October 8th, 2024
Research update

SMC Research
Small and Mid Cap Research

Platz 1 Europe Industrials
Platz 1 & 2 German Software & IT
Mehrfacher Gewinner renommierter Analyst Awards

Pyrum Innovations AG

Business development slightly behind plan, but with further important progress

Rating: Speculative Buy (unchanged) | **Price:** 25.10 € | **Price target:** 58.00 € (prev.: 59.60 €)

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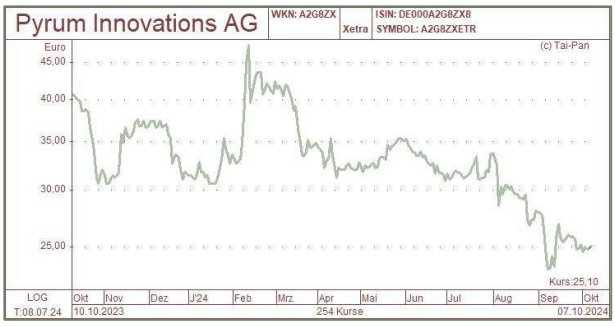
Current development



Basic data

Based in:	Dillingen / Saar
Sector:	Recycling
Headcount:	80
Accounting:	HGB
Ticker:	PYR:GR
ISIN:	DE000A2G8ZX8
Price:	25.10 Euro
Market segment:	Scale
Number of shares:	3.25 m
Market Cap:	81.7 m Euro
Enterprise Value:	106.8 m Euro
Free Float:	approx. 38 %
Price high/low (12 M):	50.00 / 23.00 Euro
Øturnover (12 M Xetra):	42,800 Euro

Sales below plan

Pyrum's sales increased by 41 percent to EUR 708,000 in the first half of the year but are still at a low level and below plan, which can be attributed to three main reasons. On the one hand, the company has provided extensive services as part of consulting contracts for customer plants that have already been partly paid for but may only be invoiced with an effect on revenue once the plants have been approved (which has not yet happened). Secondly, the quantities of carbon black pellets (recovered carbon black, rCB) produced are still well below the target values, as too many pellets (namely 40 to 45 percent of the input quantity) are destroyed after production on the way to packaging. This material must be fed back into the pelletising process. The problem has now been tackled with a new technological solution, the functionality of which is already known from the preparatory work for the new pelletising machine, which will be installed for the new production lines two and three from the end of the year. Moreover, as a third reason for the low revenue, the ramp-up process for these two new lines has also led to production on line one having to be temporarily interrupted due to a shortage of staff (see chart at the bottom of the next page – weeks

FY ends: 31.12.	2022	2023	2024e	2025e	2026e	2027e
Sales (m Euro)	1.0	1.1	2.0	14.0	39.8	56.5
EBIT (m Euro)	-7.6	-9.1	-11.4	-5.2	12.1	17.6
Net profit	-7.8	-9.5	-12.7	-6.9	8.2	11.6
EpS	-2.40	-2.93	-3.24	-1.76	2.11	2.97
Dividend per share	0.00	0.00	0.00	0.00	0.00	0.00
Sales growth	6.5%	16.8%	77.9%	588.1%	183.5%	42.0%
Profit growth	-	-	-	-	-	40.9%
PSR	83.17	71.23	40.03	5.82	2.05	1.45
PER	-	-	-	-	9.9	7.1
PCR	-	-	-	-	6.3	3.9
EV / EBIT	-	-	-	-	8.8	6.1
Dividend yield	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

marked in blue). Further interruptions resulted from necessary optimisation work (weeks marked in yellow) due to minor problems such as foaming in the oil tanks and crystal formation in the gas pipes. These were caused by the significant increase in output but were quickly resolved afterwards. Finally, complaints about plant components (including gas filters) that did not fulfil the quality requirements caused further interruptions (weeks marked in red). According to Pyrum, the latter problem is a consequence of the disruption to supply chains since the COVID-19 pandemic and the war in Ukraine. By now, the company has built up a spare parts warehouse and increased its workforce.

From Q4 in line with plan

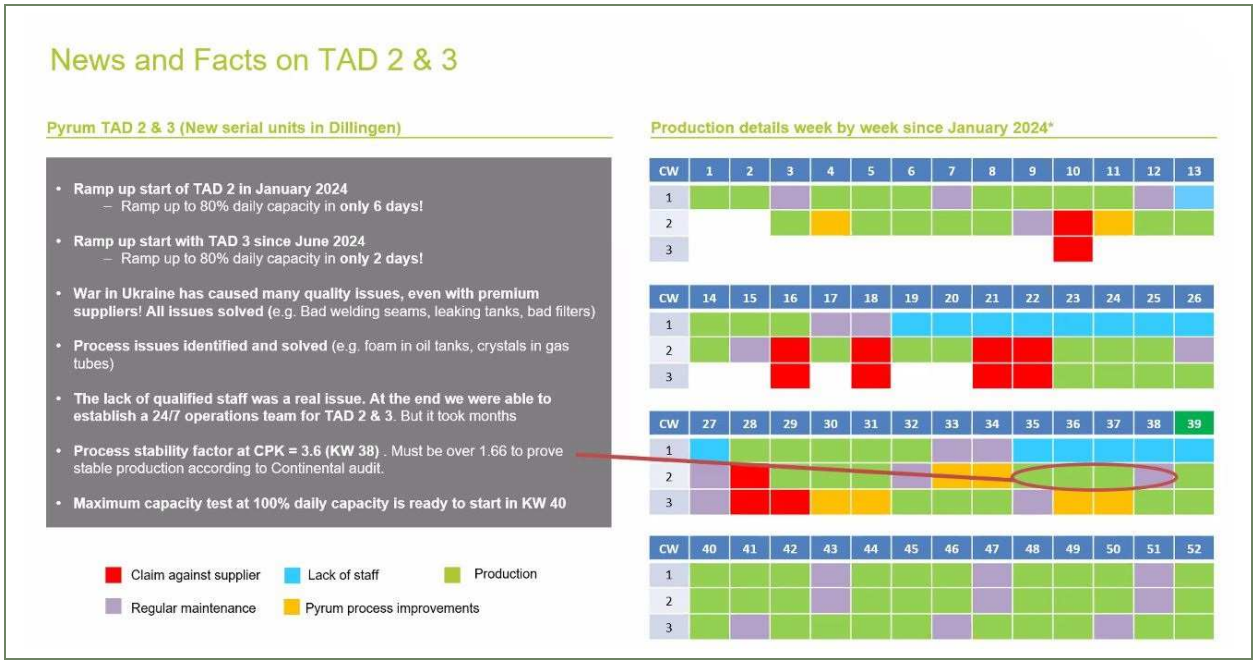
After overcoming the aforementioned problems, Pyrum now assumes that all three lines will be in operation as scheduled in the final quarter of 2024 (only green production weeks and purple maintenance weeks in the chart for Q4). At the same time, the two new lines, which are currently still running at 80 percent of their respective nominal capacity, are to be ramped up to full capacity by the first quarter of 2025.

Business figures	6M 23	6M 24	Change
Sales	0.50	0.71	*+41.2%*
Total output	8.16	4.54	*-44.4%*
EBITDA	-3.14	-3.18	-
EBIT	-4.26	-4.29	-
Net profit	-4.41	-4.79	-

In m Euro and percent; source: Company

EBITDA deficit virtually unchanged

At EUR 4.5 m, total output in the first six months was once again well above revenue, but also significantly below the previous year's level (EUR 8.2 m), which is attributable to lower own work capitalised (from EUR 7.6 m to EUR 3.6 m) due to the ongoing completion of the new production lines. On the other hand, the cost of materials also fell from EUR 7.4 m to EUR 3.7 m, and there was also a slight decrease in depreciation and amortisation and other operating expenses. Personnel expenses, on the other hand, rose from EUR 2.5 m to EUR 3.2 m due to the further increase in the number of employees. On balance, EBITDA of EUR -3.2 m was almost at the previous year's level (EUR -3.1 m), also thanks to higher other operating income (from EUR 0.4 m to EUR 0.8 m), and the same applies to EBIT (EUR -4.3 m). After deducting the sig-



*Production of lines 1, 2 and 3 week by week (CW), *from CW40 plan; source: Company*

nificant deterioration in the financial result (from EUR -0.2 m to EUR -0.5 m), which reflects the increased utilisation of debt, and minor tax expenses, this results in a half-year loss of EUR -4.8 m, compared to EUR -4.4 m in the 2023 reference period.

Liquidity increased

Naturally, the low revenue is not yet sufficient to cover the structural costs, meaning that the operating cash flow is still clearly negative at EUR -4.2 m. The deterioration compared to the previous year's figure (EUR -2.3 m) is due to the combination of several smaller negative effects on inventories, receivables and liabilities, as well as high input tax claims in the current period (for refunds after the reporting date), which were offset by high refunds in the previous year. Together with the outflows from investing activities, which have decreased from EUR -7.4 to EUR -4.3 m with the further completion of lines two and three and despite initial disbursements for the construction of the next plant in Berl-Besch, the free cash flow in the first six months amounted to EUR -8.5 m (previous year: EUR -9.7 m). This was more than offset by net inflows from financing activities of EUR 13.5 m, which resulted from the disbursement of further instalments (EUR 14.3 m) from the loan agreement with BASF, so that liquidity increased from EUR 4.3 m to EUR 9.3 m in the year to date.

Equity ratio drops to 29.8 percent

The assets side of the balance sheet continues to be dominated by property, plant and equipment, which increased from EUR 39.5 m to EUR 42.6 m as a result of further investments, thus accounting for 72 percent of the balance sheet total. On the liabilities side, the financing structure has shifted further with the loss for the period, which reduced equity from EUR 22.4 m to EUR 17.6 m, and the calls from the BASF loan agreement, which were largely responsible for the increase in debt from EUR 28.5 m to EUR 41.4 m, so that the equity ratio has fallen from 43.9 percent to 29.8 percent.

Outlook adjusted

In the first half of the year, Pyrum was confronted with several problems in production, but these have now been resolved. As a result, output and sales are now expected to increase significantly. For the period from July to December, the management expects product revenue totalling EUR 1.2 m. However, the lost revenue from the first six months cannot be made up for, which is why the revenue forecast for the full year has been reduced from between EUR 3.0 and 4.0 m to between EUR 1.9 and 2.4 m. This includes EUR 1.7 to 2.0 m from product sales (previous forecast: EUR 2.5 to 3.5 m) and EUR 0.2 to 0.5 m from consulting contracts (previous forecast: EUR 0.5 Mio). At around EUR 10 m, total output will also be significantly lower than previously expected (EUR 25 to 30 m), which is due to the fact that, contrary to planning, no plant purchase agreement has yet been concluded, which is attributable to longer approval procedures. At the same time, costs are also lower than expected, so that EBIT of EUR -10 to -12 m is now expected instead of the previous EUR -11 to -13 m.

Strong increase in output in 2025

Sales are expected to continue to rise significantly next year. The basis for this is the resumption of continuous regular operations on production line one and the planned increase in production on the two new lines to 100 percent of nominal output in the first quarter. In addition, the rCB pellet output of the existing machine should increase considerably. On top of this, there is also the pellet production of the new plant, which will have five to six times the capacity and is due to be built at the end of this year and gradually ramped up in the first half of 2025.

Purchase agreement with Continental

The company has already concluded purchase agreements for the sale of the increasing quantities of pellets. In addition to the bicycle tyre manufacturer Ralf Bohle (“Schwalbe”), Continental has now also been acquired as a contractual partner. Over the next ten years, the automotive supplier will purchase at least the rCB produced at two plants at attractive conditions for Pyrum and has made an advance payment

for this. In addition, Continental will also supply scrap tyres to Pyrum. Following the agreement announced at the end of July, other tyre manufacturers have also approached Pyrum with the aim of concluding similar contracts. This shows the high demand for rCB in the market, after Russia, whose supplies had covered around 60 percent of demand before the war, ceased to be a supplier of carbon black for the West and has since been replaced by significantly more expensive imports from China and India.

Start of construction for new plant in December

In view of the high demand, Pyrum is working flat out to expand capacity. The planning for the next own plant in Perl-Besch in Saarland is at the most advanced stage. Although the preparation of the approval documents has been delayed somewhat, so that they are not due to be submitted until the beginning of the fourth quarter, it would still be possible to start construction in December. Some components with particularly long delivery times have already been ordered for the new plant.

Planning for SPVs progressing

Progress is also being made – at varying speeds – in the plant projects for third parties that are being realised as part of special purpose vehicles (SPVs) in which Pyrum participates. In the diagram below, the new milestones achieved in the last twelve months are marked with green arrows. The projects in Greece and the Czech Republic are particularly advanced. In Greece, the main preparations have already been completed; all that is missing now is a positive decision on the subsidy application, which is expected in November. The final investment decision of the partner could then follow. The same is expected in the Czech Republic in the first quarter of 2025. According to the current state of negotiations, Pyrum will acquire a 49 percent stake in the plant there, compared to the previously planned 30 percent. For Greece, on the other hand, a stake of 15 percent is still planned.

Financing measures in progress

The construction of the new plant in Perl-Besch and the investment in the SPVs require a high level of capital. This is partly covered by the loan commitment from BASF, although the funds can only be used to finance a maximum of 50 percent of a plant in accordance with the contract. Moreover, half of the maxi-

Extensive project pipeline due to attractive framework conditions

Demand is higher than capacity; projects are partly far advanced or have been started procedurally

Project status

	Project Nr.	Country	Partner/Site	General Terms Agreed /LOI	Contract / Pre-Engineering signed	Building site Secured / identified	Capital partly secured	Authorisation in process	Operative Company created	
100 %	1	Germany	Saarland	✓	✓	✓	✓	✓	✓	Pyrum
SPV	2	Greece	Athen „Thermo Lysi SA "	✓	✓	✓	✓	✓	✓	
SPV	3	Cech Republic	Sokolov	✓	✓	✓	✓	✓		
SPV	4	Germany	Bremen	✓		✓	✓	✓		REMONDIS
EXT	5	UK	SUEZ UK	✓	✓	✓	✓	✓		SUEZ
SPV	6	Germany	Revalit GmbH, Bayern	✓	✓		✓		✓	
SPV	7	Germany	Emleben	✓		✓	✓	✓		UNITANK
100 %	8	Germany	Hessen oder NRW	✓						Pyrum
SPV	9	...								
SPV	10	DE & Europe	Unitank 2-10	✓						UNITANK
SPV	11	Sweden	Billingsford	✓	✓	✓			✓	

Remarks: (1) The list of projects represents a selection, not the complete project pipeline.
(2) The order of the projects represents the currently planned realisation sequence. Changes over time are possible within the framework of the individual approval procedures.

Project pipeline (SPV = project company with partners); source: Company

mum loan volume of EUR 50 m is dependent on Pyrum itself raising a further EUR 50 m. Funding commitments from SPV partners are taken into account here, as is external financing (e.g. from banks) for project companies. The company is in advanced talks regarding further financing measures and is also considering raising equity if the investor feedback currently being collected is positive.

Delays, but progress in all key areas

Even though there have been further delays, we are seeing progress in all key areas at Pyrum. Production at the main plant is likely to rise sharply towards the nominal output in the coming months, pellet output should increase significantly, and the construction of the next own plant is imminent. In addition, at least two final investment decisions for SPV projects are likely in the coming months. Nevertheless, due to the delays, sales in the current year will fall short of our previous estimate (EUR 3.5 m), which we are therefore lowering to EUR 2.0 m. However, as the costs are also lower than we calculated, we are also reducing the expected EBIT loss from EUR -11.8 m to EUR -11.4 m. The delays will continue to have an impact next year as well. In particular, we expect lower income from pellet sales, as the new machine is not expected to reach full capacity until the second half of 2025. In addition, as a precaution, we have reduced revenue from plant sales to SPVs. However, these are only postponements to the following period.

Calculation for a plant with three lines; source: Company

Revision of plant calculation

We are therefore now expecting revenue and EBIT of EUR 14.0 m and EUR -5.2 m respectively for 2025 (previously: EUR 18.1 m and EUR -3.2 m). For 2026, we now estimate EUR 39.8 m and EUR 12.1 m (previously EUR 37.2 m and EUR 9.8 m), which is above our previous estimate. This is partly due to the shift in income from the sale of plants to SPVs, but also to the revision of assumptions regarding the profitability of the individual plants. Here we follow the company's new price assumptions (see figure above), which now estimate a price of EUR 550 to 750 per tonne for thermolysis oil (old calculation: EUR 400) and EUR 1,200 to 1,800 per tonne for rCB (old calculation: EUR 850). For each plant with three production lines and investment costs of EUR 50 m, this results in potential sales of EUR 17.5 m and EBITDA of EUR 10 m per year. These figures, to-

Revenue model (m Euro)	**2024**	**2025**	**2026**	**2027**	**2028**	**2029**	**2030**	**2031**
Revenue plant Dillingen	1.7	7.7	13.3	13.3	13.3	13.3	13.3	13.3
Further own plants (total number)			*1*	*2*	*3*	*4*	*5*	*6*
Revenue further plants			1.6	17.4	34.3	52.4	70.4	86.1
SPVs (total number)	*2*	*5*	*8*	*11*	*12*	*13*	*14*	*15*
Revenue sale of plants/Consulting	0.3	6.3	24.3	24.3	24.3	6.2	6.2	6.2
Other revenue SPVs (maintenance etc.)			0.6	1.5	2.4	3.3	3.6	3.9
Plants without SPV (total number)				*1*	*2*	*3*	*4*	*5*
Revenue plants without SPV					6.0	6.0	6.0	6.0
Total revenue	**2.0**	**14.0**	**39.8**	**56.5**	**80.3**	**81.1**	**99.5**	**115.5**

Estimates SMC-Research

m Euro	12 2024	12 2025	12 2026	12 2027	12 2028	12 2029	12 2030	12 2031
Sales	2.0	14.0	39.8	56.5	80.3	81.1	99.5	115.5
Sales growth		588.1%	183.5%	42.0%	42.1%	1.0%	22.6%	16.1%
EBIT margin	-557%	-36.9%	30.5%	31.2%	42.0%	33.8%	39.4%	42.4%
EBIT	**-11.4**	**-5.2**	**12.1**	**17.6**	**33.7**	**27.4**	**39.2**	**49.0**
Tax rate	0.0%	0.0%	5.0%	5.0%	10.0%	33.0%	33.0%	33.0%
Adjusted tax payments	0.0	0.0	0.6	0.9	3.4	9.1	12.9	16.2
NOPAT	**-11.4**	**-5.2**	**11.5**	**16.7**	**30.3**	**18.4**	**26.2**	**32.8**
+ Depreciation & Amortisation	2.4	4.8	9.2	16.4	20.8	25.2	29.6	34.0
+ Increase long-term accruals	0.2	0.2	0.2	0.3	0.3	0.4	0.4	0.5
+ Others	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Gross operating cash flows	-8.8	-0.2	20.9	33.4	51.4	43.9	56.2	67.3
- Increase Net Working Capital	-0.1	-0.8	-1.2	-1.7	-1.6	-1.6	-2.0	-2.3
- Investments in fixed assets	-8.1	-58.1	-56.1	-56.1	-56.1	-48.1	-48.1	-48.1
Free cash flow	**-17.0**	**-59.1**	**-36.3**	**-24.3**	**-6.2**	**-5.7**	**6.2**	**16.9**

SMC estimation model

gether with a safety discount of 10 percent on the average sales price, form the new basis of our calculation. On this basis, we see the company's target revenue at the end of the detailed forecast period at EUR 115.5 m (previously: EUR 94.4 m) and the EBIT margin at 42.4 percent (previously: 45.3 percent). The reduction in margins is due to the fact that the plants' operating costs have risen in line with the higher revenue. The apparently still very high margin is due to the fact that we have only taken into account the net income from the sale of plant components and not the total revenue and costs of procurement, as it is not yet clear to what extent these figures will be recognised in Pyrum's income statement. The table on the previous page shows our updated revenue model and the table above shows the development of the key cash flow figures up to 2031. Further details can be found in the Annex.

Basic parameters unchanged

Subsequently, we continue to calculate the terminal value with a fifteen percent discount to the target margin of 2031 and a "perpetual" cash flow growth of 1 percent p.a. The assumptions regarding the discount rate have also remained unchanged. This continues to be based on a CAPM cost of equity of 10.0 percent (with: safe interest rate of 2.5 percent, market risk premium of 5.8 percent and beta factor of 1.3), an interest rate on borrowed capital of 5.5 percent, a target capital structure with 60 percent debt capital and a tax rate for the tax shield of 33 percent, resulting in an average cost of capital (WACC) of 6.2 percent.

Price target now EUR 58.00

The fair value we have calculated now amounts to EUR 226.2 m. This corresponds to EUR 57.94 per share, based on the hypothetical fully diluted number of shares of 3.9 million (after assumed capital increases). From this, we derive the new price target of EUR 58.00 (a sensitivity analysis for determining the price target can be found in the Annex). On a scale of 1 (very low) to 6 (very high), we continue to rate the forecast risk of our estimates as clearly above average at five points, since the data on the operation of the industrial plant in its final design is still limited and, in addition, the marketing of the plant to third parties is still in its early stages.

Conclusion

Pyrum's business development is slightly below plan due to delays in various areas. Production was temporarily slowed down by staff shortages and complaints about new plant components, and rCB pellet production is still not reaching the desired volume. In addition, preparations for projects with third parties are taking longer than planned, meaning that income from consulting contracts has not yet been recognised.

This means that progress is slower than hoped, but there has nevertheless been great progress. All three production lines are expected to be in operation as scheduled from the fourth quarter, and the two new lines are scheduled to ramp up to their full nominal capacity in Q1/25. Pellet production should also increase significantly from now on and reach the targeted level by the end of next year at the latest. At the same time, the company is working on expanding its capacities: While construction work on the company's next own plant in Perl-Besch is due to start at the end of the year, the final investment decisions for two projects with partners are due to be made in the coming months.

The company has also reached an important milestone in terms of sales. BASF has already been available as a customer for the thermolysis oil produced – even for a multiple of what Pyrum has been able to produce to date. Now, a purchase agreement was concluded in July with the tyre manufacturer Continental, which intends to purchase the rCB production from at least two plants.

This means that there are customers for all key products at attractive conditions, which should facilitate the upcoming financing measures for further growth. According to the company, advanced talks are currently underway.

Once the financing has been secured, the share market should focus more on the company's growth opportunities, which we consider to be extremely good. After revising our model, we see the fair value at EUR 58.00 per share (previously: EUR 59.60 per share) and thus well above the current price. On this basis, we reaffirm our “Speculative Buy” rating.

Annex I: SWOT analysis

Strengths

- Patent-protected, innovative solution for scrap tyre recycling and the production of high-quality raw materials (thermolysis oil, recovered carbon black).
- The plant has been in regular operation since 2020; capacities are currently being tripled.
- Strong focus on R&D with participation in numerous important research projects.
- Strong partners: BASF and Continental are shareholders and close cooperation partners. The chemical group also supports the expansion financially.
- The founders run the company.
- Large pipeline of potential projects with well-known partners.

Weaknesses

- Relatively short period of operation of the plant in the final design.
- Revenue has been low so far and was below plan in 2023 and the first half of 2024, as the throughput of the pelletising machine is still too low. At the moment, the company is operating at a clear loss.
- The construction of Pyrum's own second and third production lines has been somewhat delayed and projects with third parties as well, significantly so. No construction of a plant for third parties has yet been started.
- Major binding funding commitments from project partners are still pending.
- Small team, dependent on key people.

Opportunities

- The strong expansion of the company's own plant in Dillingen will ensure increasing revenue with high margins.
- Some of the projects with third parties are well advanced and the first investment decisions could soon be made. This could generate considerable additional revenue to the company's own production.
- Due to the great need for efficient scrap tyre recycling, the demand could increase strongly after first successful projects.
- The situation on the sales markets addressed by Pyrum is currently very comfortable. Especially in the case of carbon black, the need for a sustainable supply from European sources is very great.
- Policy makers are pushing for the development of a circular economy in the tyre industry. By banning the use of scrap tyre granulate for various purposes, the EU is increasing the pressure for recycling. In some countries, thermal recycling is already prohibited as well.

Threats

- In order to maintain a sound capital structure Pyrum needs to raise equity capital. In the current stock market environment, a capital increase is not easy and could fail.
- Due to price increases for plant components, the necessary investment sum has increased significantly (but the potential revenue has increased as well).
- Bank financing of new plants is a challenging task due to the still limited database and is also becoming more expensive due to interest rate developments.
- A significant drop in raw material prices, for example in the event of a recession, could reduce revenue (however, a minimum price for thermolysis oil has been agreed with BASF).
- With advances in recycling, the raw material “used tyres” could become a scarce resource.
- Alternative recycling technologies could prove more efficient.

Annex II: Balance sheet and P&L estimation

Balance sheet estimation

m Euro	2023 act.	2024e	2025e	2026e	2027e	2028e	2029e	2030e	2031e
ASSETS									
I. Total non-current	45.1	50.8	104.1	150.9	190.6	225.9	248.8	267.2	281.3
1. Intangible assets	5.6	5.0	4.3	3.7	3.0	2.4	1.7	1.1	0.4
2. Tangible assets	39.5	45.8	87.7	123.2	151.5	175.5	195.0	210.1	220.8
II. Total current assets	5.7	18.0	12.5	16.1	20.0	30.8	32.3	35.9	50.8
LIABILITIES									
I. Equity	22.4	21.1	25.6	33.8	45.4	69.5	82.7	103.4	130.7
II. Accruals	3.2	3.4	3.6	3.8	4.1	4.4	4.8	5.2	5.7
III. Liabilities									
1. Long-term liabilities	18.0	37.0	78.2	117.4	146.8	166.4	176.2	176.2	176.2
2. Short-term liabilities	7.3	7.5	9.5	12.3	14.6	16.6	17.6	18.6	19.8
TOTAL	**50.9**	**69.0**	**116.8**	**167.3**	**210.9**	**256.9**	**281.3**	**303.4**	**332.3**

P&L estimation

m Euro	2023 act.	2024e	2025e	2026e	2027e	2028e	2029e	2030e	2031e
Sales	1.1	2.0	14.0	39.8	56.5	80.3	81.1	99.5	115.5
Total output	12.8	10.0	27.2	75.0	91.7	115.5	116.3	134.7	150.7
Gross profit	1.4	0.2	11.4	34.6	48.7	69.9	68.1	83.9	97.3
EBITDA	-7.0	-9.0	-0.4	21.3	34.0	53.9	50.9	65.5	77.9
EBIT	-9.1	-11.4	-5.2	12.1	17.6	33.7	27.4	39.2	49.0
EBT	-9.5	-12.6	-6.8	8.7	12.3	26.9	19.8	31.0	40.9
EAT (before minorities)	-9.5	-12.7	-6.9	8.2	11.6	24.1	13.2	20.7	27.3
EAT	-9.5	-12.7	-6.9	8.2	11.6	24.1	13.2	20.7	27.3
EPS	-2.93	-3.24	-1.76	2.11	2.97	6.18	3.38	5.30	6.99

Annex III: Cash flows estimation and key figures

Cash flows estimation

m Euro	2023 act.	2024e	2025e	2026e	2027e	2028e	2029e	2030e	2031e
CF operating	-6.2	-11.5	-4.4	13.0	21.1	36.6	29.2	40.2	51.0
CF from investments	-11.7	-8.1	-58.1	-56.1	-56.1	-56.1	-48.1	-48.1	-48.1
CF financing	9.7	31.6	55.0	43.5	35.5	27.0	18.0	8.5	8.5
Liquidity beginning of year	12.5	4.3	16.4	9.0	9.4	9.9	17.4	16.5	17.2
Liquidity end of year	4.3	16.4	9.0	9.4	9.9	17.4	16.5	17.2	28.5

Key figures

percent	2023 act.	2024e	2025e	2026e	2027e	2028e	2029e	2030e	2031e
Sales growth	16.8%	77.9%	588.1%	183.5%	42.0%	42.1%	1.0%	22.6%	16.1%
EBITDA margin	-614.5%	-439.2%	-2.9%	53.5%	60.2%	67.1%	62.8%	65.9%	67.5%
EBIT margin	-796.4%	-556.8%	-36.9%	30.5%	31.2%	42.0%	33.8%	39.4%	42.4%
EBT margin	-825.8%	-618.6%	-48.7%	21.9%	21.7%	33.5%	24.4%	31.2%	35.4%
Net margin (after minorities)	-829.3%	-620.6%	-48.9%	20.6%	20.5%	30.0%	16.3%	20.8%	23.6%

Annex IV: Sensitivity analysis

	Perpetual cash flows growth				
WACC	2.0%	1.5%	1.0%	0.5%	0.0%
5.2%	120.68	100.23	84.62	72.32	62.36
5.7%	95.91	80.83	68.95	59.33	51.40
6.2%	77.20	65.71	**57.94**	48.76	42.33
6.7%	62.61	53.64	46.24	40.02	34.73
7.2%	50.97	43.81	37.81	32.69	28.29

Disclaimer

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Charts
The charts were made with Tai-Pan (www.lp-software.de).

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II) Preparation and updating

The present financial analysis was prepared by: Dipl.-Kfm. Holger Steffen

Participants in the preparation of the present financial analysis: -

The present analysis was finished on 08.10.2024 at 6:50 am and published on 08.10.2024 at 8:15 am.

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In the past 24 months, sc-consult GmbH has published the following financial analyses for the company:

Date	Investment recomm.	Target price	Conflict of interests
08.07.2024	Speculative Buy	59.60 Euro	1), 3)
29.05.2024	Speculative Buy	59.00 Euro	1), 3), 4)
09.04.2024	Speculative Buy	59.50 Euro	1), 3), 4)
14.03.2024	Speculative Buy	62.40 Euro	1), 3), 4)
07.12.2023	Speculative Buy	64.40 Euro	1), 3)
26.09.2023	Speculative Buy	77.00 Euro	1), 3), 4)
27.06.2023	Speculative Buy	77.00 Euro	1), 3)
06.06.2023	Speculative Buy	77.00 Euro	1), 3)
05.04.2023	Speculative Buy	80.00 Euro	1), 3)
03.02.2023	Speculative Buy	80.00 Euro	1), 3)
05.10.2022	Speculative Buy	86.00 Euro	1), 3)

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