

# ABO Wind AG

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

2024 guidance

**RATING**  
**BUY**

**PRICE TARGET**  
**€ 106.00**

Return Potential 154.8%  
 Risk Rating High

## ABO WIND TARGETS 2024 NET PROFIT OF €25M - €31M

ABO Wind has confirmed 2023 guidance (net profit of €22m to €26m). For 2024, the company expects a net profit of €25m to €31m. Taking the respective guidance midpoints as a reference (€24m and €28m), this would result in net profit growth of 17% y/y. Management also expects net profit to rise in subsequent years. Although the wind industry is currently struggling with project delays, higher interest rates and delivery difficulties, ABO Wind also expects good results in 2024. The reason for this is a high quality internationally diversified project pipeline that has grown steadily in recent years. More and more projects are reaching construction maturity, giving ABO Wind the opportunity to either sell the project rights immediately or build the projects itself. We see our growth forecasts as confirmed and are sticking to our €106 price target. After the share price decline in recent months, ABO Wind is attractively valued at a 2024 P/E ratio of 15. We reiterate our Buy recommendation.

**Growth in total output and net profit** ABO Wind expects a growth in total output of 10% - 30% p.a. for 2023 & 2024. Although we are already in December 2023, ABO Wind is sticking to the forecasted net profit range of €22m to €26m as it is not yet certain how many projects will still be ready for construction or accepted by the end of the year and thus contribute to earnings. We are very encouraged that ABO Wind is already providing net profit guidance for 2024 at this point in time despite the headwinds the wind industry is currently struggling with. At €25m to €31m, the forecasted net profit range is 14% to 19% higher than the range given for 2023.

(p.t.o.)

### FINANCIAL HISTORY & PROJECTIONS

|                    | 2020   | 2021   | 2022   | 2023E  | 2024E  | 2025E  |
|--------------------|--------|--------|--------|--------|--------|--------|
| Revenue (€m)       | 149.16 | 127.11 | 231.66 | 267.25 | 304.13 | 343.06 |
| Y-o-y growth       | 18.1%  | -14.8% | 82.3%  | 15.4%  | 13.8%  | 12.8%  |
| EBIT (€m)          | 22.46  | 22.45  | 43.12  | 42.02  | 48.03  | 52.40  |
| EBIT margin        | 15.1%  | 17.7%  | 18.6%  | 15.7%  | 15.8%  | 15.3%  |
| Net income (€m)    | 13.12  | 13.80  | 24.59  | 23.95  | 27.30  | 31.21  |
| EPS (diluted) (€)  | 1.54   | 1.50   | 2.67   | 2.60   | 2.96   | 3.38   |
| DPS (€)            | 0.45   | 0.49   | 0.54   | 0.54   | 0.62   | 0.66   |
| FCF (€m)           | 40.53  | -54.05 | -19.10 | 2.23   | 7.66   | 13.57  |
| Net gearing        | 5.3%   | 45.0%  | 55.0%  | 54.2%  | 50.9%  | 45.4%  |
| Liquid assets (€m) | 52.80  | 18.47  | 87.08  | 79.72  | 98.11  | 104.15 |

### RISKS

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

### COMPANY PROFILE

ABO Wind is a project developer for renewable energies and has developed green power and storage projects with a total capacity of ca. 5 GW since its establishment in 1996. The company also offers the management of wind farms, solar plants and storages. ABO Wind has ca. 1,100 employees. Its headquarters are in Wiesbaden, Germany.

### MARKET DATA

As of 01 Dec 2023

|                         |                 |
|-------------------------|-----------------|
| Closing Price           | € 41.60         |
| Shares outstanding      | 9.22m           |
| Market Capitalisation   | € 383.59m       |
| 52-week Range           | € 41.50 / 96.60 |
| Avg. Volume (12 Months) | 4,055           |

| Multiples  | 2022 | 2023E | 2024E |
|------------|------|-------|-------|
| P/E        | 16.5 | 16.9  | 14.8  |
| EV/Sales   | 2.0  | 1.8   | 1.6   |
| EV/EBIT    | 11.0 | 11.2  | 9.8   |
| Div. Yield | 1.3% | 1.3%  | 1.5%  |

### STOCK OVERVIEW



### COMPANY DATA

As of 30 Jun 2023

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

### SHAREHOLDERS

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



**Shareholders file suit against change of legal form** On 29 November 2023, ABO Wind management announced that it had become aware of an action for annulment filed by company shareholders on 23 November 2023. This is directed against all resolutions passed at the Extraordinary General Meeting on 27 October 2023. Due to the action for annulment, the planned implementation of the conversion of the legal form from an AG to a KGaA will be delayed.

**Buy recommendation confirmed at unchanged price target** Although the legal dispute over the change of legal form could weigh on sentiment, we do not expect any negative repercussions on the operating business and recommend that investors Buy the share with an unchanged €106 price target.



## VALUATION MODEL

| DCF valuation model                |                |                |                |                |                |                |                |                |
|------------------------------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
| All figures in EUR '000            | 2023E          | 2024E          | 2025E          | 2026E          | 2027E          | 2028E          | 2029E          | 2030E          |
| <b>Net sales</b>                   | <b>267,249</b> | <b>304,129</b> | <b>343,058</b> | <b>384,225</b> | <b>461,070</b> | <b>509,273</b> | <b>558,579</b> | <b>608,344</b> |
| <b>NOPLAT</b>                      | <b>30,224</b>  | <b>34,590</b>  | <b>39,026</b>  | <b>45,661</b>  | <b>54,420</b>  | <b>58,878</b>  | <b>63,911</b>  | <b>68,139</b>  |
| + depreciation & amortisation      | 3,378          | 2,486          | 2,938          | 3,404          | 3,902          | 4,522          | 5,136          | 5,744          |
| Net operating cash flow            | 33,602         | 37,076         | 41,964         | 49,065         | 58,322         | 63,400         | 69,047         | 73,883         |
| - total investments (CAPEX and WC) | -31,372        | -29,415        | -28,392        | -31,649        | -52,535        | -35,451        | -36,478        | -37,083        |
| Capital expenditures               | -3,741         | -4,258         | -4,803         | -5,379         | -6,350         | -6,898         | -7,439         | -7,964         |
| Working capital                    | -27,631        | -25,157        | -23,589        | -26,270        | -46,185        | -28,553        | -29,039        | -29,119        |
| Free cash flows (FCF)              | 2,230          | 7,661          | 13,573         | 17,416         | 5,787          | 27,948         | 32,569         | 36,800         |
| <b>PV of FCF's</b>                 | <b>2,218</b>   | <b>7,122</b>   | <b>11,796</b>  | <b>14,151</b>  | <b>4,395</b>   | <b>19,843</b>  | <b>21,617</b>  | <b>22,835</b>  |

| All figures in thousands                    |               |                      |
|---|---------------|----------------------|
| PV of FCFs in explicit period (2023E-2037E) | 282,820       |                      |
| PV of FCFs in terminal period               | 787,956       |                      |
| Enterprise value (EV)                       | 1,070,776     | Terminal growth      |
| + Net cash / - net debt                     | -93,505       | Terminal EBIT margin |
| + Investments / minority interests          | 36            |                      |
| Shareholder value                           | 977,307       |                      |
| Number of shares (diluted)                  | 9,221         |                      |
| <b>Fair value per share in EUR</b>          | <b>105.99</b> |                      |

| WACC |                         | Terminal growth rate |        |        |               |        |        |        |
|------|-------------------------|----------------------|--------|--------|---------------|--------|--------|--------|
|      |                         | 2.0%                 | 2.5%   | 3.0%   | 3.5%          | 4.0%   | 4.5%   | 5.0%   |
| 5.5% | Cost of equity          | 138.27               | 153.77 | 175.56 | 208.43        | 263.71 | 376.17 | 729.61 |
| 6.0% | Pre-tax cost of debt    | 116.10               | 126.58 | 140.59 | 160.29        | 189.99 | 239.95 | 341.58 |
| 6.5% | Tax rate                | 99.04                | 106.39 | 115.85 | 128.50        | 146.28 | 173.10 | 218.21 |
| 7.0% | After-tax cost of debt  | 85.54                | 90.83  | 97.45  | <b>105.99</b> | 117.40 | 133.44 | 157.63 |
| 7.5% | Share of equity capital | 74.61                | 78.51  | 83.27  | 89.24         | 96.93  | 107.21 | 121.66 |
| 8.0% | Share of debt capital   | 65.60                | 68.52  | 72.03  | 76.32         | 81.69  | 88.61  | 97.86  |
| 8.5% | Price target in EUR     | 58.07                | 60.29  | 62.91  | 66.06         | 69.91  | 74.74  | 80.96  |

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



## INCOME STATEMENT

| All figures in EUR '000          | 2020A          | 2021A          | 2022A          | 2023E          | 2024E          | 2025E          |
|----------------------------------|----------------|----------------|----------------|----------------|----------------|----------------|
| <b>Revenues</b>                  | <b>149,155</b> | <b>127,109</b> | <b>231,658</b> | <b>267,249</b> | <b>304,129</b> | <b>343,058</b> |
| Changes in inventory             | 20,206         | 60,346         | 76,434         | 72,157         | 82,115         | 88,166         |
| Own work                         | 0              | 0              | 0              | 0              | 0              | 0              |
| <b>Total output</b>              | <b>169,361</b> | <b>187,455</b> | <b>308,092</b> | <b>339,406</b> | <b>386,244</b> | <b>431,224</b> |
| Cost of goods sold               | 72,592         | 78,280         | 148,807        | 170,238        | 198,292        | 228,134        |
| <b>Gross profit</b>              | <b>96,769</b>  | <b>109,175</b> | <b>159,285</b> | <b>169,169</b> | <b>187,952</b> | <b>203,090</b> |
| Personnel costs                  | 50,776         | 63,397         | 77,730         | 86,586         | 96,200         | 103,800        |
| Other operating income           | 6,362          | 5,141          | 5,111          | 6,526          | 6,083          | 6,861          |
| Other operating expenses         | 17,593         | 20,440         | 29,694         | 33,406         | 36,496         | 39,452         |
| <b>EBITDA</b>                    | <b>34,762</b>  | <b>30,479</b>  | <b>56,972</b>  | <b>55,702</b>  | <b>61,339</b>  | <b>66,700</b>  |
| Depreciation and amortisation    | 1,649          | 1,929          | 3,002          | 3,378          | 2,486          | 2,938          |
| Depreciation of current assets   | 10,653         | 6,102          | 10,846         | 10,304         | 10,819         | 11,360         |
| <b>Operating income (EBIT)</b>   | <b>22,460</b>  | <b>22,448</b>  | <b>43,124</b>  | <b>42,021</b>  | <b>48,034</b>  | <b>52,401</b>  |
| Net financial result             | -1,755         | -1,485         | -4,887         | -6,273         | -7,294         | -7,815         |
| <b>Pre-tax income (EBT)</b>      | <b>20,705</b>  | <b>20,963</b>  | <b>38,238</b>  | <b>35,748</b>  | <b>40,741</b>  | <b>44,586</b>  |
| Income taxes                     | 7,589          | 7,152          | 13,661         | 11,797         | 13,444         | 13,376         |
| Minority interests               | 4              | -6             | 13             | 0              | 0              | 0              |
| <b>Net income / loss</b>         | <b>13,120</b>  | <b>13,804</b>  | <b>24,590</b>  | <b>23,951</b>  | <b>27,296</b>  | <b>31,210</b>  |
| <b>Diluted EPS (in €)</b>        | <b>1.54</b>    | <b>1.50</b>    | <b>2.67</b>    | <b>2.60</b>    | <b>2.96</b>    | <b>3.38</b>    |
| <b>Ratios</b>                    |                |                |                |                |                |                |
| Gross margin on total output     | 57.1%          | 58.2%          | 51.7%          | 49.8%          | 48.7%          | 47.1%          |
| EBITDA margin on revenues        | 23.3%          | 24.0%          | 24.6%          | 20.8%          | 20.2%          | 19.4%          |
| EBIT margin on revenues          | 15.1%          | 17.7%          | 18.6%          | 15.7%          | 15.8%          | 15.3%          |
| EBT margin on revenues           | 13.9%          | 16.5%          | 16.5%          | 13.4%          | 13.4%          | 13.0%          |
| Net margin on revenues           | 8.8%           | 10.9%          | 10.6%          | 9.0%           | 9.0%           | 9.1%           |
| Tax rate                         | 36.7%          | 34.1%          | 35.7%          | 33.0%          | 33.0%          | 30.0%          |
| <b>Expenses as % of revenues</b> |                |                |                |                |                |                |
| Personnel costs                  | 34.0%          | 49.9%          | 33.6%          | 32.4%          | 31.6%          | 30.3%          |
| Depreciation and amortisation    | 1.1%           | 1.5%           | 1.3%           | 1.3%           | 0.8%           | 0.9%           |
| Depreciation of current assets   | 7.1%           | 4.8%           | 4.7%           | 3.9%           | 3.6%           | 3.3%           |
| Other operating expenses         | 11.8%          | 16.1%          | 12.8%          | 12.5%          | 12.0%          | 11.5%          |
| <b>Y-Y Growth</b>                |                |                |                |                |                |                |
| Revenues                         | 18.1%          | -14.8%         | 82.3%          | 15.4%          | 13.8%          | 12.8%          |
| Operating income                 | 14.3%          | -0.1%          | 92.1%          | -2.6%          | 14.3%          | 9.1%           |
| Net income/ loss                 | 15.1%          | 5.2%           | 78.1%          | -2.6%          | 14.0%          | 14.3%          |



## BALANCE SHEET

| All figures in EUR '000                   | 2020A          | 2021A          | 2022A          | 2023E          | 2024E          | 2025E          |
|---|----------------|----------------|----------------|----------------|----------------|----------------|
| <b>Assets</b>                             |                |                |                |                |                |                |
| <b>Current assets, total</b>              | <b>236,761</b> | <b>282,609</b> | <b>437,621</b> | <b>462,137</b> | <b>509,525</b> | <b>543,242</b> |
| Cash and cash equivalents                 | 52,798         | 18,472         | 87,075         | 79,721         | 98,109         | 104,149        |
| Short-term investments                    | 9,331          | 11,684         | 8,775          | 8,775          | 8,775          | 8,775          |
| Receivables                               | 34,020         | 10,860         | 26,502         | 40,270         | 45,828         | 51,694         |
| Inventories                               | 64,398         | 133,019        | 124,152        | 142,253        | 165,696        | 187,507        |
| Other current assets                      | 74,825         | 105,708        | 187,664        | 187,664        | 187,664        | 187,664        |
| <b>Non-current assets, total</b>          | <b>12,501</b>  | <b>14,451</b>  | <b>13,643</b>  | <b>14,007</b>  | <b>15,779</b>  | <b>17,643</b>  |
| Property, plant & equipment               | 5,653          | 7,234          | 9,043          | 9,266          | 10,858         | 12,510         |
| Goodwill & other intangibles              | 1,116          | 1,474          | 1,574          | 1,715          | 1,895          | 2,107          |
| Financial assets                          | 5,732          | 5,743          | 3,026          | 3,026          | 3,026          | 3,026          |
| Other assets                              | 0              | 0              | 0              | 0              | 0              | 0              |
| <b>Total assets</b>                       | <b>249,262</b> | <b>297,060</b> | <b>451,264</b> | <b>476,144</b> | <b>525,304</b> | <b>560,885</b> |
| <b>Shareholders' equity &amp; debt</b>    |                |                |                |                |                |                |
| <b>Current liabilities, total</b>         | <b>44,700</b>  | <b>56,483</b>  | <b>97,545</b>  | <b>103,453</b> | <b>128,034</b> | <b>108,491</b> |
| Short-term debt                           | 8,594          | 8,997          | 10,331         | 12,000         | 32,000         | 8,000          |
| Accounts payable                          | 7,081          | 14,034         | 19,081         | 23,320         | 27,163         | 31,251         |
| Current provisions                        | 19,634         | 21,355         | 36,695         | 36,695         | 36,695         | 36,695         |
| Other current liabilities                 | 9,391          | 12,097         | 31,438         | 31,438         | 32,176         | 32,545         |
| <b>Long-term liabilities, total</b>       | <b>64,446</b>  | <b>90,713</b>  | <b>183,661</b> | <b>183,661</b> | <b>186,661</b> | <b>216,661</b> |
| Long-term debt                            | 51,662         | 76,950         | 170,249        | 170,249        | 173,249        | 203,249        |
| Deferred revenue                          | 0              | 0              | 0              | 0              | 0              | 0              |
| Other liabilities                         | 12,784         | 13,763         | 13,412         | 13,412         | 13,412         | 13,412         |
| <b>Minority interests</b>                 | <b>30</b>      | <b>41</b>      | <b>36</b>      | <b>36</b>      | <b>36</b>      | <b>36</b>      |
| <b>Shareholders' equity</b>               | <b>140,086</b> | <b>149,823</b> | <b>170,022</b> | <b>188,994</b> | <b>210,573</b> | <b>235,697</b> |
| Share capital                             | 9,221          | 9,221          | 9,221          | 9,221          | 9,221          | 9,221          |
| Capital reserve                           | 45,490         | 45,490         | 45,490         | 45,490         | 45,490         | 45,490         |
| Other reserves                            | 0              | 0              | 0              | 0              | 0              | 0              |
| Loss carryforward / retained earnings     | 85,671         | 95,329         | 115,401        | 134,373        | 155,952        | 181,076        |
| <b>Total consolidated equity and debt</b> | <b>249,262</b> | <b>297,060</b> | <b>451,264</b> | <b>476,144</b> | <b>525,304</b> | <b>560,885</b> |
| <b>Ratios</b>                             |                |                |                |                |                |                |
| Current ratio (x)                         | 5.30           | 5.00           | 4.49           | 4.47           | 3.98           | 5.01           |
| Quick ratio (x)                           | 3.86           | 2.65           | 3.21           | 3.09           | 2.69           | 3.28           |
| Net debt                                  | 7,458          | 67,475         | 93,505         | 102,528        | 107,140        | 107,100        |
| Net gearing                               | 5.3%           | 45.0%          | 55.0%          | 54.2%          | 50.9%          | 45.4%          |
| Book value per share (in €)               | 16.47          | 16.25          | 18.44          | 20.50          | 22.84          | 25.56          |
| Equity ratio                              | 56.2%          | 50.4%          | 37.7%          | 39.7%          | 40.1%          | 42.0%          |
| Return on equity (ROE)                    | 9.4%           | 9.2%           | 14.5%          | 12.7%          | 13.0%          | 13.2%          |
| Return on assets (ROA)                    | 6.2%           | 5.4%           | 6.7%           | 6.5%           | 6.7%           | 7.0%           |
| Return on investment (ROI)                | 5.3%           | 4.6%           | 5.4%           | 5.0%           | 5.2%           | 5.6%           |
| Return on average capital employed (ROCE) | 14.2%          | 12.1%          | 17.7%          | 14.9%          | 15.5%          | 15.6%          |
| Days of sales outstanding (DSO)           | 83             | 31             | 42             | 55             | 55             | 55             |
| Days inventory outstanding (DIO)          | 324            | 620            | 305            | 305            | 305            | 300            |
| Days in payables (DIP)                    | 36             | 65             | 47             | 50             | 50             | 50             |



## CASH FLOW STATEMENT

| All figures in EUR '000         | 2020A         | 2021A          | 2022A          | 2023E         | 2024E         | 2025E          |
|---------------------------------|---------------|----------------|----------------|---------------|---------------|----------------|
| <b>EBIT</b>                     | <b>22,460</b> | <b>22,448</b>  | <b>43,111</b>  | <b>42,021</b> | <b>48,034</b> | <b>52,401</b>  |
| Depreciation and amortisation * | 1,649         | 1,929          | 3,002          | 3,378         | 2,486         | 2,938          |
| <b>EBITDA</b>                   | <b>24,109</b> | <b>24,377</b>  | <b>46,113</b>  | <b>45,399</b> | <b>50,520</b> | <b>55,340</b>  |
| Changes in working capital      | 28,412        | -68,555        | -61,723        | -27,631       | -25,157       | -23,589        |
| Other adjustments               | -10,048       | -6,558         | 1,761          | -11,797       | -13,444       | -13,376        |
| <b>Operating cash flow</b>      | <b>42,473</b> | <b>-50,736</b> | <b>-13,850</b> | <b>5,972</b>  | <b>11,919</b> | <b>18,375</b>  |
| Investments in PP&E             | -1,774        | -2,941         | -4,597         | -3,207        | -3,650        | -4,117         |
| Investments in intangibles      | -173          | -375           | -654           | -534          | -608          | -686           |
| <b>Free cash flow</b>           | <b>40,526</b> | <b>-54,052</b> | <b>-19,101</b> | <b>2,230</b>  | <b>7,661</b>  | <b>13,573</b>  |
| Acquisitions & disposals, net   | 7             | 462            | 249            | 0             | 0             | 0              |
| Other investments               | -1,651        | -1,004         | 2,872          | 0             | 0             | 0              |
| <b>Investment cash flow</b>     | <b>-3,591</b> | <b>-3,858</b>  | <b>-2,130</b>  | <b>-3,741</b> | <b>-4,258</b> | <b>-4,803</b>  |
| Debt financing, net             | -16,575       | 26,764         | 94,375         | 1,669         | 23,000        | 6,000          |
| Equity financing, net           | 27,145        | 0              | 0              | 0             | 0             | 0              |
| Dividends paid                  | -3,558        | -4,149         | -4,518         | -4,979        | -4,979        | -5,717         |
| Other financing                 | -2,573        | -2,328         | -5,650         | -6,273        | -7,294        | -7,815         |
| <b>Financing cash flow</b>      | <b>4,438</b>  | <b>20,287</b>  | <b>84,207</b>  | <b>-9,584</b> | <b>10,727</b> | <b>-7,532</b>  |
| FOREX & other effects           | -170          | 19             | 376            | 0             | 0             | 0              |
| <b>Net cash flows</b>           | <b>43,150</b> | <b>-34,288</b> | <b>68,603</b>  | <b>-7,354</b> | <b>18,388</b> | <b>6,040</b>   |
| Cash, start of the year         | 9,648         | 52,798         | 18,472         | 87,075        | 79,721        | 98,109         |
| <b>Cash, end of the year</b>    | <b>52,798</b> | <b>18,510</b>  | <b>87,075</b>  | <b>79,721</b> | <b>98,109</b> | <b>104,149</b> |
| <b>EBITDA/share (in €)</b>      | <b>4.09</b>   | <b>3.31</b>    | <b>6.18</b>    | <b>6.04</b>   | <b>6.65</b>   | <b>7.23</b>    |
| <b>Y-Y Growth</b>               |               |                |                |               |               |                |
| Operating cash flow             | n.m.          | n.m.           | n.m.           | n.m.          | 99.6%         | 54.2%          |
| Free cash flow                  | n.m.          | n.m.           | n.m.           | n.m.          | 243.5%        | 77.2%          |
| Financial cash flow             | -84.8%        | 357.1%         | 315.1%         | n.m.          | n.m.          | n.m.           |
| EBITDA/share                    | 14.2%         | -19.1%         | 86.9%          | -2.2%         | 10.1%         | 8.7%           |

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

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

**ASSET RECOMMENDATION**

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

| Category                             |  | 1             | 2           |
|--------------------------------------|--|---------------|-------------|
| Current market capitalisation (in €) |  | 0 - 2 billion | > 2 billion |
| Strong Buy <sup>1</sup>              | An expected favourable price trend of: | > 50%         | > 30%       |
| Buy                                  | An expected favourable price trend of: | > 25%         | > 15%       |
| Add                                  | An expected favourable price trend of: | 0% to 25%     | 0% to 15%   |
| Reduce                               | An expected negative price trend of:   | 0% to -15%    | 0% to -10%  |
| Sell                                 | An expected negative price trend of:   | < -15%        | < -10%      |

<sup>1</sup> The expected price trend is in combination with sizable confidence in the quality and forecast security of management.

Our recommendation system places each company into one of two market capitalisation categories. Category 1 companies have a market capitalisation of €0 – €2 billion, and Category 2 companies have a market capitalisation of > €2 billion. The expected return thresholds underlying our recommendation system are lower for Category 2 companies than for Category 1 companies. This reflects the generally lower level of risk associated with higher market capitalisation companies.

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**RECOMMENDATION & PRICE TARGET HISTORY**

| Report No.:    | Date of publication | Previous day closing price | Recommendation | Price target |
|----------------|---------------------|----------------------------|----------------|--------------|
| Initial Report | 12 April 2017       | €7.80                      | BUY            | €14.00       |
| 2...27         | ↓                   | ↓                          | ↓              | ↓            |
| 28             | 2 September 2022    | €56.20                     | BUY            | €109.00      |
| 29             | 5 December 2022     | €63.00                     | BUY            | €112.00      |
| 30             | 26 January 2023     | €83.00                     | BUY            | €118.00      |
| 31             | 2 March 2023        | €74.60                     | BUY            | €118.00      |
| 32             | 21 March 2023       | €72.00                     | BUY            | €118.00      |
| 33             | 9 June 2023         | €58.20                     | BUY            | €118.00      |
| 34             | 7 September 2023    | €49.40                     | BUY            | €118.00      |
| 35             | 2 November 2023     | €43.90                     | BUY            | €106.00      |
| 36             | Today               | €41.60                     | BUY            | €106.00      |

**INVESTMENT HORIZON**

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



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