(CDAX, Technology, BSL GR)



| Buy<br>eur 18.50 |          | Value Indicators:<br>DCF:<br>FCF-Value Potential 27e: | EUR<br>18.60<br>15.88 | Warburg Risk Score:<br>Balance Sheet Score:<br>Market Liquidity Score: | <b>2.0</b><br>3.0<br>1.0 | <b>Description:</b><br>B2B digital cameras for appli<br>such as factory, medical, traf<br>retail. |       |
|------------------|----------|---|-----------------------|--|--------------------------|---|-------|
|                  |          | Market Snapshot:                                      | EUR m                 | Shareholders:  |                          | Key Figures (WRe):  | 2025e |
|                  |          | Market cap:   | 296.9                 | Freefloat  | 41.00 %                  | Beta:   | 1.2   |
| Price            | EUR 9.66 | No. of shares (m):                                    | 30.7                  | Norbert Basler   | 53.00 %                  | Price / Book:   | 2.3 x |
| Upside           | 91.5 %   | EV:   | 327.0                 | Dr. Ley (CEO)  | 4.00 %                   | Equity Ratio:   | 54 %  |
|                  |          | Freefloat MC:   | 121.7                 | Treasury shares  | 2.00 %                   | Net Fin. Debt / EBITDA:   | 1.1 x |
|                  |          | Ø Trad. Vol. (30d):                                   | 71.80 th              | Union Investment   | 5.00 %                   | Net Debt / EBITDA:  | 1.2 x |

## Increased visibility of achieving upper end of target range

**Meeting Highlights** 

- In Q2, the order momentum remained stable compared to Q1.
- While the strong sales and EBT margin in Q1, driven by two large orders received in Q4, should be an outlier, Q2 should still be comfortably above breakeven.
- While lead times are still short and the visibility for H2 still limited, more than half of the full-year targets should be reached with the H1 figures.
- Against this background and with the increased visibility the company should have with the release of the half year report, Basler might narrow the target range towards the upper end of the spectrum or even increase it.
- After the destocking by customers and with the shortened lead times, a notable market recovery could result in supplier shortages.
- Basler might increase its production in Singapore to mitigate the negative impact of potential US tariffs and the weaker US dollar.
- Since no major competitor has significant production facilities within the US, tariffs will hit all camera suppliers which means the risk of losing market share is limited.

#### Conclusion

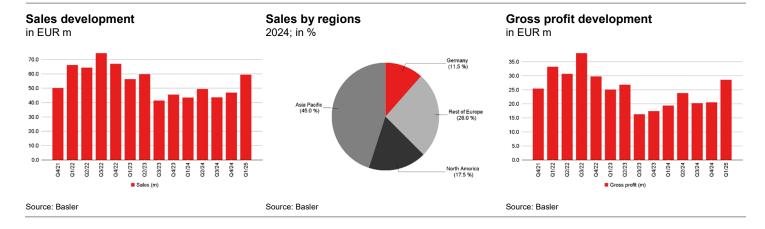
- The visibility of a notable market recovery, especially in industrial automation, remains limited but, for the moment, demands seems to be at least stable.
- After the successful implementation of cost-cutting measures, the strong start to the year and with the stable order momentum, the lower end of the guidance appears too cautious.
- With increasing visibility for H2, Basler should gain confidence in reaching at least the upper end of its target range and might narrow or increase the guidance.
- Against this background, we expect positive news-flow in the coming months.

| 16                      | ally men    | FY End: 31.12.<br>in EUR m | CAGR<br>(24-27e) | 2021        | 2022        | 2023    | 2024    | 2025e  | 2026e  | 2027e  |
|-------------------------|-------------|----------------------------|------------------|-------------|-------------|---------|---------|--------|--------|--------|
| ^مر - 14                |             | Sales                      | 11.2 %           | 214.7       | 272.2       | 203.1   | 183.7   | 199.6  | 221.4  | 252.3  |
| 13 -                    | Y           | Change Sales yoy           |                  | 26.0 %      | 26.8 %      | -25.4 % | -9.5 %  | 8.6 %  | 10.9 % | 14.0 % |
| 12 - man mar mar        |             | Gross profit margin        |                  | 52.4 %      | 48.4 %      | 42.2 %  | 45.7 %  | 48.4 % | 50.3 % | 50.4 % |
| 1 - Why mu              |             | EBITDA                     | 73.4 %           | 44.5        | 45.8        | 1.7     | 10.0    | 25.9   | 40.5   | 52.2   |
|                         | at Mont     | Margin                     |                  | 20.7 %      | 16.8 %      | 0.8 %   | 5.4 %   | 13.0 % | 18.3 % | 20.7 % |
| s - IV - ]              | ms Mul 1    | EBIT                       | -                | 28.4        | 28.9        | -21.9   | -9.8    | 8.9    | 20.8   | 31.7   |
| 7-                      | ' 'W YF     | Margin                     |                  | 13.2 %      | 10.6 %      | -10.8 % | -5.3 %  | 4.5 %  | 9.4 %  | 12.5 % |
| - Mm                    |             | EBT                        |                  | 28.0        | 28.3        | -20.2   | -12.0   | 7.4    | 19.3   | 30.1   |
| 5 - <b>* V</b>          |             | Margin                     |                  | 13.0 %      | 10.4 %      | -9.9 %  | -6.5 %  | 3.7 %  | 8.7 %  | 11.9 % |
| 07/24 09/24 11/24 01/25 | 03/25 05/25 | Net income                 | -                | 20.8        | 21.4        | -13.8   | -13.7   | 5.3    | 13.8   | 21.6   |
| Basler CDAX (norm       | nalised)    | EPS                        | -                | 0.69        | 0.71        | -0.45   | -0.45   | 0.17   | 0.45   | 0.70   |
| el. Performance vs CD   | ΔΧ٠         | DPS                        | -                | 0.21        | 0.14        | 0.00    | 0.00    | 0.00   | 0.10   | 0.20   |
|                         |             | Dividend Yield             |                  | 0.5 %       | 0.4 %       | n.a.    | n.a.    | n.a.   | 1.0 %  | 2.1 %  |
| month:                  | 7.5 %       | FCFPS                      |                  | 0.32        | -0.59       | -0.31   | 0.16    | 0.79   | 0.69   | 0.82   |
| months:                 | 42.1 %      | FCF / Market cap           |                  | 0.8 %       | -1.8 %      | -1.6 %  | 1.6 %   | 8.2 %  | 7.2 %  | 8.5 %  |
| 'ear to date:           | 41.4 %      | EV / Sales                 |                  | 5.5 x       | 3.7 x       | 3.1 x   | 1.9 x   | 1.6 x  | 1.4 x  | 1.1 x  |
| railing 12 months:      | -43.7 %     | EV / EBITDA                |                  | 26.5 x      | 22.3 x      | 370.5 x | 34.7 x  | 12.6 x | 7.6 x  | 5.5 x  |
| 5                       |             | EV / EBIT                  |                  | 41.7 x      | 35.2 x      | n.a.    | n.a.    | 36.7 x | 14.8 x | 9.1 x  |
| Company events:         |             | P/E                        |                  | 57.2 x      | 45.6 x      | n.a.    | n.a.    | 56.8 x | 21.5 x | 13.8 x |
| 07.08.25                | Q2          | FCF Potential Yield        |                  | 2.5 %       | 3.1 %       | 0.5 %   | 1.2 %   | 6.2 %  | 10.4 % | 14.4 % |
| 6.11.25                 | Q3          | ROE                        |                  | 17.0 %      | 15.8 %      | -9.8 %  | -10.4 % | 4.2 %  | 10.1 % | 14.2 % |
|                         |             | ROCE (NOPAT)               |                  | 17.3 %      | 13.5 %      | n.a.    | n.a.    | 3.8 %  | 9.5 %  | 14.9 % |
|                         |             | Guidance: S                | ales EUR 18      | 6-198m, EBT | margin 0-59 | %       |         |        |        |        |

Analyst Robert-Jan van der Horst rvanderhorst@warburg-research.com +49 40 309537-290

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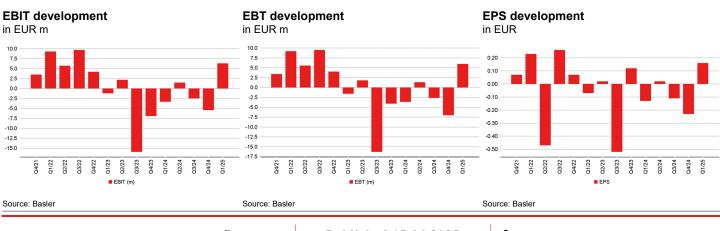


## **Company Background**

- 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.





| DCF model                      |         |           |              |          |        |        |          |               |           |        |        |            |          |             |
|--------------------------------|---------|-----------|--------------|----------|--------|--------|----------|---------------|-----------|--------|--------|------------|----------|-------------|
|                                | Detaile | d forecas | t period     |          |        |        | ٦        | ransition     | al period |        |        |            |          | Term. Value |
| Figures in EUR m               | 2025e   | 2026e     | 2027e        | 2028e    | 2029e  | 2030e  | 2031e    | 2032e         | 2033e     | 2034e  | 2035e  | 2036e      | 2037e    |             |
| Sales                          | 199.6   | 221.4     | 252.3        | 285.1    | 321.5  | 361.9  | 406.6    | 456.0         | 510.4     | 570.2  | 636.0  | 708.1      | 788.3    |             |
| Sales change                   | 8.6 %   | 10.9 %    | 14.0 %       | 13.0 %   | 12.8 % | 12.6 % | 12.3 %   | 12.1 %        | 11.9 %    | 11.7 % | 11.5 % | 11.3 %     | 11.3 %   | 2.5 %       |
| EBIT                           | 8.9     | 20.8      | 31.7         | 35.6     | 40.2   | 45.2   | 50.8     | 57.0          | 63.8      | 71.3   | 79.5   | 88.5       | 98.5     |             |
| EBIT-margin                    | 4.5 %   | 9.4 %     | 12.5 %       | 12.5 %   | 12.5 % | 12.5 % | 12.5 %   | 12.5 %        | 12.5 %    | 12.5 % | 12.5 % | 12.5 %     | 12.5 %   |             |
| Tax rate (EBT)                 | 28.0 %  | 28.5 %    | 28.0 %       | 28.0 %   | 28.0 % | 28.0 % | 28.0 %   | 28.0 %        | 28.0 %    | 28.0 % | 28.0 % | 28.0 %     | 28.0 %   |             |
| NOPAT                          | 6.4     | 14.8      | 22.8         | 25.7     | 28.9   | 32.6   | 36.6     | 41.0          | 45.9      | 51.3   | 57.2   | 63.7       | 70.9     |             |
| Depreciation                   | 17.0    | 19.7      | 20.5         | 22.8     | 24.1   | 25.3   | 26.4     | 29.6          | 33.2      | 37.1   | 41.3   | 46.0       | 51.2     |             |
| in % of Sales                  | 8.5 %   | 8.9 %     | 8.1 %        | 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    | 0.2    | 0.2      | 0.3           | 0.3       | 0.3    | 0.4    | 0.4        | 0.4      |             |
| Change in Liquidity from       |         |           |              |          |        |        |          |               |           |        |        |            |          |             |
| - Working Capital              | -12.1   | -0.5      | 1.4          | 6.4      | 6.2    | 6.9    | 7.6      | 8.4           | 9.2       | 10.2   | 11.2   | 12.3       | 13.6     |             |
| - Capex                        | 14.2    | 16.7      | 19.4         | 21.7     | 24.1   | 25.3   | 27.6     | 30.1          | 33.2      | 37.1   | 41.3   | 46.0       | 51.2     |             |
| Capex in % of Sales            | 7.1 %   | 7.5 %     | 7.7 %        | 7.6 %    | 7.5 %  | 7.0 %  | 6.8 %    | 6.6 %         | 6.5 %     | 6.5 %  | 6.5 %  | 6.5 %      | 6.5 %    |             |
| - Other                        | 0.0     | 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<br>Model) | 21.3    | 18.4      | 22.5         | 20.6     | 22.9   | 25.9   | 28.0     | 32.5          | 37.0      | 41.5   | 46.4   | 51.9       | 57.7     | 69          |
| PV of FCF                      | 20.3    | 16.1      | 18.1         | 15.3     | 15.7   | 16.3   | 16.2     | 17.3          | 18.1      | 18.7   | 19.3   | 19.8       | 20.3     | 396         |
| share of PVs                   |         | 8.70 %    |              |          |        |        |          | 28.2          | 1 %       |        |        |            |          | 63.09 %     |
| Model parameter                |         |           |              |          |        |        | Valuat   | ion (m)       |           |        |        |            |          |             |
| Derivation of WACC:            |         |           | Derivation   | of Beta: |        |        | Presen   | t values 20   | )37e      | 23     | 1      |            |          |             |
|                                |         |           |              |          |        |        | Termin   | al Value      |           | 39     | 6      |            |          |             |
| Debt ratio                     | 8.00 %  |           | Financial S  | Strength |        | 1.20   | Financ   | al liabilitie | s         | 7      | 2      |            |          |             |
| Cost of debt (after tax)       | 2.1 %   |           | Liquidity (s | share)   |        | 1.20   | Pensio   | n liabilities |           |        | 1      |            |          |             |
| Market return                  | 8.25 %  |           | Cyclicality  |          |        | 1.40   | Hybrid   | capital       |           |        | 0      |            |          |             |
| Risk free rate                 | 2.75 %  |           | Transpare    | ncy      |        | 1.00   | Minorit  | y interest    |           |        | 0      |            |          |             |
|                                |         |           | Others       |          |        | 1.10   | Market   | val. of inv   | estments  |        | 0      |            |          |             |
|                                |         |           |              |          |        |        | Liquidit | y             |           | 1      | 8      | No. of sha | ires (m) | 30.7        |
| WACC                           | 8.67 %  |           | Beta         |          |        | 1.18   | Equity   | Value         |           | 57     | 2      | Value per  | share (E | UR) 18.60   |

## Sensitivity Value per Share (EUR)

|      |       | Terminal ( | Growth |        |        |        |        |        |      |       | Delta EBIT | -margin |         |         |         |         |         |
|------|-------|------------|--------|--------|--------|--------|--------|--------|------|-------|------------|---------|---------|---------|---------|---------|---------|
| Beta | WACC  | 1.75 %     | 2.00 % | 2.25 % | 2.50 % | 2.75 % | 3.00 % | 3.25 % | Beta | WACC  | -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 % | 14.22      | 14.51  | 14.82  | 15.15  | 15.51  | 15.89  | 16.31  | 1.38 | 9.7 % | 12.91      | 13.66   | 14.41   | 15.15   | 15.90   | 16.65   | 17.40   |
| 1.28 | 9.2 % | 15.60      | 15.96  | 16.33  | 16.74  | 17.18  | 17.65  | 18.16  | 1.28 | 9.2 % | 14.29      | 15.11   | 15.92   | 16.74   | 17.56   | 18.37   | 19.19   |
| 1.23 | 8.9 % | 16.38      | 16.76  | 17.18  | 17.63  | 18.12  | 18.65  | 19.22  | 1.23 | 8.9 % | 15.07      | 15.93   | 16.78   | 17.63   | 18.49   | 19.34   | 20.19   |
| 1.18 | 8.7 % | 17.21      | 17.64  | 18.10  | 18.60  | 19.15  | 19.74  | 20.38  | 1.18 | 8.7 % | 15.92      | 16.81   | 17.71   | 18.60   | 19.50   | 20.39   | 21.29   |
| 1.13 | 8.4 % | 18.11      | 18.58  | 19.10  | 19.66  | 20.27  | 20.93  | 21.66  | 1.13 | 8.4 % | 16.84      | 17.78   | 18.72   | 19.66   | 20.60   | 21.54   | 22.48   |
| 1.08 | 8.2 % | 19.08      | 19.61  | 20.19  | 20.81  | 21.50  | 22.25  | 23.08  | 1.08 | 8.2 % | 17.85      | 18.83   | 19.82   | 20.81   | 21.80   | 22.79   | 23.78   |
| 0.98 | 7.7 % | 21.29      | 21.96  | 22.68  | 23.48  | 24.35  | 25.33  | 26.41  | 0.98 | 7.7 % | 20.17      | 21.27   | 22.37   | 23.48   | 24.58   | 25.68   | 26.79   |

• 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                                       | 2021    | 2022    | 2023   | 2024   | 2025e   | 2026e  | 2027e  |
|--|---------|---------|--------|--------|---------|--------|--------|
| Net Income before minorities                   | 20.8    | 21.4    | -13.8  | -13.7  | 5.3     | 13.8   | 21.6   |
| + Depreciation + Amortisation                  | 16.2    | 16.8    | 23.6   | 19.8   | 17.0    | 19.7   | 20.5   |
| - Net Interest Income                          | -0.4    | -0.6    | 1.7    | -2.2   | -1.5    | -1.5   | -1.6   |
| <ul> <li>Maintenance Capex</li> </ul>          | 7.5     | 7.5     | 5.1    | 4.2    | 3.5     | 2.9    | 2.2    |
| + Other  | 0.0     | 0.0     | 0.0    | 0.0    | 0.0     | 0.0    | 0.0    |
| = Free Cash Flow Potential                     | 29.8    | 31.3    | 3.0    | 4.1    | 20.3    | 32.1   | 41.5   |
| FCF Potential Yield (on market EV)             | 2.5 %   | 3.1 %   | 0.5 %  | 1.2 %  | 6.2 %   | 10.4 % | 14.4 % |
| WACC   | 8.67 %  | 8.67 %  | 8.67 % | 8.67 % | 8.67 %  | 8.67 % | 8.67 % |
| = Enterprise Value (EV)                        | 1,181.7 | 1,019.3 | 629.1  | 347.8  | 327.0   | 307.7  | 287.4  |
| = Fair Enterprise Value                        | 343.9   | 360.7   | 34.6   | 47.0   | 234.3   | 370.4  | 478.7  |
| - Net Debt (Cash)                              | 50.9    | 50.9    | 50.9   | 50.9   | 28.7    | 9.4    | -10.9  |
| - Pension Liabilities                          | 1.4     | 1.4     | 1.4    | 1.4    | 1.4     | 1.4    | 1.4    |
| - Other  | 0.0     | 0.0     | 0.0    | 0.0    | 0.0     | 0.0    | 0.0    |
| <ul> <li>Market value of minorities</li> </ul> | 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    |
| = Fair Market Capitalisation                   | 291.6   | 308.5   | n.a.   | n.a.   | 204.3   | 359.7  | 488.2  |
| Number of shares, average                      | 29.9    | 29.9    | 30.3   | 30.7   | 30.7    | 30.7   | 30.7   |
| = Fair value per share (EUR)                   | 9.75    | 10.32   | n.a.   | n.a.   | 6.65    | 11.70  | 15.88  |
| premium (-) / discount (+) in %                |         |         |        |        | -31.2 % | 21.1 % | 64.4 % |
| Sensitivity Fair value per Share (EUR)         |         |         |        |        |         |        |        |
| 11.67 %  | 6.61    | 7.02    | n.a.   | n.a.   | 4.69    | 8.60   | 11.88  |
| 10.67 %  | 7.39    | 7.83    | n.a.   | n.a.   | 5.22    | 9.44   | 12.96  |
| 9.67 %   | 8.33    | 8.82    | n.a.   | n.a.   | 5.86    | 10.45  | 14.27  |
| WACC 8.67 %                                    | 9.75    | 10.32   | n.a.   | n.a.   | 6.65    | 11.70  | 15.88  |
| 7.67 %   | 10.94   | 11.57   | n.a.   | 0.03   | 7.64    | 13.27  | 17.91  |
| 6.67 %   | 12.84   | 13.55   | n.a.   | 0.29   | 8.93    | 15.31  | 20.55  |
| 5.67 %   | 15.41   | 16.25   | 0.02   | 0.64   | 10.68   | 18.08  | 24.12  |

- 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                           |         |        |         |        |        |        |        |
|-------------------------------------|---------|--------|---------|--------|--------|--------|--------|
|                                     | 2021    | 2022   | 2023    | 2024   | 2025e  | 2026e  | 2027e  |
| Price / Book                        | 9.2 x   | 6.8 x  | 4.1 x   | 2.4 x  | 2.3 x  | 2.1 x  | 1.8 x  |
| Book value per share ex intangibles | 2.09    | 1.57   | 1.60    | 1.10   | 1.21   | 1.61   | 2.11   |
| EV / Sales                          | 5.5 x   | 3.7 x  | 3.1 x   | 1.9 x  | 1.6 x  | 1.4 x  | 1.1 x  |
| EV / EBITDA                         | 26.5 x  | 22.3 x | 370.5 x | 34.7 x | 12.6 x | 7.6 x  | 5.5 x  |
| EV / EBIT                           | 41.7 x  | 35.2 x | n.a.    | n.a.   | 36.7 x | 14.8 x | 9.1 x  |
| EV / EBIT adj.*                     | 41.7 x  | 35.2 x | n.a.    | n.a.   | 36.7 x | 14.8 x | 9.1 x  |
| P / FCF                             | 122.9 x | n.a.   | n.a.    | 61.1 x | 12.2 x | 13.9 x | 11.7 x |
| P/E                                 | 57.2 x  | 45.6 x | n.a.    | n.a.   | 56.8 x | 21.5 x | 13.8 x |
| P / E adj.*                         | 57.2 x  | 45.6 x | n.a.    | n.a.   | 56.8 x | 21.5 x | 13.8 x |
| Dividend Yield                      | 0.5 %   | 0.4 %  | n.a.    | n.a.   | n.a.   | 1.0 %  | 2.1 %  |
| FCF Potential Yield (on market EV)  | 2.5 %   | 3.1 %  | 0.5 %   | 1.2 %  | 6.2 %  | 10.4 % | 14.4 % |
| *Adjustments made for: -            |         |        |         |        |        |        |        |



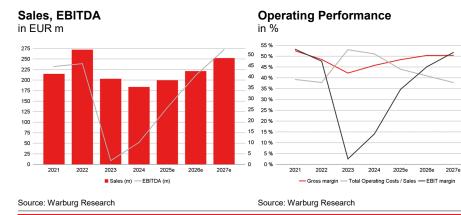
## Consolidated profit and loss

| In EUR m   | 2021   | 2022   | 2023    | 2024   | 2025e  | 2026e  | 2027e  |
|--|--------|--------|---------|--------|--------|--------|--------|
| Sales  | 214.7  | 272.2  | 203.1   | 183.7  | 199.6  | 221.4  | 252.3  |
| Change Sales yoy                                 | 26.0 % | 26.8 % | -25.4 % | -9.5 % | 8.6 %  | 10.9 % | 14.0 % |
| COGS   | 102.2  | 140.4  | 117.4   | 99.7   | 103.0  | 110.0  | 125.1  |
| Gross profit                                     | 112.5  | 131.8  | 85.7    | 84.0   | 96.6   | 111.4  | 127.2  |
| Gross margin                                     | 52.4 % | 48.4 % | 42.2 %  | 45.7 % | 48.4 % | 50.3 % | 50.4 % |
| Research and development                         | 29.9   | 31.4   | 37.2    | 28.4   | 26.7   | 28.7   | 31.7   |
| Sales and marketing                              | 34.9   | 47.9   | 42.9    | 39.8   | 39.2   | 39.8   | 41.1   |
| Administration expenses                          | 20.4   | 26.7   | 29.9    | 27.7   | 22.6   | 22.9   | 23.4   |
| Other operating expenses                         | 0.3    | 0.5    | 0.4     | 0.8    | 0.5    | 0.5    | 0.6    |
| Other operating income                           | 1.3    | 3.6    | 2.7     | 2.8    | 1.3    | 1.3    | 1.3    |
| Unfrequent items                                 | 0.0    | 0.0    | 0.0     | 0.0    | 0.0    | 0.0    | 0.0    |
| EBITDA   | 44.5   | 45.8   | 1.7     | 10.0   | 25.9   | 40.5   | 52.2   |
| Margin   | 20.7 % | 16.8 % | 0.8 %   | 5.4 %  | 13.0 % | 18.3 % | 20.7 % |
| Depreciation of fixed assets                     | 6.3    | 5.5    | 7.3     | 7.4    | 7.1    | 8.5    | 8.8    |
| EBITA  | 38.2   | 40.2   | -5.6    | 2.6    | 18.8   | 32.0   | 43.4   |
| Amortisation of intangible assets                | 9.8    | 11.3   | 16.3    | 12.4   | 9.9    | 11.2   | 11.7   |
| Goodwill amortisation                            | 0.0    | 0.0    | 0.0     | 0.0    | 0.0    | 0.0    | 0.0    |
| EBIT   | 28.4   | 28.9   | -21.9   | -9.8   | 8.9    | 20.8   | 31.7   |
| Margin   | 13.2 % | 10.6 % | -10.8 % | -5.3 % | 4.5 %  | 9.4 %  | 12.5 % |
| EBIT adj.  | 28.4   | 28.9   | -9.7    | -2.9   | 8.9    | 20.8   | 31.7   |
| Interest income                                  | 0.2    | 0.3    | 3.3     | 0.5    | 0.4    | 0.4    | 0.4    |
| Interest expenses                                | 0.6    | 1.0    | 1.8     | 1.6    | 1.9    | 1.9    | 2.0    |
| Other financial income (loss)                    | 0.0    | 0.2    | 0.2     | -1.0   | 0.0    | 0.0    | 0.0    |
| EBT  | 28.0   | 28.3   | -20.2   | -12.0  | 7.4    | 19.3   | 30.1   |
| Margin   | 13.0 % | 10.4 % | -9.9 %  | -6.5 % | 3.7 %  | 8.7 %  | 11.9 % |
| Total taxes                                      | 7.2    | 7.0    | -6.4    | 1.8    | 2.1    | 5.5    | 8.4    |
| Net income from continuing operations            | 20.8   | 21.4   | -13.8   | -13.7  | 5.3    | 13.8   | 21.6   |
| 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                     | 20.8   | 21.4   | -13.8   | -13.7  | 5.3    | 13.8   | 21.6   |
| Minority interest                                | 0.0    | 0.0    | 0.0     | 0.0    | 0.0    | 0.0    | 0.0    |
| Net income                                       | 20.8   | 21.4   | -13.8   | -13.7  | 5.3    | 13.8   | 21.6   |
| Margin   | 9.7 %  | 7.8 %  | -6.8 %  | -7.5 % | 2.7 %  | 6.2 %  | 8.6 %  |
| Number of shares, average                        | 29.9   | 29.9   | 30.3    | 30.7   | 30.7   | 30.7   | 30.7   |
| EPS  | 0.69   | 0.71   | -0.45   | -0.45  | 0.17   | 0.45   | 0.70   |
|  |        | 0.74   | 0.45    | o 1-   | - · -  | - · -  |        |
| EPS adj.   | 0.69   | 0.71   | -0.45   | -0.45  | 0.17   | 0.45   | 0.70   |

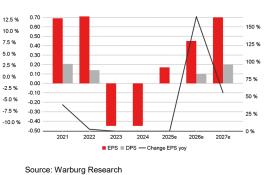
Guidance: Sales EUR 186-198m, EBT margin 0-5%

## **Financial Ratios**

|                               | 2021    | 2022    | 2023    | 2024    | 2025e          | 2026e   | 2027e   |
|-------------------------------|---------|---------|---------|---------|----------------|---------|---------|
| Total Operating Costs / Sales | 39.2 %  | 37.8 %  | 53.0 %  | 51.1 %  | 43.9 %         | 40.9 %  | 37.9 %  |
| Operating Leverage            | 1.6 x   | 0,1 x   | n.a.    | 5.8 x   | 40.0 %<br>n.a. | 12.2 x  | 3.8 x   |
| EBITDA / Interest expenses    | 75.4 x  | 43.8 x  | 0.9 x   | 6.1 x   | 13.6 x         | 21.3 x  | 26.1 x  |
| Tax rate (EBT)                | 25.8 %  | 24.6 %  | 31.6 %  | -14.8 % | 28.0 %         | 28.5 %  | 28.0 %  |
| Dividend Payout Ratio         | 29.8 %  | 19.6 %  | 0.0 %   | 0.0 %   | 0.0 %          | 22.3 %  | 28.4 %  |
| Sales per Employee            | 248,528 | 242,173 | 182,155 | 164,767 | 172,366        | 191,192 | 217,876 |



## Performance per Share



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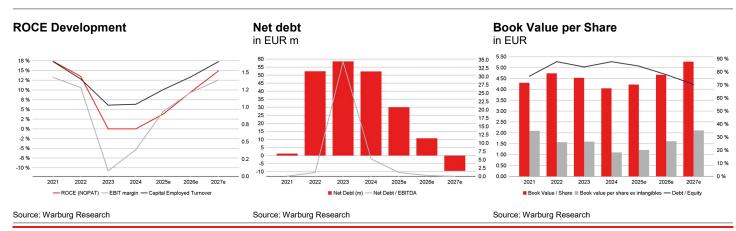
## Consolidated balance sheet



| In EUR m  | 2021  | 2022  | 2023  | 2024  | 2025e | 2026e | 2027e |
|---|-------|-------|-------|-------|-------|-------|-------|
| Assets  |       |       |       |       |       |       |       |
| Goodwill and other intangible assets                    | 66.0  | 94.5  | 90.1  | 90.6  | 92.5  | 94.0  | 97.2  |
| thereof other intangible assets                         | 6.5   | 13.8  | 13.7  | 10.4  | 10.6  | 10.6  | 10.6  |
| thereof Goodwill  | 27.5  | 46.1  | 45.8  | 49.4  | 49.4  | 49.4  | 49.4  |
| Property, plant and equipment                           | 28.7  | 29.4  | 36.9  | 31.3  | 24.6  | 18.1  | 11.8  |
| Financial assets  | 0.0   | 1.4   | 1.8   | 0.3   | 0.3   | 0.3   | 0.3   |
| Other long-term assets                                  | 0.0   | 3.8   | 5.5   | 7.3   | 7.3   | 7.3   | 7.3   |
| Fixed assets  | 94.7  | 129.1 | 134.3 | 129.6 | 124.8 | 119.7 | 116.7 |
| Inventories   | 37.1  | 50.3  | 44.0  | 38.8  | 30.2  | 31.6  | 33.2  |
| Accounts receivable                                     | 33.3  | 41.2  | 27.4  | 28.4  | 25.2  | 25.5  | 27.6  |
| Liquid assets   | 54.8  | 28.7  | 32.2  | 21.3  | 43.6  | 62.9  | 83.1  |
| Other short-term assets                                 | 7.3   | 16.2  | 17.8  | 15.5  | 15.5  | 15.5  | 15.5  |
| Current assets  | 132.5 | 136.4 | 121.5 | 104.0 | 114.5 | 135.5 | 159.4 |
| Total Assets  | 227.3 | 265.5 | 255.8 | 233.6 | 239.3 | 255.2 | 276.1 |
| Liabilities and shareholders' equity                    |       |       |       |       |       |       |       |
| Subscribed capital                                      | 10.0  | 29.8  | 30.7  | 30.7  | 30.7  | 30.7  | 30.7  |
| Capital reserve   | 26.8  | 7.2   | 10.7  | 10.7  | 10.7  | 10.7  | 10.7  |
| Retained earnings                                       | 94.2  | 107.2 | 102.5 | 88.7  | 94.0  | 107.8 | 129.5 |
| Other equity components                                 | -2.4  | -2.8  | -4.7  | -5.7  | -5.7  | -5.7  | -8.8  |
| Shareholders' equity                                    | 128.7 | 141.5 | 139.2 | 124.4 | 129.7 | 143.5 | 162.1 |
| Minority interest                                       | 0.0   | 0.0   | 0.0   | 0.0   | 0.0   | 0.0   | 0.0   |
| Total equity  | 128.7 | 141.5 | 139.2 | 124.4 | 129.7 | 143.5 | 162.1 |
| Provisions  | 16.0  | 14.6  | 9.3   | 10.0  | 10.0  | 10.0  | 10.0  |
| thereof provisions for pensions and similar obligations | 1.6   | 2.0   | 1.3   | 1.4   | 1.4   | 1.4   | 1.4   |
| Financial liabilities (total)                           | 54.4  | 79.1  | 89.4  | 72.2  | 72.2  | 72.2  | 72.2  |
| Short-term financial liabilities                        | 4.1   | 4.0   | 9.7   | 8.3   | 8.3   | 8.3   | 8.3   |
| Accounts payable  | 18.8  | 19.4  | 14.7  | 13.9  | 14.2  | 16.4  | 18.7  |
| Other liabilities                                       | 9.4   | 10.9  | 3.2   | 13.0  | 13.0  | 13.0  | 13.0  |
| Liabilities   | 98.6  | 124.0 | 116.6 | 109.2 | 109.5 | 111.7 | 114.0 |
| Total liabilities and shareholders' equity              | 227.3 | 265.5 | 255.8 | 233.6 | 239.3 | 255.2 | 276.1 |

## **Financial Ratios**

|                                     | 2021   | 2022    | 2023     | 2024    | 2025e   | 2026e  | 2027e  |
|-------------------------------------|--------|---------|----------|---------|---------|--------|--------|
| Efficiency of Capital Employment    |        |         |          |         |         |        |        |
| Operating Assets Turnover           | 2.7 x  | 2.7 x   | 2.2 x    | 2.2 x   | 3.0 x   | 3.8 x  | 4.7 x  |
| Capital Employed Turnover           | 1.7 x  | 1.4 x   | 1.0 x    | 1.0 x   | 1.2 x   | 1.4 x  | 1.7 x  |
| ROA                                 | 21.9 % | 16.5 %  | -10.3 %  | -10.6 % | 4.3 %   | 11.5 % | 18.5 % |
| Return on Capital                   |        |         |          |         |         |        |        |
| ROCE (NOPAT)                        | 17.3 % | 13.5 %  | n.a.     | n.a.    | 3.8 %   | 9.5 %  | 14.9 % |
| ROE                                 | 17.0 % | 15.8 %  | -9.8 %   | -10.4 % | 4.2 %   | 10.1 % | 14.2 % |
| Adj. ROE                            | 17.0 % | 15.8 %  | -9.8 %   | -10.4 % | 4.2 %   | 10.1 % | 14.2 % |
| Balance sheet quality               |        |         |          |         |         |        |        |
| Net Debt                            | 1.2    | 52.4    | 58.5     | 52.3    | 30.0    | 10.7   | -9.5   |
| Net Financial Debt                  | -0.4   | 50.4    | 57.2     | 50.9    | 28.7    | 9.4    | -10.9  |
| Net Gearing                         | 0.9 %  | 37.0 %  | 42.0 %   | 42.0 %  | 23.1 %  | 7.5 %  | -5.9 % |
| Net Fin. Debt / EBITDA              | n.a.   | 110.2 % | 3366.5 % | 508.7 % | 110.6 % | 23.2 % | n.a.   |
| Book Value / Share                  | 4.3    | 4.7     | 4.5      | 4.0     | 4.2     | 4.7    | 5.3    |
| Book value per share ex intangibles | 2.1    | 1.6     | 1.6      | 1.1     | 1.2     | 1.6    | 2.1    |



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## Consolidated cash flow statement



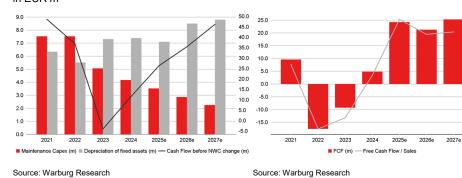
| In EUR m   | 2021  | 2022  | 2023  | 2024  | 2025e | 2026e | 2027e |
|--|-------|-------|-------|-------|-------|-------|-------|
| Net income   | 20.8  | 21.4  | -13.8 | -13.7 | 5.3   | 13.8  | 21.6  |
| Depreciation of fixed assets                           | 6.3   | 5.5   | 7.3   | 7.4   | 7.1   | 8.5   | 8.8   |
| Amortisation of goodwill                               | 0.0   | 0.0   | 0.0   | 0.0   | 0.0   | 0.0   | 0.0   |
| Amortisation of intangible assets                      | 9.8   | 11.3  | 16.3  | 12.4  | 9.9   | 11.2  | 11.7  |
| Increase/decrease in long-term provisions              | 6.6   | -1.3  | -5.3  | 0.7   | 0.0   | 0.0   | 0.0   |
| Other non-cash income and expenses                     | 5.1   | 0.0   | -8.4  | 4.7   | 4.0   | 2.0   | 4.0   |
| Cash Flow before NWC change                            | 48.6  | 36.9  | -3.9  | 11.5  | 26.3  | 35.5  | 46.1  |
| Increase / decrease in inventory                       | -17.1 | -13.2 | 6.3   | 5.2   | 8.6   | -1.4  | -1.6  |
| Increase / decrease in accounts receivable             | -13.8 | -7.9  | 13.8  | -1.0  | 3.2   | -0.3  | -2.1  |
| Increase / decrease in accounts payable                | 7.8   | 0.6   | -4.5  | -1.3  | 0.3   | 2.2   | 2.3   |
| Increase / decrease in other working capital positions | -0.1  | -4.0  | -7.3  | 0.2   | 0.0   | 2.0   | 0.0   |
| Increase / decrease in working capital (total)         | -23.2 | -24.5 | 8.2   | 3.2   | 12.1  | 2.5   | -1.4  |
| Net cash provided by operating activities [1]          | 25.3  | 12.4  | 4.2   | 14.6  | 38.5  | 38.0  | 44.7  |
| Investments in intangible assets                       | -11.8 | -20.8 | -11.6 | -8.4  | -11.8 | -12.7 | -14.9 |
| Investments in property, plant and equipment           | -3.9  | -8.6  | -1.9  | -1.4  | -2.4  | -4.0  | -4.5  |
| Payments for acquisitions                              | 0.0   | -14.5 | 0.0   | -3.0  | 0.0   | 0.0   | 0.0   |
| Financial investments                                  | 0.0   | 0.0   | -0.4  | -1.2  | 0.0   | 0.0   | 0.0   |
| Income from asset disposals                            | 0.4   | 0.3   | 0.4   | 0.7   | 0.0   | 0.0   | 0.0   |
| Net cash provided by investing activities [2]          | -15.3 | -44.2 | -13.4 | -13.3 | -14.2 | -16.7 | -19.4 |
| Change in financial liabilities                        | 10.4  | 18.0  | 0.3   | -11.6 | 0.0   | 0.0   | 0.0   |
| Dividends paid   | -5.8  | -6.2  | -4.2  | 0.0   | 0.0   | 0.0   | -3.1  |
| Purchase of own shares                                 | -3.9  | -2.7  | 17.7  | 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  | 0.1   | 0.0   | 0.0   | 0.0   | 0.0   | 0.0   | 0.0   |
| Net cash provided by financing activities [3]          | -3.1  | 5.7   | 12.7  | -12.3 | -2.0  | -2.0  | -5.1  |
| Change in liquid funds [1]+[2]+[3]                     | 7.0   | -26.1 | 3.5   | -11.0 | 22.3  | 19.3  | 20.2  |
| Effects of exchange-rate changes on cash               | 0.0   | 0.0   | 0.0   | 0.1   | 0.0   | 0.0   | 0.0   |
| Cash and cash equivalent at end of period              | 54.8  | 28.7  | 32.2  | 21.3  | 43.6  | 62.9  | 83.1  |

## **Financial Ratios**

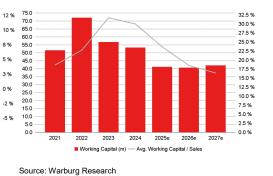
|                                      | 2021    | 2022    | 2023    | 2024    | 2025e   | 2026e   | 2027e   |
|--------------------------------------|---------|---------|---------|---------|---------|---------|---------|
| Cash Flow                            |         |         |         |         |         |         |         |
| FCF                                  | 9.6     | -17.6   | -9.3    | 4.8     | 24.3    | 21.3    | 25.3    |
| Free Cash Flow / Sales               | 4.5 %   | -6.5 %  | -4.6 %  | 2.6 %   | 12.2 %  | 9.6 %   | 10.0 %  |
| Free Cash Flow Potential             | 29.8    | 31.3    | 3.0     | 4.1     | 20.3    | 32.1    | 41.5    |
| Free Cash Flow / Net Profit          | 46.3 %  | -82.3 % | 67.2 %  | -35.2 % | 455.0 % | 154.6 % | 116.9 % |
| Interest Received / Avg. Cash        | 0.4 %   | 0.7 %   | 10.8 %  | 1.9 %   | 1.2 %   | 0.8 %   | 0.5 %   |
| Interest Paid / Avg. Debt            | 1.2 %   | 1.6 %   | 2.1 %   | 2.0 %   | 2.6 %   | 2.6 %   | 2.8 %   |
| Management of Funds                  |         |         |         |         |         |         |         |
| Investment ratio                     | 7.3 %   | 10.8 %  | 6.6 %   | 5.3 %   | 7.1 %   | 7.5 %   | 7.7 %   |
| Maint. Capex / Sales                 | 3.5 %   | 2.8 %   | 2.5 %   | 2.3 %   | 1.8 %   | 1.3 %   | 0.9 %   |
| Capex / Dep                          | 97.2 %  | 174.8 % | 57.2 %  | 49.5 %  | 83.5 %  | 84.7 %  | 94.8 %  |
| Avg. Working Capital / Sales         | 18.6 %  | 22.7 %  | 31.7 %  | 30.0 %  | 23.7 %  | 18.5 %  | 16.4 %  |
| Trade Debtors / Trade Creditors      | 176.9 % | 212.1 % | 186.9 % | 204.7 % | 177.5 % | 155.5 % | 147.6 % |
| Inventory Turnover                   | 2.8 x   | 2.8 x   | 2.7 x   | 2.6 x   | 3.4 x   | 3.5 x   | 3.8 x   |
| Receivables collection period (days) | 57      | 55      | 49      | 56      | 46      | 42      | 40      |
| Payables payment period (days)       | 67      | 50      | 46      | 51      | 50      | 54      | 55      |
| Cash conversion cycle (Days)         | 122     | 136     | 141     | 148     | 103     | 92      | 82      |

**Free Cash Flow Generation** 

# CAPEX and Cash Flow in EUR m



## **Working Capital**





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| Company | Disclosure | Link to the historical price targets and rating changes (last 12 months) |  |
|---------|------------|--|--|
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#### INVESTMENT RECOMMENDATION

Investment recommendation: expected direction of the share price development of the financial instrument up to the given <u>price target</u> in the opinion of the analyst who covers this financial instrument.

| -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 |  |
| -S- | Sell:             | The price of the analysed financial instrument is expected to fall over the next 12 months.              |  |
| "_" | Rating suspended: | The available information currently does not permit an evaluation of the company.                        |  |

## WARBURG RESEARCH GMBH - ANALYSED RESEARCH UNIVERSE BY RATING

| Rating           | Number of stocks | % of Universe |
|------------------|------------------|---------------|
| Buy              | 141              | 70            |
| Hold             | 49               | 24            |
| Sell             | 6                | 3             |
| Rating suspended | 5                | 2             |
| Total            | 201              | 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.

| Rating           | Number of stocks | % of Universe |
|------------------|------------------|---------------|
| Buy              | 36               | 72            |
| Hold             | 10               | 20            |
| Sell             | 1                | 2             |
| Rating suspended | 3                | 6             |
| Total            | 50               | 100           |

## PRICE AND RATING HISTORY BASLER AS OF 17.06.2025



Markings in the chart show rating changes by Warburg Research GmbH in the last 12 months. Every marking details the date and closing price on the day of the rating change.



| EQUITIES  |  |  |   |
|---|--|--|---|
| Matthias Rode<br>Head of Equities                 | +49 40 3282-2678<br>mrode@mmwarburg.com                |  |   |
| RESEARCH  |  |  |   |
| Michael Heider<br>Head of Research                | +49 40 309537-280<br>mheider@warburg-research.com      | <b>Hannes Müller</b><br>Software, IT             | +49 40 309537-255<br>hmueller@warburg-research.com  |
| Henner Rüschmeier<br>Head of Research             | +49 40 309537-270<br>hrueschmeier@warburg-research.com | Andreas Pläsier<br>Banks, Financial Services     | +49 40 309537-246<br>aplaesier@warburg-research.con |
| Stefan Augustin                                   | +49 40 309537-168                                      | Malte Schaumann                                  | +49 40 309537-17                                    |
| Cap. Goods, Engineering                           | saugustin@warburg-research.com                         | Technology                                       | mschaumann@warburg-research.con                     |
| Jan Bauer   | +49 40 309537-155                                      | Oliver Schwarz                                   | +49 40 309537-250                                   |
| Renewables  | jbauer@warburg-research.com                            | Chemicals, Agriculture                           | oschwarz@warburg-research.con                       |
| Christian Cohrs<br>Industrials & Transportation   | +49 40 309537-175<br>ccohrs@warburg-research.com       | Simon Stippig<br>Real Estate, Telco              | +49 40 309537-265<br>sstippig@warburg-research.com  |
| Dr. Christian Ehmann<br>BioTech, Life Science     | +49 40 309537-167<br>cehmann@warburg-research.com      | Marc-René Tonn<br>Automobiles, Car Suppliers     | +49 40 309537-259<br>mtonn@warburg-research.com     |
| Felix Ellmann                                     | +49 40 309537-120                                      | Robert-Jan van der Horst                         | +49 40 309537-290                                   |
| Software, IT                                      | fellmann@warburg-research.com                          | Technology                                       | rvanderhorst@warburg-research.com                   |
| Jörg Philipp Frey<br>Retail, Consumer Goods       | +49 40 309537-258<br>jfrey@warburg-research.com        | Andreas Wolf<br>Software, IT                     | +49 40 309537-14(<br>awolf@warburg-research.com     |
| Marius Fuhrberg<br>Financial Services             | +49 40 309537-185<br>mfuhrberg@warburg-research.com    |  |   |
| Fabio Hölscher                                    | +49 40 309537-240                                      |  |   |
| Automobiles, Car Suppliers                        | fhoelscher@warburg-research.com                        |  |   |
| Philipp Kaiser<br>Real Estate, Construction       | +49 40 309537-260<br>pkaiser@warburg-research.com      |  |   |
| Thilo Kleibauer                                   | +49 40 309537-257                                      |  |   |
| Retail, Consumer Goods                            | tkleibauer@warburg-research.com                        |  |   |
| INSTITUTIONAL EQUI                                | TY SALES   |  |   |
| Klaus Schilling                                   | +49 69 5050-7400                                       | Sascha Propp                                     | +49 40 3282-2656                                    |
| Head of Equity Sales, Germany <b>Tim Beckmann</b> | kschilling@mmwarburg.com<br>+49 40 3282-2665           | France   | spropp@mmwarburg.com                                |
| United Kingdom                                    | +49 40 5262-2005<br>tbeckmann@mmwarburg.com            |  |   |
| Jens Buchmüller                                   | +49 69 5050-7415                                       |  |   |
| Scandinavia, Austria                              | jbuchmueller@mmwarburg.com                             |  |   |
| Matthias Fritsch<br>United Kingdom, Ireland       | +49 40 3282-2696                                       | <b>Leyan Ilkbahar</b><br>Roadshow/Marketing      | +49 40 3282-2695                                    |
| Rudolf Alexander Michaelis                        | mfritsch@mmwarburg.com<br>+49 40 3282-2649             | Antonia Möller                                   | lilkbahar@mmwarburg.com<br>+49 69 5050-7417         |
| Germany   | rmichaelis@mmwarburg.com                               | Roadshow/Marketing                               | amoeller@mmwarburg.com                              |
| Roman Alexander Niklas                            | +49 69 5050-7412                                       | Juliane Niemann                                  | +49 40 3282-2694                                    |
| Switzerland, Poland, Italy                        | rniklas@mmwarburg.com                                  | Roadshow/Marketing                               | jniemann@mmwarburg.com                              |
| SALES TRADING                                     |  | DESIGNATED SPONSOF                               |   |
| Oliver Merckel                                    | +49 40 3282-2634                                       | Sebastian Schulz                                 | +49 40 3282-2631                                    |
| Head of Sales Trading Bastian Quast               | omerckel@mmwarburg.com<br>+49 40 3282-2701             | Designated Sponsoring<br>Jörg Treptow            | sschulz@mmwarburg.com<br>+49 40 3282-2658           |
| Sales Trading                                     | bquast@mmwarburg.com                                   | Designated Sponsoring                            | jtreptow@mmwarburg.com                              |
| Christian Salomon                                 | +49 40 3282-2685                                       |  |   |
| Sales Trading                                     | csalomon@mmwarburg.com                                 |  |   |
| MACRO RESEARCH                                    |  |  |   |
| Carsten Klude<br>Macro Research                   | +49 40 3282-2572<br>cklude@mmwarburg.com               | Dr. Christian Jasperneite<br>Investment Strategy | +49 40 3282-2439<br>cjasperneite@mmwarburg.com      |
| Our research can be fe                            | ound under:  |  |   |
| Warburg Research                                  | research.mmwarburg.com/en/index.html                   | LSEG   | www.lseg.com  |
| Bloomberg   | RESP MMWA GO   | Capital IQ                                       | www.capitaliq.com                                   |
| FactSet   | www.factset.com  |  |   |
| For access please conta                           | ct:  |  |   |
| Andrea Schaper                                    | +49 40 3282-2632                                       | Kerstin Muthig                                   | +49 40 3282-2703                                    |
| Sales Assistance                                  | aschaper@mmwarburg.com                                 | Sales Assistance                                 | kmuthig@mmwarburg.com                               |