

ABO Wind AG

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

H1 report

RATING
BUY

PRICE TARGET
€ 118.00

Return Potential 138.9%
 Risk Rating High

STRONG SALES AND EBIT GROWTH IN H1

ABO Wind strongly increased sales and EBIT in the first half of the year. Revenues rose by 33% y/y to €131m due to a significant increase in construction activity. EBIT climbed by 15% to €16.3m. However, net profit of €8.9m was 7% short of the previous year's figure owing to significantly higher interest expenses. Typically, the second half of the year is seasonally much stronger than the first. Therefore, we continue to expect ABO Wind to achieve its guidance. Our forecasts are largely unchanged and our DCF model continues to yield a price target of €118. Following the share price decline in recent months, the stock is much more attractively valued with unchanged good short- and medium-term earnings prospects (P/E ratio 2024E now at 17). We confirm our Buy recommendation.

Sales and EBIT significantly increased in H1 Thanks to strong growth in the Construction segment, group sales increased by 33% y/y to €130.7m (FBe.: €125.0m). Total output rose 25% y/y to €158.8m. Increased construction activity led to a higher cost of materials ratio (51.0% vs. 48.3% y/y). This explains why EBIT growth, although still strong at 15% y/y to €16.3m, was lower than sales growth (see figure 1 overleaf). Significantly higher bank debt (€155m vs. €72m in H1/22) and higher interest rates resulted in interest and similar expenses more than doubling (€3.9m vs. €1.5m y/y). This, together with a higher tax expense, resulted in a 7% y/y decline in net income to €8.9m (FBe.: €10.2m).

Guidance confirmed After a first half that went according to plan, ABO Wind is still guiding towards a net result between €22m and €26m for 2023.

(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	48.03	52.40
EBIT margin	15.1%	17.7%	18.6%	15.7%	15.8%	15.3%
Net income (€m)	13.12	13.80	24.59	23.95	27.30	31.21
EPS (diluted) (€)	1.54	1.50	2.67	2.60	2.96	3.38
DPS (€)	0.45	0.49	0.54	0.54	0.62	0.66
FCF (€m)	40.53	-54.05	-19.10	2.23	7.66	13.57
Net gearing	5.3%	45.0%	55.0%	54.2%	50.9%	45.4%
Liquid assets (€m)	52.80	18.47	87.08	79.72	98.11	104.15

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. 1.100 employees. Its headquarters are in Wiesbaden, Germany.

MARKET DATA

As of 06 Sep 2023

Closing Price	€ 49.40
Shares outstanding	9.22m
Market Capitalisation	€ 455.52m
52-week Range	€ 49.40 / 96.60
Avg. Volume (12 Months)	4,502

Multiples	2022	2023E	2024E
P/E	18.5	19.0	16.7
EV/Sales	2.3	2.0	1.7
EV/EBIT	12.1	12.4	10.9
Div. Yield	1.1%	1.1%	1.3%

STOCK OVERVIEW



COMPANY DATA

As of 30 Jun 2023

Liquid Assets	€ 34.99m
Current Assets	€ 441.17m
Intangible Assets	€ 1.13m
Total Assets	€ 460.62m
Current Liabilities	€ 33.64m
Shareholders' Equity	€ 173.97m

SHAREHOLDERS

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

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

All figures in €m	H1-23A	H1-23E	Delta	H1-22A	Delta
Sales	130.7	125.0	5%	98.0	33%
EBIT	16.3	17.4	-6%	14.2	15%
margin	12.5%	13.9%		14.5%	
Net income	8.9	10.2	-13%	9.6	-7%
margin	6.8%	8.1%		9.8%	
EPS (diluted) in €	0.96	1.10	-13%	1.04	-7%

Source: First Berlin Equity Research, ABO Wind AG

The Construction segment increased sales by 62% y/y to €71.3m (see figure 2). In the first half of 2023, the construction of a 7 MW wind farm and three solar and battery farms with a combined capacity of 53 MW were invoiced. Five turnkey projects with a total capacity of 353 MW were sold.

The Planning & Rights Sales segment recorded a 9% y/y increase in sales to €51.5m. In addition to the rights to two Spanish wind projects with combined capacity of 84 MW, a Spanish portfolio (three wind and two solar projects with a total capacity of 247 MW) was sold. Project development for three wind power projects with capacity of 36 MW and five solar and battery projects with total capacity of 42 MW was successfully completed.

Sales in the Services segment climbed 19% y/y to €7.8m. ABO Wind managed 389 wind power plants and three battery projects. In the PV segment, 18 plants were managed.

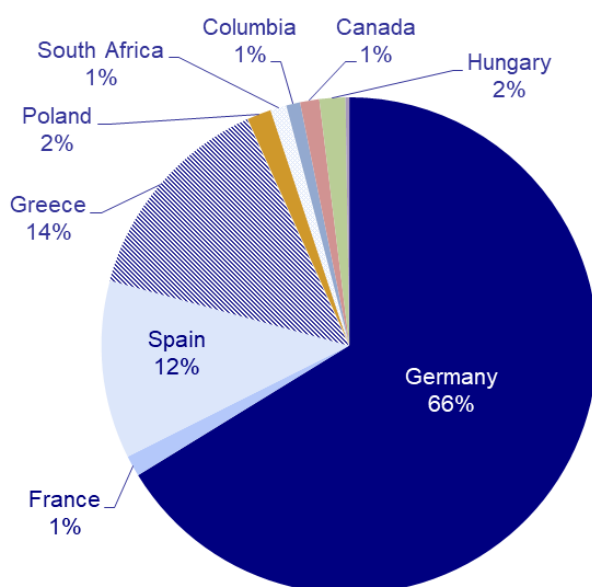
Figure 2: Development of segment sales

Segment sales in €m	H1/23A	H1/22A	Delta
Construction	71.3	44.0	62%
Planning & Rights' Sales	51.5	47.4	9%
Services	7.8	6.6	19%
Total sales	130.7	98.0	33%

Source: First Berlin Equity Research, ABO Wind AG

Broken down by technology, ABO Wind generated 43% of its revenues with wind projects and 26% each with solar and battery projects in the first half of the year. The remaining 5% were generated with hybrid projects. The high share of sales from battery projects is impressive. This shows that ABO Wind has also established a solid market position in this technology segment.

Regional sales distribution shows large fluctuations Compared to the same period last year, the German market has expanded its revenue share very strongly (66% versus 28% in H1/22, see figure 4 overleaf). While Spain was able to almost maintain its sales share (12% versus 13% in the prior-year period), France and Finland, which were the second and third most important markets in the prior-year period, did not play a significant role in H1/23. On the other hand, Greece became the second largest market with a 14% share of sales. The strong shifts in the revenue contributions of the national markets show once again the importance of broad regional diversification. Overall, ABO Wind has grown strongly.

Figure 3: Regional revenue shares

Source: First Berlin Equity Research, ABO Wind AG

Balance sheet reflects increase in construction activity Receivables from affiliates (€241m), up 40% since the beginning of the year, include €230m of projects not yet sold as of 30 June and are an indicator of revenue potential in the second half of the year.

Figure 4: Balance sheet development

in €m	H1/23A	2022A	Delta
Non-current assets	13.5	13.6	-1%
Inventories	109.9	124.2	-11%
Trade receivables	23.6	26.5	-11%
Receivables from affiliated companies	241.1	172.7	40%
Securities	10.2	8.8	16%
Liquid funds	35.0	87.1	-60%
Current assets	441.2	433.0	2%
Equity	174.0	170.1	2%
<i>Equity ratio</i>	37.8%	37.7%	+0.1 PP
Mezzanine capital	13.6	13.4	2%
Provisions	41.0	36.7	12%
Financial debt, long-term	196.7	170.2	16%
Financial debt, short-term	0.7	10.3	-93%
Total financial debt	197.4	180.6	9%
Net debt	162.4	93.5	74%
<i>Net gearing (Net debt/equity in %)</i>	93.3%	55.0%	+38.3 PP
Trade payables	11.8	19.1	-38%
Balance sheet total	460.6	451.3	2%

Source: First Berlin Equity Research, ABO Wind AG



ABO Wind financed the expansion of its business activities through a moderate increase in financial liabilities (+9% to €197m) and a significant reduction in cash and cash equivalents (€35m versus €87m at the beginning of the year, see figure 4). Equity increased by 2% to €174m, and the equity ratio remained largely constant at just under 38%.

High negative operating cash flow For the first time, the half-year report includes a cash flow statement. Operating cash flow was €-59.1m, mainly reflecting the expansion of receivables mentioned above. Net cash outflow amounted to €52.3m (see figure 5).

Figure 5: Cash flow statement

in €m	H1/23A
Operating cash flow	-59.1
CAPEX	-2.7
Free cash flow	-61.8
Cash flow from investing	-1.0
Cash flow from financing	7.8
Net cash flow	-52.3

Source: First Berlin Equity Research, ABO Wind AG

Standard pipeline has grown further Between February and August 2023, the pipeline of wind, PV, and storage projects grew by 5%, or 1.1 GW, to 22.2 GW (see figure 6). The pipeline includes approximately 800 projects. A major contributor to the increase was the German pipeline, which grew by 600 MW. Following the reforms of the traffic light coalition, which aims to massively increase annual installation of wind and solar capacity, there has been an increase in the willingness of municipalities in particular to make land available for renewable energy use. In the first half of 2023, ABO Wind secured new projects across technologies with a total capacity of over 1.4 GW.

Figure 6: Wind/PV/Storage pipeline August 2023 in MW

Country	Phase I	Phase II	Phase III	Sum
Germany	2,970	280	150	3,400
France	1,450	100	50	1,600
Finland	5,315	65	120	5,500
Ireland	400	145	20	565
Spain	450	650	50	1,150
Greece	200	700	50	950
Poland	600	0	0	600
Hungary	60	67	23	150
Great Britain	583	17	0	600
The Netherlands	50	0	0	50
Argentina	1,050	700	0	1,750
Colombia	130	450	20	600
Canada	600	0	0	600
South Africa	2,600	2,000	0	4,600
Tanzania	50	0	0	50
Tunesia	40	10	0	50
Sum	16,548	5,184	483	22,215

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



Progress with the hydrogen-based green power pipeline In addition to the standard pipeline, ABO Wind has developed a hydrogen-based green power pipeline, which had a volume of approximately 20 GW at the reporting date (see figure 7). This pipeline consists of a dozen projects in 5 countries. The large wind and solar projects have no foreseeable access to the power grid and are linked to green hydrogen production. Therefore, the economic and technological hurdles that must be overcome to implement these projects are much higher.

On 1 September, ABO Wind announced the achievement of a milestone in Canada. The company was one of four companies to win the tender for wind energy projects on government-owned "Crown Land" in the Canadian province of Newfoundland and Labrador and now has the exclusive right to develop the "Toqlukuti'k Wind and Hydrogen" wind power project on the tendered land. ABO Wind plans to develop a wind farm with five GW capacity including connected hydrogen and ammonia production. The project is located near a biofuel refinery of Braya Renewable Fuels and is expected to contribute to the decarbonisation of the refinery. In March 2023, Braya Renewable Fuels and ABO Wind announced a partnership to jointly develop green hydrogen. The project is planned in several phases: In the first phase (until 2025), a 30 MW electrolyser will be used to produce green hydrogen for the refinery. In the further project phases (until 2034), green ammonia will be produced for export.

Figure 7: Hydrogen-based green power pipeline

Country	MW
Germany	5
Spain	300
Tunesia	500
South Africa	5,000
Argentina	3,100
Canada	11,000
Sum	19,905

Source: First Berlin Equity Research, ABO Wind AG

Planned change of legal form meets resistance from activist investors In an open letter to the ABO Wind management, Enkraft, which holds an approx. 5% stake in ABO Wind, levels various accusations against the management and supervisory boards. The company has made detailed comments on these accusations. We assume that the dispute over the change of legal form will continue to weigh on sentiment and do not expect the situation to calm down until after the decision for or against the change of legal form (extraordinary general meeting expected on 27 October 2023).

Buy confirmed at unchanged price target Our forecasts are largely unchanged, and our updated DCF model continues to yield a price target of €118. After the significant share price decline in recent months, the stock is valued with a 2024E P/E of 17. We think this figure is low given the company's very good growth prospects. The negative sentiment should only be of a temporary nature. The upside potential to our price target is currently over 130%. We reiterate 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	34,590	39,026	45,661	54,420	58,878	63,911	68,139
+ depreciation & amortisation	3,378	2,486	2,938	3,404	3,902	4,522	5,136	5,744
Net operating cash flow	33,602	37,076	41,964	49,065	58,322	63,400	69,047	73,883
- total investments (CAPEX and WC)	-31,372	-29,415	-28,392	-31,649	-52,306	-35,173	-36,151	-36,706
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	-45,955	-28,275	-28,711	-28,742
Free cash flows (FCF)	2,230	7,661	13,573	17,416	6,016	28,226	32,896	37,177
PV of FCF's	2,185	7,036	11,686	14,059	4,553	20,022	21,876	23,178

All figures in thousands	
PV of FCFs in explicit period (2023E-2037E)	288,141
PV of FCFs in terminal period	891,695
Enterprise value (EV)	1,179,836
+ Net cash / - net debt	-93,505
+ Investments / minority interests	36
Shareholder value	1,086,367
Number of shares (diluted)	9,221
Fair value per share in EUR	117.82

Terminal growth	3.5%
Terminal EBIT margin	13.5%

WACC		Terminal growth rate						
		2.0%	2.5%	3.0%	3.5%	4.0%	4.5%	5.0%
5.2%	Cost of equity	154.00	174.11	203.49	250.51	337.83	556.11	2084.13
5.7%	Pre-tax cost of debt	127.66	140.89	159.08	185.67	228.22	307.24	504.78
6.2%	Tax rate	107.80	116.89	128.86	145.31	169.36	207.83	279.28
6.7%	After-tax cost of debt	92.33	98.79	107.00	117.82	132.68	154.41	189.17
7.2%	Share of equity capital	79.98	84.68	90.51	97.92	107.68	121.11	140.72
7.7%	Share of debt capital	69.91	73.40	77.64	82.89	89.58	98.39	110.49
8.2%	Price target in EUR	61.56	64.19	67.34	71.15	75.89	81.92	89.85

* 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	6,526	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	55,702	61,339	66,700
Depreciation and amortisation	1,649	1,929	3,002	3,378	2,486	2,938
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	48,034	52,401
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	35,748	40,741	44,586
Income taxes	7,589	7,152	13,661	11,797	13,444	13,376
Minority interests	4	-6	13	0	0	0
Net income / loss	13,120	13,804	24,590	23,951	27,296	31,210
Diluted EPS (in €)	1.54	1.50	2.67	2.60	2.96	3.38
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%	20.8%	20.2%	19.4%
EBIT margin on revenues	15.1%	17.7%	18.6%	15.7%	15.8%	15.3%
EBT margin on revenues	13.9%	16.5%	16.5%	13.4%	13.4%	13.0%
Net margin on revenues	8.8%	10.9%	10.6%	9.0%	9.0%	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%	1.3%	0.8%	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%	14.3%	9.1%
Net income/ loss	15.1%	5.2%	78.1%	-2.6%	14.0%	14.3%



BALANCE SHEET

All figures in EUR '000	2020A	2021A	2022A	2023E	2024E	2025E
Assets						
Current assets, total	236,761	282,609	437,621	462,137	509,525	543,242
Cash and cash equivalents	52,798	18,472	87,075	79,721	98,109	104,149
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	14,007	15,779	17,643
Property, plant & equipment	5,653	7,234	9,043	9,266	10,858	12,510
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	525,304	560,885
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	188,994	210,573	235,697
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	134,373	155,952	181,076
Total consolidated equity and debt	249,262	297,060	451,264	476,144	525,304	560,885
Ratios						
Current ratio (x)	5.30	5.00	4.49	4.47	3.98	5.01
Quick ratio (x)	3.86	2.65	3.21	3.09	2.69	3.28
Net debt	7,458	67,475	93,505	102,528	107,140	107,100
Net gearing	5.3%	45.0%	55.0%	54.2%	50.9%	45.4%
Book value per share (in €)	16.47	16.25	18.44	20.50	22.84	25.56
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%	13.0%	13.2%
Return on assets (ROA)	6.2%	5.4%	6.7%	6.5%	6.7%	7.0%
Return on investment (ROI)	5.3%	4.6%	5.4%	5.0%	5.2%	5.6%
Return on average capital employed (ROCE)	14.2%	12.1%	17.7%	14.9%	15.5%	15.6%
Days of sales outstanding (DSO)	83	31	42	55	55	55
Days inventory outstanding (DIO)	324	620	305	305	305	300
Days in payables (DIP)	36	65	47	50	50	50



CASH FLOW STATEMENT

All figures in EUR '000	2020A	2021A	2022A	2023E	2024E	2025E
EBIT	22,460	22,448	43,111	42,021	48,034	52,401
Depreciation and amortisation *	1,649	1,929	3,002	3,378	2,486	2,938
EBITDA	24,109	24,377	46,113	45,399	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	-13,444	-13,376
Operating cash flow	42,473	-50,736	-13,850	5,972	11,919	18,375
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	2,230	7,661	13,573
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	-7,354	18,388	6,040
Cash, start of the year	9,648	52,798	18,472	87,075	79,721	98,109
Cash, end of the year	52,798	18,510	87,075	79,721	98,109	104,149
EBITDA/share (in €)	4.09	3.31	6.18	6.04	6.65	7.23
Y-Y Growth						
Operating cash flow	n.m.	n.m.	n.m.	n.m.	99.6%	54.2%
Free cash flow	n.m.	n.m.	n.m.	n.m.	243.5%	77.2%
Financial cash flow	-84.8%	357.1%	315.1%	n.m.	n.m.	n.m.
EBITDA/share	14.2%	-19.1%	86.9%	-2.2%	10.1%	8.7%

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

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PRICE TARGET DATES

Unless otherwise indicated, current prices refer to the closing prices of the previous trading day.

AGREEMENT WITH THE ANALYSED COMPANY AND MAINTENANCE OF OBJECTIVITY

The present financial analysis is based on the author's own knowledge and research. The author prepared this study without any direct or indirect influence exerted on the part of the analysed company. Parts of the financial analysis were possibly provided to the analysed company prior to publication in order to avoid inaccuracies in the representation of facts. However, no substantial changes were made at the request of the analysed company following any such provision.

ASSET VALUATION SYSTEM

First Berlin's system for asset valuation is divided into an asset recommendation and a risk assessment.

ASSET RECOMMENDATION

The recommendations determined in accordance with the share price trend anticipated by First Berlin in the respectively indicated investment period are as follows:

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.

RISK ASSESSMENT

The First Berlin categories for risk assessment are low, average, high and speculative. They are determined by ten factors: Corporate governance, quality of earnings, management strength, balance sheet and financial risk, competitive position, standard of financial disclosure, regulatory and political uncertainty, strength of brandname, market capitalisation and free float. These risk factors are incorporated into the First Berlin valuation models and are thus included in the target prices. First Berlin customers may request the models.

RECOMMENDATION & PRICE TARGET HISTORY

Report No.:	Date of publication	Previous day closing price	Recommendation	Price target
Initial Report	12 April 2017	€7.80	BUY	€14.00
2...25	↓	↓	↓	↓
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	21 March 2023	€72.00	BUY	€118.00
33	9 June 2023	€58.20	BUY	€118.00
34	Today	€49.40	BUY	€118.00

INVESTMENT HORIZON

Unless otherwise stated in the financial analysis, the ratings refer to an investment period of twelve months.

UPDATES

At the time of publication of this financial analysis it is not certain whether, when and on what occasion an update will be provided. In general First Berlin strives to review the financial analysis for its topicality and, if required, to update it in a very timely manner in connection with the reporting obligations of the analysed company or on the occasion of ad hoc notifications.

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The opinions contained in the financial analysis reflect the assessment of the author on the day of publication of the financial analysis. The author of the financial analysis reserves the right to change such opinion without prior notification.

Legally required information regarding

- key sources of information in the preparation of this research report
- valuation methods and principles
- sensitivity of valuation parameters

can be accessed through the following internet link: <https://firstberlin.com/disclaimer-english-link/>

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