

ABO Wind AG

Deutschland / Cleantech
 Börse München
 Bloomberg: AB9 GR
 ISIN: DE0005760029

2022 annual report

RATING
BUY

PRICE TARGET
€ 118.00

Return Potential 63.9%
 Risk Rating High

2023 EXPECTED TO BE ANOTHER GOOD YEAR

The past year was by far the most successful year in ABO Wind's corporate history. Twice the company increased net profit guidance and finally achieved a net profit of €24.6m. Thus, earnings were at the upper end of the latest guidance of €20m - €25m. The company has thus managed to top the €20m mark two years ahead of the original target. For 2023, ABO Wind also expects a profit in a similar amount (€22 - €26m). The project pipeline has increased by 1 GW to 21 GW. In addition, there is the hydrogen-based project pipeline of 15 GW. These very large pipelines promise further profitable growth in the coming years. Following strong operating earnings in 2022, which were 14% above our estimate, we have raised our EBIT forecasts for 2023 and subsequent years. However, due to higher interest rates, we also assume higher interest expenses. We therefore confirm our net profit forecast of €24m for 2023. We assume that the significantly improved regulatory environment in Germany (in particular, shorter approval periods, area expansion, higher maximum prices in the tenders) and Europe (EU Emergency Ordinance) will take full effect from 2024 and provide additional impetus to ABO Wind's business. The company was also highly successful in the German tender for onshore wind power in February, winning seven projects with a total capacity of 87 MW. An updated DCF model yields an unchanged €118 price target. After the recent share price decline, we see significant upside potential (ca. 60%). Still a clear Buy.

2023 should be similarly successful as 2022 After the extraordinarily successful FY 2022, ABO Wind expects a similarly strong net result for the current year (€22m - €26m). For the following years, the company expects a further increase in net earnings.

(p.t.o.)

FINANCIAL HISTORY & PROJECTIONS

	2020	2021	2022	2023E	2024E	2025E
Revenue (€m)	149.16	127.11	231.66	267.25	304.13	343.06
Y-o-y growth	18.1%	-14.8%	82.3%	15.4%	13.8%	12.8%
EBIT (€m)	22.46	22.45	43.12	42.02	47.83	52.24
EBIT margin	15.1%	17.7%	18.6%	15.7%	15.7%	15.2%
Net income (€m)	13.12	13.80	24.59	23.95	27.16	31.10
EPS (diluted) (€)	1.54	1.50	2.67	2.60	2.95	3.37
DPS (€)	0.45	0.49	0.54	0.54	0.62	0.66
FCF (€m)	40.53	-54.05	-19.10	1.32	7.73	13.62
Net gearing	5.3%	45.0%	55.0%	54.7%	51.3%	45.8%
Liquid assets (€m)	52.80	18.47	87.08	78.81	97.26	103.35

RISKS

Main risks are project development, supply chain, financing, interest rate, and regulation.

COMPANY PROFILE

ABO Wind is a project developer for renewable energies and has developed green power and storage projects with a total capacity of ca. 5 GW since its establishment in 1996. The company also offers the management of wind farms, solar plants and storages. ABO Wind has ca. 1.000 employees. Its headquarters are in Wiesbaden, Germany.

MARKET DATA

As of 20 Mar 2023

Closing Price	€ 72.00
Shares outstanding	9.22m
Market Capitalisation	€ 663.91m
52-week Range	€ 50.60 / 96.60
Avg. Volume (12 Months)	3,875

Multiples	2022	2023E	2024E
P/E	27.0	27.7	24.4
EV/Sales	3.2	2.7	2.4
EV/EBIT	17.0	17.4	15.3
Div. Yield	0.8%	0.8%	0.9%

STOCK OVERVIEW



COMPANY DATA

As of 30 Jun 2022

Liquid Assets	€ 10.72m
Current Assets	€ 316.70m
Intangible Assets	€ 1.43m
Total Assets	€ 334.71m
Current Liabilities	€ 72.90m
Shareholders' Equity	€ 155.17m

SHAREHOLDERS

Familie Ahn	26.0%
Familie Bockholt	26.0%
Mainova	10.0%
Free Float	38.0%



Very strong growth in FY 2022 ABO Wind increased revenues by 82% to €232m, and total output was up 64% to €308m. Gross profit increased by €50m to €159m. The gross profit margin decreased from 58% to 52%, as the share of material-intensive construction services was significantly higher compared to the previous year, in particular due to the battery projects. Despite higher costs, EBIT rose more strongly than sales (+92% to €43.1m). A weaker financial result (€-4.9m vs. €-1.9m in FY 2021) due to higher interest expenses led to a net result increase of 78% y/y to €24.6m. Thanks to the very good business performance, management proposes a 10% higher dividend of €0.54 per share (PY: €0.49).

Figure 1: Reported figures versus forecasts

All figures in €m	2022A	2022E	Delta	2021A	Delta
Sales	231.7	220.4	5%	127.1	82%
EBIT	43.1	37.7	14%	22.5	92%
margin	18.6%	17.1%		17.7%	
Net income	24.6	23.2	6%	13.8	78%
margin	10.6%	10.5%		10.9%	
EPS (diluted) in €	2.67	2.52	6%	1.50	78%

Source: First Berlin Equity Research, ABO Wind AG

Strong sales growth in all segments; Planning & Rights' Sales particularly strong

While growth in the smallest segment, Services, was comparatively low at 24%, the Planning & Rights Sales segment grew by 154% y/y. Although the volume of project rights sales and completed project developments was lower than in the previous year, the average price per MW was significantly higher. The Construction segment grew by 43% (see figure 2); here, volume growth was relatively low compared to sales growth (completed project construction: 75 MW vs. 72 MW in the previous year, turnkey sales 228 MW vs. 190 MW), while the average selling price rose strongly.

Figure 2: Segment sales development

Segment sales in €m	2022A	2021A	Delta
Construction	96.2	67.2	43%
Planning & Rights' Sales	119.6	47.1	154%
Services	15.9	12.8	24%
Total sales	231.7	127.1	82%

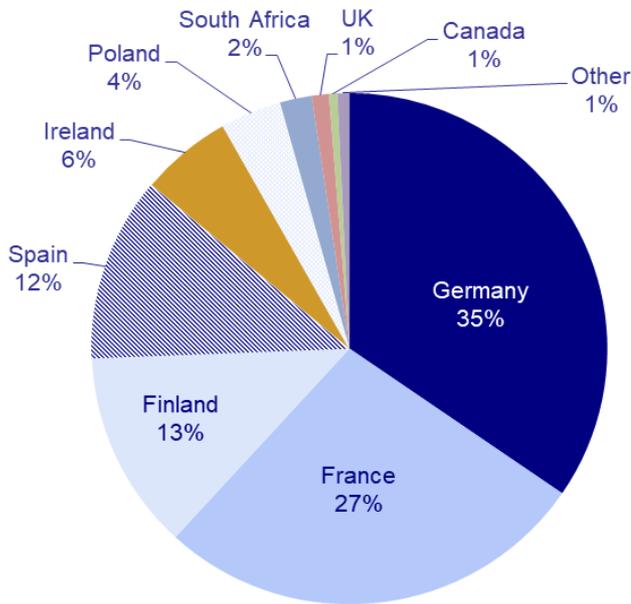
Source: First Berlin Equity Research, ABO Wind AG

Germany most important market but share of total sales decreases significantly

Germany was again ABO Wind's most important market in 2022 with a revenue share of almost 35% (PY: 50%), followed by France with 27% and Finland with 13% (see figure 3 overleaf). The company more than doubled revenue y/y in France and increased sales by 122% in Finland. ABO Wind achieved double-digit million revenues in five country markets and single-digit in another four. Outside Europe, South Africa delivered a significant revenue contribution of €4.6m for the first time.



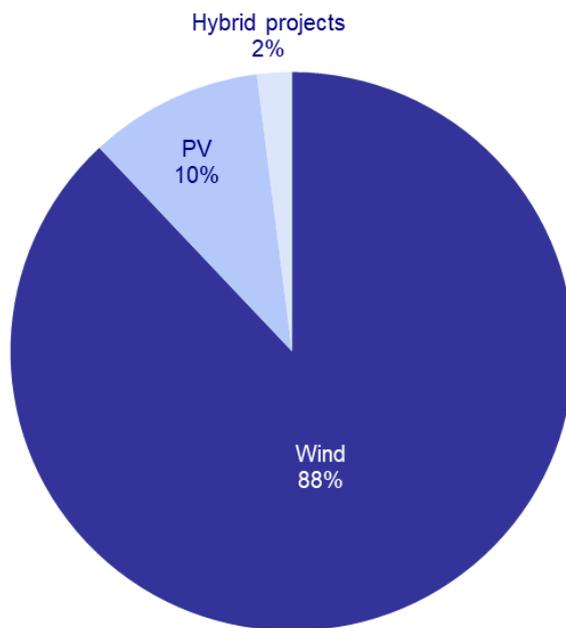
Figure 3: Geographical sales split



Source: First Berlin Equity Research, ABO Wind AG

Distribution of sales according to technologies Broken down by technologies, ABO Wind generated 88% (PY: 91%) of sales with wind projects and 10% (PY: 7%) with solar projects in the project planning business in 2022. Some 2% were generated with hybrid projects (see figure 4).

Figure 4: Sales split by technology



Source: First Berlin Equity Research, ABO Wind AG



Prepared for further growth with a strong balance sheet While there were no major shifts in fixed assets overall, current assets showed significant changes. Overall, they increased by 55% to €433m (see figure 4 overleaf). Of particular note is the significant increase in cash and cash equivalents (+371% y/y to €87m), which improves the financial scope for funding major projects, while receivables from affiliated companies rose 92% to €173m. This item mainly includes projects not yet sold (€165m) and is for us an indicator of business activity in the current year. The strong increase underpins our growth forecast. Despite the 82% increase in sales, working capital increased only marginally from €130m to €132m, resulting in a drastic reduction in the working capital ratio from 102% to 57% and points to excellent working capital management last year.

Equity rose by 13% to €170m, mainly due to the net profit. Due to the balance sheet expansion (+52% to €451m), the equity ratio decreased from just over 50% to 38%, which is still a comparatively high level for a project developer.

Financial liabilities increased by a total of 110% to €181m. This rise is mainly due to the increase in non-current financial liabilities. As these are mainly fixed interest and were acquired at a time when the general interest rate level was still comparatively low, we believe that ABO Wind is well positioned financially for the coming years. Net debt increased by 39% y/y to almost €94m. ABO Wind continues to be on a solid financial footing with net gearing of 55% (previous year: 45%). The solid financial position allows ABO Wind to construct several large-scale projects in parallel on a turnkey basis. This option is of great value for ABO Wind, as the company can, depending on the market situation, decide to either construct projects on a turnkey basis or to sell the project rights.

Figure 5: Selected balance sheet positions

in €m	2022A	2021A	Delta
Non-current assets	13.6	14.5	-6%
Inventories	124.2	133.0	-7%
Trade receivables	26.5	10.9	143%
Receivables from affiliated companies	172.7	90.0	92%
Securities	8.8	11.7	-25%
Liquid funds	87.1	18.5	371%
Current assets	433.0	279.0	55%
Equity	170.1	149.9	13%
<i>Equity ratio</i>	<i>37.7%</i>	<i>50.5%</i>	<i>-12,8 PP</i>
Mezzanine capital	13.4	13.7	-2%
Provisions	36.7	21.4	71%
Financial debt, long-term	170.2	76.9	121%
Financial debt, short-term	10.3	9.0	15%
Total financial debt	180.6	85.9	110%
Net debt	93.5	67.4	39%
<i>Net gearing (Net debt/equity in %)</i>	<i>55.0%</i>	<i>45.0%</i>	<i>+10,0 PP</i>
Trade payables	19.1	14.0	36%
Balance sheet total	451.3	297.1	52%

Source: First Berlin Equity Research, ABO Wind AG

Significantly improved operating cash flow Cash flow from operating activities amounted to €-13.9m, compared to €-50.7m in the previous year. The main reason for this was improved working capital management. As a result of the high level of borrowing (net: €94m), cash inflow from financing activities was €84m. Overall, net cash inflow amounted to almost €69m (see figure 6 overleaf).

**Figure 6: Selected cash flow positions**

in €m	2022A	2021A
Operating cash flow	-13.9	-50.7
CAPEX	-5.3	-3.3
Free cash flow	-19.1	-54.1
Cash flow from investing	-2.1	-3.9
Cash flow from financing	84.2	20.3
Net cash flow	68.6	-34.3

Source: First Berlin Equity Research, ABO Wind AG

Project pipeline increased to 21 GW In FY 2022, ABO Wind expanded its project pipeline (wind farms, solar farms, and battery storage) by 1 GW to 21 GW (see figure 7). In terms of capacity (GW), more than 60% of the pipeline is wind power (ca. 13 GW), more than 30% PV (> 7 GW), and ca. 5% (ca. 1 GW) battery storage. Two thirds of the projects are located in the European core markets, which are characterised by stable framework conditions. The largest increases were in Germany (+900 MW), South Africa (+800 MW) and Finland (+500 MW). The biggest declines were in Spain (-400 MW) and Canada (-200 MW). In both countries ABO Wind sold a larger volume of project rights.

Figure 7: Project pipeline (wind, PV, storage) end 2022

Country	Phase I	Phase II	Phase III	Sum
Germany	2,390	300	110	2,800
France	1,375	150	75	1,600
Finland	5,380	0	120	5,500
Ireland	400	145	20	565
Spain	950	150	0	1,100
Greece	200	700	50	950
Poland	485	15	0	500
Hungary	120	10	20	150
Great Britain	533	17	0	550
The Netherlands	50	0	0	50
Argentina	1,050	700	0	1,750
Colombia	410	50	20	480
Canada	600	0	0	600
South Africa	2,400	2,000	0	4,400
Tanzania	50	0	0	50
Tunesia	40	10	0	50
Sum	16,433	4,247	415	21,095

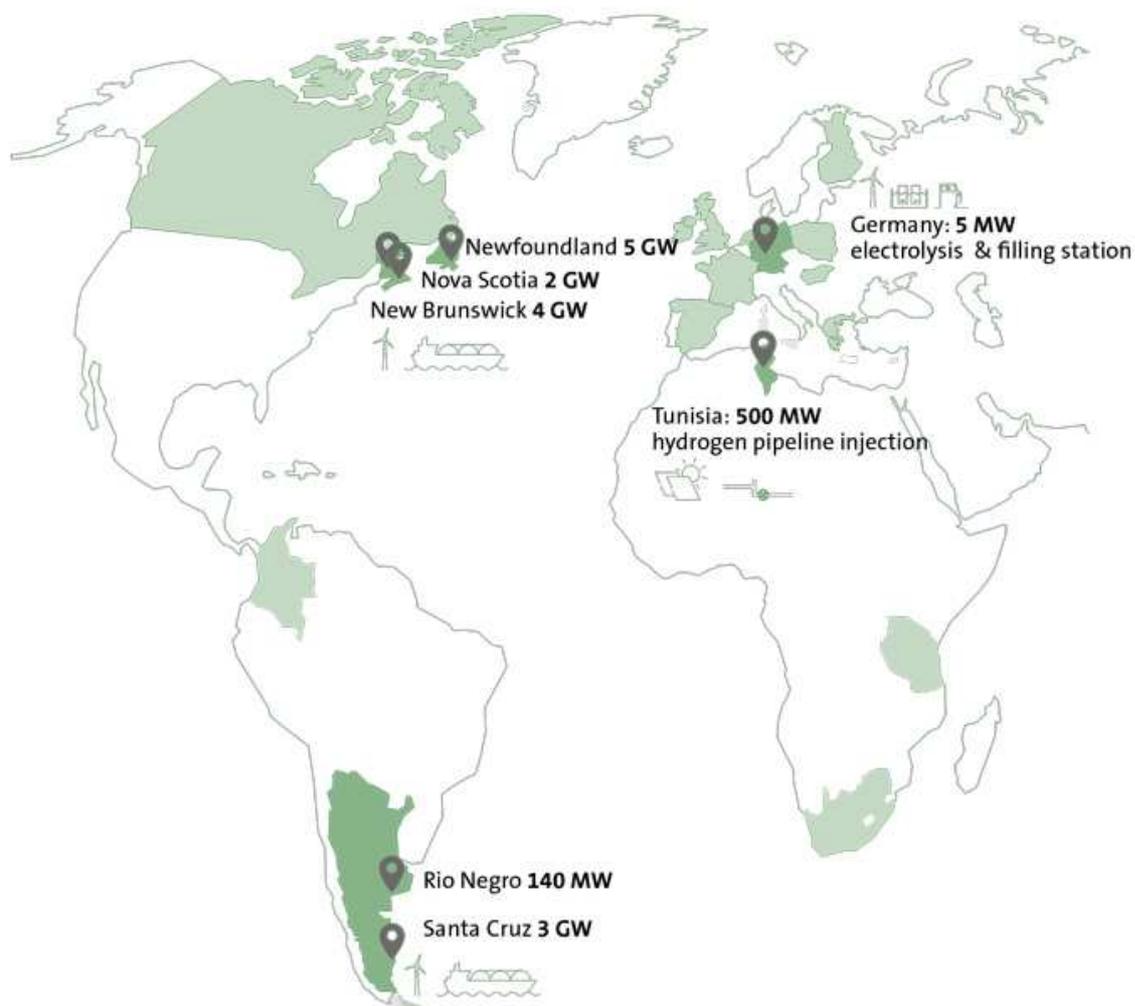
Phase I: site secured, approval pending, phase II: approval received, ready for construction

Phase III: under construction

Source: First Berlin Equity Research, ABO Wind AG

Further project pipeline (15 GW) with focus on hydrogen In addition to the project pipeline shown above, ABO Wind is developing a second portfolio of around 15 GW (see figure 8 overleaf). These are mainly very large wind farms or solar plants related to a targeted production of green hydrogen. In countries such as Canada or Argentina, the development of wind and solar farms would enable gigawatt-scale production. The hydrogen business model ranges from the provision of renewable energy to the full development of a hydrogen infrastructure.

Figure 8: Hydrogen-based project pipeline



Source: First Berlin Equity Research, ABO Wind AG

Successes in FY 2022 Last year, ABO Wind achieved several spectacular project successes. In Canada, the company brought the country's largest approved wind farm project (capacity: 515 MW) to construction readiness. In South Africa, ABO Wind succeeded in selling two solar projects with an output of 100 MW each. In Greece, despite topographical challenges, the company built its largest solar park to date with an output of 50 MW in a construction period of only nine months. Last year, Northern Ireland's first large-scale, 50 MW stand-alone battery storage facility also went online. With a response time of less than 150 milliseconds, it is one of the fastest storage systems in the world and stabilises the power grid by providing grid services.

New business in 2022 significantly exceeded planning. ABO Wind acquired new projects in Europe with a total capacity of 2.0 GW. Outside Europe, projects with around 3.6 GW were secured. Wind power projects account for around half of new business both in terms of GW and number, while solar and hybrid projects make up the other half.



Guidance: 2023 double-digit growth in total output and net income at a similar level as 2022 For 2023, ABO Wind expects double-digit growth in total output and net income of €22-26m (see figure 9).

Figure 9: 2023 guidance

Guidance for 2023	
Total output	double-digit growth
Net profit	€22m - €26m

Source: First Berlin Equity Research, ABO Wind AG

For the years 2023 to 2025, ABO Wind expects annual new business of at least two gigawatts. For the completed project developments, the company assumes an average volume of 150 to 350 MW per year. The sale of project rights and portfolios should be at least at this level. In terms of completed construction work, management expects volume of up to 250 MW per year (see figure 10).

Figure 10: Mid-term guidance

2023-25 (in MW)	Ø p.a.
New business	≥ 2000
Completed project development	150-350
Project rights / portfolio sale	≥ 150-350
Completed construction	≤ 250

Source: First Berlin Equity Research, ABO Wind AG

Risks: Interest rate development, supply chain issues and inflation We see a significant risk in the increase of borrowing rates for short- and long-term project financing. ABO Wind has raised debt capital at comparatively favourable conditions by issuing a subordinated bond in FY 2021 (€43m, coupon: 3.5%, maturity: 9 years) and a promissory note in FY 2022 (€70m, tranches with fixed and variable interest rates, maturities of three, five, and seven years). Nevertheless, the significantly higher borrowing rates will increase the long-term borrowing costs of newly completed projects and thus reduce the internal rate of return. This is counteracted in Germany by the increase in the maximum value by 25% to 7.35 €/ct/kWh for onshore wind power tenders and by 25% to 7.37 €/ct/kWh for ground-mounted PV plants, as well as the significantly higher electricity prices (annual market value of onshore wind in 2022: €163/MWh versus €79/MWh in the previous year). Even the electricity price brake, which virtually caps prices at around €100/MWh, should only have a temporary effect, as we expect it to be withdrawn in June following statements to this effect by the Minister of Economic Affairs, Robert Habeck.

The pandemic, extreme weather and more protectionist policies in large parts of the world have made international supply chains significantly more fragile in recent years. We expect to see a significant increase in supply chain stability now that the pandemic has subsided and China has opened up its economy.

The explosion in commodity prices has resulted in wind turbine prices increasing by ca. 20% and a 30% rise in solar panel prices. While we expect prices to stabilise for turbines, module prices have been falling across the board since October 2022. According to pvexchange's module price index, wholesale module prices have declined by about 9-17% since then.

Strong growth expected for wind and PV In its latest annual report "Renewables 2022", the International Energy Agency (IEA) expects global renewable energy capacity to increase by 2,400 GW (!) between 2022 and 2027. This means that as many renewable energy-based power plants will be built in the next five years as in the previous 20 years. Wind and PV have become the cheapest option for new power plant capacity in most countries. Global



PV capacity will nearly triple and global wind capacity will nearly double between 2022 and 2027, according to the IEA.

In ABO Wind's most important market, Germany, the signs are also pointing to high growth. The German government has already initiated many measures to accelerate expansion and is planning further legislative amendments. We expect a significantly higher number of new installations from 2024, especially in onshore wind power. In 2022, 2.4 GW of onshore wind power was installed. For 2023, the German Wind Energy Association and VDMA expect new installations of 2.7 to 3.2 GW, which would represent growth of between 13% and 33%. The German government's target is an annual addition of 10 GW. A cumulative total of around 66 GW of wind power was connected to the grid at the end of 2022. According to the federal government's plans, nationwide installed onshore wind power capacity should increase to 115 GW by 2030. In the PV sector, ca. 7.5 GW was added in 2022. The German transmission system operators expect an additional 8.5 GW in 2023 (+13% y/y). The German government is targeting an expansion of 20 GW p.a. At the end of 2022, the cumulative total installed PV capacity was 68.5 GW. By 2030, the federal government aims to reach a capacity of 215 GW. The SolarPower Europe association expects an average annual increase of 18% in the rate of new installations in Germany by 2026.

Estimates hardly changed We maintain our revenue and net income estimates for 2023-25 (see figure 11). Increased estimates for interest expense offset our slightly higher EBIT forecasts. For 2022-25, we assume a CAGR of 14% for sales. For net income, we assume a CAGR of 8% in 2022-25. It should be noted that 2022 was an exceptionally profitable year.

Figure 11: Revisions to forecasts

All figures in €m	2023E			2024E			2025E		
	Old	New	Delta	Old	New	Delta	Old	New	Delta
Sales	267.2	267.2	0%	304.1	304.1	0%	343.1	343.1	0%
EBIT	39.6	42.0	6%	44.5	47.8	7%	50.6	52.2	3%
margin	14.8%	15.7%		14.6%	15.7%		14.7%	15.2%	
Net income	24.0	24.0	0%	27.2	27.2	0%	31.1	31.1	0%
margin	9.0%	9.0%		8.9%	8.9%		9.1%	9.1%	
EPS (diluted) in €	2.60	2.60	0%	2.95	2.95	0%	3.37	3.37	0%

Source: First Berlin Equity Research, ABO Wind AG

Buy recommendation reiterated at unchanged price target An updated DCF model yields an unchanged €118 price target. After the recent share price decline, we see a very attractive entry opportunity for investors who want to participate in the global structural growth of renewable energies in this decade. ABO Wind has always been profitable during its 27-year history, has two very large project pipelines, is internationally and technologically broadly positioned, and has sufficient internal resources; in particular, more than 1,000 employees as well as sufficient financial resources to be able to handle the planned growth. We confirm our Buy recommendation.



VALUATION MODEL

DCF valuation model								
All figures in EUR '000	2023E	2024E	2025E	2026E	2027E	2028E	2029E	2030E
Net sales	267,249	304,129	343,058	384,225	461,070	509,273	558,579	608,344
NOPLAT	30,224	34,454	38,913	45,573	54,351	58,824	63,870	68,107
+ depreciation & amortisation	2,464	2,689	3,100	3,530	4,000	4,598	5,195	5,790
Net operating cash flow	32,688	37,143	42,013	49,103	58,351	63,422	69,065	73,897
- total investments (CAPEX and WC)	-31,372	-29,415	-28,392	-31,649	-51,531	-34,225	-35,020	-35,388
Capital expenditures	-3,741	-4,258	-4,803	-5,379	-6,350	-6,898	-7,439	-7,964
Working capital	-27,631	-25,157	-23,589	-26,270	-45,181	-27,327	-27,581	-27,424
Free cash flows (FCF)	1,316	7,728	13,621	17,454	6,820	29,197	34,045	38,509
PV of FCF's	1,251	6,883	11,375	13,665	5,006	20,087	21,958	23,284

All figures in thousands		
PV of FCFs in explicit period (2023E-2037E)	287,858	
PV of FCFs in terminal period	893,349	
Enterprise value (EV)	1,181,207	Terminal growth
+ Net cash / - net debt	-93,505	Terminal EBIT margin
+ Investments / minority interests	36	
Shareholder value	1,087,738	
Number of shares (diluted)	9,221	
Fair value per share in EUR	117.96	

WACC		Terminal growth rate						
		2.0%	2.5%	3.0%	3.5%	4.0%	4.5%	5.0%
5.2%	Cost of equity	151.75	172.77	203.50	252.65	343.94	572.16	2169.73
5.7%	Pre-tax cost of debt	125.59	139.55	158.75	186.81	231.71	315.09	523.54
6.2%	Tax rate	105.87	115.56	128.31	145.84	171.46	212.45	288.58
6.7%	After-tax cost of debt	90.52	97.47	106.31	117.95	133.95	157.33	194.74
7.2%	Share of equity capital	78.26	83.37	89.71	97.78	108.39	122.99	144.32
7.7%	Share of debt capital	68.26	72.10	76.77	82.55	89.90	99.58	112.89
8.2%	Price target in EUR	59.98	62.91	66.41	70.66	75.93	82.63	91.46

* for layout purposes the model shows numbers only to 2030, but runs until 2037



INCOME STATEMENT

All figures in EUR '000	2020A	2021A	2022A	2023E	2024E	2025E
Revenues	149,155	127,109	231,658	267,249	304,129	343,058
Changes in inventory	20,206	60,346	76,434	72,157	82,115	88,166
Own work	0	0	0	0	0	0
Total output	169,361	187,455	308,092	339,406	386,244	431,224
Cost of goods sold	72,592	78,280	148,807	170,238	198,292	228,134
Gross profit	96,769	109,175	159,285	169,169	187,952	203,090
Personnel costs	50,776	63,397	77,730	86,586	96,200	103,800
Other operating income	6,362	5,141	5,111	5,612	6,083	6,861
Other operating expenses	17,593	20,440	29,694	33,406	36,496	39,452
EBITDA	34,762	30,479	56,972	54,789	61,339	66,700
Depreciation and amortisation	1,649	1,929	3,002	2,464	2,689	3,100
Depreciation of current assets	10,653	6,102	10,846	10,304	10,819	11,360
Operating income (EBIT)	22,460	22,448	43,124	42,021	47,832	52,240
Net financial result	-1,755	-1,485	-4,887	-6,273	-7,294	-7,815
Pre-tax income (EBT)	20,705	20,963	38,238	35,747	40,538	44,425
Income taxes	7,589	7,152	13,661	11,797	13,377	13,327
Minority interests	4	-6	13	0	0	0
Net income / loss	13,120	13,804	24,590	23,951	27,160	31,097
Diluted EPS (in €)	1.54	1.50	2.67	2.60	2.95	3.37
Ratios						
Gross margin on total output	57.1%	58.2%	51.7%	49.8%	48.7%	47.1%
EBITDA margin on revenues	23.3%	24.0%	24.6%	20.5%	20.2%	19.4%
EBIT margin on revenues	15.1%	17.7%	18.6%	15.7%	15.7%	15.2%
EBT margin on revenues	13.9%	16.5%	16.5%	13.4%	13.3%	12.9%
Net margin on revenues	8.8%	10.9%	10.6%	9.0%	8.9%	9.1%
Tax rate	36.7%	34.1%	35.7%	33.0%	33.0%	30.0%
Expenses as % of revenues						
Personnel costs	34.0%	49.9%	33.6%	32.4%	31.6%	30.3%
Depreciation and amortisation	1.1%	1.5%	1.3%	0.9%	0.9%	0.9%
Depreciation of current assets	7.1%	4.8%	4.7%	3.9%	3.6%	3.3%
Other operating expenses	11.8%	16.1%	12.8%	12.5%	12.0%	11.5%
Y-Y Growth						
Revenues	18.1%	-14.8%	82.3%	15.4%	13.8%	12.8%
Operating income	14.3%	-0.1%	92.1%	-2.6%	13.8%	9.2%
Net income/ loss	15.1%	5.2%	78.1%	-2.6%	13.4%	14.5%



BALANCE SHEET

All figures in EUR '000	2020A	2021A	2022A	2023E	2024E	2025E
Assets						
Current assets, total	236,761	282,609	437,621	461,223	508,678	542,444
Cash and cash equivalents	52,798	18,472	87,075	78,808	97,262	103,351
Short-term investments	9,331	11,684	8,775	8,775	8,775	8,775
Receivables	34,020	10,860	26,502	40,270	45,828	51,694
Inventories	64,398	133,019	124,152	142,253	165,696	187,507
Other current assets	74,825	105,708	187,664	187,664	187,664	187,664
Non-current assets, total	12,501	14,451	13,643	14,920	16,489	18,192
Property, plant & equipment	5,653	7,234	9,043	10,179	11,569	13,059
Goodwill & other intangibles	1,116	1,474	1,574	1,715	1,895	2,107
Financial assets	5,732	5,743	3,026	3,026	3,026	3,026
Other assets	0	0	0	0	0	0
Total assets	249,262	297,060	451,264	476,144	525,168	560,636
Shareholders' equity & debt						
Current liabilities, total	44,700	56,483	97,545	103,453	128,034	108,491
Short-term debt	8,594	8,997	10,331	12,000	32,000	8,000
Accounts payable	7,081	14,034	19,081	23,320	27,163	31,251
Current provisions	19,634	21,355	36,695	36,695	36,695	36,695
Other current liabilities	9,391	12,097	31,438	31,438	32,176	32,545
Long-term liabilities, total	64,446	90,713	183,661	183,661	186,661	216,661
Long-term debt	51,662	76,950	170,249	170,249	173,249	203,249
Deferred revenue	0	0	0	0	0	0
Other liabilities	12,784	13,763	13,412	13,412	13,412	13,412
Minority interests	30	41	36	36	36	36
Shareholders' equity	140,086	149,823	170,022	188,993	210,437	235,448
Share capital	9,221	9,221	9,221	9,221	9,221	9,221
Capital reserve	45,490	45,490	45,490	45,490	45,490	45,490
Other reserves	0	0	0	0	0	0
Loss carryforward / retained earnings	85,671	95,329	115,401	134,372	155,816	180,827
Total consolidated equity and debt	249,262	297,060	451,264	476,144	525,168	560,636
Ratios						
Current ratio (x)	5.30	5.00	4.49	4.46	3.97	5.00
Quick ratio (x)	3.86	2.65	3.21	3.08	2.68	3.27
Net debt	7,458	67,475	93,505	103,441	107,987	107,898
Net gearing	5.3%	45.0%	55.0%	54.7%	51.3%	45.8%
Book value per share (in €)	16.47	16.25	18.44	20.50	22.82	25.53
Equity ratio	56.2%	50.4%	37.7%	39.7%	40.1%	42.0%
Return on equity (ROE)	9.4%	9.2%	14.5%	12.7%	12.9%	13.2%
Return on assets (ROA)	6.2%	5.4%	6.7%	6.5%	6.6%	7.0%
Return on investment (ROI)	5.3%	4.6%	5.4%	5.0%	5.2%	5.5%
Return on average capital employed (ROCE)	14.2%	12.1%	17.7%	14.9%	15.4%	15.6%
Days of sales outstanding (DSO)	83.3	31.2	41.8	55.0	55.0	55.0
Days inventory outstanding (DIO)	323.8	620.2	304.5	305.0	305.0	300.0
Days in payables (DIP)	35.6	65.4	46.8	50.0	50.0	50.0



CASH FLOW STATEMENT

All figures in EUR '000	2020A	2021A	2022A	2023E	2024E	2025E
EBIT	22,460	22,448	43,111	42,021	47,832	52,240
Depreciation and amortisation *	1,649	1,929	3,002	2,464	2,689	3,100
EBITDA	24,109	24,377	46,113	44,485	50,520	55,340
Changes in working capital	28,412	-68,555	-61,723	-27,631	-25,157	-23,589
Other adjustments	-10,048	-6,558	1,761	-11,797	-13,377	-13,327
Operating cash flow	42,473	-50,736	-13,850	5,058	11,985	18,424
Investments in PP&E	-1,774	-2,941	-4,597	-3,207	-3,650	-4,117
Investments in intangibles	-173	-375	-654	-534	-608	-686
Free cash flow	40,526	-54,052	-19,101	1,316	7,728	13,621
Acquisitions & disposals, net	7	462	249	0	0	0
Other investments	-1,651	-1,004	2,872	0	0	0
Investment cash flow	-3,591	-3,858	-2,130	-3,741	-4,258	-4,803
Debt financing, net	-16,575	26,764	94,375	1,669	23,000	6,000
Equity financing, net	27,145	0	0	0	0	0
Dividends paid	-3,558	-4,149	-4,518	-4,979	-4,979	-5,717
Other financing	-2,573	-2,328	-5,650	-6,273	-7,294	-7,815
Financing cash flow	4,438	20,287	84,207	-9,584	10,727	-7,532
FOREX & other effects	-170	19	376	0	0	0
Net cash flows	43,150	-34,288	68,603	-8,267	18,455	6,089
Cash, start of the year	9,648	52,798	18,472	87,075	78,808	97,262
Cash, end of the year	52,798	18,510	87,075	78,808	97,262	103,351
EBITDA/share (in €)	4.09	3.31	6.18	5.94	6.65	7.23
Y-Y Growth						
Operating cash flow	n.m.	n.m.	n.m.	n.m.	137.0%	53.7%
Free cash flow	n.m.	n.m.	n.m.	n.m.	487.0%	76.3%
Financial cash flow	-84.8%	357.1%	315.1%	n.m.	n.m.	n.m.
EBITDA/share	14.2%	-19.1%	86.9%	-3.8%	12.0%	8.7%

* Depreciation of current assets are booked in "Changes in working capital".

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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	12 April 2017	€7.80	BUY	€14.00
2...23	↓	↓	↓	↓
24	6 September 2021	€48.10	BUY	€73.00
25	7 December 2021	€57.00	BUY	€79.00
26	29 March 2022	€58.40	BUY	€95.00
27	11 July 2022	€56.20	BUY	€92.00
28	2 September 2022	€56.20	BUY	€109.00
29	5 December 2022	€63.00	BUY	€112.00
30	26 January 2023	€83.00	BUY	€118.00
31	2 March 2023	€74.60	BUY	€118.00
32	Today	€72.00	BUY	€118.00

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- key sources of information in the preparation of this research report
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