

# ABO Wind AG

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

2023 Annual Report

**RATING** **BUY**  
**PRICE TARGET** **€ 110.00**  
 Return Potential 106.0%  
 Risk Rating High

## ANOTHER RECORD RESULT, FURTHER GROWTH PLANNED

ABO Wind published its 2023 annual report and presented record figures. Sales increased by 29% to €300m, and net profit of €27.3m (+11% y/y) was in line with the preliminary figure. For the current year, guidance published in November 2023 foresees a net profit of €25m to €31m. Following the court decision in favour of ABO Wind, the planned change in legal form will take place - probably in May - and ABO Wind AG will become ABO Energy KGaA. The minority shareholders have withdrawn their lawsuit against the change of legal form after the court decision. This means that sentiment is no longer burdened. We forecast further net profit growth to €28.6m for 2024 and confirm our Buy recommendation with an unchanged price target of €110.

**New highs in sales and net profit** ABO increased sales by 29% to €299.7m. The main sales driver was the Construction segment, which grew by 61%. Total operating performance also increased by 29% to €396.3m. Gross profit rose to €186m from €159m in the previous year (+17%). The strong growth in sales contribution from the comparatively low-margin Construction segment (52% compared to 42% in the previous year) led to a decline in the gross margin from 51.7% to 46.9%. Significantly higher personnel and other operating costs meant that EBITDA rose only slightly (+4%) to €59.3m. Higher depreciation resulted in a moderate decline (-1%) in EBIT to €42.6m. Thanks to a significant increase in other interest and similar income (€5.9m versus €26m in the previous year), net income rose from €24.6m to €27.3m (see figure 1 overleaf).

**Signs also point to growth in 2024** In view of numerous projects ready for construction and positive momentum in many national markets, ABO Wind expects total output to grow by 10% to 30%. ABO Wind had already published net profit guidance for 2024 at the end of November 2023. The company still plans to achieve a net profit of between €25m and €31m. We forecast a net profit in the upper half of the range ((FBe: €28.6m)

(p.t.o.)

### FINANCIAL HISTORY & PROJECTIONS

	2021	2022	2023	2024E	2025E	2026E
Revenue (€m)	127.11	231.66	299.69	350.63	395.51	442.97
Y-o-y growth	-14.8%	82.3%	29.4%	17.0%	12.8%	12.0%
EBIT (€m)	22.45	43.12	42.64	51.62	57.78	63.67
EBIT margin	17.7%	18.6%	14.2%	14.7%	14.6%	14.4%
Net income (€m)	13.80	24.59	27.25	28.58	31.25	35.10
EPS (diluted) (€)	1.50	2.67	2.96	3.10	3.39	3.81
DPS (€)	0.49	0.54	0.60	0.62	0.66	0.66
FCF (€m)	-54.05	-19.10	-68.36	23.51	25.99	28.36
Net gearing	45.0%	55.0%	84.5%	71.1%	59.6%	48.8%
Liquid assets (€m)	18.47	87.08	37.17	88.61	104.46	116.25

### 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 >5 GW since its establishment in 1996. The company also offers the management of wind farms, solar plants and storages. ABO Wind has ca. 1,200 employees. Its headquarters are in Wiesbaden, Germany.

### MARKET DATA

As of 18 Mar 2024

Closing Price	€ 53.40
Shares outstanding	9.22m
Market Capitalisation	€ 492.40m
52-week Range	€ 39.70 / 80.20
Avg. Volume (12 Months)	2,767

Multiples	2023	2024E	2025E
P/E	18.1	17.2	15.8
EV/Sales	2.2	1.9	1.7
EV/EBIT	15.4	12.7	11.3
Div. Yield	1.1%	1.2%	1.2%

### STOCK OVERVIEW



### COMPANY DATA

As of 31 Dec 2023

Liquid Assets	€ 37.17m
Current Assets	€ 475.47m
Intangible Assets	€ 1.13m
Total Assets	€ 493.95m
Current Liabilities	€ 90.64m
Shareholders' Equity	€ 192.77m

### SHAREHOLDERS

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

**Figure 1: Reported figures versus forecasts**

All figures in €m	2023A	2023E	Delta	2022A	Delta
Sales	299.7	271.2	10%	231.7	29%
EBIT	42.6	47.0	-9%	43.1	-1%
margin	14.2%	17.3%		18.6%	
Net income	27.3	27.3	0%	24.6	11%
margin	9.1%	10.1%		10.6%	
EPS (diluted) in €	2.96	2.96	0%	2.67	11%

Source: First Berlin Equity Research, ABO Wind AG

**All segments contributed to growth** The Construction segment recorded the highest growth with 61% y/y to €155m. The Planning & Rights' Sales segment grew by 6% to €127m. The Services segment increased its sales by 12% to almost €18m (see figure 2).

ABO Wind constructed and invoiced turnkey wind projects totalling 76 MW and solar and battery parks totalling 43 MW (previous year: 75 MW in total). The company also sold turnkey projects totalling 281 MW to investors (previous year: 228 MW).

In the Planning & Rights Sales segment, project development was successfully completed for 6 wind power projects equal to 74 MW and for 9 solar and battery projects totalling 121 MW. In addition, the project rights to two Spanish wind projects with 84 MW, a Spanish portfolio (three wind and two solar projects (247 MW), a South African (100 MW) and a Colombian solar project (10 MW) were sold.

In the Services segment, ABO Wind had wind turbines with a total capacity of 1,702 MW and 9 battery projects under management at the end of 2023. Service (maintenance contracts) included 391 wind turbines and 6 battery projects. In the PV segment, 22 plants were managed.

**Figure 2: Segment revenue split**

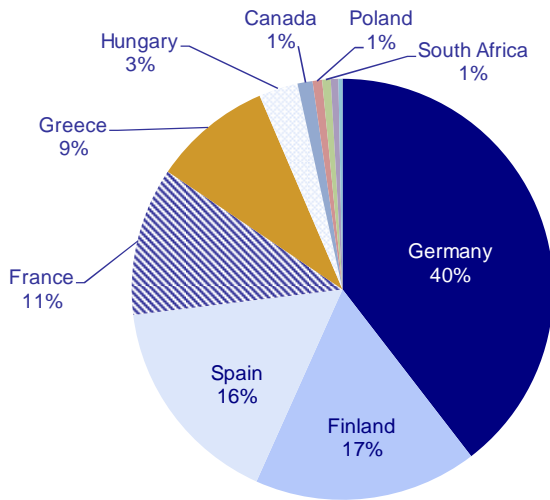
Segment sales in €m	2023A	2022A	Delta
Construction	154.6	96.2	61%
Planning & Rights' Sales	127.3	119.6	6%
Services	17.8	15.9	12%
<b>Total sales</b>	<b>299.7</b>	<b>231.7</b>	<b>29%</b>

Source: First Berlin Equity Research, ABO Wind AG

**Geographical distribution of sales shows broad international positioning of ABO Wind** Germany was once again the most important market for the company, accounting for 40% of sales (previous year: 35%). Finland ranked second (17% compared to 13% in the previous year), closely followed by Spain (16% compared to 12% in the previous year). France (11%) and Greece (9%) also contributed relevant sales shares (see figure 3 overleaf).



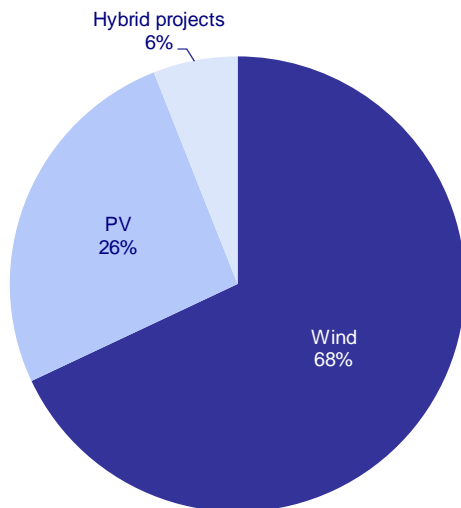
**Figure 3: Regional revenue split**



Source: First Berlin Equity Research, ABO Wind AG

**Revenue split of by technology** Broken down by technology, wind projects accounted for 68% (previous year: 88%) of ABO Wind’s project planning business while solar contributed 26% (previous year: 10%) in 2023 with the remaining 6% (previous year: 2%) stemming from hybrid projects (see figure 4). The significant increase in the share of sales from PV and hybrid projects is evidence of the development from a wind power developer to a more broadly based developer of wind, PV, battery, and hydrogen projects.

**Figure 4: Technological revenue split**



Source: First Berlin Equity Research, ABO Wind AG



**Balance sheet reflects strong growth** We attribute the significant increase in inventories (+68% y/y) and trade receivables (+78%) to the expansion of business activities. In particular, the increased construction of large wind farms is tying up working capital. The working capital ratio (working capital / sales) increased from 57% to 79%.

Receivables from affiliated companies fell by 8% to €158m. This item mainly includes projects that have not yet been sold (€148m versus €165m in the previous year) and is an indicator for us of business activity in the current year. Despite the decline, the value of unsold projects remains at a high level.

Equity increased by 13% to €193m, due mainly to the net profit. Despite the balance sheet expansion (+9% to €451m), the equity ratio rose slightly to 39%, which is a comparatively high level for a project developer. Financial liabilities increased by 11% to €200m. Net debt rose by 74% y/y to €163m due to the significantly reduced cash position. ABO Wind is considering issuing a bond to finance further growth.

**Figure 5: Balance sheet development**

in €m	2023A	2022A	Delta
<b>Non-current assets</b>	<b>14.0</b>	<b>13.6</b>	<b>2%</b>
Inventories	208.1	124.2	68%
Trade receivables	47.2	26.5	78%
Receivables from affiliated companies	158.1	172.7	-8%
Securities	9.5	8.8	8%
Liquid funds	37.2	87.1	-57%
<b>Current assets</b>	<b>475.5</b>	<b>433.0</b>	<b>10%</b>
Equity	192.8	170.1	13%
<i>Equity ratio</i>	39.0%	37.7%	+1.3 PP
Mezzanine capital	13.7	13.4	2%
Provisions	44.1	36.7	20%
Financial debt, long-term	196.9	170.2	16%
Financial debt, short-term	3.2	10.3	-69%
Total financial debt	200.1	180.6	11%
Net debt	162.9	93.5	74%
<i>Net gearing (Net debt/equity in %)</i>	84.5%	55.0%	+29.5 PP
Trade payables	18.5	19.1	-3%
Working capital share	79.0%	56.8%	+22.2 PP
<b>Balance sheet total</b>	<b>493.9</b>	<b>451.3</b>	<b>9%</b>

Source: First Berlin Equity Research, ABO Wind AG

**Higher working capital burdens operating cash flow** High negative operating cash flow of €-63.0m was mainly due to the increase in working capital. At €5.4m, investments reached a level similar to the previous year. Cash flow from financing activities totalled €10.1m chiefly owing to net borrowing (see figure 6 overleaf). Net cash outflow totalled €50m.

**Figure 6: Cash flow statement**

in €m	2023A	2022A
Operating cash flow	-63.0	-13.9
CAPEX	-5.4	-5.3
Free cash flow	-68.4	-19.1
Cash flow from investing	1.8	-2.1
Cash flow from financing	10.1	84.2
Net cash flow	-49.9	68.6

Source: First Berlin Equity Research, ABO Wind AG

**Project pipeline has grown to 23 GW** ABO Wind acquired new projects with a planned total capacity of 4.3 GW in 2023; of which 3.1 GW in Europe and 1.2 GW outside Europe. This puts the company well above its self-imposed target of at least 2 GW. Deducting sold and abandoned projects, the company has expanded its project pipeline (wind farms, solar parks, and battery storage systems) by 2 GW to 23.1 GW (see figure 7). In terms of capacity (GW), more than 60% of the pipeline consists of wind power (approx. 14 GW), more than 30% of PV (ca. 7 GW) and ca. 5% (approx. 1 GW) of battery storage. Two thirds of the projects are located in the European core markets, which are characterised by stable framework conditions. The largest increases were recorded in Germany (+1,100 MW), South Africa (+600 MW) and Canada (+400 MW). The largest decreases were in Argentina (-450 MW) and Finland (-200 MW). With Phase III projects (currently being realised) with a total capacity of 565 MW (previous year: 415 MW, +36% y/y), we believe ABO Wind is very well positioned to achieve its growth targets.

**Figure 7: Project pipeline (wind, PV, battery) end 2023**

Country	Phase I	Phase II	Phase III	Sum
Germany	3,500	200	200	3,900
France	1,400	140	60	1,600
Finland	5,110	70	120	5,300
Ireland	410	140	0	550
Spain	400	650	50	1,100
Greece	250	700	0	950
Poland	650	0	0	650
Hungary	100	25	75	200
Great Britain	610	20	20	650
The Netherlands	100	0	0	100
Argentina	600	700	0	1,300
Colombia	160	500	40	700
Canada	1,000	0	0	1,000
South Africa	2,500	2,500	0	5,000
Tanzania	50	0	0	50
Tunisia	40	10	0	50
<b>Sum</b>	<b>16,880</b>	<b>5,655</b>	<b>565</b>	<b>23,100</b>

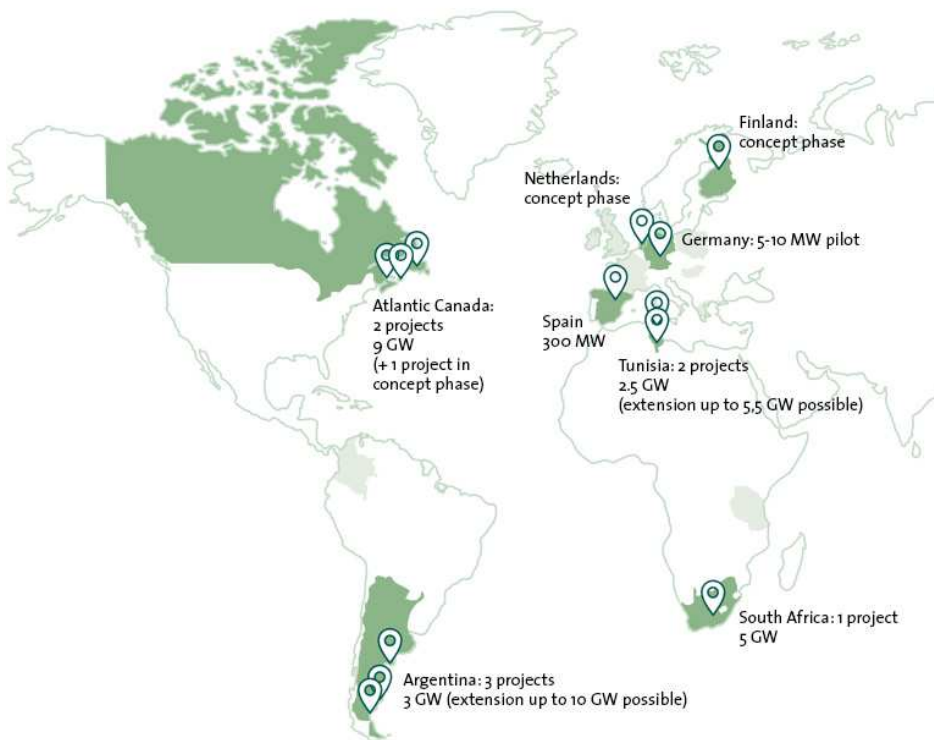
Phase I: site secured, approval pending, phase II: approval received, ready for construction

Phase III: under construction

Source: First Berlin Equity Research, ABO Wind AG

**Hydrogen pipeline increased to 20 GW** In addition to the project pipeline described above, ABO Wind is developing a second portfolio with very large wind farms or solar plants in connection with the planned production of green hydrogen. These are primarily projects in countries such as Canada and Argentina, where the development of wind and solar farms on a gigawatt scale is possible (see figure 8 overleaf). The hydrogen business model ranges from the provision of renewable energy to the complete development of hydrogen infrastructure. The hydrogen pipeline increased by 5 GW to 20 GW in 2023 on the back of a new project in South Africa. In addition, projects have been added that are still in the concept phase (Finland, Netherlands).

**Figure 8: Hydrogen-based project pipeline**



Source: First Berlin Equity Research, ABO Wind AG

In the hydrogen area, we would like to highlight the Canadian "Toqlukuti" project in the province of Newfoundland and Labrador. Wind farms with a capacity of up to 5 GW are to be built here in three phases to produce green hydrogen. A biofuel refinery in the immediate vicinity is to be supplied with up to 35,000 t of green hydrogen per year in the first phase. In a second and third phase, up to two million tonnes of green ammonia per year are to be produced and exported. In August 2023, ABO Wind secured the exclusive right to develop the project on state-owned Crown land.

**Successful tenders in France and Germany** In France, four ABO wind farms (total capacity: 57.5 MW) have been awarded contracts, as have four solar farms (nearly 50 MW) and two wind farms (22 MW) in Germany. In total, ABO Wind has been awarded contracts for almost 130 MW in the latest tender rounds in its main markets.

**The German wind market is gaining strength again** In 2023, wind farms with a total capacity of 3,567 MW were newly installed in Germany. This is an increase of 48% compared to the previous year. In the tenders for onshore wind projects, contracts were



awarded for 6,399 MW, compared to 4,572 MW in 2022 (+40%). Permits increased by 73% to 7,504 MW from 4,341 MW in 2022. The German Wind Energy Association (BWE) expects capacity additions of between 3,600 and 4,100 MW for 2024 (2023: 3,567 MW). We believe that the upper end of this range is much more likely than the lower end. The tender volume for onshore wind turbines in 2024 is 10,000 MW, which indicates further growth in the coming years. The improvement in the regulatory environment is reflected in approvals, awards, and installations. The higher volume of approvals and tenders will be reflected in a higher installation volume in the coming years. ABO Wind, with its strong German onshore wind project pipeline, will certainly benefit from this development.

**Dividend proposal provides for an increase of 11% p.a.** The Executive Board and Supervisory Board are proposing an increase in the dividend from €0.54 per share to €0.60 (+11% y/y). This puts the dividend yield at around 1%.

**Change in legal form now legally secure** Following the resolution on the change in legal form at the last Annual General Meeting in October 2023, some shareholders filed a lawsuit against it and thus blocked the registration of the change in legal form. ABO Wind then filed an application for release with the court, which was granted at the end of February 2024. The planned change of legal form will therefore take place – probably in May – and ABO Wind AG will become ABO Energy KGaA. The minority shareholders have withdrawn their lawsuit against the change in legal form following the court decision. Investor sentiment is therefore no longer burdened by the lawsuit.

**Guidance for 2024 easily achievable** 2024 will bring a number of challenges for the wind industry, such as higher interest rates, which will reduce project profitability, and supply chain issues, as European turbine manufacturers will have to adjust their capacity to rising demand. However, the significant improvement in regulation and the clear political will to achieve a significant increase in green power production should provide ABO Wind with sufficient tailwinds to achieve its growth targets.

**Figure 9: 2024 guidance**

Guidance for 2024	
Total output growth	10% to 30%
Net profit	€25m - €31m

Source: First Berlin Equity Research, ABO Wind AG

For the years 2024 to 2026, ABO Wind anticipates annual new business of at least 2 GW. The company assumes an average volume of 150 to 350 MW per year for completed project developments. The sale of project rights and portfolios should be at least at this level. Management expects an annual volume of up to 250 MW of completed construction projects (see figure 10).

**Figure 10: Mid-term guidance (2024 – 2026)**

2024-26 (in MW)	Ø p.a.
New business	≥ 2000
Completed project development	150-350
Project rights / portfolio sale	≥ 150-350
Completed construction	≤ 250

Source: First Berlin Equity Research, ABO Wind AG



**Estimates revised** Following the higher-than-expected sales in 2023 and the company's total output guidance for 2024, we have increased our sales estimates. At the same time, we are assuming a higher cost base, which means that our EBIT forecasts are only increasing slightly. Our assumption of higher tax expenses leads to a small reduction in our net profit estimates from 2025E onwards (see figure 11 overleaf).

**Figure 11: Revisions to forecasts**

All figures in €m	2024E			2025E			2026E		
	Old	New	Delta	Old	New	Delta	Old	New	Delta
Sales	308.1	350.6	14%	347.6	395.5	14%	389.3	443.0	14%
EBIT	49.4	51.6	4%	53.6	57.8	8%	62.5	63.7	2%
<i>margin</i>	16.0%	14.7%		15.4%	14.6%		16.1%	14.4%	
Net income	28.2	28.6	1%	32.1	31.3	-3%	37.7	35.1	-7%
<i>margin</i>	9.2%	8.2%		9.2%	7.9%		9.7%	7.9%	
EPS (diluted) in €	3.06	3.10	1%	3.48	3.39	-3%	4.09	3.81	-7%

Source: First Berlin Equity Research, ABO Wind AG

**Buy recommendation confirmed with unchanged price target** An updated DCF model yields an unchanged €110 price target. In view of the very good short- and long-term growth prospects, we consider a 2025E P/E ratio of 16x to be attractive. Following the end of the legal disputes surrounding the change in legal form, sentiment should improve significantly and boost the share price. We maintain our Buy recommendation.





## VALUATION MODEL

DCF valuation model								
All figures in EUR '000	2023A	2024E	2025E	2026E	2027E	2028E	2029E	2030E
Net sales	299,685	350,631	395,512	442,974	492,587	544,308	597,651	652,037
NOPLAT	28,088	36,895	41,679	45,590	52,251	56,764	61,773	66,261
+ depreciation & amortisation	4,312	3,415	3,709	3,937	4,239	4,918	5,583	6,235
Net operating cash flow	32,400	40,310	45,388	49,526	56,490	61,682	67,356	72,496
- total investments (CAPEX and WC)	-110,822	-16,799	-19,395	-21,164	-37,942	-38,742	-40,106	-41,085
Capital expenditures	-5,358	-5,259	-5,537	-6,202	-6,896	-7,497	-8,095	-8,684
Working capital	-105,464	-11,540	-13,858	-14,962	-31,046	-31,245	-32,011	-32,401
Free cash flows (FCF)	-78,422	23,510	25,993	28,362	18,549	22,940	27,249	31,411
PV of FCF's	0	22,303	23,077	23,566	14,424	16,692	18,556	20,018

All figures in thousands		
PV of FCFs in explicit period (2023E-2037E)	336,972	
PV of FCFs in terminal period	837,429	
Enterprise value (EV)	1,174,401	Terminal growth
+ Net cash / - net debt	-162,909	Terminal EBIT margin
+ Investments / minority interests	21	
Shareholder value	1,011,513	
Number of shares (diluted)	9,221	
Fair value per share in EUR	109.70	

WACC		Terminal growth rate						
		2.0%	2.5%	3.0%	3.5%	4.0%	4.5%	5.0%
5.4%	146.44	163.69	188.28	226.14	292.02	435.26	985.79	
5.9%	121.61	133.08	148.56	170.63	204.62	263.75	392.32	
6.4%	102.67	110.59	120.87	134.75	154.53	185.00	238.02	
6.9%	87.78	93.41	100.50	109.70	122.13	139.84	167.13	
7.4%	75.80	79.89	84.92	91.26	99.49	110.60	126.44	
7.9%	65.97	69.00	72.65	77.14	82.80	90.14	100.07	
8.4%	57.78	60.06	62.76	66.01	70.01	75.05	81.60	

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



## INCOME STATEMENT

All figures in EUR '000	2021A	2022A	2023A	2024E	2025E	2026E
<b>Revenues</b>	<b>127,109</b>	<b>231,658</b>	<b>299,685</b>	<b>350,631</b>	<b>395,512</b>	<b>442,974</b>
Changes in inventory	60,346	76,434	96,603	108,696	111,930	115,173
Own work	0	0	0	0	0	0
<b>Total output</b>	<b>187,455</b>	<b>308,092</b>	<b>396,288</b>	<b>459,327</b>	<b>507,442</b>	<b>558,147</b>
Cost of goods sold	78,280	148,807	210,278	241,936	268,948	301,222
<b>Gross profit</b>	<b>109,175</b>	<b>159,285</b>	<b>186,010</b>	<b>217,391</b>	<b>238,494</b>	<b>256,925</b>
Personnel costs	63,397	77,730	98,187	110,780	120,631	132,892
Other operating income	5,141	5,111	10,479	7,013	7,910	11,074
Other operating expenses	20,440	29,694	38,965	45,582	50,626	53,157
<b>EBITDA</b>	<b>30,479</b>	<b>56,972</b>	<b>59,337</b>	<b>68,042</b>	<b>75,147</b>	<b>81,950</b>
Depreciation and amortisation	1,929	3,002	4,312	3,415	3,709	3,937
Depreciation of current assets	6,102	10,846	12,389	13,008	13,659	14,342
<b>Operating income (EBIT)</b>	<b>22,448</b>	<b>43,124</b>	<b>42,636</b>	<b>51,619</b>	<b>57,780</b>	<b>63,672</b>
Net financial result	-1,485	-4,887	-865	-8,313	-10,425	-10,489
<b>Pre-tax income (EBT)</b>	<b>20,963</b>	<b>38,238</b>	<b>41,771</b>	<b>43,306</b>	<b>47,354</b>	<b>53,183</b>
Income taxes	7,152	13,661	14,548	14,724	16,101	18,082
Minority interests	-6	13	29	0	0	0
<b>Net income / loss</b>	<b>13,804</b>	<b>24,590</b>	<b>27,252</b>	<b>28,582</b>	<b>31,254</b>	<b>35,101</b>
<b>Diluted EPS (in €)</b>	<b>1.50</b>	<b>2.67</b>	<b>2.96</b>	<b>3.10</b>	<b>3.39</b>	<b>3.81</b>
<b>Ratios</b>						
Gross margin on total output	58.2%	51.7%	46.9%	47.3%	47.0%	46.0%
EBITDA margin on revenues	24.0%	24.6%	19.8%	19.4%	19.0%	18.5%
EBIT margin on revenues	17.7%	18.6%	14.2%	14.7%	14.6%	14.4%
EBT margin on revenues	16.5%	16.5%	13.9%	12.4%	12.0%	12.0%
Net margin on revenues	10.9%	10.6%	9.1%	8.2%	7.9%	7.9%
Tax rate	34.1%	35.7%	34.8%	34.0%	34.0%	34.0%
<b>Expenses as % of revenues</b>						
Personnel costs	49.9%	33.6%	32.8%	31.6%	30.5%	30.0%
Depreciation and amortisation	1.5%	1.3%	1.4%	1.0%	0.9%	0.9%
Depreciation of current assets	4.8%	4.7%	4.1%	3.7%	3.5%	3.2%
Other operating expenses	16.1%	12.8%	13.0%	13.0%	12.8%	12.0%
<b>Y-Y Growth</b>						
Revenues	-14.8%	82.3%	29.4%	17.0%	12.8%	12.0%
Operating income	-0.1%	92.1%	-1.1%	21.1%	11.9%	10.2%
Net income/ loss	5.2%	78.1%	10.8%	4.9%	9.3%	12.3%



## BALANCE SHEET

All figures in EUR '000	2021A	2022A	2023A	2024E	2025E	2026E
<b>Assets</b>						
<b>Current assets, total</b>	<b>282,609</b>	<b>437,621</b>	<b>479,984</b>	<b>554,342</b>	<b>587,380</b>	<b>618,109</b>
Cash and cash equivalents	18,472	87,075	37,170	88,614	104,464	116,252
Short-term investments	11,684	8,775	9,512	9,512	9,512	9,512
Receivables	10,860	26,502	47,177	52,835	59,598	66,749
Inventories	133,019	124,152	208,109	225,365	235,790	247,580
Other current assets	105,708	187,664	175,492	175,492	175,492	175,492
<b>Non-current assets, total</b>	<b>14,451</b>	<b>13,643</b>	<b>13,961</b>	<b>15,805</b>	<b>17,634</b>	<b>19,899</b>
Property, plant & equipment	7,234	9,043	10,071	11,608	13,104	15,013
Goodwill & other intangibles	1,474	1,574	1,125	1,433	1,765	2,122
Financial assets	5,743	3,026	2,765	2,765	2,765	2,765
Other assets	0	0	0	0	0	0
<b>Total assets</b>	<b>297,060</b>	<b>451,264</b>	<b>493,945</b>	<b>570,147</b>	<b>605,014</b>	<b>638,008</b>
<b>Shareholders' equity &amp; debt</b>						
<b>Current liabilities, total</b>	<b>56,483</b>	<b>97,545</b>	<b>90,635</b>	<b>130,972</b>	<b>110,671</b>	<b>236,959</b>
Short-term debt	8,997	10,331	3,221	32,000	8,000	130,309
Accounts payable	14,034	19,081	18,454	29,828	33,158	37,137
Current provisions	21,355	36,695	44,090	44,090	44,090	44,090
Other current liabilities	12,097	31,438	24,870	25,054	25,423	25,423
<b>Long-term liabilities, total</b>	<b>90,713</b>	<b>183,661</b>	<b>210,538</b>	<b>223,538</b>	<b>253,538</b>	<b>131,229</b>
Long-term debt	76,950	170,249	196,858	209,858	239,858	117,549
Deferred revenue	0	0	0	0	0	0
Other liabilities	13,763	13,412	13,680	13,680	13,680	13,680
<b>Minority interests</b>	<b>41</b>	<b>36</b>	<b>21</b>	<b>21</b>	<b>21</b>	<b>21</b>
<b>Shareholders' equity</b>	<b>149,823</b>	<b>170,022</b>	<b>192,751</b>	<b>215,616</b>	<b>240,784</b>	<b>269,799</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	95,329	115,401	137,891	160,756	185,924	214,939
<b>Total consolidated equity and debt</b>	<b>297,060</b>	<b>451,264</b>	<b>493,945</b>	<b>570,147</b>	<b>605,014</b>	<b>638,008</b>
<b>Ratios</b>						
Current ratio (x)	5.00	4.49	5.30	4.23	5.31	2.61
Quick ratio (x)	2.65	3.21	3.00	2.51	3.18	1.56
Net debt	67,475	93,505	162,909	153,244	143,394	131,606
Net gearing	45.0%	55.0%	84.5%	71.1%	59.6%	48.8%
Book value per share (in €)	16.25	18.44	20.90	23.38	26.11	29.26
Equity ratio	50.4%	37.7%	39.0%	37.8%	39.8%	42.3%
Return on equity (ROE)	9.2%	14.5%	14.1%	13.3%	13.0%	13.0%
Return on assets (ROA)	5.4%	6.7%	7.0%	6.6%	7.0%	7.2%
Return on investment (ROI)	4.6%	5.4%	5.5%	5.0%	5.2%	5.5%
Return on average capital employed (ROCE)	12.1%	17.7%	13.6%	14.1%	15.2%	16.0%
Days of sales outstanding (DSO)	31	42	57	55	55	55
Days inventory outstanding (DIO)	620	305	361	340	320	300
Days in payables (DIP)	65	47	32	45	45	45



## CASH FLOW STATEMENT

All figures in EUR '000	2021A	2022A	2023A	2024E	2025E	2026E
<b>EBIT</b>	<b>22,448</b>	<b>43,111</b>	<b>42,636</b>	<b>51,619</b>	<b>57,780</b>	<b>63,672</b>
Depreciation and amortisation *	1,929	3,002	4,312	3,415	3,709	3,937
<b>EBITDA</b>	<b>24,377</b>	<b>46,113</b>	<b>46,948</b>	<b>55,034</b>	<b>61,488</b>	<b>67,608</b>
Changes in working capital	-68,555	-61,723	-105,464	-11,540	-13,858	-14,962
Other adjustments	-6,558	1,761	-4,481	-14,724	-16,101	-18,082
<b>Operating cash flow</b>	<b>-50,736</b>	<b>-13,850</b>	<b>-62,997</b>	<b>28,770</b>	<b>31,530</b>	<b>34,564</b>
Investments in PP&E	-2,941	-4,597	-4,549	-4,558	-4,746	-5,316
Investments in intangibles	-375	-654	-809	-701	-791	-886
<b>Free cash flow</b>	<b>-54,052</b>	<b>-19,101</b>	<b>-68,355</b>	<b>23,510</b>	<b>25,993</b>	<b>28,362</b>
Acquisitions & disposals, net	462	249	488	0	0	0
Other investments	-1,004	2,872	6,712	0	0	0
<b>Investment cash flow</b>	<b>-3,858</b>	<b>-2,130</b>	<b>1,842</b>	<b>-5,259</b>	<b>-5,537</b>	<b>-6,202</b>
Debt financing, net	26,764	94,375	20,103	41,779	6,000	0
Equity financing, net	0	0	0	0	0	0
Dividends paid	-4,149	-4,518	-4,979	-5,533	-5,717	-6,086
Other financing	-2,328	-5,650	-5,059	-8,313	-10,425	-10,489
<b>Financing cash flow</b>	<b>20,287</b>	<b>84,207</b>	<b>10,065</b>	<b>27,934</b>	<b>-10,142</b>	<b>-16,575</b>
FOREX & other effects	19	376	1,185	0	0	0
<b>Net cash flows</b>	<b>-34,288</b>	<b>68,603</b>	<b>-49,905</b>	<b>51,444</b>	<b>15,850</b>	<b>11,787</b>
Cash, start of the year	52,798	18,472	87,075	37,170	88,614	104,464
<b>Cash, end of the year</b>	<b>18,510</b>	<b>87,075</b>	<b>37,170</b>	<b>88,614</b>	<b>104,464</b>	<b>116,252</b>
<b>EBITDA/share (in €)</b>	<b>3.31</b>	<b>6.18</b>	<b>6.44</b>	<b>7.38</b>	<b>8.15</b>	<b>8.89</b>
<b>Y-Y Growth</b>						
Operating cash flow	n.m.	n.m.	n.m.	n.m.	9.6%	9.6%
Free cash flow	n.m.	n.m.	n.m.	n.m.	10.6%	9.1%
Financial cash flow	357.1%	315.1%	-88.0%	177.5%	n.m.	n.m.
EBITDA/share	-19.1%	86.9%	4.2%	14.7%	10.4%	9.1%

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

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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.

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Report No.:	Date of publication	Previous day closing price	Recommendation	Price target
Initial Report	12 April 2017	€7.80	BUY	€14.00
2...29	↓	↓	↓	↓
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	4 December 2023	€41.60	BUY	€106.00
37	20 February 2024	€49.80	BUY	€110.00
38	Today	€53.40	BUY	€110.00

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