

|   |  |  |   |
|---|--|--|---|
| <p><b>Buy</b></p> <p><b>EUR 18.00</b></p> <p>Price: EUR 6.00</p> <p>Upside: 200.0 %</p> | <p><b>Value Indicators:</b> EUR</p> <p>DCF: 18.15</p> <p>FCF-Value Potential 26e: 9.38</p>   | <p><b>Warburg Risk Score:</b> <b>2.3</b></p> <p>Balance Sheet Score: 3.5</p> <p>Market Liquidity Score: 1.0</p>  | <p><b>Description:</b></p> <p>B2B digital cameras for applications such as factory, medical, traffic or retail.</p>   |
|   | <p><b>Market Snapshot:</b> EUR m</p> <p>Market cap: 184.4</p> <p>No. of shares (m): 30.7</p> <p>EV: 236.6</p> <p>Freefloat MC: 75.6</p> <p>Ø Trad. Vol. (30d): 181.85 th</p> | <p><b>Shareholders:</b></p> <p>Freefloat: 41.00 %</p> <p>Norbert Basler: 53.00 %</p> <p>Dr. Ley (CEO): 4.00 %</p> <p>Treasury shares: 2.00 %</p> <p>Union Investment: 5.00 %</p> | <p><b>Key Figures (WRE):</b> 2024e</p> <p>Beta: 1.2</p> <p>Price / Book: 1.4 x</p> <p>Equity Ratio: 54 %</p> <p>Net Fin. Debt / EBITDA: 5.8 x</p> <p>Net Debt / EBITDA: 6.0 x</p> |

**Market environment expected to remain challenging next year**

| <p>Stated Figures Q3/2024:</p> <table border="1"> <thead> <tr> <th>FY End: 31.12. in EUR m</th> <th>Q3 24</th> <th>Q3 24e</th> <th>Q3 23</th> <th>yoy</th> <th>9M 24</th> <th>9M 24e</th> <th>9M 23</th> <th>yoy</th> </tr> </thead> <tbody> <tr> <td>Sales</td> <td>43.7</td> <td>43.7</td> <td>41.5</td> <td>5 %</td> <td>136.7</td> <td>136.8</td> <td>157.5</td> <td>-13 %</td> </tr> <tr> <td>EBT</td> <td>-2.6</td> <td>-2.6</td> <td>-16.3</td> <td>n.a.</td> <td>-4.9</td> <td>-4.9</td> <td>-16.1</td> <td>n.a.</td> </tr> <tr> <td>Margin</td> <td>-6.1 %</td> <td>-5.9 %</td> <td>-39.3 %</td> <td></td> <td>-3.6 %</td> <td>-3.6 %</td> <td>-10.2 %</td> <td></td> </tr> <tr> <td>EPS</td> <td>-0.11</td> <td>-0.10</td> <td>-0.52</td> <td>n.a.</td> <td>-0.22</td> <td>-0.20</td> <td>-0.58</td> <td>n.a.</td> </tr> </tbody> </table> |        |        |         |      |        |        |         |       |  | FY End: 31.12. in EUR m | Q3 24 | Q3 24e | Q3 23 | yoy | 9M 24 | 9M 24e | 9M 23 | yoy | Sales | 43.7 | 43.7 | 41.5 | 5 % | 136.7 | 136.8 | 157.5 | -13 % | EBT | -2.6 | -2.6 | -16.3 | n.a. | -4.9 | -4.9 | -16.1 | n.a. | Margin | -6.1 % | -5.9 % | -39.3 % |  | -3.6 % | -3.6 % | -10.2 % |  | EPS | -0.11 | -0.10 | -0.52 | n.a. | -0.22 | -0.20 | -0.58 | n.a. | <p>Comment on Figures:</p> <ul style="list-style-type: none"> <li>Sales down 12% qoq as demand weakens in Europe</li> <li>Top line below the quarterly EBT break-even point of EUR 50m</li> <li>As a result, EBT, which was slightly positive in Q2, turned negative again</li> </ul> |  |  |  |  |  |  |  |  |  |
|--|--------|--------|---------|------|--------|--------|---------|-------|--|-------------------------|-------|--------|-------|-----|-------|--------|-------|-----|-------|------|------|------|-----|-------|-------|-------|-------|-----|------|------|-------|------|------|------|-------|------|--------|--------|--------|---------|--|--------|--------|---------|--|-----|-------|-------|-------|------|-------|-------|-------|------|---|--|--|--|--|--|--|--|--|--|
| FY End: 31.12. in EUR m  | Q3 24  | Q3 24e | Q3 23   | yoy  | 9M 24  | 9M 24e | 9M 23   | yoy   |  |                         |       |        |       |     |       |        |       |     |       |      |      |      |     |       |       |       |       |     |      |      |       |      |      |      |       |      |        |        |        |         |  |        |        |         |  |     |       |       |       |      |       |       |       |      |   |  |  |  |  |  |  |  |  |  |
| Sales  | 43.7   | 43.7   | 41.5    | 5 %  | 136.7  | 136.8  | 157.5   | -13 % |  |                         |       |        |       |     |       |        |       |     |       |      |      |      |     |       |       |       |       |     |      |      |       |      |      |      |       |      |        |        |        |         |  |        |        |         |  |     |       |       |       |      |       |       |       |      |   |  |  |  |  |  |  |  |  |  |
| EBT  | -2.6   | -2.6   | -16.3   | n.a. | -4.9   | -4.9   | -16.1   | n.a.  |  |                         |       |        |       |     |       |        |       |     |       |      |      |      |     |       |       |       |       |     |      |      |       |      |      |      |       |      |        |        |        |         |  |        |        |         |  |     |       |       |       |      |       |       |       |      |   |  |  |  |  |  |  |  |  |  |
| Margin   | -6.1 % | -5.9 % | -39.3 % |      | -3.6 % | -3.6 % | -10.2 % |       |  |                         |       |        |       |     |       |        |       |     |       |      |      |      |     |       |       |       |       |     |      |      |       |      |      |      |       |      |        |        |        |         |  |        |        |         |  |     |       |       |       |      |       |       |       |      |   |  |  |  |  |  |  |  |  |  |
| EPS  | -0.11  | -0.10  | -0.52   | n.a. | -0.22  | -0.20  | -0.58   | n.a.  |  |                         |       |        |       |     |       |        |       |     |       |      |      |      |     |       |       |       |       |     |      |      |       |      |      |      |       |      |        |        |        |         |  |        |        |         |  |     |       |       |       |      |       |       |       |      |   |  |  |  |  |  |  |  |  |  |

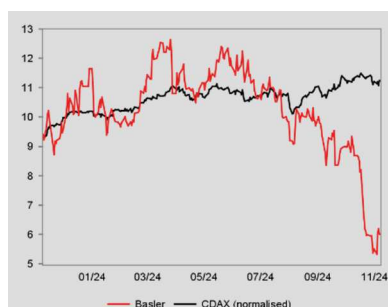
Basler has published its final Q3 report, which was in line with the preliminary figures, and confirmed the recently reduced guidance (sales EUR 178-184m, EBT EUR -8 to -12m). Quarterly revenue of EUR 43.7m increased by 5.4% compared to the weak Q3 23, but declined by 11.7% compared to Q2 24 as demand from the consumer electronics and e-mobility industries remained at a low level and the European business, which was robust in H1, continued to decline.

As a result, sales fell below the quarterly EBT break-even point of roughly EUR 50m, and EBT of EUR -2.6m turned negative again after the profitable Q2. Despite the weak operating performance, FCF of EUR 3.6m in Q3 was strong compared to last year (EUR -1.5m) and last quarter (EUR 1.3m), driven by working-capital improvements. Excluding acquisition costs, FCF was even stronger at EUR 6.5m.

Against this background, the company has decided to implement additional cost-cutting measures with the aim of further reducing the EBT break-even point from the current level of EUR 200m to EUR 180m. The restructuring is scheduled for the fourth quarter and should result in one-offs of approx. EUR 5.5m, which are included in the adjusted guidance. Thus, even without notable growth next year, the company should be able to break even in 2025. To return to the 12% EBT margin that the company has achieved in the past, Basler would require a sales volume of approx. EUR 240m. The company also confirmed its 2027 target of EUR 300m in sales and a 12% EBT margin, with the caveat that demand will need to pick up over the course of 2025 in order to achieve these goals.

We had already significantly lowered our forecasts with the preliminary figures and maintain our estimates. We currently do not expect Basler to return to an EBT margin of 12% before 2028. The slower recovery anticipated in our model reflects the limited visibility and a conservative approach to the timing of a recovery. However, we are still convinced that the markets will recover and that Basler will maintain a strong market position. Therefore, when demand picks up, there is notable upside to our current estimates and the resulting target price.

For the time being, we maintain our cautious outlook, our target price of EUR 18 and our Buy recommendation for Basler.



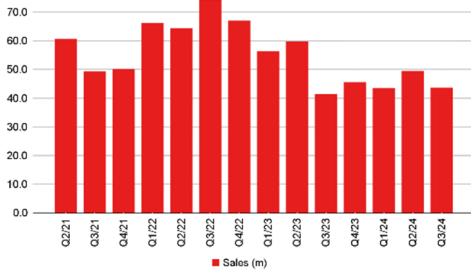
**Rel. Performance vs CDAX:**

|                     |         |
|---------------------|---------|
| 1 month:            | -36.3 % |
| 6 months:           | -49.2 % |
| Year to date:       | -58.9 % |
| Trailing 12 months: | -54.0 % |

**Company events:**

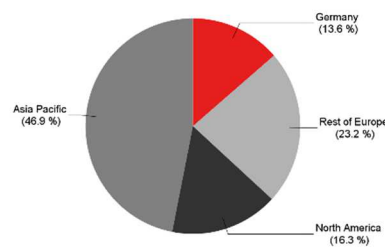
| FY End: 31.12. in EUR m | CAGR (23-26e) | 2020                                   | 2021   | 2022   | 2023    | 2024e   | 2025e  | 2026e  |
|-------------------------|---------------|--|--------|--------|---------|---------|--------|--------|
| Sales                   | 3.2 %         | 170.5                                  | 214.7  | 272.2  | 203.1   | 181.4   | 191.6  | 223.0  |
| Change Sales yoy        |               | 5.2 %                                  | 26.0 % | 26.8 % | -25.4 % | -10.7 % | 5.6 %  | 16.4 % |
| Gross profit margin     |               | 52.0 %                                 | 52.4 % | 48.4 % | 42.2 %  | 49.8 %  | 50.0 % | 50.3 % |
| EBITDA                  | 188.8 %       | 34.6                                   | 44.5   | 45.8   | 1.7     | 8.7     | 27.7   | 40.9   |
| Margin                  |               | 20.3 %                                 | 20.7 % | 16.8 % | 0.8 %   | 4.8 %   | 14.5 % | 18.3 % |
| EBIT                    | -             | 20.1                                   | 28.4   | 28.9   | -21.9   | -8.5    | 9.3    | 21.2   |
| Margin                  |               | 11.8 %                                 | 13.2 % | 10.6 % | -10.8 % | -4.7 %  | 4.9 %  | 9.5 %  |
| EBT                     |               | 20.4                                   | 28.0   | 28.3   | -20.2   | -9.7    | 7.8    | 19.7   |
| Margin                  |               | 12.0 %                                 | 13.0 % | 10.4 % | -9.9 %  | -5.3 %  | 4.1 %  | 8.8 %  |
| Net income              | -             | 15.1                                   | 20.8   | 21.4   | -13.8   | -7.0    | 5.6    | 14.1   |
| EPS                     | -             | 0.50                                   | 0.69   | 0.71   | -0.45   | -0.23   | 0.18   | 0.46   |
| DPS                     | -             | 0.19                                   | 0.21   | 0.14   | 0.00    | 0.00    | 0.00   | 0.10   |
| Dividend Yield          |               | 1.1 %                                  | 0.5 %  | 0.4 %  | n.a.    | n.a.    | n.a.   | 1.7 %  |
| FCFPS                   |               | 0.46                                   | 0.32   | -0.59  | -0.31   | 0.41    | 0.35   | 0.28   |
| FCF / Market cap        |               | 2.6 %                                  | 0.8 %  | -1.8 % | -1.6 %  | 6.8 %   | 5.8 %  | 4.7 %  |
| EV / Sales              |               | 3.2 x                                  | 5.5 x  | 3.7 x  | 3.1 x   | 1.3 x   | 1.2 x  | 1.0 x  |
| EV / EBITDA             |               | 15.6 x                                 | 26.5 x | 22.3 x | 370.5 x | 27.1 x  | 8.2 x  | 5.4 x  |
| EV / EBIT               |               | 26.9 x                                 | 41.7 x | 35.2 x | n.a.    | n.a.    | 24.5 x | 10.4 x |
| P / E                   |               | 36.1 x                                 | 57.2 x | 45.6 x | n.a.    | n.a.    | 33.3 x | 13.0 x |
| FCF Potential Yield     |               | 4.6 %                                  | 2.5 %  | 3.1 %  | 0.5 %   | 2.4 %   | 8.4 %  | 12.7 % |
| ROE                     |               | 13.9 %                                 | 17.0 % | 15.8 % | -9.8 %  | -5.1 %  | 3.9 %  | 8.7 %  |
| ROCE (NOPAT)            |               | 12.8 %                                 | 17.3 % | 13.5 % | n.a.    | n.a.    | 3.5 %  | 7.5 %  |
| Guidance:               |               | Sales EUR 178-184m, EBT EUR -8 to -12m |        |        |         |         |        |        |

Sales development  
in EUR m



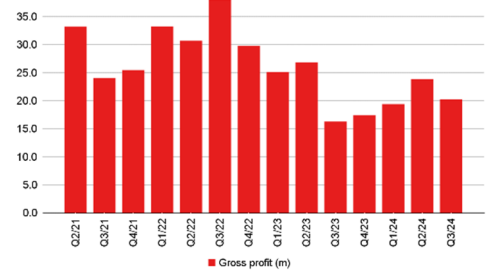
Source: Basler

Sales by regions  
2023; in %



Source: Basler

Gross profit development  
in EUR m



Source: Basler

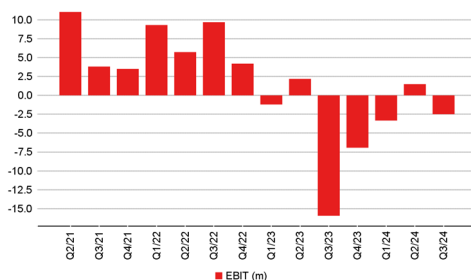
## Company Background

- Basler is a full-line supplier of camera solutions for production, medical applications, traffic control or retail.
- Basler focuses on the mainstream and entry-level market segments.
- Customers are mainly OEMs. The customer base is well diversified and no single customer accounts for more than 10% of revenue. Almost 80% of revenues are direct sales.

## Competitive Quality

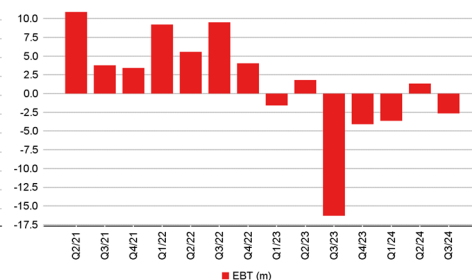
- In terms of units Basler is the world's largest developer and manufacturer of digital cameras in a fragmented, but consolidating, market for digital cameras for B2B-applications.
- High level of vision technology expertise: Basler has one of the largest developer pools in the sector and differentiates itself with camera software competence, which accounts for more than 50% of the value creation.
- State-of-the-art product portfolio: Basler is among the first movers in digital cameras based on GigE Vision and the USB3 Vision standard. It is also an early adopter of new sensor technology.
- High service and consulting quality through direct sales and Basler's network of specialised distributors.
- Basler is present in the most important markets for vision technology in South East Asia, Europe and the US.

EBIT development  
in EUR m



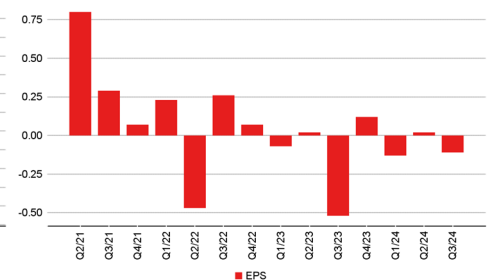
Source: Basler

EBT development  
in EUR m



Source: Basler

EPS development  
in EUR



Source: Basler

DCF model

| Figures in EUR m            | Detailed forecast period |        |        | Transitional period |        |        |        |        |        |        |        |        |        | Term. Value |
|-----------------------------|--------------------------|--------|--------|---------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|-------------|
|                             | 2024e                    | 2025e  | 2026e  | 2027e               | 2028e  | 2029e  | 2030e  | 2031e  | 2032e  | 2033e  | 2034e  | 2035e  | 2036e  |             |
| Sales                       | 181.4                    | 191.6  | 223.0  | 256.3               | 293.8  | 336.1  | 383.6  | 437.0  | 496.8  | 563.6  | 638.1  | 720.9  | 814.6  | 2.5 %       |
| Sales change                | -10.7 %                  | 5.6 %  | 16.4 % | 14.9 %              | 14.6 % | 14.4 % | 14.2 % | 13.9 % | 13.7 % | 13.4 % | 13.2 % | 13.0 % | 13.0 % |             |
| EBIT                        | -8.5                     | 9.3    | 21.2   | 26.9                | 33.8   | 40.3   | 46.0   | 52.4   | 59.6   | 67.6   | 79.8   | 90.1   | 101.8  | 2.5 %       |
| EBIT-margin                 | -4.7 %                   | 4.9 %  | 9.5 %  | 10.5 %              | 11.5 % | 12.0 % | 12.0 % | 12.0 % | 12.0 % | 12.0 % | 12.5 % | 12.5 % | 12.5 % |             |
| Tax rate (EBT)              | 28.0 %                   | 28.0 % | 28.5 % | 28.0 %              | 28.0 % | 28.0 % | 28.0 % | 28.0 % | 28.0 % | 28.0 % | 28.0 % | 28.0 % | 28.0 % | 2.5 %       |
| NOPAT                       | -6.1                     | 6.7    | 15.1   | 19.4                | 24.3   | 29.0   | 33.1   | 37.8   | 42.9   | 48.7   | 57.4   | 64.9   | 73.3   |             |
| Depreciation                | 17.2                     | 18.4   | 19.7   | 20.5                | 22.0   | 23.5   | 24.9   | 28.4   | 32.3   | 36.6   | 41.5   | 46.9   | 52.9   | 2.5 %       |
| in % of Sales               | 9.5 %                    | 9.6 %  | 8.8 %  | 8.0 %               | 7.5 %  | 7.0 %  | 6.5 %  | 6.5 %  | 6.5 %  | 6.5 %  | 6.5 %  | 6.5 %  | 6.5 %  |             |
| Changes in provisions       | 0.0                      | 0.0    | 0.0    | 0.2                 | 0.2    | 0.3    | 0.3    | 0.3    | 0.4    | 0.4    | 0.4    | 0.5    | 0.6    | 2.5 %       |
| Change in Liquidity from    |                          |        |        |                     |        |        |        |        |        |        |        |        |        |             |
| - Working Capital           | -17.5                    | -5.0   | 4.1    | 5.7                 | 5.9    | 7.2    | 8.1    | 9.1    | 10.2   | 11.4   | 12.7   | 14.1   | 15.9   | 2.5 %       |
| - Capex                     | 15.2                     | 18.3   | 20.9   | 20.5                | 22.0   | 23.5   | 26.1   | 28.8   | 32.3   | 36.6   | 41.5   | 46.9   | 52.9   |             |
| Capex in % of Sales         | 8.4 %                    | 9.6 %  | 9.4 %  | 8.0 %               | 7.5 %  | 7.0 %  | 6.8 %  | 6.6 %  | 6.5 %  | 6.5 %  | 6.5 %  | 6.5 %  | 6.5 %  | 2.5 %       |
| - Other                     | 4.2                      | 0.0    | 0.0    | 0.0                 | 0.0    | 0.0    | 0.0    | 0.0    | 0.0    | 0.0    | 0.0    | 0.0    | 0.0    |             |
| Free Cash Flow (WACC Model) | 9.2                      | 11.7   | 9.8    | 13.9                | 18.7   | 22.1   | 24.2   | 28.6   | 33.1   | 37.7   | 45.2   | 51.3   | 58.0   | 72          |
| PV of FCF                   | 9.1                      | 10.7   | 8.3    | 10.8                | 13.3   | 14.5   | 14.6   | 15.9   | 16.9   | 17.7   | 19.6   | 20.4   | 21.2   | 426         |
| share of PVs                | 4.54 %                   |        |        | 26.62 %             |        |        |        |        |        |        |        |        |        | 68.84 %     |

Model parameter

|                          |               |                     |             |
|--------------------------|---------------|---------------------|-------------|
| Derivation of WACC:      |               | Derivation of Beta: |             |
| Debt ratio               | 8.00 %        | Financial Strength  | 1.20        |
| Cost of debt (after tax) | 2.1 %         | Liquidity (share)   | 1.20        |
| Market return            | 8.25 %        | Cyclicality         | 1.40        |
| Risk free rate           | 2.75 %        | Transparency        | 1.00        |
|                          |               | Others              | 1.10        |
| <b>WACC</b>              | <b>8.67 %</b> | <b>Beta</b>         | <b>1.18</b> |

Valuation (m)

|                            |            |                              |              |
|----------------------------|------------|------------------------------|--------------|
| Present values 2036e       | 193        |                              |              |
| Terminal Value             | 426        |                              |              |
| Financial liabilities      | 89         |                              |              |
| Pension liabilities        | 1          |                              |              |
| Hybrid capital             | 0          |                              |              |
| Minority interest          | 0          |                              |              |
| Market val. of investments | 0          |                              |              |
| Liquidity                  | 29         | No. of shares (m)            | 30.7         |
| <b>Equity Value</b>        | <b>558</b> | <b>Value per share (EUR)</b> | <b>18.15</b> |

Sensitivity Value per Share (EUR)

| Beta | WACC  | Terminal Growth |        |        |        |        |        |        | Beta | WACC  | Delta EBIT-margin |         |         |         |         |         |         |
|------|-------|-----------------|--------|--------|--------|--------|--------|--------|------|-------|-------------------|---------|---------|---------|---------|---------|---------|
|      |       | 1.75 %          | 2.00 % | 2.25 % | 2.50 % | 2.75 % | 3.00 % | 3.25 % |      |       | -1.5 pp           | -1.0 pp | -0.5 pp | +0.0 pp | +0.5 pp | +1.0 pp | +1.5 pp |
| 1.38 | 9.7 % | 13.56           | 13.87  | 14.21  | 14.57  | 14.95  | 15.37  | 15.82  | 1.38 | 9.7 % | 12.23             | 13.01   | 13.79   | 14.57   | 15.35   | 16.13   | 16.91   |
| 1.28 | 9.2 % | 14.99           | 15.37  | 15.77  | 16.21  | 16.69  | 17.20  | 17.75  | 1.28 | 9.2 % | 13.66             | 14.51   | 15.36   | 16.21   | 17.06   | 17.92   | 18.77   |
| 1.23 | 8.9 % | 15.78           | 16.20  | 16.65  | 17.14  | 17.66  | 18.23  | 18.85  | 1.23 | 8.9 % | 14.46             | 15.36   | 16.25   | 17.14   | 18.03   | 18.92   | 19.81   |
| 1.18 | 8.7 % | 16.64           | 17.11  | 17.60  | 18.15  | 18.73  | 19.37  | 20.06  | 1.18 | 8.7 % | 15.34             | 16.28   | 17.21   | 18.15   | 19.08   | 20.01   | 20.95   |
| 1.13 | 8.4 % | 17.57           | 18.08  | 18.64  | 19.24  | 19.90  | 20.61  | 21.40  | 1.13 | 8.4 % | 16.30             | 17.28   | 18.26   | 19.24   | 20.22   | 21.21   | 22.19   |
| 1.08 | 8.2 % | 18.58           | 19.15  | 19.77  | 20.44  | 21.18  | 21.99  | 22.88  | 1.08 | 8.2 % | 17.34             | 18.38   | 19.41   | 20.44   | 21.48   | 22.51   | 23.54   |
| 0.98 | 7.7 % | 20.87           | 21.58  | 22.36  | 23.21  | 24.15  | 25.20  | 26.36  | 0.98 | 7.7 % | 19.76             | 20.91   | 22.06   | 23.21   | 24.37   | 25.52   | 26.67   |

- Financial liabilities are also related to the lease of the company building.
- The beta takes into consideration Basler's strong track record, the high equity ratio and the cyclicality
- The structural growth of the vision technology market forms the basis of Basler's revenue increases.
- Cash inflow from treasury share sales are accounted for in the "others" line

## Free Cash Flow Value Potential

Warburg Research's valuation tool "FCF Value Potential" reflects the ability of the company to generate sustainable free cash flows. It is based on the "FCF potential" - a FCF "ex growth" figure - which assumes unchanged working capital and pure maintenance capex. A value indication is derived via the perpetuity of a given year's "FCF potential" with consideration of the weighted costs of capital. The fluctuating value indications over time add a timing element to the DCF model (our preferred valuation tool).

| in EUR m                                      | 2020          | 2021           | 2022           | 2023         | 2024e        | 2025e        | 2026e        |             |
|---|---------------|----------------|----------------|--------------|--------------|--------------|--------------|-------------|
| Net Income before minorities                  | 15.1          | 20.8           | 21.4           | -13.8        | -7.0         | 5.6          | 14.1         |             |
| + Depreciation + Amortisation                 | 14.5          | 16.2           | 16.8           | 23.6         | 17.2         | 18.4         | 19.7         |             |
| - Net Interest Income                         | 0.4           | -0.4           | -0.6           | 1.7          | -1.2         | -1.5         | -1.5         |             |
| - Maintenance Capex                           | 4.4           | 7.5            | 7.5            | 5.1          | 5.7          | 6.3          | 7.1          |             |
| + Other                                       | 0.0           | 0.0            | 0.0            | 0.0          | 0.0          | 0.0          | 0.0          |             |
| <b>= Free Cash Flow Potential</b>             | <b>24.9</b>   | <b>29.8</b>    | <b>31.3</b>    | <b>3.0</b>   | <b>5.8</b>   | <b>19.2</b>  | <b>28.2</b>  |             |
| FCF Potential Yield (on market EV)            | 4.6 %         | 2.5 %          | 3.1 %          | 0.5 %        | 2.4 %        | 8.4 %        | 12.7 %       |             |
| WACC  | 8.67 %        | 8.67 %         | 8.67 %         | 8.67 %       | 8.67 %       | 8.67 %       | 8.67 %       |             |
| <b>= Enterprise Value (EV)</b>                | <b>540.1</b>  | <b>1,181.7</b> | <b>1,019.3</b> | <b>629.1</b> | <b>236.6</b> | <b>227.9</b> | <b>221.2</b> |             |
| <b>= Fair Enterprise Value</b>                | <b>287.3</b>  | <b>343.9</b>   | <b>360.7</b>   | <b>34.6</b>  | <b>66.5</b>  | <b>221.6</b> | <b>325.1</b> |             |
| - Net Debt (Cash)                             | 57.2          | 57.2           | 57.2           | 57.2         | 50.8         | 42.2         | 35.4         |             |
| - Pension Liabilities                         | 1.3           | 1.3            | 1.3            | 1.3          | 1.3          | 1.3          | 1.3          |             |
| - Other                                       | 0.0           | 0.0            | 0.0            | 0.0          | 0.0          | 0.0          | 0.0          |             |
| - Market value of minorities                  | 0.0           | 0.0            | 0.0            | 0.0          | 0.0          | 0.0          | 0.0          |             |
| + Market value of investments                 | 0.0           | 0.0            | 0.0            | 0.0          | 0.0          | 0.0          | 0.0          |             |
| <b>= Fair Market Capitalisation</b>           | <b>228.8</b>  | <b>285.4</b>   | <b>302.2</b>   | <b>n.a.</b>  | <b>14.4</b>  | <b>178.0</b> | <b>288.3</b> |             |
| Number of shares, average                     | 30.0          | 29.9           | 29.9           | 30.3         | 30.7         | 30.7         | 30.7         |             |
| <b>= Fair value per share (EUR)</b>           | <b>7.62</b>   | <b>9.54</b>    | <b>10.12</b>   | <b>n.a.</b>  | <b>0.47</b>  | <b>5.79</b>  | <b>9.38</b>  |             |
| premium (-) / discount (+) in %               |               |                |                |              | -92.2 %      | -3.5 %       | 56.3 %       |             |
| <b>Sensitivity Fair value per Share (EUR)</b> |               |                |                |              |              |              |              |             |
|   | 11.67 %       | 5.04           | 6.41           | 6.82         | n.a.         | n.a.         | 3.94         | 6.66        |
|   | 10.67 %       | 5.69           | 7.19           | 7.63         | n.a.         | 0.06         | 4.44         | 7.40        |
|   | 9.67 %        | 6.48           | 8.13           | 8.62         | n.a.         | 0.24         | 5.05         | 8.29        |
| WACC  | <b>8.67 %</b> | <b>7.62</b>    | <b>9.54</b>    | <b>10.12</b> | <b>n.a.</b>  | <b>0.47</b>  | <b>5.79</b>  | <b>9.38</b> |
|   | 7.67 %        | 8.66           | 10.74          | 11.36        | n.a.         | 0.75         | 6.73         | 10.76       |
|   | 6.67 %        | 10.25          | 12.64          | 13.35        | n.a.         | 1.12         | 7.95         | 12.55       |
|   | 5.67 %        | 12.39          | 15.20          | 16.04        | n.a.         | 1.61         | 9.61         | 14.98       |

- Assumptions on the beta and the wacc are consistent with indicators used in our DCF model
- The capex requirements for machinery and plant are low.

| Valuation                           | 2020   | 2021    | 2022   | 2023    | 2024e  | 2025e  | 2026e  |
|-------------------------------------|--------|---------|--------|---------|--------|--------|--------|
| Price / Book                        | 4.7 x  | 9.2 x   | 6.8 x  | 4.1 x   | 1.4 x  | 1.2 x  | 1.1 x  |
| Book value per share ex intangibles | 1.62   | 2.09    | 1.57   | 1.60    | 1.09   | 1.00   | 1.14   |
| EV / Sales                          | 3.2 x  | 5.5 x   | 3.7 x  | 3.1 x   | 1.3 x  | 1.2 x  | 1.0 x  |
| EV / EBITDA                         | 15.6 x | 26.5 x  | 22.3 x | 370.5 x | 27.1 x | 8.2 x  | 5.4 x  |
| EV / EBIT                           | 26.9 x | 41.7 x  | 35.2 x | n.a.    | n.a.   | 24.5 x | 10.4 x |
| EV / EBIT adj.*                     | 26.9 x | 41.7 x  | 35.2 x | n.a.    | n.a.   | 24.5 x | 10.4 x |
| P / FCF                             | 39.2 x | 122.9 x | n.a.   | n.a.    | 14.7 x | 17.3 x | 21.1 x |
| P / E                               | 36.1 x | 57.2 x  | 45.6 x | n.a.    | n.a.   | 33.3 x | 13.0 x |
| P / E adj.*                         | 36.8 x | 57.2 x  | 45.6 x | n.a.    | n.a.   | 33.3 x | 13.0 x |
| Dividend Yield                      | 1.1 %  | 0.5 %   | 0.4 %  | n.a.    | n.a.   | n.a.   | 1.7 %  |
| FCF Potential Yield (on market EV)  | 4.6 %  | 2.5 %   | 3.1 %  | 0.5 %   | 2.4 %  | 8.4 %  | 12.7 % |

\*Adjustments made for: -

**Consolidated profit and loss**

| In EUR m   | 2020          | 2021          | 2022          | 2023           | 2024e         | 2025e         | 2026e         |
|--|---------------|---------------|---------------|----------------|---------------|---------------|---------------|
| <b>Sales</b>                                     | <b>170.5</b>  | <b>214.7</b>  | <b>272.2</b>  | <b>203.1</b>   | <b>181.4</b>  | <b>191.6</b>  | <b>223.0</b>  |
| Change Sales yoy                                 | 5.2 %         | 26.0 %        | 26.8 %        | -25.4 %        | -10.7 %       | 5.6 %         | 16.4 %        |
| COGS   | 81.7          | 102.2         | 140.4         | 117.4          | 91.1          | 95.8          | 110.8         |
| <b>Gross profit</b>                              | <b>88.7</b>   | <b>112.5</b>  | <b>131.8</b>  | <b>85.7</b>    | <b>90.3</b>   | <b>95.8</b>   | <b>112.2</b>  |
| <i>Gross margin</i>                              | <i>52.0 %</i> | <i>52.4 %</i> | <i>48.4 %</i> | <i>42.2 %</i>  | <i>49.8 %</i> | <i>50.0 %</i> | <i>50.3 %</i> |
| Research and development                         | 21.7          | 29.9          | 31.4          | 37.2           | 29.1          | 27.2          | 29.1          |
| Sales and marketing                              | 30.6          | 34.9          | 47.9          | 42.9           | 40.3          | 38.1          | 39.8          |
| Administration expenses                          | 17.4          | 20.4          | 26.7          | 29.9           | 23.8          | 21.9          | 22.9          |
| Other operating expenses                         | 0.2           | 0.3           | 0.5           | 0.4            | 6.8           | 0.5           | 0.5           |
| Other operating income                           | 1.1           | 1.3           | 3.6           | 2.7            | 1.2           | 1.2           | 1.3           |
| Unfrequent items                                 | 0.0           | 0.0           | 0.0           | 0.0            | 0.0           | 0.0           | 0.0           |
| <b>EBITDA</b>                                    | <b>34.6</b>   | <b>44.5</b>   | <b>45.8</b>   | <b>1.7</b>     | <b>8.7</b>    | <b>27.7</b>   | <b>40.9</b>   |
| <i>Margin</i>                                    | <i>20.3 %</i> | <i>20.7 %</i> | <i>16.8 %</i> | <i>0.8 %</i>   | <i>4.8 %</i>  | <i>14.5 %</i> | <i>18.3 %</i> |
| Depreciation of fixed assets                     | 6.3           | 6.3           | 5.5           | 7.3            | 7.2           | 7.8           | 8.5           |
| <b>EBITA</b>                                     | <b>28.3</b>   | <b>38.2</b>   | <b>40.2</b>   | <b>-5.6</b>    | <b>1.5</b>    | <b>19.9</b>   | <b>32.4</b>   |
| Amortisation of intangible assets                | 8.2           | 9.8           | 11.3          | 16.3           | 10.0          | 10.6          | 11.2          |
| Goodwill amortisation                            | 0.0           | 0.0           | 0.0           | 0.0            | 0.0           | 0.0           | 0.0           |
| <b>EBIT</b>                                      | <b>20.1</b>   | <b>28.4</b>   | <b>28.9</b>   | <b>-21.9</b>   | <b>-8.5</b>   | <b>9.3</b>    | <b>21.2</b>   |
| <i>Margin</i>                                    | <i>11.8 %</i> | <i>13.2 %</i> | <i>10.6 %</i> | <i>-10.8 %</i> | <i>-4.7 %</i> | <i>4.9 %</i>  | <i>9.5 %</i>  |
| <b>EBIT adj.</b>                                 | <b>20.1</b>   | <b>28.4</b>   | <b>28.9</b>   | <b>-9.7</b>    | <b>-8.5</b>   | <b>9.3</b>    | <b>21.2</b>   |
| Interest income                                  | 1.1           | 0.2           | 0.3           | 3.3            | 0.4           | 0.4           | 0.4           |
| Interest expenses                                | 0.8           | 0.6           | 1.0           | 1.8            | 1.9           | 1.9           | 1.9           |
| Other financial income (loss)                    | 0.0           | 0.0           | 0.2           | 0.2            | 0.3           | 0.0           | 0.0           |
| <b>EBT</b>                                       | <b>20.4</b>   | <b>28.0</b>   | <b>28.3</b>   | <b>-20.2</b>   | <b>-9.7</b>   | <b>7.8</b>    | <b>19.7</b>   |
| <i>Margin</i>                                    | <i>12.0 %</i> | <i>13.0 %</i> | <i>10.4 %</i> | <i>-9.9 %</i>  | <i>-5.3 %</i> | <i>4.1 %</i>  | <i>8.8 %</i>  |
| Total taxes                                      | 5.3           | 7.2           | 7.0           | -6.4           | -2.7          | 2.2           | 5.6           |
| <b>Net income from continuing operations</b>     | <b>15.1</b>   | <b>20.8</b>   | <b>21.4</b>   | <b>-13.8</b>   | <b>-7.0</b>   | <b>5.6</b>    | <b>14.1</b>   |
| Income from discontinued operations (net of tax) | 0.0           | 0.0           | 0.0           | 0.0            | 0.0           | 0.0           | 0.0           |
| <b>Net income before minorities</b>              | <b>15.1</b>   | <b>20.8</b>   | <b>21.4</b>   | <b>-13.8</b>   | <b>-7.0</b>   | <b>5.6</b>    | <b>14.1</b>   |
| Minority interest                                | 0.0           | 0.0           | 0.0           | 0.0            | 0.0           | 0.0           | 0.0           |
| <b>Net income</b>                                | <b>15.1</b>   | <b>20.8</b>   | <b>21.4</b>   | <b>-13.8</b>   | <b>-7.0</b>   | <b>5.6</b>    | <b>14.1</b>   |
| <i>Margin</i>                                    | <i>8.9 %</i>  | <i>9.7 %</i>  | <i>7.8 %</i>  | <i>-6.8 %</i>  | <i>-3.8 %</i> | <i>2.9 %</i>  | <i>6.3 %</i>  |
| Number of shares, average                        | 30.0          | 29.9          | 29.9          | 30.3           | 30.7          | 30.7          | 30.7          |
| <b>EPS</b>                                       | <b>0.50</b>   | <b>0.69</b>   | <b>0.71</b>   | <b>-0.45</b>   | <b>-0.23</b>  | <b>0.18</b>   | <b>0.46</b>   |
| EPS adj.   | 0.49          | 0.69          | 0.71          | -0.45          | -0.23         | 0.18          | 0.46          |

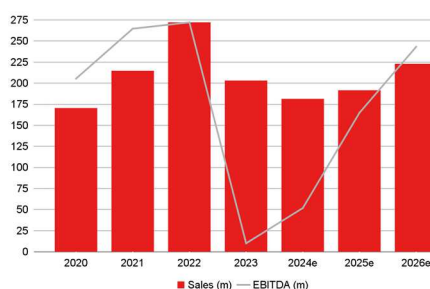
\*Adjustments made for:

**Guidance: Sales EUR 178-184m, EBT EUR -8 to -12m**

**Financial Ratios**

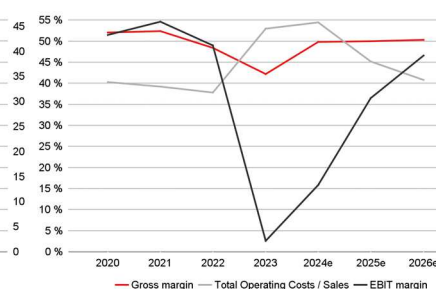
|                               | 2020    | 2021    | 2022    | 2023    | 2024e   | 2025e   | 2026e   |
|-------------------------------|---------|---------|---------|---------|---------|---------|---------|
| Total Operating Costs / Sales | 40.3 %  | 39.2 %  | 37.8 %  | 53.0 %  | 54.5 %  | 45.1 %  | 40.8 %  |
| Operating Leverage            | 3.4 x   | 1.6 x   | 0.1 x   | n.a.    | 5.7 x   | n.a.    | 7.8 x   |
| EBITDA / Interest expenses    | 45.0 x  | 75.4 x  | 43.8 x  | 0.9 x   | 4.6 x   | 14.6 x  | 21.5 x  |
| Tax rate (EBT)                | 26.0 %  | 25.8 %  | 24.6 %  | 31.6 %  | 28.0 %  | 28.0 %  | 28.5 %  |
| Dividend Payout Ratio         | 38.4 %  | 29.8 %  | 19.6 %  | 0.0 %   | 0.0 %   | 0.0 %   | 21.8 %  |
| Sales per Employee            | 210,964 | 248,528 | 242,173 | 182,155 | 161,676 | 165,458 | 192,593 |

**Sales, EBITDA**  
in EUR m



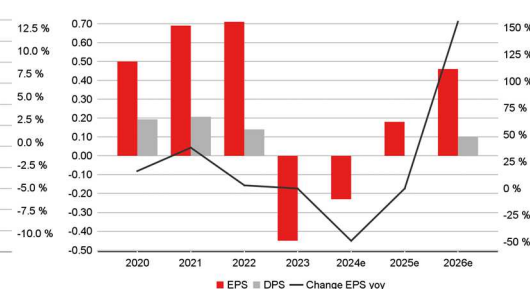
Source: Warburg Research

**Operating Performance**  
in %



Source: Warburg Research

**Performance per Share**



Source: Warburg Research

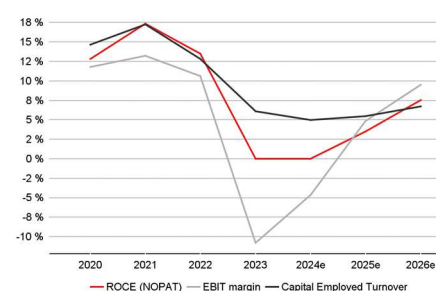
**Consolidated balance sheet**

| In EUR m  | 2020         | 2021         | 2022         | 2023         | 2024e        | 2025e        | 2026e        |
|---|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| <b>Assets</b>   |              |              |              |              |              |              |              |
| Goodwill and other intangible assets                    | 64.8         | 66.0         | 94.5         | 90.1         | 102.6        | 118.8        | 138.0        |
| thereof other intangible assets                         | 3.7          | 6.5          | 13.8         | 13.7         | 24.3         | 37.0         | 51.3         |
| thereof Goodwill  | 27.5         | 27.5         | 46.1         | 45.8         | 45.8         | 45.8         | 45.8         |
| Property, plant and equipment                           | 29.3         | 28.7         | 29.4         | 36.9         | 32.4         | 26.1         | 19.6         |
| Financial assets  | 2.2          | 0.0          | 1.4          | 1.8          | 1.8          | 1.8          | 1.8          |
| Other long-term assets                                  | 0.0          | 0.0          | 3.8          | 5.5          | 5.5          | 5.5          | 5.5          |
| <b>Fixed assets</b>                                     | <b>96.3</b>  | <b>94.7</b>  | <b>129.1</b> | <b>134.3</b> | <b>142.3</b> | <b>152.2</b> | <b>164.9</b> |
| Inventories   | 20.0         | 37.1         | 50.3         | 44.0         | 29.3         | 24.9         | 29.3         |
| Accounts receivable                                     | 19.5         | 33.3         | 41.2         | 27.4         | 22.4         | 22.0         | 24.4         |
| Liquid assets   | 47.9         | 54.8         | 28.7         | 32.2         | 38.5         | 47.2         | 54.0         |
| Other short-term assets                                 | 6.5          | 7.3          | 16.2         | 17.8         | 17.8         | 17.8         | 17.8         |
| <b>Current assets</b>                                   | <b>93.8</b>  | <b>132.5</b> | <b>136.4</b> | <b>121.5</b> | <b>108.0</b> | <b>111.9</b> | <b>125.4</b> |
| <b>Total Assets</b>                                     | <b>190.1</b> | <b>227.3</b> | <b>265.5</b> | <b>255.8</b> | <b>250.3</b> | <b>264.1</b> | <b>290.4</b> |
| <b>Liabilities and shareholders' equity</b>             |              |              |              |              |              |              |              |
| Subscribed capital                                      | 10.0         | 10.0         | 29.8         | 30.7         | 30.7         | 30.7         | 30.7         |
| Capital reserve   | 22.6         | 26.8         | 7.2          | 10.7         | 10.7         | 10.7         | 10.7         |
| Retained earnings                                       | 87.1         | 94.2         | 107.2        | 102.5        | 95.5         | 101.1        | 115.2        |
| Other equity components                                 | -4.8         | -2.4         | -2.8         | -4.7         | -0.9         | 7.1          | 16.6         |
| Shareholders' equity                                    | 114.9        | 128.7        | 141.5        | 139.2        | 136.0        | 149.6        | 173.2        |
| Minority interest                                       | 0.0          | 0.0          | 0.0          | 0.0          | 0.0          | 0.0          | 0.0          |
| <b>Total equity</b>                                     | <b>114.9</b> | <b>128.7</b> | <b>141.5</b> | <b>139.2</b> | <b>136.0</b> | <b>149.6</b> | <b>173.2</b> |
| Provisions  | 9.4          | 16.0         | 14.6         | 9.3          | 9.3          | 9.3          | 9.3          |
| thereof provisions for pensions and similar obligations | 1.1          | 1.6          | 2.0          | 1.3          | 1.3          | 1.3          | 1.3          |
| Financial liabilities (total)                           | 45.1         | 54.4         | 79.1         | 89.4         | 89.4         | 89.4         | 89.4         |
| Short-term financial liabilities                        | 4.1          | 4.1          | 4.0          | 9.7          | 9.7          | 9.7          | 9.7          |
| Accounts payable  | 11.1         | 18.8         | 19.4         | 14.7         | 12.4         | 12.6         | 15.3         |
| Other liabilities                                       | 9.7          | 9.4          | 10.9         | 3.2          | 3.2          | 3.2          | 3.2          |
| <b>Liabilities</b>                                      | <b>75.2</b>  | <b>98.6</b>  | <b>124.0</b> | <b>116.6</b> | <b>114.3</b> | <b>114.5</b> | <b>117.2</b> |
| <b>Total liabilities and shareholders' equity</b>       | <b>190.1</b> | <b>227.3</b> | <b>265.5</b> | <b>255.8</b> | <b>250.3</b> | <b>264.1</b> | <b>290.4</b> |

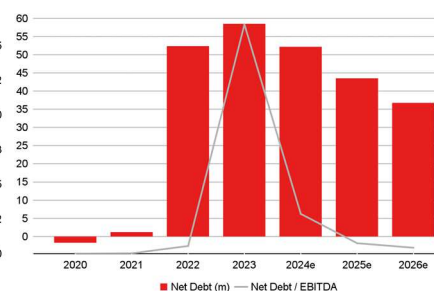
**Financial Ratios**

|   | 2020   | 2021   | 2022    | 2023     | 2024e   | 2025e   | 2026e  |
|---|--------|--------|---------|----------|---------|---------|--------|
| <b>Efficiency of Capital Employment</b> |        |        |         |          |         |         |        |
| Operating Assets Turnover               | 3.0 x  | 2.7 x  | 2.7 x   | 2.2 x    | 2.5 x   | 3.2 x   | 3.8 x  |
| Capital Employed Turnover               | 1.5 x  | 1.7 x  | 1.4 x   | 1.0 x    | 1.0 x   | 1.0 x   | 1.1 x  |
| ROA                                     | 15.7 % | 21.9 % | 16.5 %  | -10.3 %  | -4.9 %  | 3.7 %   | 8.5 %  |
| <b>Return on Capital</b>                |        |        |         |          |         |         |        |
| ROCE (NOPAT)                            | 12.8 % | 17.3 % | 13.5 %  | n.a.     | n.a.    | 3.5 %   | 7.5 %  |
| ROE                                     | 13.9 % | 17.0 % | 15.8 %  | -9.8 %   | -5.1 %  | 3.9 %   | 8.7 %  |
| Adj. ROE                                | 13.4 % | 17.0 % | 15.8 %  | -9.8 %   | -5.1 %  | 3.9 %   | 8.7 %  |
| <b>Balance sheet quality</b>            |        |        |         |          |         |         |        |
| Net Debt                                | -1.7   | 1.2    | 52.4    | 58.5     | 52.2    | 43.5    | 36.8   |
| Net Financial Debt                      | -2.8   | -0.4   | 50.4    | 57.2     | 50.8    | 42.2    | 35.4   |
| Net Gearing                             | -1.5 % | 0.9 %  | 37.0 %  | 42.0 %   | 38.4 %  | 29.1 %  | 21.2 % |
| Net Fin. Debt / EBITDA                  | n.a.   | n.a.   | 110.2 % | 3366.5 % | 581.9 % | 152.3 % | 86.6 % |
| Book Value / Share                      | 3.7    | 4.3    | 4.7     | 4.5      | 4.4     | 4.9     | 5.6    |
| Book value per share ex intangibles     | 1.6    | 2.1    | 1.6     | 1.6      | 1.1     | 1.0     | 1.1    |

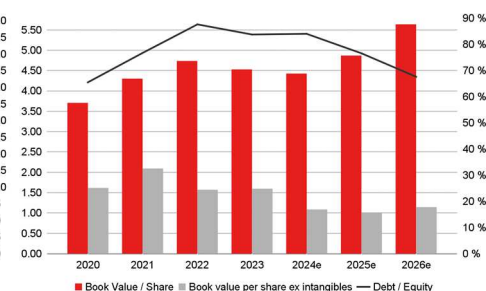
**ROCE Development**



**Net debt in EUR m**



**Book Value per Share in EUR**



Source: Warburg Research

Source: Warburg Research

Source: Warburg Research



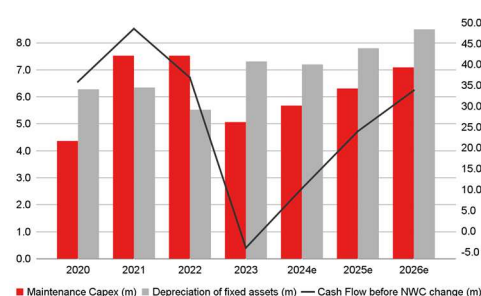
**Consolidated cash flow statement**

| In EUR m   | 2020         | 2021         | 2022         | 2023         | 2024e        | 2025e        | 2026e        |
|--|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| Net income   | 15.1         | 20.8         | 21.4         | -13.8        | -7.0         | 5.6          | 14.1         |
| Depreciation of fixed assets                           | 6.3          | 6.3          | 5.5          | 7.3          | 7.2          | 7.8          | 8.5          |
| Amortisation of goodwill                               | 0.0          | 0.0          | 0.0          | 0.0          | 0.0          | 0.0          | 0.0          |
| Amortisation of intangible assets                      | 8.2          | 9.8          | 11.3         | 16.3         | 10.0         | 10.6         | 11.2         |
| Increase/decrease in long-term provisions              | 1.1          | 6.6          | -1.3         | -5.3         | 0.0          | 0.0          | 0.0          |
| Other non-cash income and expenses                     | 5.1          | 5.1          | 0.0          | -8.4         | 0.0          | 0.0          | 0.0          |
| <b>Cash Flow before NWC change</b>                     | <b>35.9</b>  | <b>48.6</b>  | <b>36.9</b>  | <b>-3.9</b>  | <b>10.2</b>  | <b>24.0</b>  | <b>33.8</b>  |
| Increase / decrease in inventory                       | 0.9          | -17.1        | -13.2        | 6.3          | 14.7         | 4.4          | -4.4         |
| Increase / decrease in accounts receivable             | -0.1         | -13.8        | -7.9         | 13.8         | 5.0          | 0.4          | -2.4         |
| Increase / decrease in accounts payable                | 0.5          | 7.8          | 0.6          | -4.5         | -2.3         | 0.2          | 2.7          |
| Increase / decrease in other working capital positions | 0.1          | -0.1         | -4.0         | -7.3         | 0.0          | 0.0          | 0.0          |
| Increase / decrease in working capital (total)         | 1.5          | -23.2        | -24.5        | 8.2          | 17.5         | 5.0          | -4.1         |
| <b>Net cash provided by operating activities [1]</b>   | <b>37.3</b>  | <b>25.3</b>  | <b>12.4</b>  | <b>4.2</b>   | <b>27.7</b>  | <b>29.0</b>  | <b>29.7</b>  |
| Investments in intangible assets                       | -20.6        | -11.8        | -20.8        | -11.6        | -12.5        | -14.9        | -16.9        |
| Investments in property, plant and equipment           | -2.7         | -3.9         | -8.6         | -1.9         | -2.7         | -3.4         | -4.0         |
| Payments for acquisitions                              | 0.0          | 0.0          | -14.5        | 0.0          | -4.2         | 0.0          | 0.0          |
| Financial investments                                  | 0.0          | 0.0          | 0.0          | -0.4         | 0.0          | 0.0          | 0.0          |
| Income from asset disposals                            | 0.2          | 0.4          | 0.3          | 0.4          | 0.0          | 0.0          | 0.0          |
| <b>Net cash provided by investing activities [2]</b>   | <b>-23.3</b> | <b>-15.3</b> | <b>-44.2</b> | <b>-13.4</b> | <b>-19.4</b> | <b>-18.3</b> | <b>-20.9</b> |
| Change in financial liabilities                        | 2.3          | 10.4         | 18.0         | 0.3          | 0.0          | 0.0          | 0.0          |
| Dividends paid   | -2.6         | -5.8         | -6.2         | -4.2         | 0.0          | 0.0          | 0.0          |
| Purchase of own shares                                 | -0.2         | -3.9         | -2.7         | 17.7         | 0.0          | 0.0          | 0.0          |
| Capital measures                                       | 0.0          | 0.0          | 0.0          | 0.0          | 0.0          | 0.0          | 0.0          |
| Other  | -0.8         | 0.1          | 0.0          | 0.0          | 0.0          | 0.0          | 0.0          |
| <b>Net cash provided by financing activities [3]</b>   | <b>-1.3</b>  | <b>-3.1</b>  | <b>5.7</b>   | <b>12.7</b>  | <b>-2.0</b>  | <b>-2.0</b>  | <b>-2.0</b>  |
| <b>Change in liquid funds [1]+[2]+[3]</b>              | <b>12.7</b>  | <b>7.0</b>   | <b>-26.1</b> | <b>3.5</b>   | <b>6.3</b>   | <b>8.7</b>   | <b>6.8</b>   |
| Effects of exchange-rate changes on cash               | 0.0          | 0.0          | 0.0          | 0.0          | 0.0          | 0.0          | 0.0          |
| Cash and cash equivalent at end of period              | 47.9         | 54.8         | 28.7         | 32.2         | 38.5         | 47.2         | 54.0         |

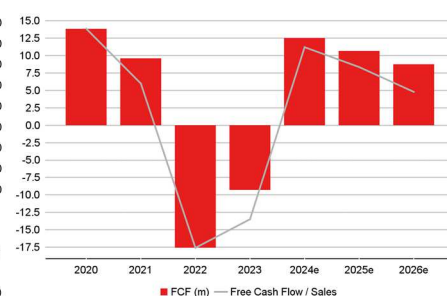
**Financial Ratios**

|                                      | 2020    | 2021    | 2022    | 2023    | 2024e    | 2025e   | 2026e   |
|--------------------------------------|---------|---------|---------|---------|----------|---------|---------|
| <b>Cash Flow</b>                     |         |         |         |         |          |         |         |
| FCF                                  | 13.8    | 9.6     | -17.6   | -9.3    | 12.5     | 10.7    | 8.8     |
| Free Cash Flow / Sales               | 8.1 %   | 4.5 %   | -6.5 %  | -4.6 %  | 6.9 %    | 5.6 %   | 3.9 %   |
| Free Cash Flow Potential             | 24.9    | 29.8    | 31.3    | 3.0     | 5.8      | 19.2    | 28.2    |
| Free Cash Flow / Net Profit          | 91.6 %  | 46.3 %  | -82.3 % | 67.2 %  | -179.9 % | 189.9 % | 62.2 %  |
| Interest Received / Avg. Cash        | 2.7 %   | 0.4 %   | 0.7 %   | 10.8 %  | 1.1 %    | 0.9 %   | 0.8 %   |
| Interest Paid / Avg. Debt            | 1.6 %   | 1.2 %   | 1.6 %   | 2.1 %   | 2.1 %    | 2.1 %   | 2.1 %   |
| <b>Management of Funds</b>           |         |         |         |         |          |         |         |
| Investment ratio                     | 13.7 %  | 7.3 %   | 10.8 %  | 6.6 %   | 8.4 %    | 9.6 %   | 9.4 %   |
| Maint. Capex / Sales                 | 2.6 %   | 3.5 %   | 2.8 %   | 2.5 %   | 3.1 %    | 3.3 %   | 3.2 %   |
| Capex / Dep                          | 160.6 % | 97.2 %  | 174.8 % | 57.2 %  | 88.5 %   | 99.7 %  | 106.2 % |
| Avg. Working Capital / Sales         | 17.1 %  | 18.6 %  | 22.7 %  | 31.7 %  | 26.5 %   | 19.2 %  | 16.3 %  |
| Trade Debtors / Trade Creditors      | 175.9 % | 176.9 % | 212.1 % | 186.9 % | 180.6 %  | 174.6 % | 159.5 % |
| Inventory Turnover                   | 4.1 x   | 2.8 x   | 2.8 x   | 2.7 x   | 3.1 x    | 3.8 x   | 3.8 x   |
| Receivables collection period (days) | 42      | 57      | 55      | 49      | 45       | 42      | 40      |
| Payables payment period (days)       | 49      | 67      | 50      | 46      | 50       | 48      | 50      |
| Cash conversion cycle (Days)         | 82      | 122     | 136     | 141     | 113      | 89      | 86      |

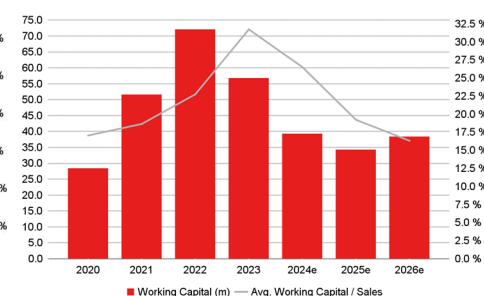
**CAPEX and Cash Flow**  
in EUR m



**Free Cash Flow Generation**



**Working Capital**



Source: Warburg Research

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|     |                          |   |
|-----|--------------------------|---|
| -B- | <b>Buy:</b>              | The price of the analysed financial instrument is expected to rise over the next 12 months.               |
| -H- | <b>Hold:</b>             | The price of the analysed financial instrument is expected to remain mostly flat over the next 12 months. |
| -S- | <b>Sell:</b>             | The price of the analysed financial instrument is expected to fall over the next 12 months.               |
| “-“ | <b>Rating suspended:</b> | The available information currently does not permit an evaluation of the company.                         |

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|------------------|------------------|---------------|
| Buy              | 139              | 69            |
| Hold             | 46               | 23            |
| Sell             | 10               | 5             |
| Rating suspended | 6                | 3             |
| <b>Total</b>     | <b>201</b>       | <b>100</b>    |

**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.

| Rating           | Number of stocks | % of Universe |
|------------------|------------------|---------------|
| Buy              | 40               | 73            |
| Hold             | 11               | 20            |
| Sell             | 2                | 4             |
| Rating suspended | 2                | 4             |
| <b>Total</b>     | <b>55</b>        | <b>100</b>    |

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