# PNE AG

(SDAX, Renewables, PNE3 GR)

WARBURG RESEARCH

| Buy | |
|---|---|
| EUR 23.80 | (EUR 22.80) |
| Price | EUR 12.70 |
| Upside | 87.4 % |

| Value Indicators: | EUR |
|---|---|
| SotP: | 23.77 |

| Warburg Risk Score: | 2.3 |
|---|---|
| Balance Sheet Score: | 2.5 |
| Market Liquidity Score: | 2.0 |

**Description:**

Project developer and operator of renewable energy parks.

| Market Snapshot: | EUR m |
|---|---|
| Market cap: | 969.0 |
| No. of shares (m): | 76.3 |
| EV: | 1,697.3 |
| Freefloat MC: | 173.9 |
| Ø Trad. Vol. (30d): | 1.28 m |

| Shareholders: | |
|---|---|
| Freefloat | 17.95 % |
| MSIP | 50.06 % |
| Active ownership fund SCS | 12.05 % |
| Samson Rock | 9.99 % |
| ENKRAFT | 4.96 % |

| Key Figures (WRe): | 2024e |
|---|---|
| Beta: | 1.4 |
| Price / Book: | 4.5 x |
| Equity Ratio: | 19 % |
| Net Fin. Debt / EBITDA: | 11.0 x |
| Net Debt / EBITDA: | 11.0 x |

## Guidance-raise for FY 2024 points to solid developer margins; PT up

Just a day after the publication of a bullish 2025 guidance, PNE raised its 2024 EBITDA guidance to EUR 60-70m (was EUR 40-50m), citing a better-than-expected IPP and service business as well as a solid development segment. In 2024, PNE sold one large onshore wind project in Germany (59.4 MW), which we expected to carry a superior margin. However, the adverse margin impact from additions to the in-house portfolio, possible divestment losses from the sale of the US unit, and wind yields in Q4 were still uncertain and we positioned slightly ahead of the former guidance range.

We put the better-than-expected 2024 performance down to: (I) the margin for the sold German windfarm came in at the upper end of our estimate (0.60m/MW) (II) the in-house portfolio showed a solid performance with good yields in Q4 (III) the service segment had a strong year and delivered a better EBITDA than previously expected (IV) divestment losses did not occur and (V) acquisition expenses were in line with expectations.

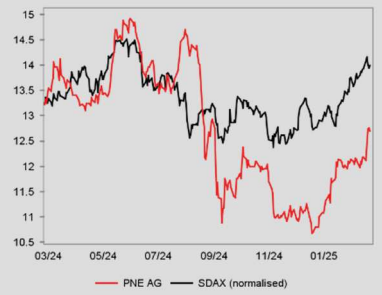
Accordingly, we have updated our estimates for FY 2024 and position at the mid-point of guidance. The share price though, fails to reflect the very strong fundamental news-flow. Hence, we reiterate our Buy recommendation and increase the target price to EUR 23.80 per share, as we value late-stage projects in Germany at a better multiple (EUR 0.50m/MW).

Changes in Estimates:

| FY End: 31.12. in EUR m | 2024e (old) | + / - | 2025e (old) | + / - | 2026e (old) | + / - |
|---|---|---|---|---|---|---|
| **Sales** | 305.1 | 0.0 % | 312.4 | 0.0 % | 343.6 | 0.0 % |
| **EBITDA** | 51.2 | 26.9 % | 89.2 | 0.0 % | 99.9 | 0.0 % |
| **EBIT** | 16.3 | 84.5 % | 51.3 | 0.0 % | 59.2 | 0.0 % |

Comment on Changes:

- We have updated our FY 2024 estimates and position at mid-point of the updated guidance.




**Rel. Performance vs SDAX:**

| | |
|---|---|
| 1 month: | 1.9 % |
| 6 months: | -2.0 % |
| Year to date: | 6.1 % |
| Trailing 12 months: | -10.2 % |

**Company events:**

| | |
|---|---|
| 27.03.25 | FY 2024 |
| 09.05.25 | Q1 |
| 13.05.25 | AGM |
| 14.08.25 | Q2 |

| FY End: 31.12. in EUR m | CAGR (23-26e) | 2020 | 2021 | 2022 | 2023 | 2024e | 2025e | 2026e |
|---|---|---|---|---|---|---|---|---|
| **Sales** | 41.4 % | 109.7 | 117.7 | 126.2 | 121.5 | 305.1 | 312.4 | 343.6 |
| Change Sales yoy | | -17.4 % | 7.3 % | 7.2 % | -3.7 % | 151.0 % | 2.4 % | 10.0 % |
| *Gross profit margin* | | *68.5 %* | *73.0 %* | *79.7 %* | *96.1 %* | *49.5 %* | *56.8 %* | *55.4 %* |
| **EBITDA** | 35.8 % | 26.4 | 32.7 | 35.4 | 39.9 | 65.0 | 89.2 | 99.9 |
| *Margin* | | *24.0 %* | *27.8 %* | *28.1 %* | *32.8 %* | *21.3 %* | *28.5 %* | *29.1 %* |
| **EBIT** | 117.7 % | 8.2 | 9.3 | 6.2 | 5.7 | 30.1 | 51.3 | 59.2 |
| *Margin* | | *7.5 %* | *7.9 %* | *4.9 %* | *4.7 %* | *9.9 %* | *16.4 %* | *17.2 %* |
| **Net income** | - | 1.6 | 25.1 | 14.9 | -9.6 | 9.2 | 23.4 | 28.0 |
| **EPS** | - | 0.02 | 0.33 | 0.20 | -0.13 | 0.12 | 0.31 | 0.37 |
| **EPS diluted** | - | 0.02 | 0.33 | 0.20 | -0.13 | 0.12 | 0.31 | 0.37 |
| **DPS** | 0.0 % | 0.04 | 0.04 | 0.04 | 0.04 | 0.04 | 0.04 | 0.04 |
| Dividend Yield | | 0.8 % | 0.5 % | 0.3 % | 0.3 % | 0.3 % | 0.3 % | 0.3 % |
| **FCFPS** | | -1.09 | -1.17 | -1.37 | -2.51 | -0.33 | -0.16 | -0.13 |
| **FCF / Market cap** | | -20.5 % | -15.4 % | -9.5 % | -17.6 % | -2.6 % | -1.3 % | -1.0 % |
| **EV / Sales** | | 6.1 x | 8.1 x | 12.3 x | 14.6 x | 5.5 x | 5.4 x | 5.0 x |
| **EV / EBITDA** | | 25.3 x | 29.0 x | 43.9 x | 44.4 x | 25.9 x | 19.0 x | 17.1 x |
| **EV / EBIT** | | 81.5 x | 102.4 x | 251.6 x | 308.7 x | 55.8 x | 33.1 x | 28.9 x |
| **P / E** | | 265.6 x | 23.0 x | 72.2 x | n.a. | 105.8 x | 41.0 x | 34.3 x |
| **FCF Potential Yield** | | 3.3 % | 4.9 % | 1.1 % | 1.8 % | 3.2 % | 4.3 % | 4.8 % |
| **Net Debt** | | 260.5 | 368.8 | 451.2 | 685.1 | 713.0 | 728.3 | 741.1 |
| **ROCE (NOPAT)** | | n.a. | 14.4 % | 0.6 % | 0.7 % | 2.6 % | 4.1 % | 4.5 % |
| **Guidance:** | PNE 2024: EBITDA EUR 60-70m | | | | | | | |


Analyst

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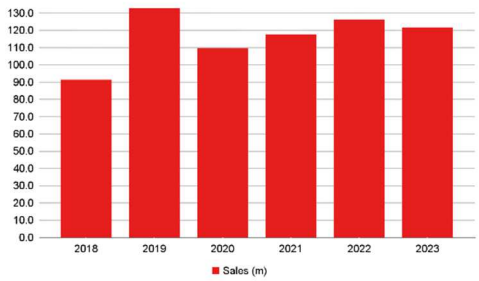
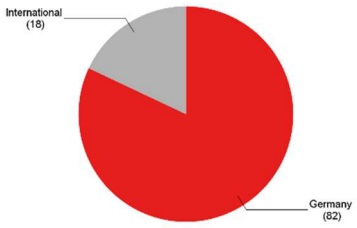
**Sales development**
in EUR m



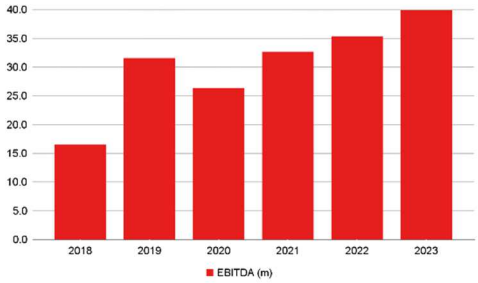

Source: Warburg Research

**Project sales by regions**
2023; in %




Source: Warburg Research

**EBITDA development**
in EUR m




Source: Warburg Research

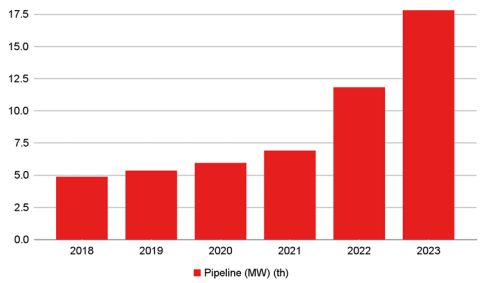
## Company Background

- PNE (formerly PNE Wind) is a wind farm project developer based in Cuxhaven. It is active in both the onshore and offshore markets and as an Independent Power Producer (IPP).
- In the onshore sector PNE develops, constructs and sells wind farms to utilities and infrastructure funds. In addition, PNE remains owner of some of the projects.
- PNE is active in several countries aside of its domestic market Germany such as France, Italy, Poland and Spain. The pipeline consists of >9GW of onshore wind and >6GW of PV projects.
- In the offshore sector, the company develops and sells the development rights prior to construction. The company has sold eight offshore projects in total – four of which are already in operation.
- PNE remains the owner of some of the wind farms. Currently, the company owns 412 MW of onshore wind capacity and aims to reach 1.5 GW.

## Competitive Quality

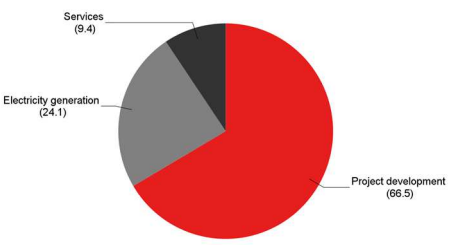
- PNE's core skills lie in the development, project management, realization and financing of wind farms and their management, or sale with subsequent service.
- PNE's strengths lie in the development and sale of wind farms even in difficult market conditions, supported by its onshore and offshore track record.
- PNE has a competitive advantage in serving every step of the value chain. It also benefits from the cooperation with strong partners such as Allianz Global Investors Orstedt (DONG Energy), Brookfield and STEAG.
- PNE is well managed by a very experienced team.
- In 2020, PNE decided to extend its activities by the operation of a renewable energy portfolio. The company aims to build-up a 1.5 GW portfolio.

**Pipeline**
in GW



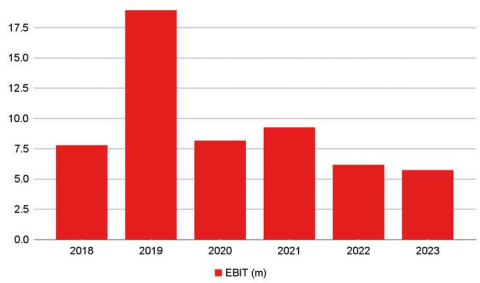

Source: Warburg Research

**Sales by segments**
2023; in %




Source: Warburg Research

**EBIT development**
in EUR m




Source: Warburg Research

## Sum of the parts

| Business unit | Enterprise value (mEUR) | EV / share | % of total EV | Applied WACC |
|---|---|---|---|---|
| Project development | 1.239,85 | 16,24 | 54,58% | Multiple based |
| Power generation | 846,10 | 11,08 | 37,25% | 4,01% |
| Services | 185,70 | 2,43 | 8,17% | 5,79% |
| **Total value** | **2.271,65** | **29,76** | **100,00%** | |
| - Financial liabilites | 572,81 | | | |
| - Pension provisions | 0,00 | | | |
| - Hybrid capital | 0,00 | | | |
| - Minority interest | -5,59 | | | |
| + Liquid assets | 121,58 | | | |
| Equity value | 1.814,84 | | | |
| No. of shares | 76,34 | | | |
| **Value per share** | **23,77** | | | |

- We value PNE based on a SotP approach
- For the project development segment we apply a multiple-based valuation approach
- The power generation and service segment are valued based on a DCF-model
- This apporach reflects the diversity of PNE´s business units and differences in risk profile.
- Especially the different capital costs for each segment can be differentiated adequately.

- We value PNE on a SotP approach. For project development, we employ a multiple-based valuation approach.
- For power generation and services, we apply a separate DCF-model.
- This approach reflects the diversity of PNE´s business units and differences in risk profile.
- Especially the different capital costs for each segment can be differentiated adequately.

## Valuation

| | 2020 | 2021 | 2022 | 2023 | 2024e | 2025e | 2026e |
|---|---|---|---|---|---|---|---|
| Price / Book | 2.0 x | 2.5 x | 4.6 x | 5.1 x | 4.5 x | 4.1 x | 3.7 x |
| Book value per share ex intangibles | 1.88 | 2.17 | 2.27 | 1.92 | 2.01 | 2.28 | 2.60 |
| EV / Sales | 6.1 x | 8.1 x | 12.3 x | 14.6 x | 5.5 x | 5.4 x | 5.0 x |
| EV / EBITDA | 25.3 x | 29.0 x | 43.9 x | 44.4 x | 25.9 x | 19.0 x | 17.1 x |
| EV / EBIT | 81.5 x | 102.4 x | 251.6 x | 308.7 x | 55.8 x | 33.1 x | 28.9 x |
| EV / EBIT adj.* | 81.5 x | 102.4 x | 251.6 x | 308.7 x | 55.8 x | 33.1 x | 28.9 x |
| P / FCF | n.a. | n.a. | n.a. | n.a. | n.a. | n.a. | n.a. |
| P / E | 265.6 x | 23.0 x | 72.2 x | n.a. | 105.8 x | 41.0 x | 34.3 x |
| P / E adj.* | 265.6 x | 23.0 x | 72.2 x | n.a. | 105.8 x | 41.0 x | 34.3 x |
| Dividend Yield | 0.8 % | 0.5 % | 0.3 % | 0.3 % | 0.3 % | 0.3 % | 0.3 % |
| FCF Potential Yield (on market EV) | 3.3 % | 4.9 % | 1.1 % | 1.8 % | 3.2 % | 4.3 % | 4.8 % |

*Adjustments made for: -

## Company Specific Items

| | 2020 | 2021 | 2022 | 2023 | 2024e | 2025e | 2026e |
|---|---|---|---|---|---|---|---|
| Pipeline (MW) | 5,953 | 6,916 | 11,833 | 17,818 | n.a. | n.a. | n.a. |

## Consolidated profit & loss

| In EUR m | 2020 | 2021 | 2022 | 2023 | 2024e | 2025e | 2026e |
|---|---|---|---|---|---|---|---|
| **Sales** | **109.7** | **117.7** | **126.2** | **121.5** | **305.1** | **312.4** | **343.6** |
| Change Sales yoy | -17.4 % | 7.3 % | 7.2 % | -3.7 % | 151.0 % | 2.4 % | 10.0 % |
| Increase / decrease in inventory | 38.2 | 129.8 | 111.7 | 136.4 | 45.8 | 46.9 | 34.4 |
| Own work capitalised | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| **Total Sales** | **147.9** | **247.5** | **237.8** | **257.9** | **350.8** | **359.2** | **378.0** |
| Material expenses | 72.7 | 161.6 | 137.3 | 141.1 | 199.7 | 182.0 | 187.7 |
| **Gross profit** | **75.2** | **86.0** | **100.5** | **116.8** | **151.1** | **177.3** | **190.3** |
| *Gross profit margin* | *68.5 %* | *73.0 %* | *79.7 %* | *96.1 %* | *49.5 %* | *56.8 %* | *55.4 %* |
| Personnel expenses | 35.1 | 38.5 | 42.6 | 51.8 | 44.0 | 45.0 | 45.0 |
| Other operating income | 3.8 | 4.5 | 5.5 | 9.9 | 0.0 | 0.0 | 0.0 |
| Other operating expenses | 17.6 | 19.3 | 28.1 | 35.1 | 42.1 | 43.1 | 45.4 |
| Unfrequent items | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| **EBITDA** | **26.4** | **32.7** | **35.4** | **39.9** | **65.0** | **89.2** | **99.9** |
| *Margin* | *24.0 %* | *27.8 %* | *28.1 %* | *32.8 %* | *21.3 %* | *28.5 %* | *29.1 %* |
| Depreciation of fixed assets | 18.2 | 23.4 | 29.2 | 34.2 | 34.7 | 37.6 | 40.8 |
| **EBITA** | **8.2** | **9.3** | **6.2** | **5.7** | **30.4** | **51.6** | **59.2** |
| Amortisation of intangible assets | 0.0 | 0.0 | 0.0 | 0.0 | 0.2 | 0.2 | 0.0 |
| Goodwill amortisation | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| **EBIT** | **8.2** | **9.3** | **6.2** | **5.7** | **30.1** | **51.3** | **59.2** |
| *Margin* | *7.5 %* | *7.9 %* | *4.9 %* | *4.7 %* | *9.9 %* | *16.4 %* | *17.2 %* |
| **EBIT adj.** | **8.2** | **9.3** | **6.2** | **5.7** | **30.1** | **51.3** | **59.2** |
| Interest income | 0.3 | 4.4 | 33.8 | 11.9 | 7.0 | 6.0 | 5.0 |
| Interest expenses | 11.2 | 10.8 | 16.2 | 26.3 | 25.4 | 26.2 | 26.9 |
| Other financial income (loss) | 0.1 | 0.1 | 0.3 | 0.1 | 0.1 | 0.1 | 0.1 |
| **EBT** | **-2.7** | **3.0** | **23.9** | **-8.6** | **11.8** | **31.2** | **37.3** |
| *Margin* | *-2.5 %* | *2.6 %* | *18.9 %* | *-7.1 %* | *3.9 %* | *10.0 %* | *10.9 %* |
| Total taxes | -3.6 | -21.6 | 9.8 | -0.4 | 2.6 | 7.8 | 9.3 |
| **Net income from continuing operations** | **0.9** | **24.7** | **14.1** | **-8.2** | **9.2** | **23.4** | **28.0** |
| Income from discontinued operations (net of tax) | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| **Net income before minorities** | **0.9** | **24.7** | **14.1** | **-8.2** | **9.2** | **23.4** | **28.0** |
| Minority interest | -0.7 | -0.5 | -0.8 | 1.4 | 0.0 | 0.0 | 0.0 |
| **Net income** | **1.6** | **25.1** | **14.9** | **-9.6** | **9.2** | **23.4** | **28.0** |
| *Margin* | *1.5 %* | *21.3 %* | *11.8 %* | *-7.9 %* | *3.0 %* | *7.5 %* | *8.1 %* |
| Number of shares, average | 76.3 | 76.3 | 76.3 | 76.3 | 76.3 | 76.3 | 76.3 |
| **EPS** | **0.02** | **0.33** | **0.20** | **-0.13** | **0.12** | **0.31** | **0.37** |
| EPS adj. | 0.02 | 0.33 | 0.20 | -0.13 | 0.12 | 0.31 | 0.37 |

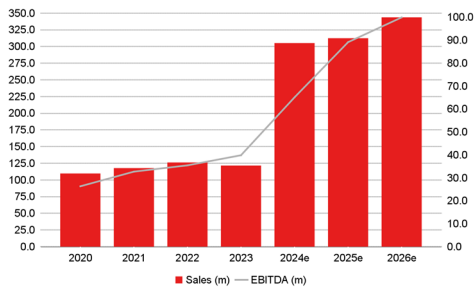
*Adjustments made for:

**Guidance: PNE 2024: EBITDA EUR 60-70m**

## Financial Ratios

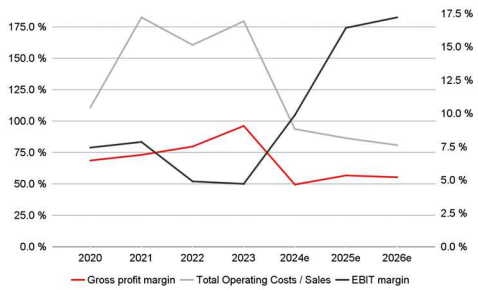
| | 2020 | 2021 | 2022 | 2023 | 2024e | 2025e | 2026e |
|---|---|---|---|---|---|---|---|
| Total Operating Costs / Sales | 110.8 % | 182.5 % | 160.5 % | 179.3 % | 93.7 % | 86.5 % | 80.9 % |
| Operating Leverage | 3.3 x | 1.8 x | -4.7 x | 1.9 x | 2.8 x | 29.4 x | 1.5 x |
| EBITDA / Interest expenses | 2.4 x | 3.0 x | 2.2 x | 1.5 x | 2.6 x | 3.4 x | 3.7 x |
| Tax rate (EBT) | 133.4 % | -714.8 % | 40.9 % | 4.9 % | 22.0 % | 25.0 % | 25.0 % |
| Dividend Payout Ratio | 337.8 % | 12.4 % | 21.7 % | n.m. | 33.2 % | 13.0 % | 10.9 % |
| Sales per Employee | 281,254 | 301,867 | 323,515 | 311,626 | 782,224 | 800,968 | 881,136 |

**Sales, EBITDA**
in EUR m



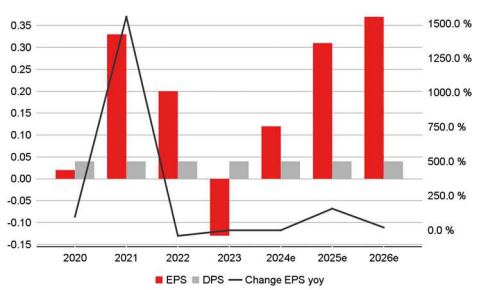

Source: Warburg Research

**Operating Performance**
in %




Source: Warburg Research

**Performance per Share**




Source: Warburg Research

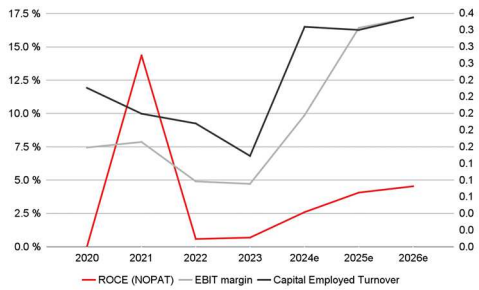
## Consolidated balance sheet

| In EUR m | 2020 | 2021 | 2022 | 2023 | 2024e | 2025e | 2026e |
|---|---|---|---|---|---|---|---|
| **Assets** | | | | | | | |
| Goodwill and other intangible assets | 64.3 | 64.0 | 64.9 | 64.9 | 64.6 | 64.4 | 64.4 |
| thereof other intangible assets | 1.0 | 0.7 | 0.5 | 0.5 | 0.2 | 0.0 | 0.0 |
| thereof Goodwill | 63.3 | 63.3 | 64.4 | 64.4 | 64.4 | 64.4 | 64.4 |
| Property, plant and equipment | 176.3 | 273.5 | 353.8 | 398.4 | 435.6 | 475.0 | 516.5 |
| Financial assets | 1.9 | 2.6 | 14.2 | 17.5 | 17.5 | 17.5 | 17.5 |
| Other long-term assets | 39.1 | 64.7 | 87.3 | 92.8 | 89.9 | 86.4 | 82.7 |
| **Fixed assets** | **281.7** | **404.8** | **520.2** | **573.6** | **607.7** | **643.3** | **681.1** |
| Inventories | 174.0 | 163.7 | 147.4 | 281.3 | 281.3 | 281.3 | 281.3 |
| Accounts receivable | 40.2 | 29.5 | 38.2 | 37.8 | 37.8 | 37.8 | 37.8 |
| Liquid assets | 111.6 | 149.6 | 121.6 | 90.4 | 84.9 | 92.3 | 102.7 |
| Other short-term assets | 56.3 | 79.4 | 93.0 | 118.6 | 118.6 | 118.6 | 118.6 |
| **Current assets** | **382.1** | **422.2** | **400.1** | **528.1** | **522.6** | **530.0** | **540.4** |
| **Total Assets** | **663.8** | **827.0** | **920.3** | **1,101.7** | **1,130.2** | **1,173.3** | **1,221.4** |
| **Liabilities and shareholders' equity** | | | | | | | |
| Subscribed capital | 76.6 | 76.6 | 76.6 | 76.6 | 76.6 | 76.6 | 76.6 |
| Capital reserve | 83.0 | 83.0 | 83.0 | 83.0 | 83.0 | 83.0 | 83.0 |
| Retained earnings | 51.5 | 73.4 | 81.9 | 65.6 | 71.7 | 92.1 | 117.0 |
| Other equity components | -3.4 | -3.8 | -3.8 | -13.6 | -13.7 | -13.6 | -13.6 |
| Shareholders' equity | 207.6 | 229.2 | 237.7 | 211.6 | 217.6 | 238.1 | 263.0 |
| Minority interest | -7.1 | -7.4 | -5.6 | -3.4 | -3.4 | -3.4 | -3.4 |
| **Total equity** | **200.6** | **221.8** | **232.1** | **208.1** | **214.2** | **234.6** | **259.6** |
| Provisions | 5.3 | 7.5 | 10.4 | 13.5 | 13.5 | 13.5 | 13.5 |
| thereof provisions for pensions and similar obligations | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Financial liabilities (total) | 372.1 | 518.4 | 572.8 | 775.5 | 797.9 | 820.5 | 843.8 |
| Short-term financial liabilities | 22.7 | 21.3 | 35.4 | 53.7 | 53.7 | 53.7 | 53.7 |
| Accounts payable | 31.4 | 34.4 | 44.6 | 59.7 | 59.7 | 59.7 | 59.7 |
| Other liabilities | 54.4 | 45.0 | 60.3 | 44.8 | 44.8 | 44.8 | 44.8 |
| **Liabilities** | **463.2** | **605.2** | **688.2** | **893.6** | **916.0** | **938.6** | **961.8** |
| **Total liabilities and shareholders' equity** | **663.8** | **827.0** | **920.3** | **1,101.7** | **1,130.2** | **1,173.3** | **1,221.4** |

## Financial Ratios

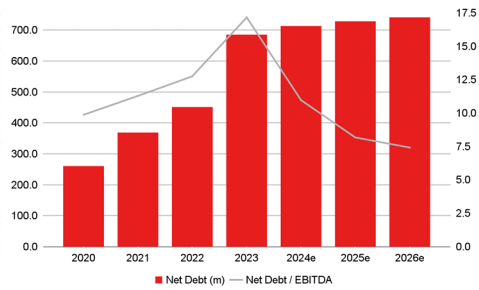
| | 2020 | 2021 | 2022 | 2023 | 2024e | 2025e | 2026e |
|---|---|---|---|---|---|---|---|
| **Efficiency of Capital Employment** | | | | | | | |
| Operating Assets Turnover | 0.3 x | 0.3 x | 0.3 x | 0.2 x | 0.4 x | 0.4 x | 0.4 x |
| Capital Employed Turnover | 0.2 x | 0.2 x | 0.2 x | 0.1 x | 0.3 x | 0.3 x | 0.3 x |
| ROA | 0.6 % | 6.2 % | 2.9 % | -1.7 % | 1.5 % | 3.6 % | 4.1 % |
| **Return on Capital** | | | | | | | |
| ROCE (NOPAT) | n.a. | 14.4 % | 0.6 % | 0.7 % | 2.6 % | 4.1 % | 4.5 % |
| ROE | 0.7 % | 11.5 % | 6.4 % | -4.3 % | 4.3 % | 10.3 % | 11.2 % |
| Adj. ROE | 0.7 % | 11.5 % | 6.4 % | -4.3 % | 4.3 % | 10.3 % | 11.2 % |
| **Balance sheet quality** | | | | | | | |
| Net Debt | 260.5 | 368.8 | 451.2 | 685.1 | 713.0 | 728.3 | 741.1 |
| Net Financial Debt | 260.5 | 368.8 | 451.2 | 685.1 | 713.0 | 728.3 | 741.1 |
| Net Gearing | 129.9 % | 166.3 % | 194.4 % | 329.1 % | 332.9 % | 310.4 % | 285.5 % |
| Net Fin. Debt / EBITDA | 987.7 % | 1128.5 % | 1274.7 % | 1716.1 % | 1096.3 % | 816.8 % | 741.5 % |
| Book Value / Share | 2.7 | 3.0 | 3.1 | 2.8 | 2.9 | 3.1 | 3.4 |
| Book value per share ex intangibles | 1.9 | 2.2 | 2.3 | 1.9 | 2.0 | 2.3 | 2.6 |

**ROCE Development**



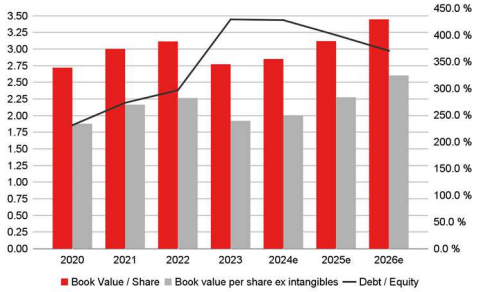

Source: Warburg Research

**Net debt**
in EUR m




Source: Warburg Research

**Book Value per Share**
in EUR




Source: Warburg Research

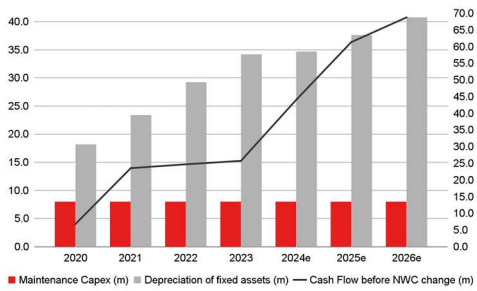
## Consolidated cash flow statement

| In EUR m | 2020 | 2021 | 2022 | 2023 | 2024e | 2025e | 2026e |
|---|---|---|---|---|---|---|---|
| Net income | 0.9 | 24.7 | 14.1 | -8.2 | 9.2 | 23.4 | 28.0 |
| Depreciation of fixed assets | 18.2 | 23.4 | 29.2 | 34.2 | 34.7 | 37.6 | 40.8 |
| Amortisation of goodwill | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Amortisation of intangible assets | 0.0 | 0.0 | 0.0 | 0.0 | 0.2 | 0.2 | 0.0 |
| Increase/decrease in long-term provisions | -3.8 | 2.2 | 3.1 | 3.1 | 0.0 | 0.0 | 0.0 |
| Other non-cash income and expenses | -8.5 | -26.7 | -21.7 | -3.4 | 0.0 | 0.0 | 0.0 |
| **Cash Flow before NWC change** | **6.8** | **23.6** | **24.7** | **25.7** | **44.1** | **61.3** | **68.8** |
| Increase / decrease in inventory | -118.3 | -85.4 | -39.2 | -232.6 | 0.0 | 0.0 | 0.0 |
| Increase / decrease in accounts receivable | 6.3 | 41.5 | 20.2 | 14.6 | 0.0 | 0.0 | 0.0 |
| Increase / decrease in accounts payable | 36.7 | 44.1 | -15.0 | 26.1 | 0.0 | 0.0 | 0.0 |
| Increase / decrease in other working capital positions | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Increase / decrease in working capital (total) | -75.3 | 0.2 | -33.9 | -191.9 | 0.0 | 0.0 | 0.0 |
| **Net cash provided by operating activities [1]** | **-68.5** | **23.8** | **-9.1** | **-166.2** | **44.1** | **61.3** | **68.8** |
| Investments in intangible assets | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Investments in property, plant and equipment | -14.5 | -112.8 | -95.6 | -25.5 | -69.0 | -73.5 | -78.5 |
| Payments for acquisitions | 0.0 | 0.0 | -2.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Financial investments | 0.0 | 0.1 | 0.5 | 2.2 | 0.0 | 0.0 | 0.0 |
| Income from asset disposals | 0.1 | 31.0 | 0.0 | 7.6 | 0.0 | 0.0 | 0.0 |
| **Net cash provided by investing activities [2]** | **-14.4** | **-82.0** | **-98.1** | **-20.1** | **-69.0** | **-73.5** | **-78.5** |
| Change in financial liabilities | -24.5 | 115.0 | 85.3 | 161.2 | 22.4 | 22.6 | 23.2 |
| Dividends paid | -3.1 | -3.1 | -6.1 | -6.1 | -3.1 | -3.1 | -3.1 |
| Purchase of own shares | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Capital measures | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Other | -0.6 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| **Net cash provided by financing activities [3]** | **-28.1** | **112.0** | **79.2** | **155.1** | **19.4** | **19.6** | **20.2** |
| **Change in liquid funds [1]+[2]+[3]** | **-111.1** | **53.8** | **-28.0** | **-31.2** | **-5.5** | **7.4** | **10.4** |
| Effects of exchange-rate changes on cash | -0.2 | -15.8 | -0.2 | 0.0 | 0.0 | 0.0 | 0.0 |
| **Cash and cash equivalent at end of period** | **0.6** | **149.6** | **121.4** | **90.4** | **84.9** | **92.3** | **102.7** |

## Financial Ratios

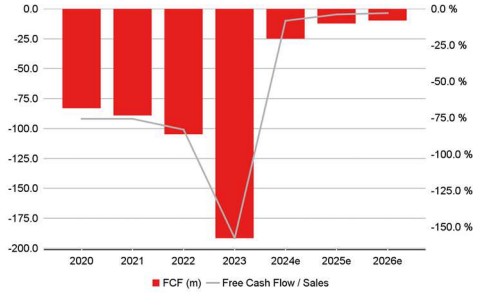
| | 2020 | 2021 | 2022 | 2023 | 2024e | 2025e | 2026e |
|---|---|---|---|---|---|---|---|
| **Cash Flow** | | | | | | | |
| FCF | -83.0 | -89.1 | -104.8 | -191.6 | -24.9 | -12.2 | -9.7 |
| Free Cash Flow / Sales | -75.7 % | -75.6 % | -83.1 % | -157.7 % | -8.2 % | -3.9 % | -2.8 % |
| Free Cash Flow Potential | 22.0 | 46.3 | 17.6 | 32.3 | 54.4 | 73.4 | 82.6 |
| Free Cash Flow / Net Profit | -5122.0 % | -354.4 % | -703.1 % | 2006.1 % | -271.0 % | -52.2 % | -34.7 % |
| Interest Received / Avg. Cash | 0.2 % | 3.4 % | 24.9 % | 11.2 % | 8.0 % | 6.8 % | 5.1 % |
| Interest Paid / Avg. Debt | 3.6 % | 2.4 % | 3.0 % | 3.9 % | 3.2 % | 3.2 % | 3.2 % |
| **Management of Funds** | | | | | | | |
| Investment ratio | 13.2 % | 95.8 % | 75.8 % | 21.0 % | 22.6 % | 23.5 % | 22.8 % |
| Maint. Capex / Sales | 7.3 % | 6.8 % | 6.3 % | 6.6 % | 2.6 % | 2.6 % | 2.3 % |
| Capex / Dep | 79.8 % | 481.9 % | 327.3 % | 74.5 % | 197.6 % | 194.2 % | 192.5 % |
| Avg. Working Capital / Sales | 132.4 % | 145.1 % | 118.8 % | 164.7 % | 85.0 % | 83.0 % | 75.5 % |
| Trade Debtors / Trade Creditors | 128.1 % | 85.7 % | 85.6 % | 63.3 % | 63.3 % | 63.3 % | 63.3 % |
| Inventory Turnover | 0.4 x | 1.0 x | 0.9 x | 0.5 x | 0.7 x | 0.6 x | 0.7 x |
| Receivables collection period (days) | 134 | 91 | 110 | 114 | 45 | 44 | 40 |
| Payables payment period (days) | 157 | 78 | 118 | 155 | 109 | 120 | 116 |
| Cash conversion cycle (Days) | 850 | 384 | 384 | 687 | 450 | 489 | 471 |

**CAPEX and Cash Flow**
in EUR m



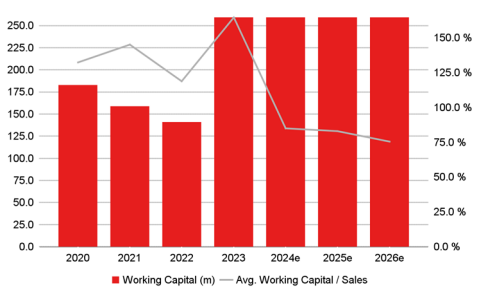

Source: Warburg Research

**Free Cash Flow Generation**




Source: Warburg Research

**Working Capital**




Source: Warburg Research

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| | | |
|---|---|---|
| -B- | **Buy:** | The price of the analysed financial instrument is expected to rise over the next 12 months. |
| -H- | **Hold:** | The price of the analysed financial instrument is expected to remain mostly flat over the next 12 months. |
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| "-" | **Rating suspended:** | The available information currently does not permit an evaluation of the company. |

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| Rating | Number of stocks | % of Universe |
|---|---|---|
| Buy | 146 | 72 |
| Hold | 42 | 21 |
| Sell | 9 | 4 |
| Rating suspended | 6 | 3 |
| **Total** | **203** | **100** |

## WARBURG RESEARCH GMBH – ANALYSED RESEARCH UNIVERSE BY RATING …

**… taking into account only those companies which were provided with major investment services in the last twelve months.**

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|---|---|---|
| Buy | 40 | 75 |
| Hold | 8 | 15 |
| Sell | 2 | 4 |
| Rating suspended | 3 | 6 |
| **Total** | **53** | **100** |

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