

# Wolftank-Adisa Holding AG

Austria | Industrial Goods & Services | MCap EUR 44.6m

30 April 2021

**UPDATE** 



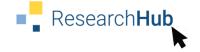
# Riding the hydrogen wave; PT up; Reiterate to BUY

# What's it all about?

A spree of good news from Wolftank prompts an upgrade in our PT from EUR 36.00 to EUR 40.00 offering a handsome upside of c. 19%. That said, Wolftank successfully increased its share capital by EUR 4m reinstating solid B/S ratios helping the company to execute on its massive growth trajectory – stemming both from its traditional tank refurbishing business but increasingly also the lucrative hydrogen market. In that respect, the newly announced cooperation with Italian based Snam S.p.A. bodes well for Wolftank's equity story. We therefore reiterate our BUY recommendation as Wolftank is one of the rare opportunities to ride the hydrogen wave on the German speaking stock exchanges.

# BUY (BUY)

Target price EUR 40.00 (36.00)
Current price EUR 33.60
Up/downside 19.0%



### **MAIN AUTHOR**

**Thomas Wissler** t.wissler@alsterresearch.com +49 40 309 293-58

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# Wolftank-Adisa Holding AG

# Austria | Industrial Goods & Services | MCap EUR 44.6m | EV EUR 56.0m

BUY (BUY)

Target price Current price Up/downside **EUR 40.00 (36.00)** EUR 33.60 19.0%

IAIN AUTHOR

**Thomas Wissler** 

t.wissler@alsterresearch.com +49 40 309 293-58

# Riding the hydrogen wave; PT up; Reiterate to BUY

Wolftank announced that it has successfully executed on its capital increase by issuing 125K new shares at an issue price of EUR 32.00 per share. With this, Wolftank raised fresh capital of EUR 4m According to the company, the shares were placed in an international private placement with selected qualified and long-term oriented institutional and/or large non-institutional investors.

Consequently, the company's outstanding shares will increased from currently 1,202,556 shares to 1,327,556 shares. As highlighted during our RS with CEO Dr. Werth, Wolftank has ample opportunities to grow its business, especially in the lucrative market for hydrogen/LNG technology. Hence, the use of funds serves the company's international (hydrogen) growth and the strengthening of its equity capital.

In this respect, Wolftank also announced a **new cooperation with the Italian gas supplier Snam S.p.A.** The two companies are evaluating infrastructure initiatives to **enable the use of hydrogen in the transport sector in Italy.** The first initiative is a joint expression of interest for the construction of new refueling stations along the Brenner motorway. The two companies plan to combine their respective competences in the technological and infrastructural fields soon with concrete and binding agreements to promote the introduction of hydrogen as a green and renewable carrier for the decarbonization of transport. Currently, there is only one public refueling station for hydrogen vehicles in Italy, in Bolzano, which was built in 2012. Wolftank expects strong growth in the market for hydrogen refuelling stations in Europe and worldwide, as several non-European countries plan to put one million fuel cell electric vehicles (FCEVs) on the road by 2030, with the associated need for production and logistics infrastructure.

**Action / Conclusion**: As already mentioned, we welcome the company's increase of capital as it stabilizes Wolftank's balance sheet amid the strong growth trajectory ahead. We adjust our model accordingly (increase of number of shares / cash inflow of EUR 4m). The company's increased hydrogen initiatives also prompts higher overall long term growth rates, which is why we increase our DCF based PT from EUR 36.00 to EUR 40.00. Hence it remains an attractive **BUYing opportunity**.

Wolftank-Adisa Holding AG	2018	2019	2020E	2021E	2022E	2023E
Sales	44.5	51.8	35.2	51.1	58.8	61.7
Growth yoy	na	16.3%	-32.0%	45.0%	15.0%	5.0%
EBITDA	3.4	4.6	0.1	5.3	7.6	8.1
EBIT	1.7	1.3	-1.8	3.0	5.7	6.2
Net profit	0.7	-0.0	-1.9	1.0	2.9	3.3
Net debt (net cash)	12.1	11.4	11.3	9.5	7.0	4.0
Net debt/EBITDA	3.6x	2.5x	160.2x	1.8x	0.9x	0.5x
EPS recurring	0.63	-0.04	-1.54	0.77	2.17	2.48
DPS	0.00	0.00	0.00	0.00	0.00	0.00
Dividend yield	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Gross profit margin	19.5%	28.2%	27.0%	29.3%	31.5%	31.5%
EBITDA margin	7.6%	8.9%	0.2%	10.3%	12.9%	13.1%
EBIT margin	3.7%	2.5%	-5.2%	5.9%	9.7%	10.1%
ROCE	8.1%	5.4%	-6.3%	8.1%	16.1%	16.9%
EV/EBITDA	16.9x	12.2x	795.0x	10.3x	6.8x	6.0x
EV/EBIT	34.3x	42.7x	-30.7x	18.0x	9.1x	7.8x
PER	53.4x	-926.7x	-21.8x	43.5x	15.5x	13.6x
FCF yield	0.7%	-11.2%	6.4%	-6.6%	5.4%	6.7%

Source: Company data, Alster Research



Source: Company data, AlsterResearch

High/low 52 weeks Price/Book Ratio

33.80 / 15.00 6.7x

Ticker / Symbols

ISIN AT0000A25NJ6 WKN A2PBHR Bloomberg WAH:GR

Changes in estimates

		Sales	EBIT	EPS
2020	old	0.00	0.00	00.0
	Δ	_	-	-
2021	old	0.00	0.00	0.85
	Δ	_	-	-9.4%
2022	old	0.00	0.00	2,39
	Δ	-	-	-9.4%

### Key share data

Number of shares: (in m pcs) 1.3 Book value per share: (in €) 4.98 Ø trading volume: (12 months) 500

### Major shareholders

Management	22.2%
MuM Beteiligung / GCI	14.0%
Dr. A. Aufschnaiter	8.2%
Free Float	49.1%

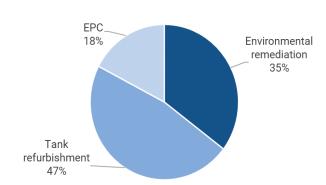
### Company description

Wolftank is a Austria based company that operates as an environmental technology company for tank systems and soil remediation. The company focuses on the remediation and monitoring of tank farms and environmental protection services for contaminated soils and facilities, as well as groundwater purification. In addition, Wolftank is active in the commissioning of LNG and hydrogen petrol stations.



# Investment case in six charts

# Sales by segment



# Wolftank's track record

# Blue chip clients





























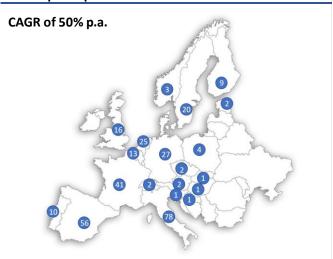




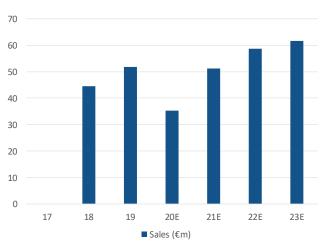




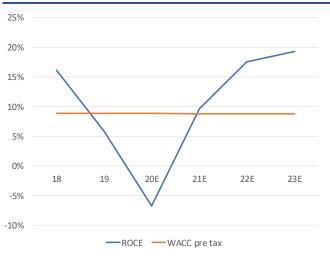
# **LNG Map Europe**













# SWOT Analysis

# Strengths

- structural growth due to rising environmental awareness
- strong product know-how and expertise, patents
- long track record
- long lasting customer loyalty
- cost-efficiency of refurbishment (50% less than new tanks)
- blue chip client base

# Weaknesses

- illiquid stock
- pricing pressure and potentially low bargaining power
- regional cluster risk (Italy)

# **Opportunities**

- Growing market renovation/remodelling LNG stations
- Expansion towards China and USA
- Acquisition of smaller competitors

### **Threats**

- Niche market
- Increasing customer concentration



# Valuation

# The DCF model results in a price target of € 40.00 per share. Key model assumptions:

- Top-line growth: We expect Wolftank to continue benefitting from structural growth. Hence our growth estimates for 2021-28E is in the range of 6.4% p.a.
- The long-term growth rate is set at 2.0%.
- EBIT margins. The scalable business model should allow for EBIT margins of 14% by 2022E, which look defendable given high competitive quality based on scale geography and expertise. Accordingly, we model approx. 14% EBIT margins in the long-term.
- WACC. We model a weighted average cost of capital of 7.6-8.0%, consisting of a 6.5% risk premium, a beta of 1.0x and 2.0% risk free rate.

DCF (EUR m) (except per share data and beta)	2021E	2022E	2023E	2024E	2025E	2026E	2027E	2028E	Terminal value
NOPAT	2.0	3.7	4.0	4.3	4.6	4.8	5.1	5.4	
Depreciation	2.3	1.9	1.9	1.9	1.9	1.9	2.0	2.1	
Change in working capital	-4.4	-0.7	-0.4	-0.5	-0.5	-0.5	-0.5	-0.6	
Chg. in long-term provisions	0.4	0.2	0.1	0.1	0.1	0.1	0.1	0.1	
Capex	-1.5	-1.8	-1.9	-1.9	-2.0	-2.1	-2.3	-2.4	
Cash flow	-1.3	3.3	3.7	3.8	4.0	4.2	4.4	4.6	77.9
Present value	-1.3	2.9	3.0	2.9	2.8	2.7	2.7	2.6	43.2
WACC	7.6%	7.6%	7.6%	7.6%	7.7%	7.7%	7.7%	7.7%	8.0%

DCF avg. growth and earnings assumptions

DCF per share derived from	
Total present value	61.5
Mid-year adj. total present value	63.9
Net debt / cash at start of year	11.3
Financial assets	0.7
Provisions and off b/s debt	0.1
Equity value	53.1
No. of shares outstanding	1.3
Discounted cash flow per share	40.01
upside/(downside)	19.1%

Planning horizon avg. revenue growth (2021E - 2028E)	6.4%
Terminal value growth (2028E - infinity)	2.0%
Terminal year ROCE	17.3%
Terminal year WACC	8.0%
Terminal WACC derived from	
Cost of borrowing (before taxes)	5.0%
Long-term tax rate	25.0%

Terminal WACC derived from	
Cost of borrowing (before taxes)	5.0%
Long-term tax rate	25.0%
Equity beta	1.00
Unlevered beta (industry or company)	0.90
Target debt / equity	1.0
Relevered beta	1.57
Risk-free rate	2.0%
Equity risk premium	6.5%
Cost of equity	12.2%

Share price	33.60

Sensitivity analysi	s DCF							
			Lo	ng term grov	wth		Share of present value	
ပ		1.0%	1.5%	2.0%	2.5%	3.0%		
Change in WACC (%-points)	1.0%	29.1	30.8	32.8	35.0	37.6	2021E - 2024E	12.3%
in ₹	0.5%	31.8	33.8	36.1	38.8	41.9	2025E - 2028E	17.6%
ge i -po	0.0%	34.9	37.3	40.0	43.3	47.2	terminal value	70.1%
%)	-0.5%	38.4	41.3	44.6	48.6	53.5		
ភ	-1.0%	42.6	46.0	50.1	55.2	61.5		

Source: AlsterResearch



Due to the fact that companies rarely bear sufficient resemblance to peers in terms of geographical exposure, size or competitive strength and in order to adjust for the pitfalls of weak long-term visibility, an Adjusted Free Cash Flow analysis (Adjusted FCF) has been conducted.

The adjusted Free Cash Flow Yield results in a fair value between EUR 24.30 per share based on 2021E and EUR 64.70 per share on 2025E estimates. **Our DCF based PT is supported by our adj. FCF yield half way 2021E/2022E calculations**.

The main driver of this model is the level of return available to a controlling investor, influenced by the cost of that investors' capital (opportunity costs) and the purchase price – in this case the enterprise value of the company. Here, the adjusted FCF yield is used as a proxy for the required return and is defined as EBITDA less minority interest, taxes and investments required to maintain existing assets (maintenance capex).

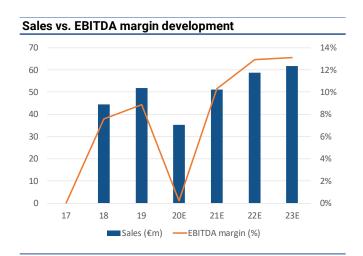
FCF yield in EURm		2021E	2022E	2023E	2024E	2025E
EBITDA		5,3	7,6	8,1	8,5	8,9
- Maintenance capex		2,3	1,9	1,9	1,9	1,9
- Minorities		0,0	-0,1	-0,1	-0,1	-0,1
- tax expenses		0,6	1,6	1,8	2,0	2,2
= Adjusted Free Cash Flow	v	2,5	4,2	4,5	4,7	5,0
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Actual Market Cap		45	45	45	45	45
+ Net debt (cash)		9,5	7,0	4,0	0,7	-2,8
+ Pension provisions		0,2	0,2	0,2	0,3	0,3
+ Off balance sheet financ	ing	0,0	0,0	0,0	0,0	0,0
- Financial assets		0,7	0,7	0,7	0,7	0,7
- Accumulated dividend pa	yments	0,0	0,0	0,0	0,0	0,0
EV Reconciliations		9,0	6,5	3,5	0,3	-3,2
= Actual EV'		54	51	48	45	41
Adjusted Free Cash Flow y	/ield	4,6%	8,2%	9,3%	10,5%	12,0%
base hurdle rate		7,0%	7,0%	7,0%	7,0%	7,0%
ESG adjustment (score 100	0/100)	1,0%	1,0%	1,0%	1,0%	1,0%
adjusted hurdle rate		6,0%	6,0%	6,0%	6,0%	6,0%
Fair EV		41,2	69,5	74,9	78,9	82,8
- EV Reconciliations		9	7	4	0	-3
Fair Market Cap		32,2	63,0	71,4	78,6	85,9
No. of shares (million)		1,3	1,3	1,3	1,3	1,3
Fair value per share in EUF	₹	24,3	47,4	53,8	59,2	64,7
Premium (-) / discount (+)		-27,8%	41,2%	60,1%	76,2%	92,6%
Sensitivity analysis fair value						
	4,0%	39,8	73,6	82,0	88,9	95,9
	5,0%	30,5	57,9	65,1	71,1	77,2
Adjusted hurdle rate	6,0%	24,3	47,4	53,8	59,2	64,7
Aujusteu Hurure rate		•	•	•	·	•
	7,0%	19,8	40,0	45,7	50,7	55,8
Source: Company date:	8,0%	16,5	34,3	39,7	44,3	49,1

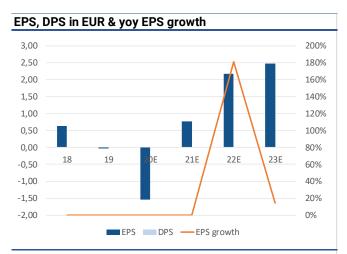
Source: Company data; AlsterResearch

Simply put, the model assumes that investors require companies to generate a minimum return on the investor's purchase price. The required after-tax return equals the model's hurdle rate of 7%. Anything less suggests the stock is expensive; anything more suggests the stock is cheap. ESG adjustments might be applicable, based on the overall Leeway ESG Score. A high score indicates high awareness for environmental, social or governance issues and thus might lower the overall risk an investment in the company might carry. A low score on the contrary might increase the risk of an investment and might therefore trigger a higher required hurdle rate.

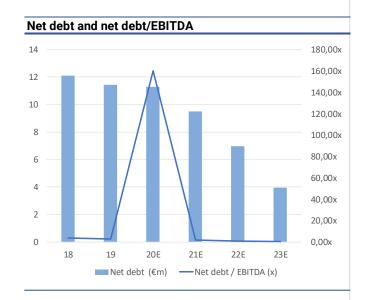


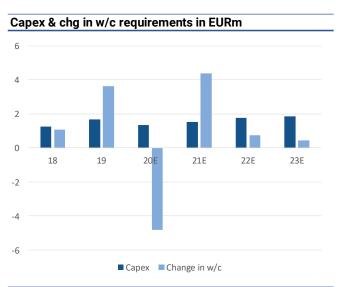
# Financials in six charts

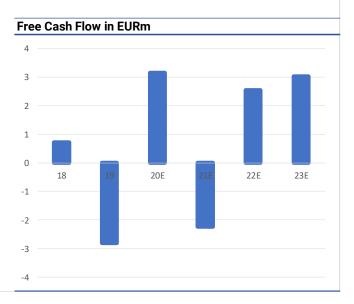




# 20% 15% 10% 5% 0% 18 19 20E 21E 22E 23E -5% -ROCE —WACC pre tax









# Financials

Profit and loss (EUR m)	2018	2019	2020E	2021E	2022E	2023E
Net sales	44.5	51.8	35.2	51.1	58.8	61.7
Sales growth	na	16.3%	-32.0%	45.0%	15.0%	5.0%
Change in finished goods and work-in-process	-0.2	-1.9	0.0	0.0	0.0	0.0
Total sales	44.4	49.9	35.2	51.1	58.8	61.7
Material expenses	35.7	35.3	25.7	36.1	40.3	42.3
Gross profit	8.7	14.6	9.5	15.0	18.5	19.4
Other operating income	1.4	0.7	0.2	0.3	0.3	0.3
Personnel expenses	4.7	6.5	6.0	6.4	7.2	7.4
Other operating expenses	2.0	4.2	3.6	3.6	4.1	4.3
EBITDA	3.4	4.6	0.1	5.3	7.6	8.1
Depreciation	1.7	3.3	1.9	2.3	1.9	1.9
EBITA	1.7	1.3	-1.8	3.0	5.7	6.2
Amortisation of goodwill and intangible assets	0.0	0.0	0.0	0.0	0.0	0.0
EBIT	1.7	1.3	-1.8	3.0	5.7	6.2
Financial result	-0.8	-0.8	-1.2	-1.4	-1.1	-1.0
Recurring pretax income from continuing operations	0.9	0.5	-3.0	1.6	4.6	5.2
Extraordinary income/loss	0.0	0.0	0.0	0.0	0.0	0.0
Earnings before taxes	0.9	0.5	-3.0	1.6	4.6	5.2
Taxes	0.4	0.4	-1.1	0.6	1.6	1.8
Net income from continuing operations	0.4	0.1	-2.0	1.1	3.0	3.4
Result from discontinued operations (net of tax)	0.2	0.0	0.0	0.0	0.0	0.0
Net income	0.7	0.1	-2.0	1.1	3.0	3.4
Minority interest	0.0	-0.1	0.1	-0.0	-0.1	-0.1
Net profit (reported)	0.7	-0.0	-1.9	1.0	2.9	3.3
Average number of shares	1.03	1.17	1.20	1.33	1.33	1.33
EPS reported	0.63	-0.04	-1.54	0.77	2.17	2.48

Profit and loss (common size)	2018	2019	2020E	2021E	2022E	2023E
Net sales	100%	100%	100%	100%	100%	100%
Change in finished goods and work-in-process	-0%	-4%	0%	0%	0%	0%
Total sales	100%	96%	100%	100%	100%	100%
Material expenses	80%	68%	73%	71%	69%	69%
Gross profit	20%	28%	27%	29%	31%	31%
Other operating income	3%	1%	1%	0%	1%	1%
Personnel expenses	11%	13%	17%	13%	12%	12%
Other operating expenses	4%	8%	10%	7%	7%	7%
EBITDA	8%	9%	0%	10%	13%	13%
Depreciation	4%	6%	5%	4%	3%	3%
EBITA	4%	3%	-5%	6%	10%	10%
Amortisation of goodwill and intangible assets	0%	0%	0%	0%	0%	0%
EBIT	4%	3%	-5%	6%	10%	10%
Financial result	-2%	-2%	-3%	-3%	-2%	-2%
Recurring pretax income from continuing operations	2%	1%	-9%	3%	8%	8%
Extraordinary income/loss	0%	0%	0%	0%	0%	0%
Earnings before taxes	2%	1%	-9%	3%	8%	8%
Taxes	1%	1%	-3%	1%	3%	3%
Net income from continuing operations	1%	0%	-6%	2%	5%	5%
Result from discontinued operations (net of tax)	0%	0%	0%	0%	0%	0%
Net income	1%	0%	-6%	2%	5%	5%
Minority interest	0%	-0%	0%	-0%	-0%	-0%
Net profit (reported)	1%	-0%	-5%	2%	5%	5%



Balance sheet (EUR m)	2018	2019	2020E	2021E	2022E	2023E
Intangible assets (exl. Goodwill)	1.8	1.5	2.5	2.5	2.5	2.5
Goodwill	3.0	3.1	3.1	3.1	3.1	3.1
Property, plant and equipment	6.3	6.3	7.8	7.0	6.9	6.9
Financial assets	0.3	0.7	0.7	0.7	0.7	0.7
FIXED ASSETS	11.5	11.6	14.0	13.3	13.2	13.2
Inventories	5.5	6.1	4.2	5.9	6.6	6.9
Accounts receivable	20.1	22.0	15.4	22.4	25.8	27.0
Other current assets	0.0	0.0	0.0	0.0	0.0	0.0
Liquid assets	3.4	4.2	10.7	15.5	13.0	14.0
Deferred taxes	0.3	0.4	0.4	0.4	0.4	0.4
Deferred charges and prepaid expenses	0.3	0.1	0.1	0.2	0.2	0.2
CURRENT ASSETS	29.6	32.7	30.8	44.3	45.9	48.6
TOTAL ASSETS	41.1	44.3	44.9	57.6	59.1	61.7
SHAREHOLDERS EQUITY	3.2	8.0	6.0	11.0	14.0	17.4
MINORITY INTEREST	0.1	0.2	0.2	0.2	0.2	0.2
Long-term debt	15.5	15.6	22.0	25.0	20.0	18.0
Provisions for pensions and similar obligations	0.2	0.2	0.1	0.2	0.2	0.2
·	1.6	0.2	0.7	1.0	1.1	1.2
Other provisions Non-current liabilities	17.2	16.7	22.8	26.2	21.4	19.4
	0.0	0.0	0.0	0.0	0.0	0.0
short-term liabilities to banks	15.5	14.3	11.1	15.6	17.1	18.0
Accounts payable	1.2	0.7				
Advance payments received on orders			0.5	0.5	0.6	0.0
Other liabilities (incl. from lease and rental contracts)	3.8	4.6	4.2	4.1	3.5	3.7
Deferred taxes	0.0	0.0	0.0	0.0	0.0	0.0
Deferred income	0.0	-0.2	0.0	0.0	2.4	2.5
Current liabilities	20.5	19.4	15.9	20.2	23.6	24.7
TOTAL LIABILITIES AND SHAREHOLDERS EQUITY	41.1	44.3	44.9	57.6	59.1	61.7
Balance sheet (common size)	2018	2019	2020E	2021E	2022E	2023E
Intangible assets (excl. Goodwill)	4%	3%	6%	4%	4%	4%
Goodwill	7%	7%	7%	5%	5%	5%
Property, plant and equipment	15%	14%	17%	12%	12%	11%
Financial assets	1%	2%	2%	1%	1%	1%
FIXED ASSETS	28%	26%	31%	23%	22%	21%
Inventories	13%	14%	9%	10%	11%	11%
Accounts receivable	49%	50%	34%	39%	44%	44%
Other current assets	0%	0%	0%	0%	0%	0%
Liquid assets	8%	9%	24%	27%	22%	23%
Deferred taxes	1%	1%	1%	1%	1%	19
Deferred charges and prepaid expenses	1%	0%	0%	0%	0%	0%
CURRENT ASSETS	72%	74%	69%	77%	78%	79%
TOTAL ASSETS	100%	100%	100%	100%	100%	100%
SHAREHOLDERS EQUITY	8%	18%	13%	19%	24%	28%
MINORITY INTEREST	0%	0%	0%	0%	0%	0%
Long-term debt	38%	35%	49%	43%	34%	29%
Provisions for pensions and similar obligations	0%	0%	0%	0%	0%	0%
	4%	2%	1%	2%	2%	2%
()ther provisions	T / U	2.70				
Other provisions  Non-current liabilities	42%	38%	51%	45%	.th%	317
Non-current liabilities	<b>42%</b>	<b>38%</b>	<b>51%</b>	<b>45%</b>	<b>36%</b>	
Non-current liabilities short-term liabilities to banks	0%	0%	0%	0%	0%	31% 0%
Non-current liabilities short-term liabilities to banks Accounts payable	0% 38%	0% 32%	0% 25%	0% 27%	0% 29%	0% 29%
Non-current liabilities short-term liabilities to banks	0%	0%	0%	0%	0%	

0%

-0%

44%

100%

0%

0%

35%

100%

0%

0%

35%

100%

0%

0%

50%

100%

0%

4%

40%

100%

0%

4%

40%

100%

Source: Company data; AlsterResearch

Deferred taxes

Deferred income

**Current liabilities** 

TOTAL LIABILITIES AND SHAREHOLDERS EQUITY



Cash flow statement (EUR m)	2018	2019	2020E	2021E	2022E	2023E
Net profit/loss	0.7	0.1	-2.0	1.1	3.0	3.4
Depreciation of fixed assets (incl. leases)	1.7	3.3	1.9	2.3	1.9	1.9
Amortisation of goodwill	0.0	0.0	0.0	0.0	0.0	0.0
Amortisation of intangible assets	0.0	0.0	0.0	0.0	0.0	0.0
Others	0.7	-0.9	-0.3	0.4	0.2	0.1
Cash flow from operations before changes in w/c	3.1	2.5	-0.3	3.7	5.0	5.3
Increase/decrease in inventory	0.0	-0.6	1.9	-1.7	-0.7	-0.3
Increase/decrease in accounts receivable	-2.4	-1.9	6.5	-7.0	-3.4	-1.3
Increase/decrease in accounts payable	1.0	-1.2	-3.2	4.5	1.5	0.9
Increase/decrease in other w/c positions	0.3	0.0	-0.4	-0.2	1.8	0.3
Increase/decrease in working capital	-1.1	-3.6	4.8	-4.4	-0.7	-0.4
Cash flow from operating activities	2.0	-1.1	4.5	-0.7	4.3	4.9
CAPEX	-1.3	-1.7	-1.3	-1.5	-1.8	-1.9
Payments for acquisitions	0.0	0.0	-3.0	0.0	0.0	0.0
Financial investments	0.0	0.0	0.0	0.0	0.0	0.0
Income from asset disposals	0.4	-0.3	0.0	0.0	0.0	0.0
Cash flow from investing activities	-0.9	-2.0	-4.3	-1.5	-1.8	-1.9
Cash flow before financing	1.1	-3.1	0.1	-2.2	2.5	3.0
Increase/decrease in debt position	-1.8	-1.8	6.4	3.0	-5.0	-2.0
Purchase of own shares	0.0	0.0	0.0	0.0	0.0	0.0
Capital measures	0.0	4.8	0.0	4.0	0.0	0.0
Dividends paid	0.0	0.0	0.0	0.0	0.0	0.0
Others	0.1	-1.0	0.0	0.0	0.0	0.0
Effects of exchange rate changes on cash	-0.0	0.0	0.0	0.0	0.0	0.0
Cash flow from financing activities	-1.7	1.9	6.4	7.0	-5.0	-2.0
Increase/decrease in liquid assets	-0.7	-1.2	6.5	4.8	-2.5	1.0
Liquid assets at end of period	-2.9	-4.1	2.5	7.2	4.8	5.8

Regional sales split (EURm)	2018	2019	2020E	2021E	2022E	2023E
Domestic	37.9	38.9	29.3	40.9	44.1	46.3
Europe (ex domestic)	0.0	0.0	0.0	0.0	0.0	0.0
The Americas	0.0	0.0	0.0	0.0	0.0	0.0
Asia	4.5	10.4	4.2	7.7	12.9	13.6
Rest of World	2.2	2.6	1.8	2.6	1.8	1.9
Total sales	44.5	51.8	35.2	51.1	58.8	61.7

Regional sales split (common size)	2018	2019	2020E	2021E	2022E	2023E
Domestic	85.0%	75.0%	83.0%	80.0%	75.0%	75.0%
Europe (ex domestic)	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
The Americas	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Asia	10.0%	20.0%	12.0%	15.0%	22.0%	22.0%
Rest of World	5.0%	5.0%	5.0%	5.0%	3.0%	3.0%
Total sales	100%	100%	100%	100%	100%	100%



Ratios	2018	2019	2020E	2021E	2022E	2023E
Per share data						
Earnings per share reported	0.63	-0.04	-1.54	0.77	2.17	2.48
Cash flow per share	0.25	-3.78	2.15	-2.22	1.81	2.27
Book value per share	3.11	6.80	4.98	8.32	10.56	13.11
Dividend per share	0.00	0.00	0.00	0.00	0.00	0.00
Valuation						
P/E	53.4x	-926.7x	-21.8x	43.5x	15.5x	13.6x
P/CF	137.1x	-8.9x	15.6x	-15.2x	18.6x	14.8x
P/BV	10.8x	4.9x	6.7x	4.0x	3.2x	2.6x
Dividend yield (%)	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
FCF yield (%)	0.7%	-11.2%	6.4%	-6.6%	5.4%	6.7%
EV/Sales	1.3x	1.1x	1.6x	1.1x	0.9x	0.8x
EV/EBITDA	16.9x	12.2x	795.0x	10.3x	6.8x	6.0x
EV/EBIT	34.3x	42.7x	-30.7x	18.0x	9.1x	7.8x
Income statement (EURm)						
Sales	44.5	51.8	35.2	51.1	58.8	61.7
yoy chg in %	Infinity%	16.3%	-32.0%	45.0%	15.0%	5.0%
Gross profit	8.7	14.6	9.5	15.0	18.5	19.4
Gross margin in %	19.5%	28.2%	27.0%	29.3%	31.5%	31.5%
EBITDA	3.4	4.6	0.1	5.3	7.6	8.1
EBITDA margin in %	7.6%	8.9%	0.2%	10.3%	12.9%	13.1%
EBIT	1.7	1.3	-1.8	3.0	5.7	6.2
EBIT margin in %	3.7%	2.5%	-5.2%	5.9%	9.7%	10.1%
Net profit	0.7	-0.0	-1.9	1.0	2.9	3.3
Cash flow statement (EURm)						
CF from operations	2.0	-1.1	4.5	-0.7	4.3	4.9
Capex	-1.3	-1.7	-1.3	-1.5	-1.8	-1.9
Maintenance Capex	1.7	3.3	1.9	2.3	1.9	1.9
Free cash flow	0.7	-2.8	3.1	-2.2	2.5	3.0
Balance sheet (EURm)						
Intangible assets	4.8	4.6	5.6	5.6	5.6	5.6
Tangible assets	6.3	6.3	7.8	7.0	6.9	6.9
Shareholders' equity	3.2	8.0	6.0	11.0	14.0	17.4
Pension provisions	0.2	0.2	0.1	0.2	0.2	0.2
Liabilities and provisions	17.2	16.7	22.8	26.2	21.4	19.4
Net financial debt	12.1	11.4	11.3	9.5	7.0	4.0
w/c requirements	8.9	13.1	8.0	12.2	14.7	15.4
Ratios						
ROE	20.2%	1.1%	-33.0%	9.6%	21.2%	19.5%
ROCE	8.1%	5.4%	-6.3%	8.1%	16.1%	16.9%
Net gearing	375.8%	143.5%	188.5%	86.1%	49.8%	22.7%
Net debt / EBITDA	3.6x	2.5x	160.2x	1.8x	0.9x	0.5x
Source: Company data: AlsterResearch						



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# Contacts

SRH AlsterResearch AG Himmelstr. 9 22299 Hamburg

Tel: +49 40 309 293-52 Fax: +49 40 556 330-54

E-Mail: info@alsterresearch.com

# Research

# **OLIVER DREBING**

Senior Analyst

Tel: +49 40 309 293-57

E-Mail: o.drebing@alsterresearch.com

### KARSTEN RAHLF, CFA

Senior Analyst

Tel: +49 40 309 293-54

E-Mail: k.rahlf@alsterresearch.com

### KATHARINA SCHLÖTER

Analyst

Tel: +49 40 309 293-52

E-Mail: k.schloeter@alsterresearch.com

### **THOMAS WISSLER**

Senior Analyst

Tel: +49 40 309 293-58

E-Mail: t.wissler@alsterresearch.com

# DR. OLIVER WOJAHN, CFA

Senior Analyst

Tel: +49 40 309 293-52

E-Mail: o.wojahn@alsterresearch.com

### **ALEXANDER ZIENKOWICZ**

Senior Analyst

Tel: +49 40 309 293-56

E-Mail: a.zienkowicz@alsterresearch.com

# Sales

# **MARKUS KÖNIG-WEISS**

Head of Sales

Tel: +49 40 309 293-52 E-Mail: mkw@alsterresearch.com

mwb fairtrade Wertpapierhandelsbank AG Rottenbucher Straße 28 82166 Gräfelfing

Tel: +49 89 85852-0 Fax: +49 89 85852-505

E-Mail: info@mwbfairtrade.com

# **Equity Capital Markets / Trading**

# **KAI JORDAN**

Member of the Board Tel: +49 40 36 0995-22

E-Mail: kjordan@mwbfairtrade.com

### **ALEXANDER DEUSS**

Head of Institutional Sales Tel: +49 40 36 0995-22

E-Mail: adeuss@mwbfairtrade.com

### **SASCHA GUENON**

Head of Designated Sponsoring Tel: +49 40 360 995 - 23 E-Mail: sguenon@mwbfairtrade.com

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