

Fiskars

Company report

9/26/2022 8:45



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This report is a summary translation of the report “Hidastuva kysyntä tuo painetta tulokseen” published on 9/26/2022 at 8:35 am

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Slowing demand puts pressure on earnings

We expect slowing consumer demand to be visible in Fiskars' development over the coming year. With our estimates the performance improvement indicated by the company's guidance will be very modest. We do, however, believe that Fiskars' performance is structurally much higher than before COVID. At the current performance level we feel that the valuation (EV/EBIT about 8.5 and PE 10-11x in 2022-23) is favorable, but the weak short-term outlook and the valuation level of peers / increased interest rate level limits the upside potential. We reiterate our Accumulate recommendation and lower our target price to EUR 18.0 (previously 20.0) due to lower earnings estimates.

Guidance on improving full year EBIT may prove a bit too high

Fiskars' guidance from spring remains unchanged despite the challenging market and the company expects comparable EBIT to increase this year from the 2021 level (154 MEUR). However, we believe, e.g., due to the weakened economic outlook that consumer demand will decrease more than expected in H2, which has led us to cut our estimates. H1'22 comparable EBIT was at last year's level (88 MEUR), so H2 result will have to improve year-on-year for the company to reach the guidance. This is supported by the impact of price increases made in spring on H2 and by the growth in fixed costs leveling off. We believe that lower than expected demand can push the performance below the guidance, even if the company should at this stage have reasonably good visibility into the situation at the end of the year. Our updated estimate for comparable EBIT is EUR 158 million so we expect a slight increase from last year. We would not find it surprising if the company updated the guidance to, e.g., 'last year's level'.

We find Fiskars' performance to be structurally better than before COVID

It is important to note that, although COVID supported Fiskars' sales and earnings, the company has carried out a lot of efficiency measures, especially in terms of WWRD, i.e. the English & Crystal Brands unit, which is part of the Vita segment and used to be less profitable. In recent years, it has improved its performance, which we believe to be structural and sustainable, and not just a temporary effect from COVID. The company completed two efficiency programs at the end of 2021, and the current management also launched measures under the new strategy during 2021. We believe that these measures will support Fiskars' growth and profitability in the future. Next year we do, however, expect weak market demand to depress the company's net sales growth to zero and EBIT slightly below this year's level. However, with our estimates the 2023 adjusted EBIT is still clearly higher (150 MEUR) than the average in 2016-20 (about 100 MEUR). In terms of net sales, our 2023 estimate represents an annual organic growth of around 5% compared to 2019, which is in line with the company's current target, but above historical levels. From 2024 onwards we expect growth and improved profitability for the company.

Valuation is favorable if earnings remain at the current level

We still consider Fiskars' valuation to be favorable. Earning-based valuation EV/EBIT: 8.5x and adjusted P/E: 10-11x in 2022-23) are both low in absolute terms and below the multiples of the peer group. We believe that the share price already includes too many negatives considering the company's structurally improved performance.

Recommendation

Accumulate

(previous Accumulate)

EUR 18.00

(previous EUR 20.00)

Share price:

15.20



Key figures

	2021	2022e	2023e	2024e
Revenue	1254	1295	1300	1348
growth-%	12%	3%	0%	4%
EBIT adj.	154.4	157.5	150.8	168.5
EBIT-% adj.	12.3 %	12.2 %	11.6 %	12.5 %
Net Income	86.7	118.4	113.7	127.0
EPS (adj.)	1.21	1.56	1.41	1.57

P/E (adj.)	19.1	9.8	10.8	9.7
P/B	2.3	1.4	1.3	1.3
Dividend yield-%	3.3 %	5.4 %	5.4 %	6.1 %
EV/EBIT (adj.)	12.4	8.5	8.4	7.1
EV/EBITDA	9.4	6.6	6.0	5.2
EV/S	1.5	1.0	1.0	0.9

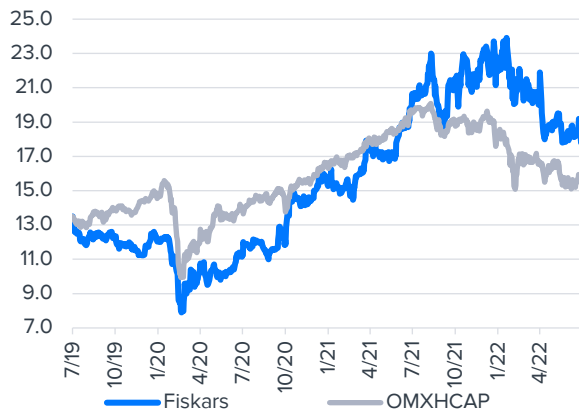
Source: Inderes

Guidance

(Unchanged)

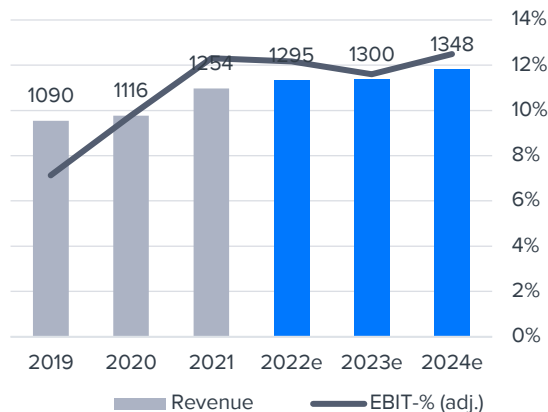
In 2022, Fiskars expects the group's comparable EBIT to increase (2021: 154 MEUR).

Share price



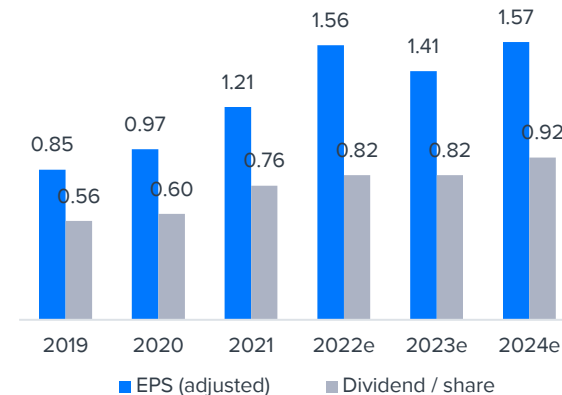
Source: Millstream Market Data AB

Revenue and EBIT %



Source: Inderes

EPS and dividend



Source: Inderes



Value drivers

- Portfolio's focus on big and most profitable brands
- Organic growth from new markets and/or product categories
- Profitability improvement through sales and channel mix as well as growth and scale
- Earnings improvement through the Vita segment and the Group-wide restructuring program
- Strong balance sheet enables inorganic growth



Risk factors

- Shift in consumption from products to services as the home nesting trend slows down
- Weakening of the global economy and consumer confidence
- Rapid transition of the commerce sector to digital channels and increasing price competition
- Unnecessary sprawling and complexity of brand portfolio
- Raw material inflation and challenges in the global logistics chain

Valuation	2022e	2023e	2024e
Share price	15.2	15.2	15.2
Number of shares, millions	80.7	80.7	80.7
Market cap	1227	1227	1227
EV	1341	1259	1195
P/E (adj.)	9.8	10.8	9.7
P/E	10.4	10.8	9.7
P/FCF	42.0	8.4	9.5
P/B	1.4	1.3	1.3
P/S	0.9	0.9	0.9
EV/Sales	1.0	1.0	0.9
EV/EBITDA	6.6	6.0	5.2
EV/EBIT (adj.)	8.5	8.4	7.1
Payout ratio (%)	55.9 %	58.2 %	58.5 %
Dividend yield-%	5.4 %	5.4 %	6.1 %

Source: Inderes

Estimates decreasing due to falling consumer demand

We expect weaker consumer demand to hit Fiskars

We believe that continued high inflation, rising interest rates and weak consumer confidence will have a negative effect on Fiskars' demand. This applies particularly to Europe that is struggling with the energy crisis, but also to the US, while in Asia we expect Fiskars to be able to continue growing. However, Europe and America generate some 85% of the company's sales.

The company should have good visibility into this year's guidance, but we still see a risk here

Fiskars' current guidance is still improving EBIT excluding non-recurring items this year, compared with EUR 154 million last year. After H1, the company was at last year's level, so earnings should improve in H2. Considering the deteriorating demand, we do not believe that this is easy. However, Fiskars is supported by the fact that the price increases made by the company in the spring will affect H2 and it

invested heavily in growth projects during H2'21, which resulted in a clear increase in fixed costs in H1'22 compared to last year, but they should increase less in H2 and especially in Q4. The company also has reasonable visibility through pre-orders to the Vita segment, which is important for Q4 performance.

We do, however, expect that earnings will end up just above last year and estimate EBIT excluding non-recurring items to be EUR 158 million this year. Thus, we would not find it surprising if the company lowered the guidance to 'comparable EBIT will be at last year's level'.

Slightly declining earnings estimate for 2023

Due to weaker demand, we expect next year's sales growth to remain at zero, which means a decrease in volumes. Although the inflation peak seen last spring has been largely offset by price increases, the high gas price has a negative effect on the Vita segment,

which can be visible as a lower margin. We also believe that the company will continue making some growth investments despite weak sales development, which will increase fixed costs. Naturally, the company similarly strives to improve operational efficiency elsewhere.

We expect a slightly lower margin for Fiskars as a whole and thus also earnings in 2023. In 2024, we expect sales and the margin to return to growth.

Cash flow remains weak in 2022

Due to inventory increases, Fiskars' cash flow was weak in early 2022. The company now faces weakening demand, but on the other hand, the need maintain inventories due to the risks in the production chain. We therefore believe that this year's cash flow will be weak, but the situation to normalize during 2023.

Estimate revisions	2022e			2023e			2024e		
	Old	New	Change %	Old	New	Change %	Old	New	Change %
MEUR / EUR									
Revenue	1323	1295	-2%	1359	1300	-4%	1410	1348	-4%
EBIT (exc. NRIs)	162	158	-3%	169	151	-11%	182	168	-8%
EBIT	155	150	-3%	169	151	-11%	182	168	-8%
EPS (excl. NRIs)	1.58	1.56	-2%	1.56	1.41	-10%	1.69	1.57	-7%
DPS	0.86	0.82	-5%	0.96	0.82	-15%	1.02	0.92	-10%

Source: Inderes

Valuation is cheap if the earnings level holds

Valuation starting to look favorable

We still consider Fiskars' 2022 valuation to be favorable. Earning-based valuation EV/EBIT: 10x and adjusted P/E: 12.5x) are both clearly below the company's historical levels. We believe that the share price already includes too many negatives considering the company's guidance indicating increasing EBIT, the favorably developing performance and earnings growth estimates in the next few years.

Fiskars is valued below its peers

Fiskars' earnings-based valuation is below the international peer group with our 2022 estimates, but the difference narrows with 2023 estimates. Fiskars' peer group limits the upside of the share to some extent because we believe that a clear premium pricing would require more evidence of improved performance and guarantees that the company will be able to produce 'intact' earnings in the future without launching new transformation and restructuring programs with significant non-recurring costs, which have marked the last ten years.

The share is cheap if the company gets even close to its targets

We believe that there is permanent upside potential in the valuation multiples if Fiskars can achieve higher growth than in previous (pre-COVID) years. Net sales growth has been challenging in recent years, so especially high valuation multiples have not been accepted for the company. The situation has developed in an encouraging direction, as the company has been able to grow quite rapidly for nine successive quarters (even though this has been boosted by COVID-related demand) and the new

financial targets have been set to a very ambitious level.

We believe the market does not have confidence in Fiskars reaching its financial targets and its ability to build on record-strong years. If the company can convince the market of sustainable growth, we feel there is upside in the earnings-based valuation. We also believe the macro situation is currently depressing Fiskars' valuation. Consumer confidence that is being tested, high cost inflation, and wider consumption possibilities enabled by COVID restrictions being lifted are all factors that concern us in the short term. We feel that the elevated short-term risk factors together with rising interest rates give reason to be weary.

However, the flip side is that Fiskars' share offers a very attractive expected return if the company achieves the financial targets of the current strategy period. If we assume that Fiskars could increase its annual net sales by some 5% from the current level until 2025 and raise its EBIT margin to the targeted 15% level, it would mean net sales of EUR ~1.5 billion, EBIT of EUR ~225 million and EPS of EUR ~2.2. If the company would then be priced at 12x P/E, the calculated value of the share would be EUR 26 in 2025. If Fiskars can meet its own financial targets, we believe that the share price is currently cheap as if targets are met, the expected return considering the dividend would be around 20% p.a.

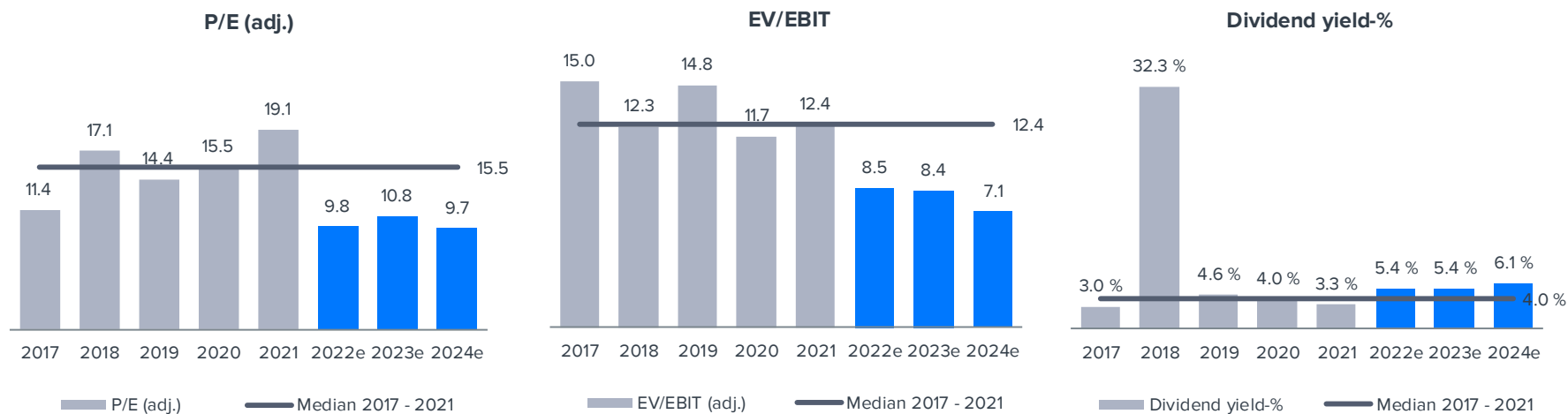
Valuation	2022e	2023e	2024e
Share price	15.2	15.2	15.2
Number of shares, millions	80.7	80.7	80.7
Market cap	1227	1227	1227
EV	1341	1259	1195
P/E (adj.)	9.8	10.8	9.7
P/E	10.4	10.8	9.7
P/FCF	42.0	8.4	9.5
P/B	1.4	1.3	1.3
P/S	0.9	0.9	0.9
EV/Sales	1.0	1.0	0.9
EV/EBITDA	6.6	6.0	5.2
EV/EBIT (adj.)	8.5	8.4	7.1
Payout ratio (%)	55.9 %	58.2 %	58.5 %
Dividend yield-%	5.4 %	5.4 %	6.1 %

Source: Inderes

Valuation table

Valuation	2017	2018	2019	2020	2021	2022e	2023e	2024e	2025e
Share price	24.0	19.0	12.2	15.0	23.0	15.2	15.2	15.2	15.2
Number of shares, millions	81.7	81.6	81.5	81.5	81.5	80.7	80.7	80.7	80.7
Market cap	1958	1550	996	1220	1874	1227	1227	1227	1227
EV	1559	1236	1152	1276	1916	1341	1259	1195	1128
P/E (adj.)	11.4	17.1	14.4	15.5	19.1	9.8	10.8	9.7	9.0
P/E	11.8	19.0	19.3	18.0	21.6	10.4	10.8	9.7	9.0
P/FCF	12.9	24.4	28.5	6.9	24.5	42.0	8.4	9.5	8.8
P/B	1.5	1.3	1.3	1.6	2.3	1.4	1.3	1.3	1.2
P/S	1.7	1.4	0.9	1.1	1.5	0.9	0.9	0.9	0.9
EV/Sales	1.3	1.1	1.1	1.1	1.5	1.0	1.0	0.9	0.8
EV/EBITDA	11.4	9.1	9.6	7.4	9.4	6.6	6.0	5.2	4.6
EV/EBIT (adj.)	15.0	12.3	14.8	11.7	12.4	8.5	8.4	7.1	6.2
Payout ratio (%)	35.4 %	613.3 %	88.4 %	72.2 %	71.4 %	55.9 %	58.2 %	58.5 %	59.2 %
Dividend yield-%	3.0 %	32.3 %	4.6 %	4.0 %	3.3 %	5.4 %	5.4 %	6.1 %	6.6 %

Source: Inderes



Peer group valuation

Peer group valuation	Market cap	EV	EV/EBIT		EV/EBITDA		EV/S		P/E		Dividend yield-%		P/B
Company	MEUR	MEUR	2022e	2023e	2022e	2023e	2022e	2023e	2022e	2023e	2022e	2023e	2022e
Duni AB	324	485	14.0	10.6	6.9	6.2	0.8	0.7	11.2	8.5	6.7	7.1	1.2
Harvia Oyj	265	292	7.9	9.0	6.7	7.4	1.6	1.6	9.4	11.7	4.3	4.4	2.4
Leifheit AG	137	117	33.5	8.4	10.4	5.4	0.5	0.4	64.4	14.1	2.7	4.9	1.3
Marimekko Oyj	360	343	10.6	10.1	8.1	7.6	2.0	1.9	14.0	14.0	4.7	5.4	4.8
Nokian Tyres plc	1455	1600	6.3	11.6	4.8	6.3	0.9	1.1	7.6	13.2	5.2	5.2	1.0
Orthex Oyj	70	96	18.2	12.1	10.5	7.7	1.1	1.1	24.5	13.8	4.6	4.8	2.1
Rapala VMC Oyj	183	269	16.8	9.0	10.5	6.3	1.0	0.9	18.6	10.2	2.1	4.2	1.2
Stanley Black & Decker Inc	12164	23813	16.5	14.2	12.8	11.1	1.4	1.4	14.6	11.9	3.9	3.9	1.3
Villeroy & Boch AG	451	340	3.5	3.3	2.5	2.4	0.3	0.3	6.3	5.9	7.6	8.1	1.2
Fiskars (Inderes)	1227	1341	8.5	8.4	6.6	6.0	1.0	1.0	9.8	10.8	5.4	5.4	1.4
Average			14.1	9.8	8.1	6.7	1.1	1.0	18.9	11.5	4.6	5.3	1.8
Median			14.0	10.1	8.1	6.3	1.0	1.1	14.0	11.9	4.6	4.9	1.3
Diff-% to median			-39%	-17%	-18%	-5%	7%	-8%	-30%	-9%	18%	11%	9%

Source: Refinitiv / Inderes. NB: The market cap Inderes uses does not consider own shares held by the company.

Income statement

Income statement	2020	Q1'21	Q2'21	Q3'21	Q4'21	2021	Q1'22	Q2'22	Q3'22e	Q4'22e	2022e	2023e	2024e	2025e
Revenue	1116	302	307	292	353	1254	333	319	292	351	1294.8	1300	1348	1386
Vita	457	108	116	134	187	545	121	127	141	194	582.5	594	618	636
Terra	494	157	149	111	118	535	173	139	100	106	519.2	509	527	540
Crea	162	35.9	42.2	45.6	46.9	171	38.1	52.0	50.2	49.2	189.5	193	200	206
Others	3.8	0.9	0.8	0.9	1.2	3.8	0.7	0.9	0.9	1.2	3.7	3.8	3.8	3.8
EBITDA	173	61.1	53.2	50.5	39.4	204	56.5	54.4	49.1	43.8	203.7	208	231	245
Depreciation	-75.3	-15.2	-14.7	-15.8	-15.6	-61.3	-15.1	-14.9	-11.7	-11.7	-53.4	-57.4	-62.1	-63.8
EBIT (excl. NRI)	109	46.6	41.4	34.1	32.3	154	51.8	36.3	37.4	32.1	158	151	168	181
EBIT	98.1	45.9	38.5	34.7	23.8	143	41.4	39.5	37.4	32.1	150	151	168	181
Vita	11.9	10.1	9.9	25.2	24.2	69.4	10.7	14.1	25.3	29.2	79.3	74.3	81.6	85.9
Terra	60.8	31.2	17.3	6.3	-3.9	50.9	35.5	9.9	4.0	-3.2	46.2	50.9	57.9	64.8
Crea	38.5	8.1	11.2	11.4	5.6	36.3	8.1	11.6	11.0	8.9	39.6	38.6	42.0	43.2
Others	-13.1	-3.5	0.1	-8.2	-2.2	-13.8	-2.4	-6.6	-3.0	-2.8	-14.8	-13.0	-13.0	-13.0
Net financial items	-8.9	-4.3	1.4	2.8	0.1	0.0	0.7	-0.8	0.5	0.5	0.9	2.0	2.1	2.1
PTP	89.9	41.9	40.4	37.9	24.1	144	42.6	39.3	37.9	32.6	152.3	153	171	183
Taxes	-21.3	-33.7	-9.0	-8.0	-5.8	-56.5	-11.2	-5.8	-8.7	-7.5	-33.2	-38.2	-42.6	-45.8
Minority interest	-0.8	-0.2	-0.2	-0.2	-0.4	-1.0	-0.2	-0.1	-0.2	-0.2	-0.8	-0.9	-0.9	-0.9
Net earnings	67.7	7.9	31.2	29.7	17.9	86.7	31.2	33.4	28.9	24.9	118.4	114	127	136
EPS (adj.)	0.97	0.11	0.42	0.36	0.32	1.21	0.51	0.37	0.36	0.31	1.56	1.41	1.57	1.69
EPS (rep.)	0.83	0.10	0.38	0.36	0.22	1.06	0.39	0.41	0.36	0.31	1.47	1.41	1.57	1.69

Key figures	2020	Q1'21	Q2'21	Q3'21	Q4'21	2021	Q1'22	Q2'22	Q3'22e	Q4'22e	2022e	2023e	2024e	2025e
Revenue growth-%	2.4 %	17.9 %	9.7 %	9.4 %	12.7 %	12.4 %	10.1 %	3.9 %	0.0 %	-0.6 %	3.2 %	0.4 %	3.7 %	2.8 %
Adjusted EBIT growth-%	40.5 %	202.6 %	88.1 %	-4.6 %	-10.3 %	41.5 %	11.1 %	-12.3 %	9.5 %	-0.6 %	2.0 %	-4.3 %	11.7 %	7.4 %
EBITDA-%	15.5 %	20.2 %	17.3 %	17.3 %	11.1 %	16.3 %	17.0 %	17.0 %	16.8 %	12.5 %	15.7 %	16.0 %	17.1 %	17.7 %
Adjusted EBIT-%	9.8 %	15.4 %	13.5 %	11.7 %	9.1 %	12.3 %	15.6 %	11.4 %	12.8 %	9.1 %	12.2 %	11.6 %	12.5 %	13.1 %
Net earnings-%	6.1 %	2.6 %	10.2 %	10.2 %	5.1 %	6.9 %	9.4 %	10.5 %	9.9 %	7.1 %	9.1 %	8.7 %	9.4 %	9.8 %

Source: Inderes

Balance sheet

Assets	2020	2021	2022e	2023e	2024e
Non-current assets	829	898	917	934	937
Goodwill	214	219	219	219	219
Intangible assets	268	270	278	279	275
Tangible assets	149	145	155	172	179
Associated companies	0.0	0.0	0.0	0.0	0.0
Other investments	80.6	91.6	91.6	91.6	91.6
Other non-current assets	90.2	145	145	145	145
Deferred tax assets	27.4	27.5	27.5	27.5	27.5
Current assets	513	537	676	627	636
Inventories	207	273	337	299	297
Other current assets	29.2	2.6	2.6	2.6	2.6
Receivables	214	230	259	247	256
Cash and equivalents	62.5	31.5	77.7	78.0	80.9
Balance sheet total	1342	1435	1593	1561	1574

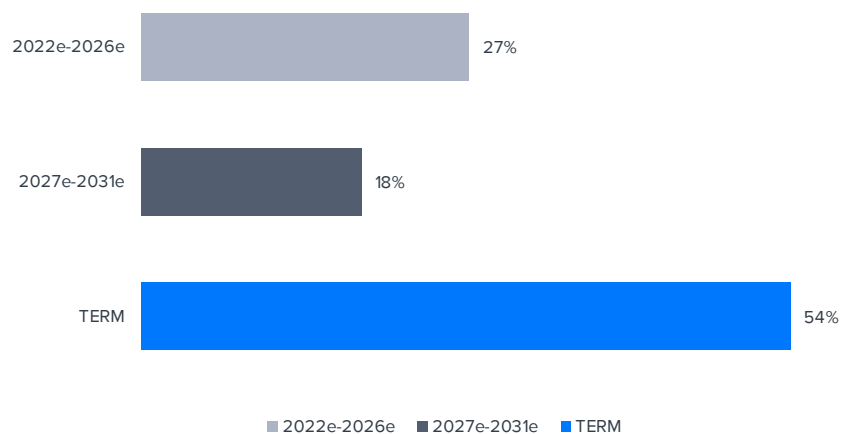
Source: Inderes

Liabilities & equity	2020	2021	2022e	2023e	2024e
Equity	762	816	873	920	981
Share capital	77.5	77.5	77.5	77.5	77.5
Retained earnings	680	735	791	839	899
Hybrid bonds	0.0	0.0	0.0	0.0	0.0
Revaluation reserve	0.0	0.0	0.0	0.0	0.0
Other equity	0.0	0.0	0.0	0.0	0.0
Minorities	3.8	4.2	4.2	4.2	4.2
Non-current liabilities	175	144	162	154	148
Deferred tax liabilities	31.2	32.1	32.1	32.1	32.1
Provisions	3.6	3.4	3.4	3.4	3.4
Long term debt	51.2	0.7	18.7	10.6	4.5
Convertibles	0.0	0.0	0.0	0.0	0.0
Other long term liabilities	89.4	108	108	108	108
Current liabilities	405	475	558	487	445
Short term debt	61.2	64.4	168	95.5	40.4
Payables	310	370	350	351	364
Other current liabilities	33.9	40.5	40.5	40.5	40.5
Balance sheet total	1342	1435	1593	1561	1574

DCF calculation

DCF model	2021	2022e	2023e	2024e	2025e	2026e	2027e	2028e	2029e	2030e	2031e	TERM
Revenue growth-%	12.4 %	3.2 %	0.4 %	3.7 %	2.8 %	2.5 %	2.0 %	2.0 %	2.0 %	2.0 %	2.0 %	2.0 %
EBIT-%	11.4 %	11.6 %	11.6 %	12.5 %	13.1 %	12.0 %	11.0 %	10.0 %	9.5 %	9.5 %	9.5 %	9.5 %
EBIT (operating profit)	143	150	151	168	181	170	159	148	143	146	149	
+ Depreciation	61.3	53.4	57.4	62.1	63.8	62.1	63.1	63.9	64.8	65.7	67.4	
- Paid taxes	-55.7	-33.2	-38.2	-42.6	-45.8	-42.6	-39.9	-37.0	-35.9	-36.6	-37.3	
- Tax, financial expenses	0.0	0.2	0.5	0.5	0.5	0.0	0.0	0.0	0.0	0.0	0.0	
+ Tax, financial income	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1	0.1	0.1	
- Change in working capital	12.0	-113.5	51.0	6.2	-5.3	-4.9	-4.0	-4.1	-4.1	-4.2	-4.3	
Operating cash flow	160	57.2	222	195	194	185	179	171	168	171	175	
+ Change in other long-term liabilities	18.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
- Gross CAPEX	-130.4	-71.9	-75.0	-65.0	-54.5	-62.8	-63.3	-64.3	-65.4	-61.8	-76.3	
Free operating cash flow	48.2	-14.7	147	130	140	122	115	106	103	109	98.6	
+/- Other	28.3	43.9	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
FCFF	76.5	29.2	147	130	140	122	115	106	103	109	98.6	1829
Discounted FCFF		28.7	134	110	110	89.8	78.9	67.7	60.7	60.1	50.5	937
Sum of FCFF present value		1727	1698	1565	1455	1344	1254	1176	1108	1047	987	937
Enterprise value DCF		1727										
- Interesting bearing debt		-65.1										
+ Cash and cash equivalents		31.5										
-Minorities		-5.9										
-Dividend/capital return		-61.9										
Equity value DCF		1627										
Equity value DCF per share		20.2										

Cash flow distribution



Wacc

Tax-% (WACC)	23.0 %
Target debt ratio (D/(D+E))	10.0 %
Cost of debt	4.0 %
Equity Beta	1.05
Market risk premium	4.75%
Liquidity premium	1.00%
Risk free interest rate	2.0 %
Cost of equity	8.0 %
Weighted average cost of capital (WACC)	7.5 %

Source: Inderes

Summary

Income statement	2019	2020	2021	2022e	2023e	Per share data	2019	2020	2021	2022e	2023e
Revenue	1090.4	1116.2	1254.3	1294.8	1299.9	EPS (reported)	0.63	0.83	1.06	1.47	1.41
EBITDA	119.5	173.4	204.2	203.7	208.2	EPS (adj.)	0.85	0.97	1.21	1.56	1.41
EBIT	60.0	98.1	142.9	150.3	150.8	OCF / share	1.53	2.57	1.97	0.71	2.74
PTP	63.2	89.9	144.2	152.3	152.8	FCF / share	0.43	2.19	0.94	0.36	1.82
Net Income	51.6	67.7	86.7	118.4	113.7	Book value / share	9.33	9.30	9.97	10.76	11.35
Extraordinary items	-17.7	-11.0	-11.5	-7.2	0.0	Dividend / share	0.56	0.60	0.76	0.82	0.82
Balance sheet	2019	2020	2021	2022e	2023e	Growth and profitability	2019	2020	2021	2022e	2023e
Balance sheet total	1364.3	1342.0	1435.4	1592.8	1561.1	Revenue growth-%	-3%	2%	12%	3%	0%
Equity capital	764.5	761.7	816.3	872.7	920.2	EBITDA growth-%	-12%	45%	18%	0%	2%
Goodwill	219.6	213.7	219.1	219.1	219.1	EBIT (adj.) growth-%	-23%	40%	41%	2%	-4%
Net debt	150.7	49.9	33.6	109.1	28.1	EPS (adj.) growth-%	-24%	14%	25%	29%	-9%
Cash flow	2019	2020	2021	2022e	2023e	EBITDA-%	11.0 %	15.5 %	16.3 %	15.7 %	16.0 %
EBITDA	119.5	173.4	204.2	203.7	208.2	EBIT (adj.)-%	7.1 %	9.8 %	12.3 %	12.2 %	11.6 %
Change in working capital	24.2	60.7	12.0	-113.5	51.0	EBIT-%	5.5 %	8.8 %	11.4 %	11.6 %	11.6 %
Operating cash flow	124.7	209.6	160.5	57.2	221.5	ROE-%	5.2 %	8.9 %	11.0 %	14.1 %	12.7 %
CAPEX	-183.1	-14.3	-130.4	-71.9	-75.0	ROI-%	5.2 %	11.0 %	16.4 %	15.6 %	14.5 %
Free cash flow	34.9	178.2	76.5	29.2	146.5	Equity ratio	56.0 %	56.8 %	56.9 %	54.8 %	58.9 %
Valuation multiples	2019	2020	2021	2022e	2023e	Gearing	19.7 %	6.6 %	4.1 %	12.5 %	3.1 %
EV/S	1.1	1.1	1.5	1.0	1.0						
EV/EBITDA (adj.)	9.6	7.4	9.4	6.6	6.0						
EV/EBIT (adj.)	14.8	11.7	12.4	8.5	8.4						
P/E (adj.)	14.4	15.5	19.1	9.8	10.8						
P/E	1.3	1.6	2.3	1.4	1.3						
Dividend-%	4.6 %	4.0 %	3.3 %	5.4 %	5.4 %						

Source: Inderes

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Date	Recommendation	Target price	Share price
14-10-20	Accumulate	13.00 €	12.14 €
02-11-20	Accumulate	14.00 €	12.88 €
07-01-21	Accumulate	16.00 €	15.26 €
08-02-21	Reduce	15.00 €	15.60 €
20-04-21	Accumulate	18.00 €	16.80 €
29-04-21	Accumulate	19.00 €	17.58 €
29-07-21	Accumulate	22.00 €	20.20 €
01-11-21	Accumulate	23.00 €	21.25 €
10-11-21	Accumulate	24.00 €	21.10 €
28-12-21	Accumulate	24.00 €	22.75 €
<i>Change of analyst</i>			
05-02-22	Accumulate	24.00 €	22.05 €
02-05-22	Accumulate	24.00 €	21.90 €
19-07-22	Accumulate	20.00 €	18.40 €
<i>Change of analyst</i>			
29-07-22	Accumulate	20.00 €	18.60 €
26-09-22	Accumulate	18.00 €	15.20 €



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