

Buy (Hold) EUR 52.00 (EUR 54.00) Price EUR 37.40 Upside 39.0 %	Value Indicators: EUR DCF: 51.94	Share data: Bloomberg: DAM GR Reuters: DAMG ISIN: DE0005498901	Description: Producer and Distributor of displays for special applications in the industry.
	Market Snapshot: EUR m Market cap: 131.9 No. of shares (m): 3.5 EV: 99.0 Freefloat MC: 40.6 Ø Trad. Vol. (30d): 31.89 th	Shareholders: Freefloat 30.8 % Arrow Electronics 69.2 %	Risk Profile (WRe): 2020e Beta: 1.5 Price / Book: 1.2 x Equity Ratio: 70 %

Affected early, overcome early

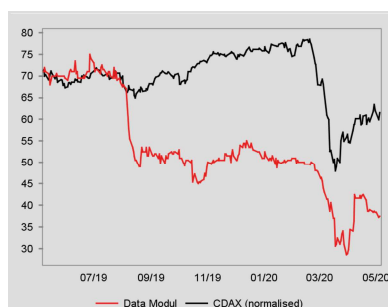
Figures Q1/2020: Figures in EUR m	<table border="1"> <thead> <tr> <th></th> <th>Q1/20</th> <th>Q1/20e</th> <th>Q1/19</th> <th>yoy</th> <th>2020e</th> <th>2019</th> <th>yoy</th> </tr> </thead> <tbody> <tr> <td>Sales</td> <td>45.5</td> <td>67.0</td> <td>63.5</td> <td>-28.4%</td> <td>185.0</td> <td>203.3</td> <td>-9.0%</td> </tr> <tr> <td>EBIT</td> <td>3.2</td> <td>5.9</td> <td>5.1</td> <td>-37.3%</td> <td>11.1</td> <td>10.2</td> <td>8.9%</td> </tr> <tr> <td><i>margin</i></td> <td>7.0%</td> <td>8.8%</td> <td>8.0%</td> <td></td> <td>6.0%</td> <td>5.0%</td> <td></td> </tr> </tbody> </table>		Q1/20	Q1/20e	Q1/19	yoy	2020e	2019	yoy	Sales	45.5	67.0	63.5	-28.4%	185.0	203.3	-9.0%	EBIT	3.2	5.9	5.1	-37.3%	11.1	10.2	8.9%	<i>margin</i>	7.0%	8.8%	8.0%		6.0%	5.0%		Comment on Figures: <ul style="list-style-type: none"> Data Modul AG was one of the first companies to be badly affected by the corona crisis. This initially affected supply chains, but subsequently also important customers. However, the reported earnings for the first quarter show that the company is maintaining a relatively stable course through this crisis. Although there are signs of a further decline in sales and earnings in the second quarter, the overall developments can be classified as rather uncritical.
	Q1/20	Q1/20e	Q1/19	yoy	2020e	2019	yoy																											
Sales	45.5	67.0	63.5	-28.4%	185.0	203.3	-9.0%																											
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In 2019, the company was already strongly affected by the economic and political environment, e.g. China-US trade tensions, Brexit, the crisis in German mechanical engineering, and the changes in the automotive industry. At this point, the company reacted to the new market environment with significant capacity and structural adjustments (including significant relocations of production facilities to Poland).

In the first quarter, the company was one of the first companies in the supply chain to be affected by the developing corona crisis. The company responded early to supply-chain uncertainties with intelligent supply planning. The drastic falls in demand in certain areas (e.g. catering and gaming) that followed in the first quarter and probably also in the second quarter are not hitting the company unprepared. Some of these falls can even be made up by growth in other areas (e.g. Data Modul provides the monitors for ventilators medical customers). Within the various production lines, it can respond relatively flexibly to fluctuations in demand. With the figures presented, the company has already impressively shown that it can cope very well with even a sharp decline in sales. The company is also well positioned with regards to the balance sheet (equity ratio almost 70%, cash and cash equivalents of EUR 26m as of December 31). In particular, however, **the main negative news flow should now be anticipated** and priced in.

With a price target of EUR 52 (54), the share is now rated as Buy (Hold) again.

Changes in Estimates: FY End: 31.12. in EUR m	<table border="1"> <thead> <tr> <th></th> <th>2020e (old)</th> <th>+ / -</th> <th>2021e (old)</th> <th>+ / -</th> <th>2022e (old)</th> <th>+ / -</th> </tr> </thead> <tbody> <tr> <td>Sales</td> <td>219.5</td> <td>-15.7 %</td> <td>230.4</td> <td>-6.7 %</td> <td>n.a.</td> <td>n.m.</td> </tr> <tr> <td>EBIT</td> <td>16.9</td> <td>-34.3 %</td> <td>18.0</td> <td>-21.1 %</td> <td>n.a.</td> <td>n.m.</td> </tr> <tr> <td>EPS</td> <td>3.36</td> <td>-37.8 %</td> <td>3.57</td> <td>-24.4 %</td> <td>n.a.</td> <td>n.m.</td> </tr> </tbody> </table>		2020e (old)	+ / -	2021e (old)	+ / -	2022e (old)	+ / -	Sales	219.5	-15.7 %	230.4	-6.7 %	n.a.	n.m.	EBIT	16.9	-34.3 %	18.0	-21.1 %	n.a.	n.m.	EPS	3.36	-37.8 %	3.57	-24.4 %	n.a.	n.m.	Comment on Changes: <ul style="list-style-type: none"> The EBIT of the first quarter (EUR 3.2m) should be significantly undercut again in the second quarter. In contrast, a significant recovery should become apparent from the third quarter onwards. Historic levels of sales and profitability should be reached again in 2022. With the announced planned dividend payment of 50% of the annual profit, the company has also follows its dividend policy.
	2020e (old)	+ / -	2021e (old)	+ / -	2022e (old)	+ / -																								
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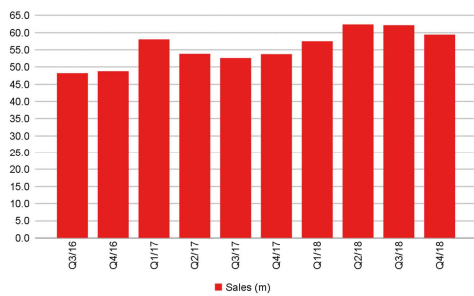


Rel. Performance vs CDAX:	
1 month:	2.9 %
6 months:	-7.2 %
Year to date:	-7.8 %
Trailing 12 months:	-33.6 %

Company events:	

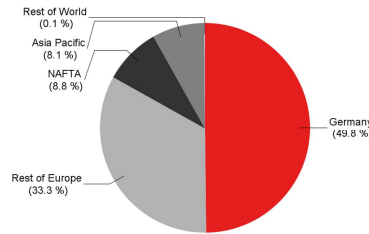
FY End: 31.12. in EUR m	CAGR (19-22e)	2016	2017	2018	2019	2020e	2021e	2022e
Sales	3.6 %	197.1	218.3	241.4	203.3	185.0	215.0	225.9
<i>Change Sales yoy</i>		9.3 %	10.7 %	10.6 %	-15.8 %	-9.0 %	16.2 %	5.1 %
<i>Gross profit margin</i>		23.2 %	21.8 %	22.3 %	21.6 %	22.0 %	22.0 %	22.0 %
EBITDA	17.6 %	17.1	18.3	23.4	15.6	17.0	21.9	25.4
<i>Margin</i>		8.7 %	8.4 %	9.7 %	7.7 %	9.2 %	10.2 %	11.3 %
EBIT	20.0 %	15.0	15.9	20.8	10.2	11.1	14.2	17.6
<i>Margin</i>		7.6 %	7.3 %	8.6 %	5.0 %	6.0 %	6.6 %	7.8 %
Net income	22.4 %	10.2	10.6	14.3	6.5	7.4	9.5	11.9
EPS	22.2 %	2.90	3.01	4.05	1.85	2.09	2.70	3.38
EPS adj.	22.2 %	2.90	3.01	4.05	1.85	2.09	2.70	3.38
DPS	102.7 %	0.12	0.12	0.12	0.12	1.00	1.00	1.00
<i>Dividend Yield</i>		0.3 %	0.2 %	0.2 %	0.2 %	2.7 %	2.7 %	2.7 %
FCFPS		0.65	0.64	1.45	0.99	3.60	1.50	3.45
FCF / Market cap		1.5 %	0.9 %	2.1 %	1.6 %	9.6 %	4.0 %	9.2 %
EV / Sales		0.7 x	1.1 x	0.9 x	1.0 x	0.5 x	0.5 x	0.4 x
EV / EBITDA		8.3 x	13.2 x	9.6 x	12.5 x	5.8 x	4.4 x	3.5 x
EV / EBIT		9.5 x	15.2 x	10.7 x	19.2 x	8.9 x	6.9 x	5.0 x
P / E		15.1 x	24.1 x	17.0 x	33.1 x	17.9 x	13.9 x	11.1 x
P / E adj.		15.1 x	24.1 x	17.0 x	33.1 x	17.9 x	13.9 x	11.1 x
FCF Potential Yield		5.8 %	3.7 %	5.1 %	1.4 %	10.2 %	12.4 %	14.4 %
Net Debt		-12.6	-14.4	-19.2	-20.7	-32.9	-34.7	-43.3
ROCE (NOPAT)		19.1 %	17.4 %	20.5 %	9.0 %	10.1 %	12.9 %	15.6 %
Guidance:	n.a.							

Sales development
in EUR m



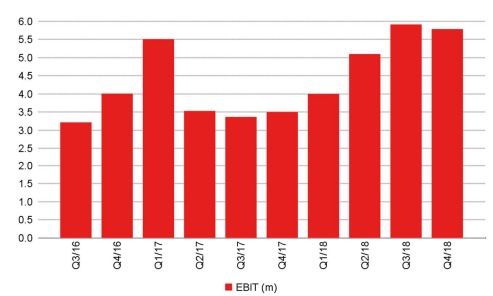
Source: Warburg Research

Sales by regions
2019; in %



Source: Warburg Research

EBIT development
in EUR m



Source: Warburg Research

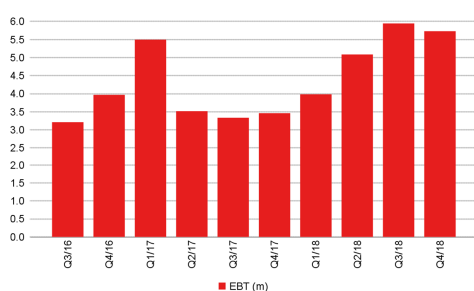
Company Background

- Display solutions for OEMs. With its own products, Data Modul forms the value-added connection between panel producers (LG, Sharp, Samsung etc.) and customers. Trade products complete the offering.
- Displays segment: distribution of standard and added-value products (e.g. additional equipping of the displays with PC components and software).
- In the Systems segment, Data Modul mainly develops and sells its own products and customer-specific solutions. This includes e.g. special monitors for marine navigation or medical technology.
- Increasingly important areas of business growth are embedded computer solutions and touch solutions.

Competitive Quality

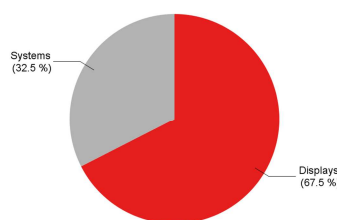
- Europe's largest display distributor.
- Focus on niche markets that are too small to be directly served by large display manufacturers, which leads to comparatively low competitive intensity.
- Strong customer loyalty with in-house design (Design-In) of customers' products.
- Earlier access to new technologies through the Distribution business.
- Expertise built up over 40 years.

EBT development
in EUR m



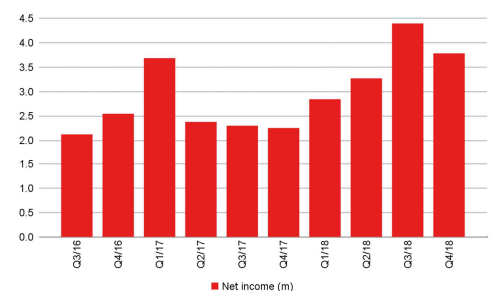
Source: Warburg Research

Sales by segments
2019; in %



Source: Warburg Research

Net income development
in EUR m



Source: Warburg Research

DCF model

Figures in EUR m	Detailed forecast period			Transitional period										Term. Value	
	2020e	2021e	2022e	2023e	2024e	2025e	2026e	2027e	2028e	2029e	2030e	2031e	2032e		
Sales	185.0	215.0	225.9	237.2	249.1	261.5	274.6	288.3	302.7	317.9	333.8	350.5	361.0		
Sales change	-9.0 %	16.2 %	5.1 %	5.0 %	5.0 %	5.0 %	5.0 %	5.0 %	5.0 %	5.0 %	5.0 %	5.0 %	5.0 %	3.0 %	2.0 %
EBIT	11.1	14.2	17.6	19.0	19.9	20.9	22.0	23.1	24.2	25.4	26.7	28.0	28.9		
EBIT-margin	6.0 %	6.6 %	7.8 %	8.0 %	8.0 %	8.0 %	8.0 %	8.0 %	8.0 %	8.0 %	8.0 %	8.0 %	8.0 %	8.0 %	
Tax rate (EBT)	30.0 %	30.0 %	30.0 %	31.5 %	31.5 %	31.5 %	31.5 %	31.5 %	31.5 %	31.5 %	31.5 %	31.5 %	31.5 %	31.5 %	
NOPAT	7.8	9.9	12.3	13.0	13.6	14.3	15.0	15.8	16.6	17.4	18.3	19.2	19.8		
Depreciation	5.9	7.7	7.8	9.5	10.0	10.5	11.0	11.5	12.1	12.7	13.4	14.0	14.4		
in % of Sales	3.2 %	3.6 %	3.5 %	4.0 %	4.0 %	4.0 %	4.0 %	4.0 %	4.0 %	4.0 %	4.0 %	4.0 %	4.0 %	4.0 %	
Changes in provisions	0.0	0.0	0.0	-0.4	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	
Change in Liquidity from															
- Working Capital	-2.9	6.4	0.1	2.6	0.8	0.7	3.4	3.6	3.7	3.9	4.1	4.3	2.7		
- Capex	4.0	6.0	8.0	9.5	10.0	10.5	11.0	11.5	12.1	12.7	13.4	14.0	14.4		
Capex in % of Sales	2.2 %	2.8 %	3.5 %	4.0 %	4.0 %	4.0 %	4.0 %	4.0 %	4.0 %	4.0 %	4.0 %	4.0 %	4.0 %	4.0 %	
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	0.0	
Free Cash Flow (WACC Model)	12.6	5.2	12.1	10.0	12.9	13.6	11.7	12.3	12.9	13.6	14.2	14.9	17.1	18	
PV of FCF	11.9	4.5	9.5	7.2	8.4	8.1	6.3	6.1	5.8	5.6	5.3	5.1	5.3	73	
share of PVs	15.95 %			38.89 %										45.16 %	

Model parameter

Derivation of WACC:		Derivation of Beta:	
Debt ratio	0.00 %	Financial Strength	1.50
Cost of debt (after tax)	1.7 %	Liquidity (share)	1.50
Market return	7.00 %	Cyclicality	1.50
Risk free rate	1.50 %	Transparency	1.50
		Others	1.50
WACC	9.75 %	Beta	1.50

Valuation (m)

Present values 2032e	89		
Terminal Value	73		
Financial liabilities	4		
Pension liabilities	2		
Hybrid capital	0		
Minority interest	0		
Market val. of investments	0		
Liquidity	26	No. of shares (m)	3.5
Equity Value	183	Value per share (EUR)	51.94

Sensitivity Value per Share (EUR)

Beta	WACC	Terminal Growth							Beta	WACC	Delta EBIT-margin						
		1.25 %	1.50 %	1.75 %	2.00 %	2.25 %	2.50 %	2.75 %			-1.5 pp	-1.0 pp	-0.5 pp	+0.0 pp	+0.5 pp	+1.0 pp	+1.5 pp
1.68	10.8 %	44.98	45.39	45.82	46.28	46.76	47.28	47.82	1.68	10.8 %	37.50	40.42	43.35	46.28	49.21	52.13	55.06
1.59	10.3 %	47.39	47.87	48.39	48.93	49.51	50.12	50.78	1.59	10.3 %	39.58	42.70	45.81	48.93	52.04	55.16	58.28
1.55	10.0 %	48.71	49.23	49.79	50.38	51.02	51.69	52.41	1.55	10.0 %	40.73	43.95	47.17	50.38	53.60	56.82	60.04
1.50	9.8 %	50.10	50.68	51.29	51.94	52.63	53.37	54.17	1.50	9.8 %	41.96	45.28	48.61	51.94	55.26	58.59	61.92
1.45	9.5 %	51.59	52.21	52.88	53.60	54.36	55.18	56.06	1.45	9.5 %	43.26	46.71	50.15	53.60	57.04	60.49	63.93
1.41	9.3 %	53.17	53.86	54.59	55.38	56.22	57.12	58.09	1.41	9.3 %	44.67	48.24	51.81	55.38	58.94	62.51	66.08
1.32	8.8 %	56.66	57.49	58.38	59.34	60.37	61.49	62.69	1.32	8.8 %	47.80	51.65	55.49	59.34	63.19	67.04	70.89

- Revenue is expected to grow based on the continuous expansion in the use of display technology.

Valuation	2016	2017	2018	2019	2020e	2021e	2022e
Price / Book	2.2 x	3.2 x	2.6 x	2.2 x	1.2 x	1.2 x	1.1 x
Book value per share ex intangibles	18.47	21.01	25.09	22.62	25.26	27.36	29.90
EV / Sales	0.7 x	1.1 x	0.9 x	1.0 x	0.5 x	0.5 x	0.4 x
EV / EBITDA	8.3 x	13.2 x	9.6 x	12.5 x	5.8 x	4.4 x	3.5 x
EV / EBIT	9.5 x	15.2 x	10.7 x	19.2 x	8.9 x	6.9 x	5.0 x
EV / EBIT adj.*	9.5 x	15.2 x	10.7 x	19.2 x	8.9 x	6.9 x	5.0 x
P / FCF	67.5 x	114.0 x	47.5 x	62.1 x	10.4 x	25.0 x	10.8 x
P / E	15.1 x	24.1 x	17.0 x	33.1 x	17.9 x	13.9 x	11.1 x
P / E adj.*	15.1 x	24.1 x	17.0 x	33.1 x	17.9 x	13.9 x	11.1 x
Dividend Yield	0.3 %	0.2 %	0.2 %	0.2 %	2.7 %	2.7 %	2.7 %
FCF Potential Yield (on market EV)	5.8 %	3.7 %	5.1 %	1.4 %	10.2 %	12.4 %	14.4 %

*Adjustments made for: -

Consolidated profit and loss

In EUR m	2016	2017	2018	2019	2020e	2021e	2022e
Sales	197.1	218.3	241.4	203.3	185.0	215.0	225.9
Change Sales yoy	9.3 %	10.7 %	10.6 %	-15.8 %	-9.0 %	16.2 %	5.1 %
COGS	151.3	170.7	187.6	159.4	144.3	167.7	176.2
Gross profit	45.7	47.6	53.8	43.9	40.7	47.3	49.7
<i>Gross margin</i>	<i>23.2 %</i>	<i>21.8 %</i>	<i>22.3 %</i>	<i>21.6 %</i>	<i>22.0 %</i>	<i>22.0 %</i>	<i>22.0 %</i>
Research and development	5.9	5.4	5.4	4.9	3.7	5.2	5.0
Sales and marketing	24.8	26.3	27.6	28.8	25.9	27.9	27.1
Administration expenses	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other operating expenses	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other operating income	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Unfrequent items	0.0	0.0	0.0	0.0	0.0	0.0	0.0
EBITDA	17.1	18.3	23.4	15.6	17.0	21.9	25.4
<i>Margin</i>	<i>8.7 %</i>	<i>8.4 %</i>	<i>9.7 %</i>	<i>7.7 %</i>	<i>9.2 %</i>	<i>10.2 %</i>	<i>11.3 %</i>
Depreciation of fixed assets	1.2	1.5	1.7	1.2	1.5	3.2	3.4
EBITA	15.8	16.8	21.7	14.4	15.5	18.6	22.1
Amortisation of intangible assets	0.8	0.9	0.9	4.3	4.4	4.4	4.4
Goodwill amortisation	0.0	0.0	0.0	0.0	0.0	0.0	0.0
EBIT	15.0	15.9	20.8	10.2	11.1	14.2	17.6
<i>Margin</i>	<i>7.6 %</i>	<i>7.3 %</i>	<i>8.6 %</i>	<i>5.0 %</i>	<i>6.0 %</i>	<i>6.6 %</i>	<i>7.8 %</i>
EBIT adj.	15.0	15.9	20.8	10.2	11.1	14.2	17.6
Interest income	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Interest expenses	0.1	0.1	0.1	0.6	0.6	0.6	0.6
Other financial income (loss)	0.0	0.0	0.0	0.0	0.0	0.0	0.0
EBT	15.0	15.8	20.7	9.6	10.5	13.6	17.0
<i>Margin</i>	<i>7.6 %</i>	<i>7.2 %</i>	<i>8.6 %</i>	<i>4.7 %</i>	<i>5.7 %</i>	<i>6.3 %</i>	<i>7.5 %</i>
Total taxes	4.7	5.2	6.5	3.1	3.2	4.1	5.1
Net income from continuing operations	10.2	10.6	14.3	6.5	7.4	9.5	11.9
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	10.2	10.6	14.3	6.5	7.4	9.5	11.9
Minority interest	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net income	10.2	10.6	14.3	6.5	7.4	9.5	11.9
<i>Margin</i>	<i>5.2 %</i>	<i>4.9 %</i>	<i>5.9 %</i>	<i>3.2 %</i>	<i>4.0 %</i>	<i>4.4 %</i>	<i>5.3 %</i>
Number of shares, average	3.5	3.5	3.5	3.5	3.5	3.5	3.5
EPS	2.90	3.01	4.05	1.85	2.09	2.70	3.38
EPS adj.	2.90	3.01	4.05	1.85	2.09	2.70	3.38

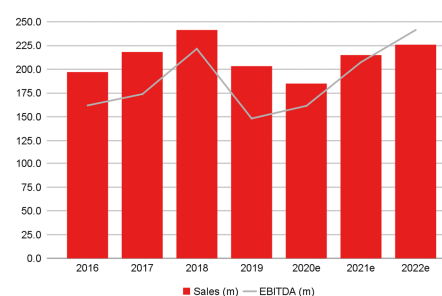
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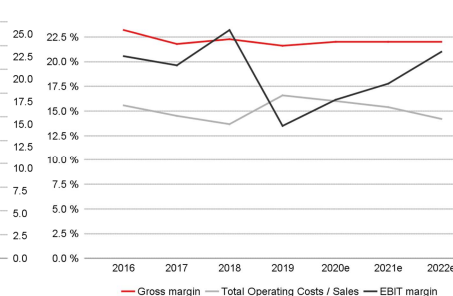
Financial Ratios

	2016	2017	2018	2019	2020e	2021e	2022e
Total Operating Costs / Sales	15.6 %	14.5 %	13.7 %	16.6 %	16.0 %	15.4 %	14.2 %
Operating Leverage	2.1 x	0.5 x	2.9 x	3.2 x	-1.0 x	1.7 x	4.8 x
EBITDA / Interest expenses	193.9 x	152.7 x	320.1 x	26.5 x	28.8 x	37.0 x	43.1 x
Tax rate (EBT)	31.6 %	32.8 %	31.1 %	32.3 %	30.0 %	30.0 %	30.0 %
Dividend Payout Ratio	4.1 %	4.0 %	3.0 %	6.5 %	47.9 %	37.0 %	29.6 %
Sales per Employee	591,829	655,423	724,976	610,553	555,603	645,610	678,407

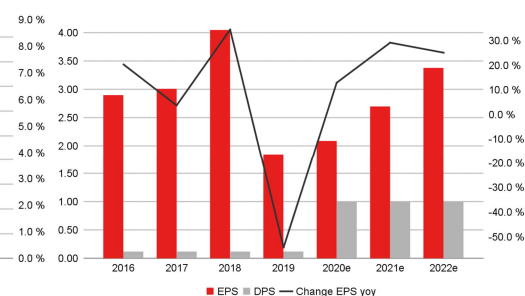
Sales, EBITDA in EUR m



Operating Performance in %



Performance per Share



Source: Warburg Research

Source: Warburg Research

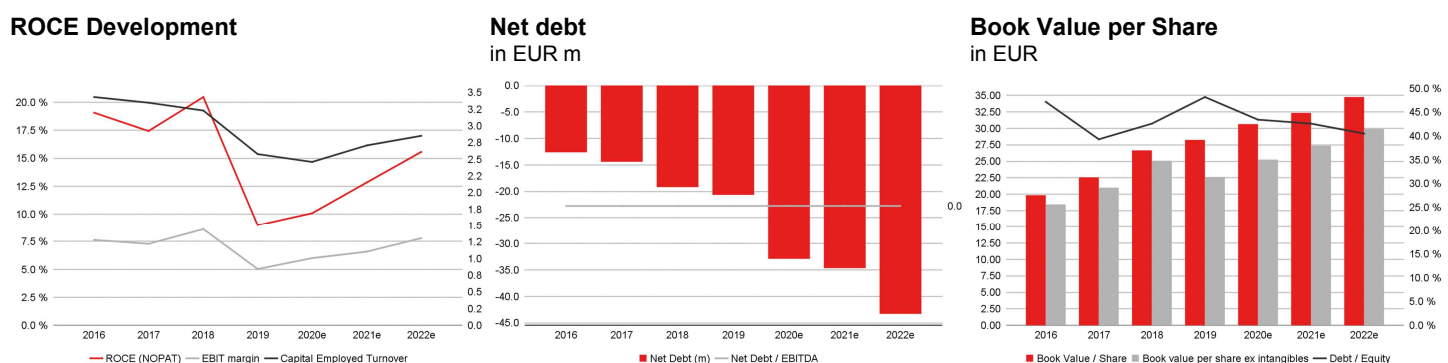
Source: Warburg Research

Consolidated balance sheet

In EUR m	2016	2017	2018	2019	2020e	2021e	2022e
Assets							
Goodwill and other intangible assets	4.9	5.5	5.5	19.8	19.0	17.5	17.1
thereof other intangible assets	1.2	1.8	3.1	17.4	15.0	13.5	13.1
thereof Goodwill	2.4	2.4	2.4	2.4	2.4	2.4	2.4
Property, plant and equipment	11.6	13.0	15.8	19.4	19.9	19.6	20.3
Financial assets	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other long-term assets	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Fixed assets	16.5	18.5	21.3	39.2	38.9	37.2	37.4
Inventories	44.0	42.8	52.9	41.5	37.0	43.0	45.2
Accounts receivable	23.0	27.1	29.0	27.9	27.9	29.5	27.9
Liquid assets	17.2	20.2	25.0	26.4	38.7	40.4	49.1
Other short-term assets	2.3	2.3	6.0	12.5	12.5	12.5	12.5
Current assets	86.6	92.4	112.8	108.4	116.1	125.5	134.7
Total Assets	103.0	110.9	134.1	147.6	154.9	162.6	172.1
Liabilities and shareholders' equity							
Subscribed capital	10.6	10.6	10.6	10.6	10.6	10.6	10.6
Capital reserve	24.1	24.1	24.1	24.1	24.1	24.1	24.1
Retained earnings	36.4	46.5	58.6	64.0	71.0	77.1	85.6
Other equity components	-1.1	-1.7	0.8	0.9	2.3	2.2	2.2
Shareholders' equity	70.0	79.6	94.0	99.6	108.0	114.0	122.5
Minority interest	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Total equity	70.0	79.6	94.0	99.6	108.0	114.0	122.5
Provisions	5.7	4.9	3.8	18.6	19.1	19.6	20.1
thereof provisions for pensions and similar obligations	1.6	1.6	1.6	1.6	1.6	1.6	1.6
Financial liabilities (total)	3.0	4.2	4.2	4.2	4.2	4.2	4.2
thereof short-term financial liabilities	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Accounts payable	14.2	13.7	13.7	9.2	7.6	8.8	9.3
Other liabilities	10.1	8.4	18.4	16.0	16.0	16.0	16.0
Liabilities	33.0	31.3	40.1	48.0	46.9	48.6	49.6
Total liabilities and shareholders' equity	103.0	110.9	134.1	147.6	154.9	162.6	172.1

Financial Ratios

	2016	2017	2018	2019	2020e	2021e	2022e
Efficiency of Capital Employment							
Operating Assets Turnover	3.1 x	3.2 x	2.9 x	2.6 x	2.4 x	2.6 x	2.7 x
Capital Employed Turnover	3.4 x	3.3 x	3.2 x	2.6 x	2.5 x	2.7 x	2.9 x
ROA	62.1 %	57.5 %	67.0 %	16.6 %	18.9 %	25.6 %	31.9 %
Return on Capital							
ROCE (NOPAT)	19.1 %	17.4 %	20.5 %	9.0 %	10.1 %	12.9 %	15.6 %
ROE	15.7 %	14.2 %	16.5 %	6.7 %	7.1 %	8.6 %	10.1 %
Adj. ROE	15.7 %	14.2 %	16.5 %	6.7 %	7.1 %	8.6 %	10.1 %
Balance sheet quality							
Net Debt	-12.6	-14.4	-19.2	-20.7	-32.9	-34.7	-43.3
Net Financial Debt	-14.2	-16.0	-20.8	-22.2	-34.5	-36.2	-44.9
Net Gearing	-18.0 %	-18.1 %	-20.4 %	-20.7 %	-30.5 %	-30.4 %	-35.3 %
Net Fin. Debt / EBITDA	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
Book Value / Share	19.9	22.6	26.7	28.2	30.6	32.3	34.7
Book value per share ex intangibles	18.5	21.0	25.1	22.6	25.3	27.4	29.9



Source: Warburg Research

Source: Warburg Research

Source: Warburg Research

Consolidated cash flow statement

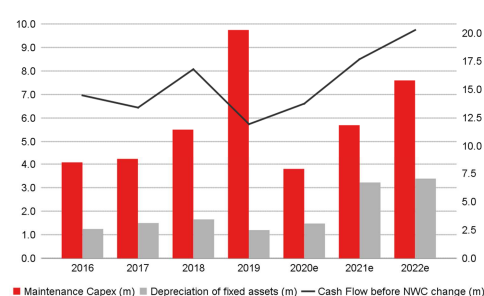
In EUR m	2016	2017	2018	2019	2020e	2021e	2022e
Net income	10.2	10.6	14.3	6.5	7.4	9.5	11.9
Depreciation of fixed assets	1.2	1.5	1.7	1.2	1.5	3.2	3.4
Amortisation of goodwill	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Amortisation of intangible assets	0.8	0.9	0.9	4.3	4.4	4.4	4.4
Increase/decrease in long-term provisions	-0.9	0.0	0.0	0.0	0.0	0.0	0.0
Other non-cash income and expenses	3.1	0.3	0.0	0.0	0.5	0.5	0.5
Cash Flow before NWC change	14.5	13.4	16.8	12.0	13.8	17.7	20.3
Increase / decrease in inventory	-7.0	1.3	-10.1	11.4	4.5	-6.0	-2.2
Increase / decrease in accounts receivable	-5.2	-4.1	-1.8	1.1	0.0	-1.6	1.6
Increase / decrease in accounts payable	4.1	-0.5	0.0	-4.5	-1.6	1.2	0.5
Increase / decrease in other working capital positions	0.0	-3.4	5.9	-9.4	0.0	0.0	0.0
Increase / decrease in working capital (total)	-8.2	-6.7	-6.1	-1.5	2.9	-6.4	-0.1
Net cash provided by operating activities [1]	6.3	6.7	10.7	10.4	16.7	11.3	20.2
Investments in intangible assets	-1.5	-1.5	-1.8	-6.3	-2.0	-3.0	-4.0
Investments in property, plant and equipment	-2.8	-2.9	-4.0	-4.0	-2.0	-3.0	-4.0
Payments for acquisitions	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Financial investments	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Income from asset disposals	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net cash provided by investing activities [2]	-4.0	-4.4	-5.6	-7.0	-4.0	-6.0	-8.0
Change in financial liabilities	-4.0	1.2	0.0	0.0	0.0	0.0	0.0
Dividends paid	-0.4	-0.4	-0.4	-0.4	-0.4	-3.5	-3.5
Purchase of own shares	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Capital measures	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other	0.0	0.0	0.0	-1.6	0.0	0.0	0.0
Net cash provided by financing activities [3]	-4.4	0.7	-0.4	-2.0	-0.4	-3.5	-3.5
Change in liquid funds [1]+[2]+[3]	-2.1	3.0	4.7	1.5	12.3	1.8	8.6
Effects of exchange-rate changes on cash	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Cash and cash equivalent at end of period	17.2	20.2	25.0	26.4	38.7	40.4	49.1

Financial Ratios

	2016	2017	2018	2019	2020e	2021e	2022e
Cash Flow							
FCF	2.3	2.2	5.1	3.5	12.7	5.3	12.2
Free Cash Flow / Sales	1.2 %	1.0 %	2.1 %	1.7 %	6.9 %	2.5 %	5.4 %
Free Cash Flow Potential	8.2	8.9	11.4	2.8	10.1	12.1	12.7
Free Cash Flow / Net Profit	22.4 %	21.2 %	35.8 %	53.5 %	172.2 %	55.5 %	102.0 %
Interest Received / Avg. Cash	0.1 %	0.1 %	0.1 %	0.0 %	0.0 %	0.0 %	0.0 %
Interest Paid / Avg. Debt	1.8 %	3.3 %	1.7 %	14.1 %	14.1 %	14.1 %	14.1 %
Management of Funds							
Investment ratio	2.2 %	2.0 %	2.4 %	5.0 %	2.2 %	2.8 %	3.5 %
Maint. Capex / Sales	2.1 %	1.9 %	2.3 %	4.8 %	2.1 %	2.7 %	3.4 %
Capex / Dep	212.4 %	184.4 %	226.1 %	188.2 %	67.6 %	78.3 %	102.2 %
Avg. Working Capital / Sales	24.7 %	25.0 %	25.7 %	31.6 %	31.8 %	28.1 %	28.2 %
Trade Debtors / Trade Creditors	162.1 %	198.1 %	211.4 %	303.1 %	367.1 %	335.2 %	300.0 %
Inventory Turnover	3.4 x	4.0 x	3.5 x	3.8 x	3.9 x	3.9 x	3.9 x
Receivables collection period (days)	43	45	44	50	55	50	45
Payables payment period (days)	34	29	27	21	19	19	19
Cash conversion cycle (Days)	115	108	120	124	129	125	119

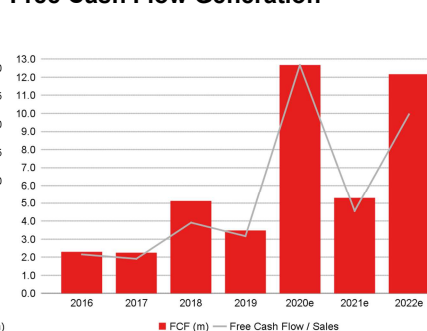
CAPEX and Cash Flow

in EUR m



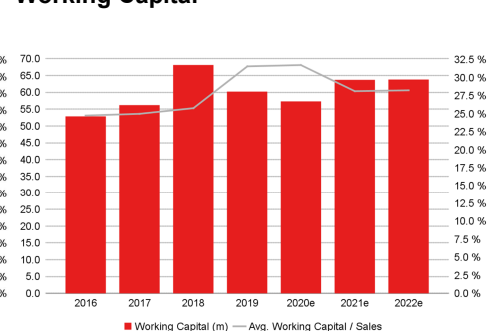
Source: Warburg Research

Free Cash Flow Generation



Source: Warburg Research

Working Capital



Source: Warburg Research

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Data Modul	3, 5	http://www.mmwarburg.com/disclaimer/disclaimer_en/DE0005498901.htm

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Investment recommendation: expected direction of the share price development of the financial instrument up to the given price target 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.

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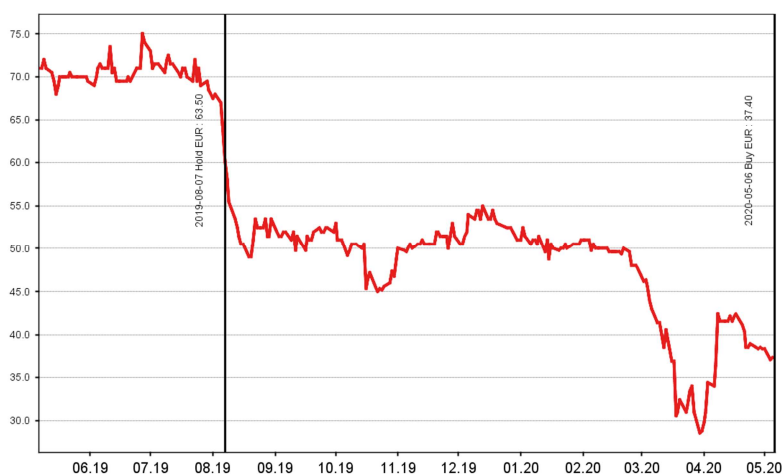
Rating	Number of stocks	% of Universe
Buy	131	64
Hold	61	30
Sell	8	4
Rating suspended	6	3
Total	206	100

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	35	81
Hold	5	12
Sell	0	0
Rating suspended	3	7
Total	43	100

PRICE AND RATING HISTORY DATA MODUL AS OF 06.05.2020



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.

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