Others - Germany

Buy (old: Buy)

EUR 5.50 (old: EUR 5.50)

### FYp: Record sales but weaker than expected profitability; chg.

Yesterday, BVB held an analyst conference, presenting the preliminary FY 23/24 results.

**FY sales increased by 21.7% to € 509m**, thus exceeding our estimate of € 483m. While we were largely in line regarding sales from TV marketing of € 206m (eNuW: € 203m) and advertising of € 147m (eNuW: € 147m), the other segments performed significantly better than expected. Sales from match operations increased by 20.9% yoy to € 52.6m (eNuW: € 47.4m), mainly due to the increased number of games in the UCL, while merchandising sales were up 43.6% yoy to € 47.9m (eNuW: € 40m), driven by the success in the UCL but also a better Christmas business ('22 Qatar WC harmed Christmas business last year). Sales from conference and catering also increased significantly by 34.7% yoy to € 56.0m (eNuW: € 45.7m) thanks to as well more home games in the UCL but also UEFA payments for the usage of the Signal Iduna Park during the 2024 European Championship.

**EBITDA** increased proportionately with sales to  $\in$  150m (+22% yoy; eNuW:  $\in$  165m) implying a yoy stable margin of 29.5%. The gap to our estimates is mainly explained by increased personnel expenses in Q4 (+18% vs TTM avg.) due to success premiums, lower than expected net transfer income and higher other OpEx, which was among others caused by higher energy costs, higher player loan expenses as well as higher logistics and travelling expenses. Thanks to slightly lower D&A (-2% yoy) however, the company was able to significantly improve its operating margin by 5pp to 9%.

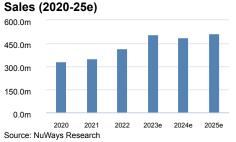
Despite this, **FCF came in negative at**  $\in$  **-4.4m**, which is explained by infrastructure investments of c.  $\in$  20m (new catering facilities + property acquired for women training ground), as well as UEFA and DFL related payments, which have been postponed to the current business year (eNuW:  $\in$  15m).

**Dividend return.** For the first time since 2019, the management will propose to the AGM to pay out a dividend. It is intended to pay out  $\in$  0.06 per share, implying a yield of 1.5% given yesterday's close price.

Besides the release, BVB on the weekend reached the second round of the national cup by defeating 4<sup>th</sup> league side Lübeck (4-1). Moreover, BVB announced another signing with promising German international Maximilian Beyer. The young forward had his breakthrough last season at Hoffenheim, where he contributed 16 goals and three assists, which earned him a spot in Germany's squad for the *-continued*-

Y/E 30.06 (EUR m)	2020/21	2021/22	2022/23	2023/24e	2024/25e	2025/26e
Sales	334.2	351.6	418.2	509.1	488.0	515.8
Sales growth	-9.7%	5.2%	18.9%	21.7%	-4.1%	5.7%
EBITDA	38.9	80.8	123.2	150.3	144.0	155.8
Net debt (if net cash=0)	76.2	6.6	30.1	36.2	11.4	-24.8
FCF	-46.1	-16.1	-22.3	-4.3	31.4	42.9
Net Debt/EBITDA	2.0	0.1	0.2	0.2	0.1	0.0
EPS pro forma	-0.66	-0.32	0.09	0.40	0.30	0.33
EBITDA margin	11.7%	23.0%	29.5%	29.5%	29.5%	30.2%
ROCE	-22.2%	-9.6%	5.5%	13.4%	9.6%	10.2%
EV/sales	2.1	1.2	1.0	0.9	0.8	0.7
EV/EBITDA	17.8	5.0	3.5	2.9	2.9	2.4
PER	-5.5	-11.4	41.8	9.0	11.9	11.0
Adjusted FCF yield	-10.4%	-7.6%	3.7%	9.6%	7.6%	9.0%

Source: Company data, NuWays, Close price as of 16.08.2024



### EBIT margin (2020-25e) 8.0% 0.0% -8.0% -16.0% -24.0% 2020 2021 2022 2023e 2024e 2025e Source: NuWays Research





20.08.2024

4.63 / 3.35
3.2%
5.0%
-18.9%

01/24 03/24

09/23

11/23

Market data	
Share price (in €)	3.83
Market cap (in € m)	399.6
Number of shares (in m pcs)	110.4
Enterprise value (in € m)	411.1
Ø trading volume (6 months)	136,745

	Identifier
Bloomberg	BVB GR
Reuters	BVB.DE
WKN	549309
ISIN	DE0005493092

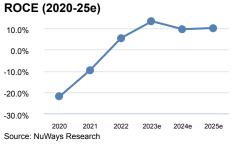
Key shareholders	
Bernd Geske	8.2%
Evonik Industries AG	8.2%
SIGNAL IDUNA	6.0%
PUMA SE	5.3%
Ralph Dommermuth Beteili- gungen GmbH	5.0%
Free Float	67.2%

Estimates changes							
Sales	<u>2023/24e</u> 5%	2024/25e 0%	2025/26e 0%				
EBIT	-27%	12%	14%				
EPS	-21%	53%	46%				

#### Comment on changes

Reflecting the FY prelims.Updated our D&A & interest fore-

cast.



### **Company description**

Borussia Dortmund operates a professional football club with a strong brand power and reputation in both national and international football. The main revenues are generated from sponsorship, ticketing, transfers and merchandising.

### Guidance

- Sales: ≥ € 427m
- EBITDA: € 104-114m
- Net income: € 33-43m

Update - 20.08.2024



2024 European Championship. With him and Guirassy, BVB now has two of last season's Top-5 goalscorers under contract.

With this, the team should be well equipped to earn a Top-4 spot at the end of the season. Moreover, another deep run in the UCL is clearly in the cards, yet we conservatively estimate them to reach the round of 16.

Valuation remains undemanding, as shares are trading on a mere 0.9x EV/Sales. We hence reitereate **BUY with an unchanged PT of € 5.50** based on DCF.

Update - 20.08.2024



## Financials

Profit and loss (EUR m)	2020/21	2021/22	2022/23	2023/24e	2024/25e	2025/26e
Net sales	334.2	351.6	418.2	509.1	488.0	515.8
Sales growth	-9.7%	5.2%	18.9%	21.7%	-4.1%	5.7%
Increase/decrease in finished goods and work-in-process	0.0	0.0	0.0	0.0	0.0	0.0
Total sales	334.2	351.6	418.2	509.1	488.0	515.8
Other operating income	25.8	85.4	79.3	109.1	103.5	109.4
Material expenses	19.6	22.6	24.1	32.7	34.2	36.1
Personnel expenses	215.6	231.2	236.2	268.5	254.7	268.2
Other operating expenses	85.8	102.4	114.0	166.7	158.6	165.0
Total operating expenses	295.2	270.9	295.0	358.9	344.0	359.9
EBITDA	38.9	80.8	123.2	150.3	144.0	155.8
Depreciation	14.6	14.4	14.0	13.7	14.1	14.9
EBITA	24.4	66.3	109.3	136.6	129.9	140.9
Amortisation of goodwill	0.0	0.0	0.0	0.0	0.0	0.0
Amortisation of intangible assets	96.5	95.5	92.3	90.6	93.3	98.6
Impairment charges	0.0	0.0	0.0	0.0	0.0	0.0
EBIT (inc revaluation net)	-72.1	-29.2	16.9	45.9	36.7	42.4
Interest income	0.7	0.7	0.0	8.0	4.9	5.2
Interest expenses	1.7	4.9	6.1	5.2	2.0	2.0
Investment income	-0.1	0.0	0.0	0.0	0.0	0.0
Financial result	-1.1	-4.2	-6.1	2.7	2.9	3.1
Recurring pretax income from continuing operations	-73.2	-33.4	10.8	48.6	39.5	45.5
Extraordinary income/loss	0.0	0.0	0.0	0.0	0.0	0.0
Earnings before taxes	-73.2	-33.4	10.8	48.6	39.5	45.5
Income tax expense	-0.3	1.7	1.2	4.3	5.9	9.1
Net income from continuing operations	-72.8	-35.1	9.6	44.3	33.6	36.4
Income from discontinued operations (net of tax)	0.0	0.0	0.0	0.0	0.0	0.0
Net income	-72.8	-35.1	9.6	44.3	33.6	36.4
Minority interest	0.0	0.0	0.0	0.0	0.0	0.0
Net profit (reported)	-72.8	-35.1	9.6	44.3	33.6	36.4
Average number of shares	110.4	110.4	110.4	110.4	110.4	110.4
EPS reported	-0.66	-0.32	0.09	0.40	0.30	0.33

Profit and loss (common size)	2020/21	2021/22	2022/23	2023/24e	2024/25e	2025/26e
Net sales	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
Sales growth	-9.7%	5.2%	18.9%	21.7%	-4.1%	5.7%
Increase/decrease in finished goods and work-in-process	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Total sales	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
Other operating income	7.7%	24.3%	19.0%	21.4%	21.2%	21.2%
Material expenses	5.9%	6.4%	5.8%	6.4%	7.0%	7.0%
Personnel expenses	64.5%	65.8%	56.5%	52.7%	52.2%	52.0%
Other operating expenses	25.7%	29.1%	27.3%	32.8%	32.5%	32.0%
Total operating expenses	88.3%	77.0%	70.5%	70.5%	70.5%	69.8%
EBITDA	11.7%	23.0%	29.5%	29.5%	29.5%	30.2%
Depreciation	4.4%	4.1%	3.3%	2.7%	2.9%	2.9%
EBITA	7.3%	18.9%	26.1%	26.8%	26.6%	27.3%
Amortisation of goodwill	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Amortisation of intangible assets	28.9%	27.2%	22.1%	17.8%	19.1%	19.1%
Impairment charges	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
EBIT (inc revaluation net)	-21.6%	-8.3%	4.0%	9.0%	7.5%	8.2%
Interest income	0.2%	0.2%	0.0%	1.6%	1.0%	1.0%
Interest expenses	0.5%	1.4%	1.5%	1.0%	0.4%	0.4%
Investment income	-0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Financial result	neg.	neg.	neg.	0.5%	0.6%	0.6%
Recurring pretax income from continuing operations	-21.9%	-9.5%	2.6%	9.6%	8.1%	8.8%
Extraordinary income/loss	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Earnings before taxes	-21.9%	-9.5%	2.6%	9.6%	8.1%	8.8%
Tax rate	0.5%	-5.1%	11.4%	8.9%	15.0%	20.0%
Net income from continuing operations	-21.8%	-10.0%	2.3%	8.7%	6.9%	7.1%
Income from discontinued operations (net of tax)	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Net income	-21.8%	-10.0%	2.3%	8.7%	6.9%	7.1%
Minority interest	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Net profit (reported)	-21.8%	-10.0%	2.3%	8.7%	6.9%	7.1%
Source: Company data, NuWays						

Source: Company data, NuWays

Update - 20.08.2024



Balance sheet (EUR m)	2020/21	2021/22	2022/23	2023/24e	2024/25e	2025/26e
Intangible assets	193.4	124.4	169.7	184.1	184.1	184.1
Property, plant and equipment	183.5	172.5	182.3	198.3	198.3	198.3
Financial assets	0.4	0.7	0.5	0.6	0.6	0.6
FIXED ASSETS	377.3	<b>297.6</b>	<b>352.4</b>	382.9	382.9	382.9
	6.8	4.4	5.4	5.3	5.1	5.4
Inventories						
Accounts receivable	40.3	105.4	125.5	178.0	167.1	176.6
Other assets and short-term financial assets	9.5	24.0	11.0	9.1	9.1	9.1
Liquid assets	1.7	10.6	4.5	4.4	29.2	65.4
Deferred taxes	0.0	0.0	0.0	0.0	0.0	0.0
Deferred charges and prepaid expenses	14.8	13.1	13.0	10.0	10.0	10.0
CURRENT ASSETS	73.2	157.5	159.4	206.8	220.5	266.5
TOTAL ASSETS	450.5	455.1	511.8	589.7	603.4	649.5
SHAREHOLDERS EQUITY	232.6	280.5	282.7	327.0	353.2	391.7
MINORITY INTEREST	0.0	0.0	0.0	0.0	0.0	0.0
Long-term liabilities to banks	0.0	0.0	8.8	26.1	26.1	26.1
Bonds (long-term)	0.0	0.0	0.0	0.0	0.0	0.0
other interest-bearing liabilities	21.1	17.2	13.0	11.9	11.9	11.9
Provisions for pensions and similar obligations	0.0	0.0	0.0	0.0	0.0	0.0
Other provisions and accrued liabilities	2.3	0.0	0.0	1.0	1.0	1.0
NON-CURRENT LIABILITIES	<b>2</b> .3 <b>23.4</b>	17.2	<b>21.8</b>	<b>38.9</b>	38.9	38.9
	<b>23.4</b> 56.9		12.8	2.6	2.6	2.6
Short-term liabilities to banks	56.9 101.4	0.0 98.5	12.8	2.6 146.2	2.6 133.7	2.0 141.3
Accounts payable						
Advance payments received on orders	0.0	0.0	0.0	0.0	0.0	0.0
Accrued taxes	0.0	0.0	0.0	0.0	0.0	0.0
Other liabilities (incl. from lease and rental contracts)	31.1	38.9	37.4	48.9	48.9	48.9
Deferred taxes	0.0	0.0	1.1	5.4	5.4	5.4
Deferred income	5.1	19.9	23.2	20.6	20.6	20.6
CURRENT LIABILITIES	194.5	157.4	207.3	223.7	211.2	218.8
TOTAL LIABILITIES AND SHAREHOLDERS EQUITY	450.5	455.1	511.8	589.7	603.4	649.5
Balance sheet (common size)	2020/21	2021/22	2022/23	2023/24e	2024/25e	2025/26e
	42.9%	27.3%	33.1%	31.2%	30.5%	28.3%
Intangible assets		27.3% 37.9%	33.1% 35.6%	31.2% 33.6%		
Intangible assets Property, plant and equipment	40.7%	37.9%	35.6%	33.6%	32.9%	30.5%
Intangible assets Property, plant and equipment Financial assets	40.7% 0.1%	37.9% 0.2%	35.6% 0.1%	33.6% 0.1%	32.9% 0.1%	30.5% 0.1%
Intangible assets Property, plant and equipment Financial assets FIXED ASSETS	40.7% 0.1% <b>83.8%</b>	37.9% 0.2% <b>65.4%</b>	35.6% 0.1% <b>68.9%</b>	33.6% 0.1% <b>64.9%</b>	32.9% 0.1% <b>63.5%</b>	30.5% 0.1% <b>59.0%</b>
Intangible assets Property, plant and equipment Financial assets FIXED ASSETS Inventories	40.7% 0.1% <b>83.8%</b> 1.5%	37.9% 0.2% <b>65.4%</b> 1.0%	35.6% 0.1% <b>68.9%</b> 1.1%	33.6% 0.1% <b>64.9%</b> 0.9%	32.9% 0.1% <b>63.5%</b> 0.8%	30.5% 0.1% <b>59.0%</b> 0.8%
Intangible assets Property, plant and equipment Financial assets FIXED ASSETS Inventories Accounts receivable	40.7% 0.1% <b>83.8%</b> 1.5% 9.0%	37.9% 0.2% <b>65.4%</b> 1.0% 23.2%	35.6% 0.1% <b>68.9%</b> 1.1% 24.5%	33.6% 0.1% <b>64.9%</b> 0.9% 30.2%	32.9% 0.1% <b>63.5%</b> 0.8% 27.7%	30.5% 0.1% <b>59.0%</b> 0.8% 27.2%
Intangible assets Property, plant and equipment Financial assets FIXED ASSETS Inventories Accounts receivable Other assets and short-term financial assets	40.7% 0.1% <b>83.8%</b> 1.5% 9.0% 2.1%	37.9% 0.2% <b>65.4%</b> 1.0% 23.2% 5.3%	35.6% 0.1% <b>68.9%</b> 1.1% 24.5% 2.2%	33.6% 0.1% <b>64.9%</b> 0.9% 30.2% 1.5%	32.9% 0.1% <b>63.5%</b> 0.8% 27.7% 1.5%	30.5% 0.1% <b>59.0%</b> 0.8% 27.2% 1.4%
Intangible assets Property, plant and equipment Financial assets FIXED ASSETS Inventories Accounts receivable Other assets and short-term financial assets Liquid assets	40.7% 0.1% <b>83.8%</b> 1.5% 9.0% 2.1% 0.4%	37.9% 0.2% <b>65.4%</b> 1.0% 23.2% 5.3% 2.3%	35.6% 0.1% <b>68.9%</b> 1.1% 24.5% 2.2% 0.9%	33.6% 0.1% <b>64.9%</b> 0.9% 30.2% 1.5% 0.7%	32.9% 0.1% <b>63.5%</b> 0.8% 27.7% 1.5% 4.8%	30.5% 0.1% <b>59.0%</b> 0.8% 27.2% 1.4% 10.1%
Intangible assets Property, plant and equipment Financial assets FIXED ASSETS Inventories Accounts receivable Other assets and short-term financial assets Liquid assets Deferred taxes	40.7% 0.1% <b>83.8%</b> 1.5% 9.0% 2.1% 0.4% 0.0%	37.9% 0.2% <b>65.4%</b> 1.0% 23.2% 5.3% 2.3% 0.0%	35.6% 0.1% <b>68.9%</b> 1.1% 24.5% 2.2% 0.9% 0.0%	33.6% 0.1% <b>64.9%</b> 0.9% 30.2% 1.5% 0.7% 0.0%	32.9% 0.1% <b>63.5%</b> 0.8% 27.7% 1.5% 4.8% 0.0%	30.5% 0.1% <b>59.0%</b> 0.8% 27.2% 1.4% 10.1% 0.0%
Intangible assets Property, plant and equipment Financial assets FIXED ASSETS Inventories Accounts receivable Other assets and short-term financial assets Liquid assets Deferred taxes Deferred charges and prepaid expenses	40.7% 0.1% <b>83.8%</b> 1.5% 9.0% 2.1% 0.4% 0.0% 3.3%	37.9% 0.2% <b>65.4%</b> 1.0% 23.2% 5.3% 2.3% 0.0% 2.9%	35.6% 0.1% 68.9% 1.1% 24.5% 2.2% 0.9% 0.0% 2.5%	33.6% 0.1% <b>64.9%</b> 0.9% 30.2% 1.5% 0.7% 0.0% 1.7%	32.9% 0.1% <b>63.5%</b> 0.8% 27.7% 1.5% 4.8% 0.0% 1.7%	30.5% 0.1% <b>59.0%</b> 0.8% 27.2% 1.4% 10.1% 0.0% 1.5%
Intangible assets Property, plant and equipment Financial assets FIXED ASSETS Inventories Accounts receivable Other assets and short-term financial assets Liquid assets Deferred taxes Deferred taxes Deferred charges and prepaid expenses CURRENT ASSETS	40.7% 0.1% 83.8% 1.5% 9.0% 2.1% 0.4% 0.0% 3.3% 16.2%	37.9% 0.2% <b>65.4%</b> 1.0% 23.2% 5.3% 2.3% 0.0% 2.9% <b>34.6%</b>	35.6% 0.1% 68.9% 1.1% 24.5% 2.2% 0.9% 0.0% 2.5% 31.1%	33.6% 0.1% <b>64.9%</b> 0.9% 30.2% 1.5% 0.7% 0.0% 1.7% <b>35.1%</b>	32.9% 0.1% 63.5% 0.8% 27.7% 1.5% 4.8% 0.0% 1.7% 36.5%	30.5% 0.1% <b>59.0%</b> 0.8% 27.2% 1.4% 10.1% 0.0% 1.5% <b>41.0%</b>
Intangible assets Property, plant and equipment Financial assets FIXED ASSETS Inventories Accounts receivable Other assets and short-term financial assets Liquid assets Deferred taxes Deferred charges and prepaid expenses	40.7% 0.1% <b>83.8%</b> 1.5% 9.0% 2.1% 0.4% 0.0% 3.3%	37.9% 0.2% <b>65.4%</b> 1.0% 23.2% 5.3% 2.3% 0.0% 2.9%	35.6% 0.1% 68.9% 1.1% 24.5% 2.2% 0.9% 0.0% 2.5%	33.6% 0.1% <b>64.9%</b> 0.9% 30.2% 1.5% 0.7% 0.0% 1.7%	32.9% 0.1% <b>63.5%</b> 0.8% 27.7% 1.5% 4.8% 0.0% 1.7%	30.5% 0.1% <b>59.0%</b> 0.8% 27.2% 1.4% 10.1% 0.0% 1.5% <b>41.0%</b>
Intangible assets Property, plant and equipment Financial assets FIXED ASSETS Inventories Accounts receivable Other assets and short-term financial assets Liquid assets Deferred taxes Deferred taxes Deferred charges and prepaid expenses CURRENT ASSETS	40.7% 0.1% 83.8% 1.5% 9.0% 2.1% 0.4% 0.0% 3.3% 16.2%	37.9% 0.2% <b>65.4%</b> 1.0% 23.2% 5.3% 2.3% 0.0% 2.9% <b>34.6%</b>	35.6% 0.1% 68.9% 1.1% 24.5% 2.2% 0.9% 0.0% 2.5% 31.1%	33.6% 0.1% <b>64.9%</b> 0.9% 30.2% 1.5% 0.7% 0.0% 1.7% <b>35.1%</b>	32.9% 0.1% 63.5% 0.8% 27.7% 1.5% 4.8% 0.0% 1.7% 36.5%	30.5% 0.1% <b>59.0%</b> 27.2% 1.4% 10.1% 0.0% 1.5% <b>41.0%</b> <b>100.0%</b>
Intangible assets Property, plant and equipment Financial assets FIXED ASSETS Inventories Accounts receivable Other assets and short-term financial assets Liquid assets Deferred taxes Deferred taxes Deferred charges and prepaid expenses CURRENT ASSETS TOTAL ASSETS	40.7% 0.1% 83.8% 1.5% 9.0% 2.1% 0.4% 0.0% 3.3% 16.2% 100.0%	37.9% 0.2% 65.4% 1.0% 23.2% 5.3% 2.3% 0.0% 2.9% 34.6% 100.0%	35.6% 0.1% 68.9% 1.1% 24.5% 2.2% 0.9% 0.0% 2.5% 31.1% 100.0%	33.6% 0.1% 64.9% 0.9% 30.2% 1.5% 0.7% 0.0% 1.7% 35.1% 100.0%	32.9% 0.1% 63.5% 0.8% 27.7% 1.5% 4.8% 0.0% 1.7% 36.5% 100.0%	30.5% 0.1% 59.0% 0.8% 27.2% 1.4% 10.1% 0.0% 1.5% 41.0% 100.0% 60.3%
Intangible assets Property, plant and equipment Financial assets <b>FIXED ASSETS</b> Inventories Accounts receivable Other assets and short-term financial assets Liquid assets Deferred taxes Deferred taxes Deferred charges and prepaid expenses <b>CURRENT ASSETS</b> TOTAL ASSETS SHAREHOLDERS EQUITY	40.7% 0.1% 83.8% 1.5% 9.0% 2.1% 0.4% 0.0% 3.3% 16.2% 100.0%	37.9% 0.2% 65.4% 1.0% 23.2% 5.3% 2.3% 0.0% 2.9% 34.6% 100.0% 61.6%	35.6% 0.1% 68.9% 1.1% 24.5% 2.2% 0.9% 0.0% 2.5% 31.1% 100.0%	33.6% 0.1% 64.9% 0.9% 30.2% 1.5% 0.7% 0.0% 1.7% 35.1% 100.0%	32.9% 0.1% 63.5% 0.8% 27.7% 1.5% 4.8% 0.0% 1.7% 36.5% 100.0% 58.5%	30.5% 0.1% 59.0% 0.8% 27.2% 10.1% 10.1% 0.0% 1.5% 41.0% 100.0% 60.3% 0.0%
Intangible assets Property, plant and equipment Financial assets FIXED ASSETS Inventories Accounts receivable Other assets and short-term financial assets Liquid assets Deferred taxes Deferred taxes Deferred charges and prepaid expenses CURRENT ASSETS TOTAL ASSETS SHAREHOLDERS EQUITY MINORITY INTEREST	40.7% 0.1% 83.8% 1.5% 9.0% 2.1% 0.4% 0.0% 3.3% 16.2% 100.0%	37.9% 0.2% 65.4% 1.0% 23.2% 5.3% 2.3% 0.0% 2.9% 34.6% 100.0% 61.6% 0.0%	35.6% 0.1% 68.9% 1.1% 24.5% 2.2% 0.9% 0.0% 2.5% 31.1% 100.0%	33.6% 0.1% 64.9% 0.9% 30.2% 1.5% 0.7% 0.0% 1.7% 35.1% 100.0%	32.9% 0.1% 63.5% 0.8% 27.7% 1.5% 4.8% 0.0% 1.7% 36.5% 100.0%	30.5% 0.1% 59.0% 0.8% 27.2% 1.4% 10.1% 0.0% 1.5% 41.0% 100.0% 60.3% 0.0% 4.0%
Intangible assets Property, plant and equipment Financial assets <b>FIXED ASSETS</b> Inventories Accounts receivable Other assets and short-term financial assets Liquid assets Deferred taxes Deferred taxes Deferred charges and prepaid expenses <b>CURRENT ASSETS</b> <b>TOTAL ASSETS</b> <b>SHAREHOLDERS EQUITY</b> MINORITY INTEREST Long-term liabilities to banks	40.7% 0.1% 83.8% 1.5% 9.0% 2.1% 0.4% 0.0% 3.3% 16.2% 100.0% 51.6% 0.0%	37.9% 0.2% 65.4% 1.0% 23.2% 5.3% 2.3% 0.0% 2.9% 34.6% 100.0% 61.6% 0.0% 0.0%	35.6% 0.1% 68.9% 1.1% 24.5% 2.2% 0.9% 0.0% 2.5% 31.1% 100.0% 55.2% 0.0% 1.7%	33.6% 0.1% 64.9% 0.9% 30.2% 1.5% 0.7% 0.0% 1.7% 35.1% 100.0% 55.5% 0.0% 4.4%	32.9% 0.1% 63.5% 0.8% 27.7% 1.5% 4.8% 0.0% 1.7% 36.5% 100.0% 58.5% 0.0% 4.3%	30.5% 0.1% 59.0% 0.8% 27.2% 1.4% 10.1% 0.0% 1.5% 41.0% 100.0% 60.3% 0.0% 4.0% 0.0%
Intangible assets Property, plant and equipment Financial assets FIXED ASSETS Inventories Accounts receivable Other assets and short-term financial assets Liquid assets Deferred taxes Deferred charges and prepaid expenses CURRENT ASSETS TOTAL ASSETS SHAREHOLDERS EQUITY MINORITY INTEREST Long-term liabilities to banks Bonds (long-term)	40.7% 0.1% 83.8% 1.5% 9.0% 2.1% 0.4% 0.0% 3.3% 16.2% 100.0% 51.6% 0.0% 0.0%	37.9% 0.2% <b>65.4%</b> 1.0% 23.2% 5.3% 2.3% 0.0% 2.9% <b>34.6%</b> <b>100.0%</b> <b>61.6%</b> 0.0% 0.0% 0.0%	35.6% 0.1% 68.9% 1.1% 24.5% 2.2% 0.9% 0.0% 2.5% 31.1% 100.0% 55.2% 0.0% 1.7% 0.0%	33.6% 0.1% 64.9% 0.9% 30.2% 1.5% 0.7% 0.0% 1.7% 35.1% 100.0% 4.4% 0.0%	32.9% 0.1% 63.5% 0.8% 27.7% 1.5% 4.8% 0.0% 1.7% 36.5% 100.0% 4.3% 0.0%	30.5% 0.1% 59.0% 0.8% 27.2% 1.4% 10.1% 0.0% 1.5% 41.0% 100.0% 60.3% 0.0% 4.0% 0.0% 1.8%
Intangible assets Property, plant and equipment Financial assets FIXED ASSETS Inventories Accounts receivable Other assets and short-term financial assets Liquid assets Deferred taxes Deferred charges and prepaid expenses CURRENT ASSETS TOTAL ASSETS SHAREHOLDERS EQUITY MINORITY INTEREST Long-term liabilities to banks Bonds (long-term) other interest-bearing liabilities	40.7% 0.1% 83.8% 1.5% 9.0% 2.1% 0.4% 0.0% 3.3% 16.2% 100.0% 51.6% 0.0% 0.0% 0.0% 0.0%	37.9% 0.2% 1.0% 23.2% 5.3% 2.3% 0.0% 2.9% 34.6% 100.0% 61.6% 0.0% 0.0% 0.0% 3.8%	35.6% 0.1% 68.9% 1.1% 24.5% 2.2% 0.9% 0.0% 2.5% 31.1% 100.0% 55.2% 0.0% 1.7% 0.0% 2.5%	33.6% 0.1% 64.9% 0.9% 30.2% 1.5% 0.7% 0.0% 1.7% 35.1% 100.0% 4.4% 0.0% 2.0%	32.9% 0.1% 63.5% 0.8% 27.7% 1.5% 4.8% 0.0% 1.7% 36.5% 100.0% 4.3% 0.0% 2.0%	30.5% 0.1% 59.0% 0.8% 27.2% 1.4% 10.1% 0.0% 41.0% 100.0% 4.0% 0.0% 1.8% 0.0%
Intangible assets Property, plant and equipment Financial assets FIXED ASSETS Inventories Accounts receivable Other assets and short-term financial assets Liquid assets Deferred taxes Deferred taxes Deferred charges and prepaid expenses CURRENT ASSETS TOTAL ASSETS SHAREHOLDERS EQUITY MINORITY INTEREST Long-term liabilities to banks Bonds (long-term) other interest-bearing liabilities Provisions for pensions and similar obligations	40.7% 0.1% 83.8% 1.5% 9.0% 2.1% 0.4% 0.0% 3.3% 16.2% 100.0% 51.6% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0%	37.9% 0.2% 1.0% 23.2% 5.3% 2.3% 0.0% 2.9% 34.6% 100.0% 61.6% 0.0% 0.0% 3.8% 0.0%	35.6% 0.1% 68.9% 1.1% 24.5% 2.2% 0.9% 0.0% 2.5% 31.1% 100.0% 55.2% 0.0% 1.7% 0.0% 2.5% 0.0%	33.6% 0.1% 64.9% 0.9% 30.2% 1.5% 0.7% 0.0% 1.7% 35.1% 100.0% 4.4% 0.0% 2.0% 0.0%	32.9% 0.1% 63.5% 0.8% 27.7% 1.5% 4.8% 0.0% 1.7% 36.5% 100.0% 4.3% 0.0% 2.0% 0.0%	30.5% 0.1% 59.0% 0.8% 27.2% 1.4% 10.1% 0.0% 41.0% 100.0% 60.3% 0.0% 1.8% 0.0% 0.2%
Intangible assets Property, plant and equipment Financial assets FIXED ASSETS Inventories Accounts receivable Other assets and short-term financial assets Liquid assets Deferred taxes Deferred taxes Deferred charges and prepaid expenses CURRENT ASSETS TOTAL ASSETS SHAREHOLDERS EQUITY MINORITY INTEREST Long-term liabilities to banks Bonds (long-term) other interest-bearing liabilities Provisions for pensions and similar obligations Other provisions and accrued liabilities	40.7% 0.1% 83.8% 1.5% 9.0% 2.1% 0.4% 0.0% 3.3% 16.2% 100.0% 51.6% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.5% 5.2%	37.9% 0.2% 1.0% 23.2% 5.3% 2.3% 0.0% 2.9% 34.6% 100.0% 61.6% 0.0% 0.0% 0.0% 3.8% 0.0% 0.0% 3.8%	35.6% 0.1% 68.9% 1.1% 24.5% 2.2% 0.9% 0.0% 2.5% 31.1% 100.0% 55.2% 0.0% 1.7% 0.0% 2.5% 0.0% 0.0% 0.0% 0.0%	33.6% 0.1% 64.9% 0.9% 30.2% 1.5% 0.7% 0.0% 1.7% 35.1% 100.0% 55.5% 0.0% 4.4% 0.0% 2.0% 0.0% 0.2% 6.6%	32.9% 0.1% 63.5% 0.8% 27.7% 1.5% 4.8% 0.0% 1.7% 36.5% 100.0% 58.5% 0.0% 4.3% 0.0% 2.0% 0.0% 0.2% 6.5%	30.5% 0.1% 59.0% 0.8% 27.2% 1.4% 10.1% 0.0% 1.5% 41.0% 100.0% 60.3% 0.0% 0.0% 1.8% 0.0% 0.2% 6.0%
Intangible assets Property, plant and equipment Financial assets FIXED ASSETS Inventories Accounts receivable Other assets and short-term financial assets Liquid assets Deferred taxes Deferred charges and prepaid expenses CURRENT ASSETS TOTAL ASSETS SHAREHOLDERS EQUITY MINORITY INTEREST Long-term liabilities to banks Bonds (long-term) other interest-bearing liabilities Provisions for pensions and similar obligations Other provisions and accrued liabilities NON-CURRENT LIABILITIES Short-term liabilities to banks	40.7% 0.1% 83.8% 1.5% 9.0% 2.1% 0.4% 0.0% 3.3% 16.2% 100.0% 51.6% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.5% 5.2% 12.6%	37.9% 0.2% 1.0% 23.2% 5.3% 2.3% 0.0% 2.9% 34.6% 100.0% 61.6% 0.0% 0.0% 3.8% 0.0% 0.0% 3.8% 0.0%	35.6% 0.1% 68.9% 1.1% 24.5% 2.2% 0.9% 0.0% 2.5% 31.1% 100.0% 55.2% 0.0% 1.7% 0.0% 2.5% 0.0% 0.0% 0.0% 4.3% 2.5%	33.6% 0.1% 64.9% 0.9% 30.2% 1.5% 0.7% 0.0% 1.7% 35.1% 100.0% 4.4% 0.0% 2.0% 0.0% 0.2% 6.6% 0.4%	32.9% 0.1% 63.5% 0.8% 27.7% 1.5% 4.8% 0.0% 1.7% 36.5% 100.0% 4.3% 0.0% 4.3% 0.0% 2.0% 0.0% 0.2% 6.5% 0.4%	30.5% 0.1% 59.0% 0.8% 27.2% 1.4% 10.1% 0.0% 1.5% 41.0% 100.0% 60.3% 0.0% 0.0% 1.8% 0.0% 0.2% 6.0% 0.4%
Intangible assets Property, plant and equipment Financial assets FIXED ASSETS Inventories Accounts receivable Other assets and short-term financial assets Liquid assets Deferred taxes Deferred taxes Deferred charges and prepaid expenses CURRENT ASSETS TOTAL ASSETS SHAREHOLDERS EQUITY MINORITY INTEREST Long-term liabilities to banks Bonds (long-term) other interest-bearing liabilities Provisions for pensions and similar obligations Other provisions and accrued liabilities NON-CURRENT LIABILITIES Short-term liabilities to banks Accounts payable	40.7% 0.1% 83.8% 1.5% 9.0% 2.1% 0.4% 0.0% 3.3% 16.2% 100.0% 51.6% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.5% 5.2% 12.6% 22.5%	37.9% 0.2% 1.0% 23.2% 5.3% 2.3% 0.0% 2.9% 34.6% 100.0% 61.6% 0.0% 0.0% 0.0% 3.8% 0.0% 0.0% 3.8% 0.0% 21.7%	35.6% 0.1% 68.9% 1.1% 24.5% 2.2% 0.9% 0.0% 2.5% 31.1% 100.0% 55.2% 0.0% 1.7% 0.0% 2.5% 0.0% 0.0% 4.3% 2.5% 26.0%	33.6% 0.1% 64.9% 0.9% 30.2% 1.5% 0.7% 0.0% 1.7% 35.1% 100.0% 55.5% 0.0% 4.4% 0.0% 2.0% 0.0% 0.2% 6.6% 0.4% 24.8%	32.9% 0.1% 63.5% 0.8% 27.7% 1.5% 4.8% 0.0% 1.7% 36.5% 100.0% 58.5% 0.0% 4.3% 0.0% 2.0% 0.0% 0.2% 6.5% 0.4% 22.2%	30.5% 0.1% 59.0% 0.8% 27.2% 1.4% 10.1% 0.0% 1.5% 100.0% 60.3% 0.0% 0.0% 1.8% 0.0% 0.2% 6.0% 0.4% 21.8%
Intangible assets Property, plant and equipment Financial assets FIXED ASSETS Inventories Accounts receivable Other assets and short-term financial assets Liquid assets Deferred taxes Deferred charges and prepaid expenses CURRENT ASSETS TOTAL ASSETS TOTAL ASSETS SHAREHOLDERS EQUITY MINORITY INTEREST Long-term liabilities to banks Bonds (long-term) other interest-bearing liabilities Provisions for pensions and similar obligations Other provisions and accrued liabilities MON-CURRENT LIABILITIES Short-term liabilities to banks Accounts payable Advance payments received on orders	40.7% 0.1% 83.8% 1.5% 9.0% 2.1% 0.4% 0.0% 3.3% 16.2% 100.0% 51.6% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.5% 5.2% 12.6% 22.5% 0.0%	37.9% 0.2% 1.0% 23.2% 5.3% 2.3% 0.0% 2.9% 34.6% 100.0% 61.6% 0.0% 0.0% 0.0% 3.8% 0.0% 0.0% 3.8% 0.0% 21.7% 0.0%	35.6% 0.1% 68.9% 1.1% 24.5% 2.2% 0.9% 0.0% 2.5% 31.1% 100.0% 55.2% 0.0% 1.7% 0.0% 2.5% 0.0% 0.0% 4.3% 2.5% 26.0% 0.0%	33.6% 0.1% 64.9% 0.9% 30.2% 1.5% 0.7% 0.0% 1.7% 35.1% 100.0% 55.5% 0.0% 4.4% 0.0% 2.0% 0.0% 0.2% 6.6% 0.4% 24.8% 0.0%	32.9% 0.1% 63.5% 0.8% 27.7% 1.5% 4.8% 0.0% 1.7% 36.5% 100.0% 4.3% 0.0% 2.0% 0.0% 0.2% 6.5% 0.4% 22.2% 0.0%	30.5% 0.1% 0.8% 27.2% 1.4% 10.1% 0.0% 1.5% 41.0% 100.0% 60.3% 0.0% 1.8% 0.0% 0.2% 6.0% 0.4% 21.8% 0.0%
Intangible assets Property, plant and equipment Financial assets FIXED ASSETS Inventories Accounts receivable Other assets and short-term financial assets Liquid assets Deferred taxes Deferred taxes Deferred charges and prepaid expenses CURRENT ASSETS TOTAL ASSETS SHAREHOLDERS EQUITY MINORITY INTEREST Long-term liabilities to banks Bonds (long-term) other interest-bearing liabilities Provisions for pensions and similar obligations Other provisions and accrued liabilities NON-CURRENT LIABILITIES Short-term liabilities to banks Accounts payable Advance payments received on orders Accrued taxes	40.7% 0.1% 83.8% 1.5% 9.0% 2.1% 0.4% 0.0% 3.3% 16.2% 100.0% 51.6% 0.0% 0.0% 0.0% 0.0% 0.0% 0.5% 5.2% 12.6% 22.5% 0.0% 0.0%	37.9% 0.2% 1.0% 23.2% 5.3% 2.3% 0.0% 2.9% 34.6% 100.0% 61.6% 0.0% 0.0% 0.0% 0.0% 3.8% 0.0% 0.0% 21.7% 0.0% 0.0%	35.6% 0.1% 68.9% 1.1% 24.5% 2.2% 0.9% 0.0% 2.5% 31.1% 100.0% 55.2% 0.0% 1.7% 0.0% 2.5% 0.0% 0.0% 2.5% 26.0% 0.0% 0.0%	33.6% 0.1% 64.9% 0.9% 30.2% 1.5% 0.7% 0.0% 1.7% 35.1% 100.0% 55.5% 0.0% 4.4% 0.0% 0.2% 6.6% 0.4% 24.8% 0.0% 0.0%	32.9% 0.1% 63.5% 0.8% 27.7% 1.5% 4.8% 0.0% 1.7% 36.5% 100.0% 58.5% 0.0% 2.0% 0.0% 0.2% 6.5% 0.4% 22.2% 0.0% 0.0%	30.5% 0.1% 0.8% 27.2% 1.4% 10.1% 0.0% 1.5% 41.0% 100.0% 60.3% 0.0% 0.0% 0.2% 6.0% 0.4% 21.8% 0.0%
Intangible assets Property, plant and equipment Financial assets <b>FIXED ASSETS</b> Inventories Accounts receivable Other assets and short-term financial assets Liquid assets Deferred taxes Deferred charges and prepaid expenses <b>CURRENT ASSETS</b> TOTAL ASSETS TOTAL ASSETS SHAREHOLDERS EQUITY MINORITY INTEREST Long-term liabilities to banks Bonds (long-term) other interest-bearing liabilities Provisions for pensions and similar obligations Other provisions and accrued liabilities <b>NON-CURRENT LIABILITIES</b> Short-term liabilities to banks Accounts payable Advance payments received on orders Accrued taxes Other liabilities (incl. from lease and rental contracts)	40.7% 0.1% 83.8% 1.5% 9.0% 2.1% 0.4% 0.0% 3.3% 16.2% 100.0% 51.6% 0.0% 0.0% 0.0% 0.0% 0.0% 0.5% 5.2% 12.6% 22.5% 0.0% 0.0% 6.9%	37.9% 0.2% 1.0% 23.2% 5.3% 2.3% 0.0% 2.9% 34.6% 100.0% 61.6% 0.0% 0.0% 0.0% 3.8% 0.0% 0.0% 3.8% 0.0% 0.0% 21.7% 0.0% 8.5%	35.6% 0.1% 68.9% 1.1% 24.5% 2.2% 0.9% 0.0% 2.5% 31.1% 100.0% 55.2% 0.0% 1.7% 0.0% 2.5% 0.0% 0.0% 2.5% 26.0% 0.0% 0.0% 7.3%	33.6% 0.1% 64.9% 0.9% 30.2% 1.5% 0.7% 0.0% 1.7% 35.1% 100.0% 4.4% 0.0% 2.0% 0.0% 0.2% 6.6% 0.4% 24.8% 0.0% 0.0% 8.3%	32.9% 0.1% 63.5% 0.8% 27.7% 1.5% 4.8% 0.0% 1.7% 36.5% 100.0% 4.3% 0.0% 2.0% 0.0% 0.2% 6.5% 0.4% 22.2% 0.0% 0.0% 8.1%	30.5% 0.1% 0.8% 27.2% 1.4% 10.1% 0.0% 1.5% 41.0% 100.0% 60.3% 0.0% 0.0% 0.2% 6.0% 0.4% 21.8% 0.0% 0.0% 7.5%
Intangible assets Property, plant and equipment Financial assets FIXED ASSETS Inventories Accounts receivable Other assets and short-term financial assets Liquid assets Deferred taxes Deferred charges and prepaid expenses CURRENT ASSETS TOTAL ASSETS SHAREHOLDERS EQUITY MINORITY INTEREST Long-term liabilities to banks Bonds (long-term) other interest-bearing liabilities Provisions for pensions and similar obligations Other provisions and accrued liabilities NON-CURRENT LIABILITIES Short-term liabilities to banks Accounts payable Advance payments received on orders Accrued taxes Other liabilities (incl. from lease and rental contracts) Deferred taxes	40.7% 0.1% 83.8% 1.5% 9.0% 2.1% 0.4% 0.0% 3.3% 16.2% 100.0% 51.6% 0.0% 0.0% 0.0% 0.0% 0.0% 0.5% 5.2% 12.6% 22.5% 0.0% 0.0% 6.9% 0.0%	37.9% 0.2% 1.0% 23.2% 5.3% 2.3% 0.0% 2.9% 34.6% 100.0% 61.6% 0.0% 0.0% 0.0% 0.0% 0.0% 3.8% 0.0% 0.0% 21.7% 0.0% 8.5% 0.0%	35.6% 0.1% 68.9% 1.1% 24.5% 2.2% 0.9% 0.0% 2.5% 31.1% 100.0% 55.2% 0.0% 1.7% 0.0% 2.5% 0.0% 0.0% 0.0% 2.5% 26.0% 0.0% 0.0% 7.3% 0.2%	33.6% 0.1% 64.9% 0.9% 30.2% 1.5% 0.7% 0.0% 1.7% 35.1% 100.0% 4.4% 0.0% 2.0% 0.0% 0.2% 6.6% 0.4% 24.8% 0.0% 0.0% 8.3% 0.9%	32.9% 0.1% 63.5% 0.8% 27.7% 1.5% 4.8% 0.0% 1.7% 36.5% 100.0% 4.3% 0.0% 4.3% 0.0% 2.0% 0.0% 0.2% 6.5% 0.4% 22.2% 0.0% 0.0% 8.1% 0.9%	30.5% 0.1% 0.8% 27.2% 1.4% 10.1% 0.0% 1.5% 41.0% 100.0% 60.3% 0.0% 0.0% 0.2% 6.0% 0.4% 21.8% 0.0% 0.0% 0.28%
Intangible assets Property, plant and equipment Financial assets <b>FIXED ASSETS</b> Inventories Accounts receivable Other assets and short-term financial assets Liquid assets Deferred taxes Deferred charges and prepaid expenses <b>CURRENT ASSETS</b> <b>TOTAL ASSETS</b> <b>TOTAL ASSETS</b> <b>SHAREHOLDERS EQUITY</b> MINORITY INTEREST Long-term liabilities to banks Bonds (long-term) other interest-bearing liabilities Provisions for pensions and similar obligations Other provisions and accrued liabilities <b>NON-CURRENT LIABILITIES</b> Short-term liabilities to banks Accounts payable Advance payments received on orders Accrued taxes Other liabilities (incl. from lease and rental contracts) Deferred taxes Deferred income	40.7% 0.1% 83.8% 1.5% 9.0% 2.1% 0.4% 0.0% 3.3% 16.2% 100.0% 51.6% 0.0% 0.0% 0.0% 0.0% 0.0% 0.5% 5.2% 12.6% 22.5% 0.0%	37.9% 0.2% 1.0% 23.2% 5.3% 2.3% 0.0% 2.9% 34.6% 100.0% 61.6% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 3.8% 0.0% 0.0% 21.7% 0.0% 8.5% 0.0% 8.5% 0.0%	35.6% 0.1% 68.9% 1.1% 24.5% 2.2% 0.9% 0.0% 2.5% 31.1% 100.0% 55.2% 0.0% 1.7% 0.0% 2.5% 0.0% 0.0% 0.0% 4.3% 2.5% 26.0% 0.0% 0.0% 7.3% 0.2% 4.5%	33.6% 0.1% 64.9% 0.9% 30.2% 1.5% 0.7% 0.0% 1.7% 35.1% 100.0% 55.5% 0.0% 4.4% 0.0% 0.2% 6.6% 0.4% 24.8% 0.0% 0.4% 24.8% 0.0% 0.0% 8.3% 0.9% 3.5%	32.9% 0.1% 63.5% 0.8% 27.7% 1.5% 4.8% 0.0% 1.7% 36.5% 100.0% 4.3% 0.0% 4.3% 0.0% 2.0% 0.0% 0.2% 6.5% 0.4% 22.2% 0.0% 0.0% 8.1% 0.9% 3.4%	30.5% 0.1% 0.8% 27.2% 1.4% 10.1% 0.0% 1.5% 41.0% 100.0% 60.3% 0.0% 0.0% 0.2% 6.0% 0.2% 6.0% 0.4% 21.8% 0.0% 0.2% 6.0% 0.4% 21.8% 0.0% 0.2%
Intangible assets Property, plant and equipment Financial assets <b>FIXED ASSETS</b> Inventories Accounts receivable Other assets and short-term financial assets Liquid assets Deferred taxes Deferred charges and prepaid expenses <b>CURRENT ASSETS</b> TOTAL ASSETS TOTAL ASSETS SHAREHOLDERS EQUITY MINORITY INTEREST Long-term liabilities to banks Bonds (long-term) other interest-bearing liabilities Provisions for pensions and similar obligations Other provisions and accrued liabilities MON-CURRENT LIABILITIES Short-term liabilities to banks Accounts payable Advance payments received on orders Accrued taxes Other liabilities (incl. from lease and rental contracts) Deferred taxes Deferred income <b>CURRENT LIABILITIES</b>	40.7% 0.1% 83.8% 1.5% 9.0% 2.1% 0.4% 0.0% 3.3% 16.2% 100.0% 51.6% 0.0% 0.0% 0.0% 0.0% 4.7% 0.0% 0.0% 0.5% 5.2% 12.6% 22.5% 0.0% 0.0% 6.9% 0.0% 1.1%	37.9% 0.2% 1.0% 23.2% 5.3% 2.3% 0.0% 2.9% 34.6% 100.0% 61.6% 0.0% 0.0% 0.0% 0.0% 0.0% 3.8% 0.0% 0.0% 21.7% 0.0% 21.7% 0.0% 8.5% 0.0% 4.4% 34.6%	35.6% 0.1% 68.9% 1.1% 24.5% 2.2% 0.9% 0.0% 2.5% 31.1% 100.0% 55.2% 0.0% 1.7% 0.0% 2.5% 0.0% 0.0% 2.5% 26.0% 0.0% 0.0% 7.3% 0.2% 4.5%	33.6% 0.1% 64.9% 0.9% 30.2% 1.5% 0.7% 0.0% 1.7% 35.1% 100.0% 4.4% 0.0% 2.0% 0.0% 0.2% 6.6% 0.4% 24.8% 0.0% 0.2% 6.6% 0.4% 24.8% 0.0% 0.0% 8.3% 0.9% 3.5%	32.9% 0.1% 63.5% 0.8% 27.7% 1.5% 4.8% 0.0% 1.7% 36.5% 100.0% 4.3% 0.0% 4.3% 0.0% 2.0% 0.0% 0.2% 6.5% 0.4% 22.2% 0.0% 0.2% 6.5% 0.4% 22.2% 0.0% 0.0% 8.1% 0.9% 3.4%	30.5% 0.1% 0.8% 27.2% 1.4% 10.1% 0.0% 1.5% 41.0% 100.0% 60.3% 0.0% 0.0% 0.2% 6.0% 0.2% 6.0% 0.2% 6.0% 0.2% 6.0% 0.2% 3.2% 3.3.7%
Intangible assets Property, plant and equipment Financial assets <b>FIXED ASSETS</b> Inventories Accounts receivable Other assets and short-term financial assets Liquid assets Deferred taxes Deferred charges and prepaid expenses <b>CURRENT ASSETS</b> <b>TOTAL ASSETS</b> <b>TOTAL ASSETS</b> <b>SHAREHOLDERS EQUITY</b> MINORITY INTEREST Long-term liabilities to banks Bonds (long-term) other interest-bearing liabilities Provisions for pensions and similar obligations Other provisions and accrued liabilities <b>NON-CURRENT LIABILITIES</b> Short-term liabilities to banks Accounts payable Advance payments received on orders Accrued taxes Other liabilities (incl. from lease and rental contracts) Deferred taxes Deferred income	40.7% 0.1% 83.8% 1.5% 9.0% 2.1% 0.4% 0.0% 3.3% 16.2% 100.0% 51.6% 0.0% 0.0% 0.0% 0.0% 0.0% 0.5% 5.2% 12.6% 22.5% 0.0%	37.9% 0.2% 1.0% 23.2% 5.3% 2.3% 0.0% 2.9% 34.6% 100.0% 61.6% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 3.8% 0.0% 0.0% 21.7% 0.0% 8.5% 0.0% 8.5% 0.0%	35.6% 0.1% 68.9% 1.1% 24.5% 2.2% 0.9% 0.0% 2.5% 31.1% 100.0% 55.2% 0.0% 1.7% 0.0% 2.5% 0.0% 0.0% 0.0% 4.3% 2.5% 26.0% 0.0% 0.0% 7.3% 0.2% 4.5%	33.6% 0.1% 64.9% 0.9% 30.2% 1.5% 0.7% 0.0% 1.7% 35.1% 100.0% 55.5% 0.0% 4.4% 0.0% 0.2% 6.6% 0.4% 24.8% 0.0% 0.4% 24.8% 0.0% 0.0% 8.3% 0.9% 3.5%	32.9% 0.1% 63.5% 0.8% 27.7% 1.5% 4.8% 0.0% 1.7% 36.5% 100.0% 4.3% 0.0% 4.3% 0.0% 2.0% 0.0% 0.2% 6.5% 0.4% 22.2% 0.0% 0.0% 8.1% 0.9% 3.4%	30.5% 0.1% 0.8% 27.2% 1.4% 10.1% 0.0% 1.5% 41.0% 100.0% 60.3% 0.0% 0.0% 0.2% 6.0% 0.2% 6.0% 0.4% 21.8% 0.0% 0.2% 6.0% 0.4% 21.8% 0.0% 0.2%

Source: Company data, NuWays

Update - 20.08.2024



Cash flow statement (EUR m)	2020/21	2021/22	2022/23	2023/24e	2024/25e	2025/26e
Net profit/loss	-72.8	-35.1	9.6	44.3	33.6	36.4
Depreciation of fixed assets (incl. leases)	14.6	14.4	14.0	13.7	14.1	14.9
Amortisation of goodwill & intangible assets	96.5	95.5	92.3	90.6	93.3	98.6
Other costs affecting income / expenses	4.6	25.7	-74.6	-62.4	-80.0	-80.0
Cash flow from operating activities	-95.1	-74.9	-51.9	-57.1	-47.8	-45.8
Increase/decrease in inventory	-0.1	2.4	-1.0	0.2	0.2	-0.3
Increase/decrease in accounts receivable	8.9	-65.0	-20.1	-52.5	10.9	-9.5
Increase/decrease in accounts payable	-35.7	-2.8	34.3	13.4	-12.5	7.6
Increase/decrease in other working capital positions	0.0	0.0	0.0	0.0	0.0	0.0
Increase/decrease in working capital	-26.9	-65.5	13.2	-39.0	-1.4	-2.2
Cash flow from operating activities	15.9	35.1	54.4	47.2	59.5	67.7
CAPEX	91.7	81.1	147.9	140.0	107.4	113.5
Payments for acquisitions	0.0	0.0	0.0	0.0	0.0	0.0
Financial investments	0.0	0.2	0.0	0.0	0.0	0.0
Income from asset disposals	29.7	30.0	71.1	88.5	79.3	88.7
Cash flow from investing activities	-62.0	-51.4	-76.8	-51.6	-28.1	-24.8
Cash flow before financing	-46.1	-16.3	-22.3	-4.4	24.8	36.3
Increase/decrease in debt position	52.5	-61.3	16.2	7.1	0.0	0.0
Purchase of own shares	0.0	0.0	0.0	0.0	0.0	0.0
Capital measures	0.0	86.5	0.0	0.0	0.0	0.0
Dividends paid	0.0	0.0	0.0	0.0	6.6	6.6
Others	0.0	0.0	0.0	-2.8	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	52.5	<b>25.1</b>	16.2	4.3	-6.6	-6.6
Increase/decrease in liquid assets	6.4	8.8	-6.1	-0.1	24.8	36.3
Liquid assets at end of period	1.7	10.6	4.5	4.4	<b>29.2</b>	<b>65.4</b>
	1.7	10.0	4.0	7.7	23.2	00.4
Key ratios (EUR m)	2020/21	2021/22	2022/23	2023/24e	2024/25e	2025/26e
P&L growth analysis						
Sales growth	-9.7%	5.2%	18.9%	21.7%	-4.1%	5.7%
EBITDA growth	-38.2%	107.3%	52.6%	21.9%	-4.2%	8.2%
EBITDA growth EBIT growth	-38.2% 67.1%	107.3% -59.5%	52.6% -158.0%	21.9% 171.6%	-4.2% -20.2%	8.2% 15.5%
EBITDA growth EBIT growth EPS growth	-38.2%	107.3%	52.6%	21.9%	-4.2%	8.2%
EBITDA growth EBIT growth EPS growth Efficiency	-38.2% 67.1% 38.1%	107.3% -59.5% -51.8%	52.6% -158.0% -127.2%	21.9% 171.6% 363.9%	-4.2% -20.2% -24.2%	8.2% 15.5% 8.3%
EBITDA growth EBIT growth EPS growth Efficiency Sales per employee	-38.2% 67.1% 38.1% 385.2	107.3% -59.5% -51.8% 387.1	52.6% -158.0% -127.2% 456.6	21.9% 171.6% 363.9% 546.0	-4.2% -20.2% -24.2% 513.7	8.2% 15.5% 8.3% 531.7
EBITDA growth EBIT growth EPS growth Efficiency Sales per employee EBITDA per employee	-38.2% 67.1% 38.1% 385.2 44.9	107.3% -59.5% -51.8% 387.1 88.9	52.6% -158.0% -127.2%	21.9% 171.6% 363.9%	-4.2% -20.2% -24.2%	8.2% 15.5% 8.3% 531.7 160.6
EBITDA growth EBIT growth EPS growth Efficiency Sales per employee EBITDA per employee No. employees (average)	-38.2% 67.1% 38.1% 385.2	107.3% -59.5% -51.8% 387.1	52.6% -158.0% -127.2% 456.6	21.9% 171.6% 363.9% 546.0	-4.2% -20.2% -24.2% 513.7	8.2% 15.5% 8.3% 531.7
EBITDA growth EBIT growth EPS growth Efficiency Sales per employee EBITDA per employee	-38.2% 67.1% 38.1% 385.2 44.9	107.3% -59.5% -51.8% 387.1 88.9	52.6% -158.0% -127.2% 456.6 134.5	21.9% 171.6% 363.9% 546.0 161.1	-4.2% -20.2% -24.2% 513.7 151.6	8.2% 15.5% 8.3% 531.7 160.6
EBITDA growth EBIT growth EPS growth Efficiency Sales per employee EBITDA per employee No. employees (average)	-38.2% 67.1% 38.1% 385.2 44.9	107.3% -59.5% -51.8% 387.1 88.9	52.6% -158.0% -127.2% 456.6 134.5	21.9% 171.6% 363.9% 546.0 161.1	-4.2% -20.2% -24.2% 513.7 151.6	8.2% 15.5% 8.3% 531.7 160.6
EBITDA growth EBIT growth EPS growth Efficiency Sales per employee EBITDA per employee No. employees (average) Balance sheet analysis	-38.2% 67.1% 38.1% 385.2 44.9 868	107.3% -59.5% -51.8% 387.1 88.9 908	52.6% -158.0% -127.2% 456.6 134.5 916	21.9% 171.6% 363.9% 546.0 161.1 932	-4.2% -20.2% -24.2% 513.7 151.6 950	8.2% 15.5% 8.3% 531.7 160.6 970
EBITDA growth EBIT growth EPS growth Efficiency Sales per employee EBITDA per employee No. employees (average) Balance sheet analysis Avg. working capital / sales	-38.2% 67.1% 38.1% 385.2 44.9 868 -20.2%	107.3% -59.5% -51.8% 387.1 88.9 908 -6.1%	52.6% -158.0% -127.2% 456.6 134.5 916 1.1%	21.9% 171.6% 363.9% 546.0 161.1 932 3.4%	-4.2% -20.2% -24.2% 513.7 151.6 950 7.7%	8.2% 15.5% 8.3% 531.7 160.6 970 7.7%
EBITDA growth EBIT growth EPS growth Efficiency Sales per employee EBITDA per employee No. employees (average) Balance sheet analysis Avg. working capital / sales Inventory turnover (sales/inventory)	-38.2% 67.1% 38.1% 385.2 44.9 868 -20.2% 49.1	107.3% -59.5% -51.8% 387.1 88.9 908 -6.1% 79.6	52.6% -158.0% -127.2% 456.6 134.5 916 1.1% 76.8	21.9% 171.6% 363.9% 546.0 161.1 932 3.4% 96.2	-4.2% -20.2% -24.2% 513.7 151.6 950 7.7% 96.2	8.2% 15.5% 8.3% 531.7 160.6 970 7.7% 96.2
EBITDA growth EBIT growth EPS growth EPS growth Efficiency Sales per employee EBITDA per employee No. employees (average) Balance sheet analysis Avg. working capital / sales Inventory turnover (sales/inventory) Accounts receivable turnover	-38.2% 67.1% 38.1% 385.2 44.9 868 -20.2% 49.1 44.0	107.3% -59.5% -51.8% 387.1 88.9 908 -6.1% 79.6 109.4	52.6% -158.0% -127.2% 456.6 134.5 916 1.1% 76.8 109.5	21.9% 171.6% 363.9% 546.0 161.1 932 3.4% 96.2 127.6	-4.2% -20.2% -24.2% 513.7 151.6 950 7.7% 96.2 125.0	8.2% 15.5% 8.3% 531.7 160.6 970 7.7% 96.2 125.0
EBITDA growth EBIT growth EPS growth EPS growth Efficiency Sales per employee EBITDA per employee No. employees (average) Balance sheet analysis Avg. working capital / sales Inventory turnover (sales/inventory) Accounts receivable turnover Accounts payable turnover	-38.2% 67.1% 38.1% 385.2 44.9 868 -20.2% 49.1 44.0	107.3% -59.5% -51.8% 387.1 88.9 908 -6.1% 79.6 109.4	52.6% -158.0% -127.2% 456.6 134.5 916 1.1% 76.8 109.5	21.9% 171.6% 363.9% 546.0 161.1 932 3.4% 96.2 127.6	-4.2% -20.2% -24.2% 513.7 151.6 950 7.7% 96.2 125.0	8.2% 15.5% 8.3% 531.7 160.6 970 7.7% 96.2 125.0
EBITDA growth EBIT growth EPS growth EPS growth Efficiency Sales per employee EBITDA per employee No. employees (average) Balance sheet analysis Avg. working capital / sales Inventory turnover (sales/inventory) Accounts receivable turnover Accounts payable turnover Cash flow analysis	-38.2% 67.1% 38.1% 385.2 44.9 868 -20.2% 49.1 44.0 110.7	107.3% -59.5% -51.8% 387.1 88.9 908 -6.1% 79.6 109.4 102.3	52.6% -158.0% -127.2% 456.6 134.5 916 1.1% 76.8 109.5 116.0	21.9% 171.6% 363.9% 546.0 161.1 932 3.4% 96.2 127.6 104.8	-4.2% -20.2% -24.2% 513.7 151.6 950 7.7% 96.2 125.0 100.0	8.2% 15.5% 8.3% 531.7 160.6 970 7.7% 96.2 125.0 100.0
EBITDA growth EBIT growth EPS growth EPS growth Efficiency Sales per employee EBITDA per employee No. employees (average) Balance sheet analysis Avg. working capital / sales Inventory turnover (sales/inventory) Accounts receivable turnover Accounts payable turnover Accounts payable turnover Eash flow analysis Free cash flow	-38.2% 67.1% 38.1% 385.2 44.9 868 -20.2% 49.1 44.0 110.7 -46.1	107.3% -59.5% -51.8% 387.1 88.9 908 -6.1% 79.6 109.4 102.3 -16.1	52.6% -158.0% -127.2% 456.6 134.5 916 1.1% 76.8 109.5 116.0 -22.3	21.9% 171.6% 363.9% 546.0 161.1 932 3.4% 96.2 127.6 104.8 -4.3	-4.2% -20.2% -24.2% 513.7 151.6 950 7.7% 96.2 125.0 100.0 31.4	8.2% 15.5% 8.3% 531.7 160.6 970 7.7% 96.2 125.0 100.0 42.9
EBITDA growth EBIT growth EPS growth EPS growth Efficiency Sales per employee EBITDA per employee No. employees (average) Balance sheet analysis Avg. working capital / sales Inventory turnover (sales/inventory) Accounts receivable turnover Accounts receivable turnover Accounts payable turnover Cash flow analysis Free cash flow Free cash flow/sales	-38.2% 67.1% 38.1% 385.2 44.9 868 -20.2% 49.1 44.0 110.7 -46.1 -13.8%	107.3% -59.5% -51.8% 387.1 88.9 908 -6.1% 79.6 109.4 102.3 -16.1 -4.6%	52.6% -158.0% -127.2% 456.6 134.5 916 1.1% 76.8 109.5 116.0 -22.3 -5.3%	21.9% 171.6% 363.9% 546.0 161.1 932 3.4% 96.2 127.6 104.8 -4.3 -0.8%	-4.2% -20.2% -24.2% 513.7 151.6 950 7.7% 96.2 125.0 100.0 31.4 6.4%	8.2% 15.5% 8.3% 531.7 160.6 970 7.7% 96.2 125.0 100.0 42.9 8.3%
EBITDA growth EBIT growth EPS growth EPS growth Efficiency Sales per employee EBITDA per employee No. employees (average) Balance sheet analysis Avg. working capital / sales Inventory turnover (sales/inventory) Accounts receivable turnover Accounts receivable turnover Accounts payable turnover Cash flow analysis Free cash flow Free cash flow/sales FCF / net profit	-38.2% 67.1% 38.1% 385.2 44.9 868 -20.2% 49.1 44.0 110.7 -46.1 -13.8% 63.3%	107.3% -59.5% -51.8% 387.1 88.9 908 -6.1% 79.6 109.4 102.3 -16.1 -4.6% 45.9%	52.6% -158.0% -127.2% 456.6 134.5 916 1.1% 76.8 109.5 116.0 -22.3 -5.3% neg.	21.9% 171.6% 363.9% 546.0 161.1 932 3.4% 96.2 127.6 104.8 -4.3 -0.8% neg.	-4.2% -20.2% -24.2% 513.7 151.6 950 7.7% 96.2 125.0 100.0 31.4 6.4% 93.6%	8.2% 15.5% 8.3% 531.7 160.6 970 7.7% 96.2 125.0 100.0 42.9 8.3% 117.9%
EBITDA growth EBIT growth EPS growth EPS growth Efficiency Sales per employee EBITDA per employee No. employees (average) Balance sheet analysis Avg. working capital / sales Inventory turnover (sales/inventory) Accounts receivable turnover Accounts receivable turnover Accounts payable turnover Cash flow analysis Free cash flow Free cash flow/sales FCF / net profit Capex / sales	-38.2% 67.1% 38.1% 385.2 44.9 868 -20.2% 49.1 44.0 110.7 -46.1 -13.8% 63.3%	107.3% -59.5% -51.8% 387.1 88.9 908 -6.1% 79.6 109.4 102.3 -16.1 -4.6% 45.9%	52.6% -158.0% -127.2% 456.6 134.5 916 1.1% 76.8 109.5 116.0 -22.3 -5.3% neg.	21.9% 171.6% 363.9% 546.0 161.1 932 3.4% 96.2 127.6 104.8 -4.3 -0.8% neg.	-4.2% -20.2% -24.2% 513.7 151.6 950 7.7% 96.2 125.0 100.0 31.4 6.4% 93.6%	8.2% 15.5% 8.3% 531.7 160.6 970 7.7% 96.2 125.0 100.0 42.9 8.3% 117.9%
EBITDA growth EBIT growth EPS growth EPS growth Efficiency Sales per employee EBITDA per employee No. employees (average) Balance sheet analysis Avg. working capital / sales Inventory turnover (sales/inventory) Accounts receivable turnover Accounts payable turnover Accounts payable turnover Cash flow analysis Free cash flow Free cash flow/sales FCF / net profit Capex / sales Solvency	-38.2% 67.1% 38.1% 385.2 44.9 868 -20.2% 49.1 44.0 110.7 -46.1 -13.8% 63.3% n.a.	107.3% -59.5% -51.8% 387.1 88.9 908 -6.1% 79.6 109.4 102.3 -16.1 -4.6% 45.9% n.a.	52.6% -158.0% -127.2% 456.6 134.5 916 1.1% 76.8 109.5 116.0 -22.3 -5.3% neg. n.a.	21.9% 171.6% 363.9% 546.0 161.1 932 3.4% 96.2 127.6 104.8 -4.3 -0.8% neg. n.a.	-4.2% -20.2% -24.2% 513.7 151.6 950 7.7% 96.2 125.0 100.0 31.4 6.4% 93.6% n.a.	8.2% 15.5% 8.3% 531.7 160.6 970 7.7% 96.2 125.0 100.0 42.9 8.3% 117.9% n.a.

Average number of shares

Interest paid / avg. debt

Adjusted FCF yield

Dividend yield

EPS reported

Valuation ratios

Returns ROCE

ROE

DPS

P/BV

EV/sales

EV/EBIT

EV/EBITDA

3.0%

-22.2%

-31.3%

-10.4%

0.0%

-0.66

110.4

1.7

2.1

17.8

-9.6

0.0

10.3%

-9.6%

-12.5%

-7.6%

0.0%

-0.32

110.4

1.4

1.2

5.0

-13.9

0.0

23.7%

5.5%

3.4%

3.7%

0.0%

0.0

0.09

110.4

1.4

1.0

3.5

25.4

13.9%

13.4%

13.5%

9.6%

1.7%

0.1

0.40

110.4

1.2

0.9

2.9

9.5

5.0%

9.6%

9.5%

7.6%

1.7%

0.1

0.30

110.4

1.1

0.8

2.9

11.2

5.0%

10.2%

9.3%

9.0%

1.7%

0.1

0.33

110.4

1.0

0.7

2.4

8.8

Update - 20.08.2024



### Disclosures

Disclosures regarding research publications of NuWays AG pursuant to section 85 of the German Securities Trading Act (WpHG)

### Indication of conflict of interest

It is essential that any research recommendation is fairly presented and discloses interests of indicates relevant conflicts of interest. Pursuant to section 85 of the German Securities Trading Act (WpHG) a research report has to point out possible conflicts of interest in connection with the analysed company. A conflict of interest is presumed to exist in particular if NuWays AG

- (1) or any other person belonging to the same group with it was part of a consortium within the past twelve months that issued the financial instruments of the analysed company by way of a public offer.
- (2) or any other person belonging to the same group with it has entered into an agreement on the production of the research report with the analysed company.
- (3) or any other person belonging to the same group with it has been party to an agreement on the provision of investment banking services with the analysed company or have received services or a promise of services under the term of such an agreement within the past twelve month.
- (4) The analysed company holds 5% or more of the share capital of NuWays AG.
- (5) holds (a) a net short position or (b) a net long position of 0.5% of the outstanding share capital of the analysed company.
- (6) or any other person belonging to the same group with it is a market maker or liquidity provider in the financial instruments of the issuer.
- (7) or the analyst has any other significant financial interests relating to the analysed company such as, for example, exercising mandates in the interest of the analysed company.
- (8) The research report has been made available to the analysed company prior to its publication. Thereafter, only factual changes have been made to the report.

### Conflicts of interest that existed at the time when this research report was published:

Company			Disclosures		
Borussia Dortmund	GmbH & Co KGaA		2		
Historical target p	rice and rating changes for Bo	orussia Dortmund Gml	bH & Co KGaA		
Company	Date	Analyst	Rating	Target Price	Close

Update - 20.08.2024

#### 1. General Information/Liabilities

This research report has been produced for the information purposes of institutional investors only, and is not in any way a personal recommendation, offer or solicitation to buy or sell the financial instruments mentioned herein. The document is confidential and is made available by NuWays AG exclusively to selected recipients in the European Union (EU) or, in individual cases, also in other countries. It is not allowed to pass the research report on to persons other than the intended recipient without the permission of NuWays AG. Reproduction of this document, in whole or in part, is not permitted without prior permission NuWays AG. All rights reserved.

Under no circumstances shall NuWays AG, any of its employees involved in the preparation, have any liability for possible errors or incompleteness of the information included in this research report – neither in relation to indirect or direct nor consequential damages. Liability for damages arising either directly or as a consequence of the use of information, opinions and estimates is also excluded. Past performance of a financial instrument is not necessarily indicative of future performance.

#### 2. Responsibilities

This research report was prepared by the research analyst named on the front page (the "Producer"). The Producer is solely responsible for the views and estimates expressed in this report. The report has been prepared independently. The content of the research report was not influenced by the issuer of the analysed financial instrument at any time. It may be possible that parts of the research report were handed out to the issuer for information purposes prior to the publication without any major amendments being made thereafter.

#### 3. Organisational Requirements

NuWays AG took internal organisational and regulative precautions to avoid or accordingly disclose possible conflicts of interest in connection with the preparation and distribution of the research report. All members of NuWays AG involved in the preparation of the research report are subject to internal compliance regulations. No part of the Producer's compensation is directly or indirectly related to the preparation of this financial analysis. In case a research analyst or a closely related person is confronted with a conflict of interest, the research analyst is restricted from covering this company.

#### 4. Information Concerning the Methods of Valuation/Update

The determination of the fair value per share, i.e. the price target, and the resultant rating is done on the basis of the adjusted free cash flow (adj. FCF) method and on the basis of the discounted cash flow – DCF model. Furthermore, a peer group comparison is made.

The adj. FCF method is based on the assumption that investors purchase assets only at a price (enterprise value) at which the operating cash flow return after taxes on this investment exceeds their opportunity costs in the form of a hurdle rate of 7.5%. The operating cash flow is calculated as EBITDA less maintenance capex and taxes.

Within the framework of the DCF approach, the future free cash flows are calculated initially on the basis of a fictitious capital structure of 100% equity, i.e. interest and repayments on debt capital are not factored in initially. The adjustment towards the actual capital structure is done by discounting the calculated free cash flows with the weighted average cost of capital (WACC), which takes into account both the cost of equity capital and the cost of debt. After discounting, the calculated total enterprise value is reduced by the interest-bearing debt capital in order to arrive at the equity value.

NuWays AG uses the following three-step rating system for the analysed companies:

Buy: Sustainable upside potential of more than 20% within 12 months

Sell: Sustainable downside potential of more than 20% within 12 months.

Hold: Upside/downside potential is limited. No immediate catalyst visible.

The decision on the choice of the financial instruments analysed in this document was solely made by NuWays AG. The opinions and estimates in this research report are subject to change without notice. It is within the discretion of NuWays AG whether and when it publishes an update to this research report, but in general updates are created on a regular basis, after 6 months at the latest. A sensitivity analysis is included and published in company's initial studies.

#### 5. Major Sources of Information

Part of the information required for this research report was made available by the issuer of the financial instrument. Furthermore, this report is based on publicly available sources (such as, for example, Bloomberg, Reuters, VWD-Trader and the relevant daily press) believed to be reliable. NuWays AG has checked the information for plausibility but not for accuracy or completeness.

#### 6. Competent Supervisory Authority

NuWays AG is an affiliated company of Hauck Aufhäuser Lampe Privatbank AG which is under supervision of the BaFin – German Federal Financial Supervisory Authority (Bundesanstalt für Finanzdienstleistungsaufsicht), Graurheindorfer Straße 108, 53117 Bonn and Marie-Curie-Straße 24 – 28, 60439 Frankfurt a.M.

#### 7. Specific Comments for Recipients Outside of Germany

This research report is subject to the law of the Federal Republic of Germany and the European Union (EU). The distribution of this information to other states in particular to the USA, Canada, Australia and Japan may be restricted or prohibited by the laws applicable within this state. If this communication is distributed in the United Kingdom it is solely directed at (i) investment professionals as defined in Article 19(5) of the Financial Services and Markets Act 2000 (Financial Promotion) Order 2005 (the "FPO") or (ii) high net-worth entities as defined in article 49 of the FPO. This document should not be distributed or forwarded, either directly or indirectly, to any other individuals.

#### 8. Miscellaneous

According to Article 4(1) No. i of the delegated regulation 2016/958 supplementing regulation 596/2014 of the European Parliament, further information regarding investment recommendations of the last 12 months are published under: <u>www.nuways-ag.com</u>

Date of publication creation: 20/08/2024 07:31 AM Date of publication dissemination: 20/08/2024 07:31 AM



Update - 20.08.2024



### Contacts

### **NuWays AG**

Mittelweg 16-17 20148 Hamburg Germany +49 170 119 8648 info@nuways-ag.com www.nuways-ag.com



Christian Sandherr Co-CEO/Analyst

christian.sandherr@nuways-ag.com



Frederik Jarchow Co-CEO/Analyst

frederik.jarchow@nuways-ag.com



Philipp Sennewald Analyst

philipp.sennewald@nuways-ag.com



Mark Schüssler Analyst

mark-hendrik.schuessler@nuways-ag.com



Henry Wendisch Analyst

henry.wendisch@nuways-ag.com



Konstantin Völk Analyst

konstantin.voelk@nuways-ag.com

### Find us on Social Media





<u>LinkedIn</u>

