45,563
Operating income (EBIT)	16,110	8,170	9,265	1,484	21,571	45,251
Interest Expense	-10,890	-11,182	-10,790	-12,535	-16,404	-19,859
Interest Income	582	251	4,414	6,618	0	0
Other financial income / expenses	32	52	138	0	0	0
Pre-tax income (EBT)	5,835	-2,708	3,028	-4,433	5,167	25,392
Income taxes	-5,946	3,611	21,636	1,330	-1,550	-7,618
Minority interests	-655	717	463	463	463	463
Net income / loss	-765	1,621	25,127	-2,640	4,080	18,238
Diluted EPS (in €)	-0.01	0.02	0.33	-0.03	0.05	0.24

Ratios

Gross margin (gross profit/total aggr. output)	58.9%	72.0%	76.8%	100.5%	82.5%	64.4%
EBITDA margin on revenues	21.6%	24.0%	27.7%	30.3%	36.1%	32.9%
EBIT margin on revenues	12.1%	7.4%	7.9%	1.5%	13.1%	16.4%
Net margin on revenues	-0.6%	1.5%	21.3%	-2.7%	2.5%	6.6%
Tax rate	101.9%	133.4%	-714.6%	-30.0%	-30.0%	-30.0%

Expenses as % of revenues

Personnel costs	23.0%	32.0%	32.7%	43.8%	28.0%	18.5%
Depreciation and amortisation	9.5%	16.6%	19.9%	28.8%	23.0%	16.5%
Other operating expenses	14.2%	16.0%	16.4%	26.3%	18.4%	13.0%

Y-Y Growth

Revenues	45.3%	-17.4%	7.3%	-18.3%	70.9%	67.9%
Operating income	106.8%	-49.3%	13.4%	-84.0%	1353.9%	109.8%
Net income/ loss	n.m.	n.m.	1450.5%	n.m.	n.m.	347.0%



BALANCE SHEET

All figures in EUR '000	2019A	2020A	2021A	2022E	2023E	2024E
Assets						
Current assets, total	250,445	346,594	363,469	353,399	348,952	386,242
Cash and cash equivalents	111,935	111,617	149,625	148,351	140,135	133,815
Short-term investments	0	0	0	0	0	0
Receivables	34,251	40,171	29,492	39,201	42,168	76,449
Inventories	84,807	174,003	163,711	145,205	146,008	155,338
Other current assets	19,452	20,803	20,641	20,641	20,641	20,641
Non-current assets, total	299,571	317,215	463,531	580,158	729,059	869,456
Property, plant & equipment	174,081	176,341	273,523	390,150	539,051	679,449
Goodwill & other intangibles	64,719	64,330	63,964	63,964	63,964	63,964
Rights-of-use assets	39,376	39,125	64,732	64,732	64,732	64,732
Other assets	60,771	76,544	126,044	126,044	126,044	126,044
Total assets	550,016	663,809	827,000	933,557	1,078,011	1,255,699
Shareholders' equity & debt						
Current liabilities, total	113,636	108,209	109,302	106,759	105,049	123,216
Short-term financial debt	11,705	24,223	22,758	25,000	22,000	11,000
Liabilities from leases (ST)	3,057	4,626	6,862	6,862	6,862	6,862
Accounts payable	35,276	31,364	34,398	26,650	27,940	57,107
Current provisions	8,381	4,617	6,747	6,747	6,747	6,747
Other current liabilities	58,275	48,005	45,399	48,362	48,362	48,362
Long-term liabilities, total	231,260	355,038	495,905	611,099	756,699	901,499
Long-term financial debt	188,953	272,887	385,066	498,121	643,721	788,521
Liabilities from leases (LT)	37,207	70,388	103,719	105,858	105,858	105,858
Other liabilities	5,100	11,763	7,120	7,120	7,120	7,120
Minority interests	-13,283	-7,070	-7,382	-7,845	-8,308	-8,771
Shareholders' equity	218,402	207,633	229,175	223,545	224,571	239,755
Share capital	76,603	76,603	76,603	76,603	76,603	76,603
Capital reserve	82,953	82,953	82,953	82,953	82,953	82,953
Other reserves	-819	-2,692	-3,109	-3,109	-3,109	-3,109
Treasury stock	-707	-707	-707	-707	-707	-707
Retained earnings	60,372	51,476	73,435	67,741	68,767	83,952
Total consolidated equity and debt	550,016	663,809	827,000	933,557	1,078,011	1,255,699
Ratios						
Current ratio (x)	2.20	3.20	3.33	3.31	3.32	3.13
Quick ratio (x)	1.46	1.59	1.83	1.95	1.93	1.87
Net cash	-128,987	-260,507	-368,779	-487,489	-638,305	-778,426
Net gearing	59.1%	125.5%	160.9%	218.1%	284.2%	324.7%
Book value per share (€)	2.74	2.63	2.91	2.83	2.83	3.03
Tangible book value per share (€)	1.89	1.80	2.08	2.00	2.00	2.20
Equity ratio (incl. minorities)	37.3%	30.2%	26.8%	23.1%	20.1%	18.4%
Return on equity (ROE)	-0.4%	0.8%	11.0%	-1.2%	1.8%	7.6%
Return on assets (ROA)	1.8%	1.9%	4.3%	1.1%	1.9%	3.0%
Return on investment (ROI)	-0.1%	0.2%	3.0%	-0.3%	0.4%	1.5%
Return on capital employed (ROCE)	5.4%	2.0%	1.7%	0.2%	2.8%	4.9%



CASH FLOW STATEMENT

All figures in EUR '000	2019A	2020A	2021A	2022E	2023E	2024E
EBIT	16,110	8,170	9,265	1,484	21,571	45,251
Depreciation and amortisation	12,597	18,177	23,389	27,707	37,735	45,563
EBITDA	28,707	26,348	32,654	29,191	59,306	90,814
Changes in working capital	19,031	-75,310	217	4,011	-2,478	-14,445
Other adjustments	-12,331	-19,538	-9,093	-4,587	-17,954	-27,476
Operating cash flow	35,407	-68,500	23,778	28,615	38,874	48,893
Investments in PP&E	-77,966	-14,450	-112,828	-144,334	-186,636	-185,960
Investments in intangibles	0	-81	0	0	0	0
Free cash flow	-42,559	-83,031	-89,050	-115,720	-147,763	-137,067
Acquisitions & disposals, net	85	104	30,976	0	0	0
Other investments	0	0	-139	0	0	0
Cash flow from investing	-77,882	-14,427	-81,991	-144,334	-186,636	-185,960
Debt financing, net	37,555	86,483	122,179	114,242	142,600	133,800
Equity financing, net	5,669	0	0	0	0	0
Dividends paid	-2,975	-3,053	-3,053	-3,053	-3,053	-3,053
Other financing	0	-573	-7,152	0	0	0
Cash flow from financing	40,249	82,857	111,974	111,189	139,547	130,747
Forex and other changes in cash	-14,911	-248	-15,754	0	0	0
Net cash flows	-17,135	-318	38,008	-4,531	-8,216	-6,321
Cash, start of the year	129,071	111,935	111,617	149,625	148,351	140,135
Cash, end of the year	111,936	111,617	149,625	145,094	140,135	133,815
EBITDA/share (in €)	0.38	0.35	0.43	0.38	0.78	1.19
Operating cashflow/share (in €)	0.47	-0.90	0.31	0.37	0.51	0.64

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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.

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Report No.:	Date of publication	Previous day closing price	Recommendation	Price target
Initial Report	31 March 2008	€2.38	Buy	€4.50
2...107	↓	↓	↓	↓
108	13 November 2020	€7.09	Add	€7.20
109	19 February 2021	€7.66	Add	€8.00
110	14 April 2021	€7.27	Add	€7.70
111	12 May 2021	€7.33	Add	€7.70
112	12 August 2021	€7.27	Add	€7.90
113	11 November 2021	€8.26	Add	€8.80
114	18 March 2022	€9.49	Add	€10.00
115	19 April 2022	€12.12	Reduce	€11.50
116	Today	€12.42	Reduce	€12.00

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