

PNE AG

Germany / Cleantech
 Primary exchange: Frankfurt
 Bloomberg: PNE3 GR
 ISIN: DE000A0JBPG2

Update

RATING

PRICE TARGET

Return Potential
 Risk Rating

BUY

€ 26.00

49.9%
 High

2022 GUIDANCE RAISED – BUY CONFIRMED

According to preliminary figures PNE will exceed previous 2022 EBITDA guidance of €20m -€30m. Management now expects 2022 EBITDA between €34m and €36m. All three segments (Project Development, Power Generation, and Services) contributed to the better than expected result. Following the guidance increase, we have raised our 2022 EBITDA forecast from €33.0m to €35.0m. We confirm our €26 price target and the Buy rating.

2022 guidance raised Taking the mid points of both guidance ranges, i.e. €35m and €25m, this is a 40% increase. We believe that stronger project business (project sales in Q4) and stronger electricity production business drove group EBITDA. German monthly market values for onshore wind power in Q4 ranged from 127 €/MWh in October and 137 €/MWh in November to 142 €/MWh in December, which suggests a strong pricing environment for selling wind power. We expect the Electricity Generation segment to have contributed almost €58m to FY22 group EBITDA and almost €15m to Q4/22 group EBITDA. PNE will publish final 2022 figures on 29 March 2023.

Buy confirmed at unchanged price target Based on a higher 2022 forecast, we have updated our sum-of-the-parts valuation model, which yields an unchanged price target of €26. We confirm our Buy recommendation.

FINANCIAL HISTORY & PROJECTIONS

	2019	2020	2021	2022E	2023E	2024E
Revenue (€m)	132.80	109.69	117.73	113.61	117.44	150.55
Y-o-y growth	45.3%	-17.4%	7.3%	-3.5%	3.4%	28.2%
EBITDA (€m)	28.71	26.35	32.65	34.96	44.48	59.50
EBITDA margin	21.6%	24.0%	27.7%	30.8%	37.9%	39.5%
Net income (€m)	-0.77	1.62	25.13	11.87	-8.01	-5.49
EPS (diluted) (€)	-0.01	0.02	0.33	0.16	-0.10	-0.07
DPS (€)	0.04	0.04	0.04	0.04	0.04	0.04
FCF (€m)	-42.56	-83.03	-89.05	-133.47	-161.05	-148.90
Net gearing	62.9%	129.9%	166.3%	219.5%	306.2%	391.8%
Liquid assets (€m)	111.94	111.62	149.63	135.55	108.45	85.50

RISKS

Risks to our price target include, but are not limited to: changes in legislation, project delays, project approval risks, project financing risks, tender awards, award prices, and interest rate changes.

COMPANY PROFILE

PNE AG is a clean energy solution provider active in wind & PV project development, green power production, and energy services. Currently, the company had an international wind and PV project pipeline of ca. 11.4 GW and an own wind power plant portfolio with a capacity of ca. 319 MW. PNE is based in Cuxhaven, Germany.

MARKET DATA

As of 14 Feb 2023

Closing Price	€ 17.34
Shares outstanding	76.34m
Market Capitalisation	€ 1323.67m
52-week Range	€ 7.93 / 24.05
Avg. Volume (12 Months)	154,573

Multiples

	2021	2022E	2023E
P/E	52.7	111.5	n.a.
EV/Sales	14.4	14.9	14.5
EV/EBITDA	52.0	48.5	38.2
Div. Yield	0.2%	0.2%	0.2%

STOCK OVERVIEW



COMPANY DATA

As of 30 Sep 2022

Liquid Assets	€ 115.65m
Current Assets	€ 351.65m
Intangible Assets	€ 63.69m
Total Assets	€ 894.59m
Current Liabilities	€ 123.64m
Shareholders' Equity	€ 222.71m

SHAREHOLDERS

Morgan Stanley Infrastructure Partners	44.2%
Active Ownership Fund SCS	12.0%
Enkraft	5.0%
Samson Rock Capital LLP	3.0%
Free Float	35.8%



Figure 1: Revisions to forecasts

All figures in €m	2022E			2023E			2024E		
	Old	New	Delta	Old	New	Delta	Old	New	Delta
Sales	109.6	113.6	3.7%	117.4	117.4	0.0%	150.6	150.5	0.0%
EBITDA	33.0	35.0	6.1%	44.5	44.5	0.0%	59.5	59.5	0.0%
margin	30.1%	30.8%		37.9%	37.9%		39.5%	39.5%	
Net income	10.5	11.9	13.4%	-8.0	-8.0	-	-5.5	-5.5	-
margin	9.6%	10.4%		-6.8%	-6.8%		-3.6%	-3.6%	
EPS (diluted) in €	0.14	0.16	13.4%	-0.10	-0.10	-	-0.07	-0.07	-

Source: First Berlin Equity Research

VALUATION MODEL

SUM-OF-THE-PARTS VALUATION

We use a sum-of-the-parts (SotP) analysis to model PNE's fair value. Each of the three segments

- Project Development,
- Electricity Generation, and
- Services

is valued individually using a discounted cash flow (DCF) model.

Sum-of-the-parts valuation

SotP valuation	Fair value in €m	Fair value per share in €	FVPS in € old	Delta
Project Development	692.36	9.07	9.02	1%
Electricity Generation	1,166.57	15.28	15.24	0%
Services	136.23	1.78	1.78	0%
Sum of the parts	1,995.16	26.14	26.04	0%
Price target		26.00	26.00	0%

The segment DCF models are shown and explained on the following pages.



PROJECT DEVELOPMENT

The Project Development segment includes onshore and offshore wind farm and solar plant development on an international scale. Projects that are not sold but added to the own plant portfolio incur development and construction costs but no external segment sales. PNE accounts for this in its Consolidation segment. For simplicity, we integrate Consolidation into the Project Development segment. Our DCF model thus shows only external sales.

Our DCF model assumptions are:

- Weighted average cost of capital (WACC) of 7.8%; (cost of equity: 11.3%, pre-tax cost of debt: 5.0%, tax rate: 30%, debt share: 45%, equity share: 55%);
- Terminal growth rate of 3.0%;
- Terminal EBITDA margin (including consolidation) of 13.5%.
- That a major share of the commissioned turnkey projects is transferred to the Electricity Generation segment by the end of 2028E. These projects do not generate a segment profit, as they are not sold. From 2029E on, we model that PNE sells all turnkey projects. This explains the jump in sales and earnings in 2029E.

DCF model for Project Development segment

All figures in €'000 *	2022E	2023E	2024E	2025E	2026E	2027E	2028E	2029E
Net sales	25,800	33,900	48,600	61,000	85,000	175,800	177,100	653,600
NOPLAT	-31,025	-17,346	-14,782	-11,588	-6,371	11,421	9,942	82,108
+ depreciation & amortisation	2,507	2,483	2,336	2,222	2,108	2,055	2,245	2,413
Net operating cash flow	-28,518	-14,863	-12,446	-9,366	-4,264	13,475	12,187	84,521
- total investments (CAPEX and WC)	-20,862	-11,348	-3,610	-34,886	-27,655	-6,782	-5,060	-11,525
Capital expenditures	-1,548	-1,356	-1,458	-1,342	-1,700	-3,516	-3,542	-1,961
Working capital	-19,314	-9,992	-2,152	-33,544	-25,955	-3,266	-1,518	-9,564
Free cash flows (FCF)	-49,380	-26,211	-16,056	-44,252	-31,919	6,694	7,127	72,996
PV of FCF's	-49,380	-24,549	-13,949	-35,666	-23,866	4,643	4,586	43,572

All figures in thousands	
PV of FCFs in explicit period (2022E-2036E)	132,245
PV of FCFs in terminal period	499,996
Enterprise value (EV)	632,241
+ Net cash / - net debt	60,579
+ Investments / minority interests	-463
Shareholder value	692,357
Number of shares (diluted)	76,337
Fair value per share in EUR	9.07

WACC	7.8%	Terminal growth rate							
		1.5%	2.0%	2.5%	3.0%	3.5%	4.0%	4.5%	
Cost of equity	11.3%	4.8%	18.39	20.78	24.20	29.53	39.01	60.47	155.93
Pre-tax cost of debt	5.0%	5.8%	13.15	14.29	15.77	17.79	20.69	25.20	33.22
Tax rate	30.0%	6.8%	9.92	10.53	11.30	12.26	13.52	15.22	17.68
After-tax cost of debt	3.5%	7.8%	7.75	8.11	8.55	9.07	9.72	10.53	11.59
Share of equity capital	55.0%	8.8%	6.20	6.43	6.69	7.00	7.37	7.81	8.36
Share of debt capital	45.0%	9.8%	5.05	5.20	5.37	5.56	5.78	6.04	6.35
Fair value per share in EUR	9.07	10.8%	4.17	4.17	4.17	4.17	4.17	4.17	4.17

* for layout purposes the model shows numbers only to 2029, but runs until 2036



ELECTRICITY GENERATION

The Electricity Generation segment includes power production from green power plants. Currently, the portfolio combines its own 21 wind farms with a total capacity of 319 MW, and the Silbitz biomass power plant with a capacity of 5.6 MW. PNE plans to build up a wind & solar power production portfolio of up to 1,500 MW (1,000 wind, 500 MWp solar) by year-end 2027 (including secured projects that will be built in 2028). The following table shows our assumptions for the expansion of this portfolio.

Expansion of the green power portfolio by 2027

Wind & solar power portfolio	2019A	2020A	2021A	2022E	2023E	2024E	2025E	2026E	2027E
Wind power capacity (MW), year start	55.3	130.1	134.8	233.2	319.2	419.2	519.2	619.2	719.2
Additional capacity (MW)	74.8	4.7	98.4	86.0	100.0	100.0	100.0	100.0	120.0
Wind power capacity (MW), year end	130.1	134.8	233.2	319.2	419.2	519.2	619.2	719.2	839.2
Solar power capacity (MW), year start	0.0	0.0	0.0	0.0	0.0	0.0	0.0	120.0	240.0
Additional capacity (MW)	0.0	0.0	0.0	0.0	0.0	0.0	120.0	120.0	120.0
Solar power capacity (MW), year end	0.0	0.0	0.0	0.0	0.0	0.0	120.0	240.0	360.0
Portfolio capacity (wind & PV), year start	55.3	130.1	134.8	233.2	319.2	419.2	519.2	739.2	959.2
Additional capacity (MW)	74.8	4.7	98.4	86.0	100.0	100.0	220.0	220.0	240.0
Portfolio capacity (wind & PV), year end	130.1	134.8	233.2	319.2	419.2	519.2	739.2	959.2	1,199.2

Our segment DCF model assumes:

- CapEx of almost €1.6bn from 2023E - 2028E;
- Maintenance CapEx (including repowering) of ca. €41m p.a. starting in 2029E in order to keep the portfolio at the 1,500 MW/MWp level;
- Weighted average cost of capital (WACC) of 4.4%; (cost of equity: 7.3%, pre-tax cost of debt: 4.5%, tax rate: 30%, debt share: 70%, equity share: 30%);
- Terminal growth rate of 1.0%;
- Terminal EBITDA margin of 78.0%.

DCF model for Electricity Generation segment

All figures in EUR'000 *	2022E	2023E	2024E	2025E	2026E	2027E	2028E	2029E
Net sales	69,635	64,249	80,529	95,299	125,456	156,413	184,653	226,037
NOPLAT	19,439	20,854	26,253	31,475	50,158	55,389	66,109	80,131
+ depreciation & amortisation	23,960	30,357	36,630	44,171	44,977	65,941	77,589	92,581
Net operating cash flow	43,399	51,211	62,883	75,646	95,135	121,330	143,698	172,712
- total investments (CAPEX and WC)	-153,484	-173,967	-178,122	-267,833	-270,783	-305,937	-392,166	-48,542
Capital expenditures	-146,200	-175,000	-175,000	-265,000	-265,000	-300,000	-386,750	-40,606
Working capital	-7,284	1,033	-3,122	-2,833	-5,783	-5,937	-5,416	-7,937
Free cash flows (FCF)	-110,085	-122,756	-115,239	-192,187	-175,648	-184,607	-248,468	124,170
PV of FCF's	-110,085	-118,223	-106,298	-169,812	-148,665	-149,670	-192,942	92,362

All figures in thousands

PV of FCFs in explicit period (2022E-2036E)	-325,413
PV of FCFs in terminal period	1,909,170
Enterprise value (EV)	1,583,757
+ Net cash / - net debt	-417,200
+ Investments / minority interests	0
Shareholder value	1,166,557
Number of shares (diluted)	76,337
Fair value per share in EUR	15.28

WACC	4.4%
Cost of equity	7.3%
Pre-tax cost of debt	4.5%
Tax rate	30.0%
After-tax cost of debt	3.2%
Share of equity capital	30.0%
Share of debt capital	70.0%
Fair value per share in EUR	15.28

WACC	Terminal growth rate						
	0.4%	0.6%	0.8%	1.0%	1.2%	1.4%	1.6%
3.6%	12.98	16.78	21.12	26.11	31.93	38.77	46.96
3.9%	10.57	13.88	17.61	21.86	26.74	32.40	39.05
4.1%	8.50	11.40	14.64	18.30	22.45	27.21	32.72
4.4%	6.69	9.25	12.10	15.28	18.86	22.92	27.56
4.6%	5.11	7.39	9.90	12.69	15.81	19.31	23.27
4.9%	3.71	5.75	7.99	10.46	13.19	16.24	19.65
5.1%	2.47	4.30	6.31	8.50	10.92	13.59	16.57

* for layout purposes the model shows numbers only to 2029, but runs until 2036



SERVICES

The Services segment includes technical and commercial operations management of green power plants, construction management, transformer station services, wind measurement, financing, and electricity marketing services.

Our DCF model assumptions are:

- Weighted average cost of capital (WACC) of 7.4% (cost of equity: 8.8%, pre-tax cost of debt: 4.5%, tax rate: 30%, debt share: 30%, equity share: 70%);
- Terminal growth rate of 2.5%;
- Terminal EBITDA margin of 28.2%.

DCF model for Services segment

All figures in €'000 *	2022E	2023E	2024E	2025E	2026E	2027E	2028E	2029E
Sales (external and inter-segment)	24,239	25,727	28,557	31,698	34,940	38,244	41,564	44,851
NOPLAT	2,027	2,719	3,917	5,232	5,970	6,688	7,383	8,051
+ depreciation & amortisation	3,589	3,546	3,235	3,253	3,356	3,498	3,669	3,858
Net operating cash flow	5,617	6,266	7,152	8,485	9,326	10,186	11,051	11,909
- total investments (CAPEX and WC)	-3,493	-3,651	-3,416	-3,875	-4,172	-4,458	-4,727	-4,972
Capital expenditures	-3,393	-3,602	-3,323	-3,772	-4,066	-4,349	-4,617	-4,864
Working capital	-99	-49	-93	-103	-107	-109	-109	-108
Free cash flows (FCF)	2,124	2,615	3,736	4,609	5,154	5,728	6,325	6,936
PV of FCF's	2,124	2,457	3,268	3,755	3,909	4,046	4,159	4,248

All figures in thousands	
PV of FCFs in explicit period (2022E- 2036E)	57,623
PV of FCFs in terminal period	84,090
Enterprise value (EV)	141,713
+ Net cash / - net debt	- 5,500
+ Investments / minority interests	0
Shareholder value	136,213
Number of shares (diluted)	76,337
Fair value per share in EUR	1.78

WACC		Terminal growth rate						
		1.0%	1.5%	2.0%	2.5%	3.0%	3.5%	4.0%
4.4%	Cost of equity	3.26	3.66	4.22	5.09	6.59	9.76	21.11
5.4%	Pre-tax cost of debt	2.42	2.61	2.87	3.22	3.71	4.46	5.76
6.4%	Tax rate	1.89	2.00	2.14	2.31	2.54	2.84	3.27
7.4%	After-tax cost of debt	1.54	1.61	1.69	1.78	1.90	2.05	2.25
8.4%	Share of equity capital	1.28	1.33	1.38	1.44	1.51	1.59	1.70
9.4%	Share of debt capital	1.09	1.12	1.15	1.19	1.24	1.29	1.35
10.4%	Fair value per share in EUR	0.94	0.96	0.99	1.01	1.04	1.07	1.11

* for layout purposes the model shows numbers only to 2029, but runs until 2036



INCOME STATEMENT

All figures in EUR '000	2019A	2020A	2021A	2022E	2023E	2024E
Revenues	132,796	109,689	117,728	113,614	117,444	150,547
Change in inventories	33,723	38,204	129,819	0	0	0
Own work	0	0	0	151,360	184,000	184,000
Other operating income	4,659	3,819	4,480	5,023	6,933	6,974
Total aggregate output	171,179	151,711	252,027	269,997	308,377	341,521
Cost of goods sold	-92,961	-72,729	-161,554	-163,327	-186,516	-193,722
Gross profit (total aggr. output / . COGS)	78,218	78,982	90,473	106,670	121,862	147,798
Personnel costs	-30,600	-35,054	-38,499	-43,956	-47,183	-51,276
Other operating expenses	-18,911	-17,580	-19,320	-27,753	-30,194	-37,026
EBITDA	28,707	26,348	32,654	34,961	44,484	59,496
Depreciation and amortisation	-12,597	-18,177	-23,389	-30,056	-36,386	-42,201
Operating income (EBIT)	16,110	8,170	9,265	4,905	8,099	17,295
Interest Expense	-10,890	-11,182	-10,790	-14,627	-20,202	-25,793
Interest Income	582	251	4,414	26,020	0	0
Other financial income / expenses	32	52	138	0	0	0
Pre-tax income (EBT)	5,835	-2,708	3,028	16,299	-12,103	-8,498
Income taxes	-5,946	3,611	21,636	-4,890	3,631	2,550
Minority interests	-655	717	463	463	463	463
Net income / loss	-765	1,621	25,127	11,872	-8,009	-5,486
Diluted EPS (in €)	-0.01	0.02	0.33	0.16	-0.10	-0.07

Ratios

Gross margin (gross profit/total aggr. output)	45.7%	52.1%	35.9%	39.5%	39.5%	43.3%
EBITDA margin on revenues	21.6%	24.0%	27.7%	30.8%	37.9%	39.5%
EBIT margin on revenues	12.1%	7.4%	7.9%	4.3%	6.9%	11.5%
Net margin on revenues	-0.6%	1.5%	21.3%	10.4%	-6.8%	-3.6%
Tax rate	101.9%	133.4%	-714.6%	-30.0%	-30.0%	-30.0%

Expenses as % of revenues

Personnel costs	23.0%	32.0%	32.7%	38.7%	40.2%	34.1%
Depreciation and amortisation	9.5%	16.6%	19.9%	26.5%	31.0%	28.0%
Other operating expenses	14.2%	16.0%	16.4%	24.4%	25.7%	24.6%

Y-Y Growth

Revenues	45.3%	-17.4%	7.3%	-3.5%	3.4%	28.2%
Operating income	106.8%	-49.3%	13.4%	-47.1%	65.1%	113.6%
Net income/ loss	n.m.	n.m.	1450.5%	-52.8%	n.m.	n.m.



BALANCE SHEET

All figures in EUR '000	2019A	2020A	2021A	2022E	2023E	2024E
Assets						
Current assets, total	250,445	346,594	363,469	381,166	348,505	333,403
Cash and cash equivalents	111,935	111,617	149,625	105,513	108,449	85,499
Short-term investments	0	0	0	0	0	0
Receivables	34,251	40,171	29,492	42,957	39,737	46,302
Inventories	84,807	174,003	163,711	212,055	179,678	180,961
Other current assets	19,452	20,803	20,641	20,641	20,641	20,641
Non-current assets, total	299,571	317,215	463,531	584,616	728,188	865,768
Property, plant & equipment	174,081	176,341	273,523	394,608	538,180	675,760
Goodwill & other intangibles	64,719	64,330	63,964	63,964	63,964	63,964
Rights-of-use assets	39,376	39,125	64,732	64,732	64,732	64,732
Other assets	60,771	76,544	126,044	126,044	126,044	126,044
Total assets	550,016	663,809	827,000	965,782	1,076,693	1,199,171
Shareholders' equity & debt						
Current liabilities, total	113,636	108,209	109,302	119,517	101,954	93,434
Short-term financial debt	11,705	24,223	22,758	25,000	22,000	11,000
Liabilities from leases (ST)	3,057	4,626	6,862	6,862	6,862	6,862
Accounts payable	35,276	31,364	34,398	39,408	24,845	27,325
Current provisions	8,381	4,617	6,747	6,747	6,747	6,747
Other current liabilities	58,275	48,005	45,399	48,362	48,362	48,362
Long-term liabilities, total	231,260	355,038	495,905	616,116	756,116	896,116
Long-term financial debt	188,953	272,887	385,066	503,081	643,081	783,081
Liabilities from leases (LT)	37,207	70,388	103,719	105,858	105,858	105,858
Other liabilities	5,100	11,763	7,120	7,177	7,177	7,177
Minority interests	-13,283	-7,070	-7,382	-7,845	-8,308	-8,771
Shareholders' equity	218,402	207,633	229,175	237,994	226,931	218,392
Share capital	76,603	76,603	76,603	76,603	76,603	76,603
Capital reserve	82,953	82,953	82,953	82,953	82,953	82,953
Other reserves	-819	-2,692	-3,109	-3,109	-3,109	-3,109
Treasury stock	-707	-707	-707	-707	-707	-707
Retained earnings	60,372	51,476	73,435	82,254	71,191	62,652
Total consolidated equity and debt	550,016	663,809	827,000	965,782	1,076,693	1,199,171
Ratios						
Current ratio (x)	2.20	3.20	3.33	3.19	3.42	3.57
Quick ratio (x)	1.46	1.59	1.83	1.41	1.66	1.63
Net cash	-128,987	-260,507	-368,779	-535,287	-669,351	-821,301
Net gearing	59.1%	125.5%	160.9%	224.9%	295.0%	376.1%
Book value per share (€)	2.74	2.63	2.91	3.01	2.86	2.75
Tangible book value per share (€)	1.89	1.80	2.08	2.19	2.04	1.92
Equity ratio (incl. minorities)	37.3%	30.2%	26.8%	23.8%	20.3%	17.5%
Return on equity (ROE)	-0.4%	0.8%	11.0%	5.0%	-3.5%	-2.5%
Return on assets (ROA)	1.8%	1.9%	4.3%	2.7%	1.1%	1.7%
Return on investment (ROI)	-0.1%	0.2%	3.0%	1.2%	-0.7%	-0.5%
Return on capital employed (ROCE)	5.4%	2.0%	1.7%	0.7%	1.0%	1.8%



CASH FLOW STATEMENT

All figures in EUR '000	2019A	2020A	2021A	2022E	2023E	2024E
EBIT	16,110	8,170	9,265	4,905	8,099	17,295
Depreciation and amortisation	12,597	18,177	23,389	30,056	36,386	42,201
EBITDA	28,707	26,348	32,654	34,961	44,484	59,496
Changes in working capital	19,031	-75,310	217	-53,836	21,033	-5,368
Other adjustments	-12,331	-19,538	-9,093	6,504	-16,571	-23,244
Operating cash flow	35,407	-68,500	23,778	-12,370	48,947	30,885
Investments in PP&E	-77,966	-14,450	-112,828	-151,141	-179,958	-179,781
Investments in intangibles	0	-81	0	0	0	0
Free cash flow	-42,559	-83,031	-89,050	-163,512	-131,011	-148,896
Acquisitions & disposals, net	85	104	30,976	0	0	0
Other investments	0	0	-139	0	0	0
Cash flow from investing	-77,882	-14,427	-81,991	-151,141	-179,958	-179,781
Debt financing, net	37,555	86,483	122,179	119,202	137,000	129,000
Equity financing, net	5,669	0	0	0	0	0
Dividends paid	-2,975	-3,053	-3,053	-3,053	-3,053	-3,053
Other financing	0	-573	-7,152	0	0	0
Cash flow from financing	40,249	82,857	111,974	116,149	133,947	125,947
Forex and other changes in cash	-14,911	-248	-15,754	0	0	0
Net cash flows	-17,135	-318	38,008	-47,363	2,936	-22,950
Cash, start of the year	129,071	111,935	111,617	149,625	105,513	108,449
Cash, end of the year	111,936	111,617	149,625	102,262	108,449	85,499
EBITDA/share (in €)	0.38	0.35	0.43	0.46	0.58	0.78
Operating cashflow/share (in €)	0.47	-0.90	0.31	-0.16	0.64	0.40
Y-Y Growth						
Operating cash flow	n.m.	n.m.	n.m.	n.m.	n.m.	-36.9%
Free cash flow	n.m.	n.m.	n.m.	n.m.	n.m.	n.m.
EBITDA/share	83.1%	-10.0%	23.9%	7.1%	27.2%	33.7%

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Ggf. Inhaltlich Verantwortlicher gem. § 6 MDStV

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The production of this recommendation was completed on 15 February 2023 at 09:59

Person responsible for forwarding or distributing this financial analysis: Martin Bailey

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

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

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

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

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Report No.:	Date of publication	Previous day closing price	Recommendation	Price target
Initial Report	31 March 2008	€2.38	Buy	€4.50
2...112	↓	↓	↓	↓
113	11 November 2021	€8.26	Add	€8.80
114	18 March 2022	€9.49	Add	€10.00
115	19 April 2022	€12.12	Reduce	€11.50
116	12 May 2022	€12.42	Reduce	€12.00
117	11 August 2022	€15.90	Reduce	€15.20
118	10 November 2022	€21.30	Reduce	€18.10
119	15 December 2022	€22.30	Add	€26.00
120	2 February 2023	€15.74	Buy	€26.00
121	Today	€17.34	Buy	€26.00

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- key sources of information in the preparation of this research report
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