

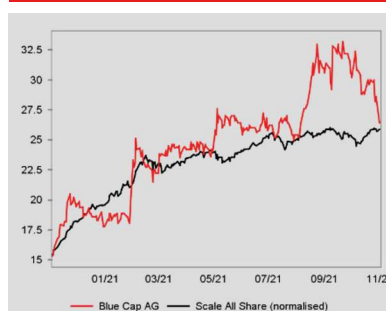
<b>Buy</b> <b>EUR 41.00</b> (EUR 42.00)  Price <b>EUR 26.40</b> Upside <b>55.3 %</b>	<b>Value Indicators:</b> EUR DCF: 41.30	<b>Warburg ESG Risk Score: 2.0</b> ESG Score (MSCI based): 3.0 Balance Sheet Score: 3.0 Market Liquidity Score: 0.0	<b>Description:</b> Investment company focused on Mittelstand manufacturing technology companies
	<b>Market Snapshot:</b> EUR m Market cap: 116.1 No. of shares (m): 4.4 EV: 187.4 Freefloat MC: 51.8 Ø Trad. Vol. (30d): 42.52 th	<b>Shareholders:</b> Freefloat 44.6 % PartnerFonds AG 41.9 % Kreissparkasse Biberach 13.5 %	<b>Key Figures (WRe):</b> 2021e Beta: 1.5 Price / Book: 1.3 x Equity Ratio: 45 % Net Fin. Debt / EBITDA: 3.5 x Net Debt / EBITDA: 4.0 x

## Supply-chain issues lead to slight reduction in outlook

Blue Cap last week released KPIs for the first nine months and slightly reduced its outlook.

- Blue Cap generated sales of EUR 190.2m (+9.5% yoy) in the first nine months implying EUR 69.4m sales in Q3 (+16.2%). The accelerating top-line momentum reflects the consolidation of HY-Line as of September which comes in addition to the first-time consolidation of Hero as of March. 9M adj. EBITDA reached EUR 15.9m (+37%) implying Q3 EBITDA of EUR 5.4m (Q3 2020: EUR 5.6m).
- Although the 9M adj. EBITDA margin of 8.2% is within the guidance range of 8.0% to 9.0%, management cut its full-year outlook to 8.0% adj. EBITDA margin and lowered its sales guidance to EUR 265m from the previous range of EUR 265-275m. There are two main drivers behind this weaker outlook. Firstly, the chip shortages and supply-chain issues have led to a strong decline in automotive production in Q3 and this is not expected to change materially in Q4. Secondly, Neschen continues to struggle due to lower volumes in its Filmolux division and a decline in its industrial business. On the positive side, con-pearl is reporting positive order development in its logistic divisions and Planatol is continuing to grow based on continued growth in domestic adhesives demand.
- We cut our 2021 estimates to reflect the new guidance, our new full-year adj. EBITDA estimate implies EUR 5.4m Q4 EBITDA, i.e. earnings on the Q3 level and implies a continued weakness particularly at Hero in Q4. Nevertheless, it is reassuring in our view that, despite a strong demand slump, Hero's margin has held up rather well. Many automotive suppliers would struggle to remain profitable faced with a demand slump of more than 20%.
- We cut our 2022 & 2023 estimates too but to a smaller extent. Firstly, we expect the supply-chain issues to gradually improve in the next months leading to a rebound in the automotive industry. Secondly, we are still expecting an easing of the Covid-related negative effects at Neschen in the coming months. We therefore cut our 2023 estimates only marginally and see no impact on our long-term margin assumptions. As a result, our DCF-based price target declines only slightly to EUR 41 from EUR 42 previously. We reiterate our Buy rating.

Changes in Estimates:				Comment on Changes:			
FY End: 31.12. in EUR m	2021e (old)	+ / -	2022e (old)	+ / -	2023e (old)	+ / -	
Sales	270.0	-1.9 %	325.0	-1.2 %	337.0	-1.2 %	<ul style="list-style-type: none"> <li>Supply-chain issues, particularly chip shortage</li> <li>Neschen recovery is slower than expected</li> </ul>
EBITDA adj.	23.0	-7.3 %	29.2	-5.5 %	32.2	-3.1 %	
EBT	4.2	-33.9 %	11.6	-12.5 %	14.2	-6.0 %	
EPS	0.71	-33.8 %	1.84	-12.5 %	2.25	-5.8 %	

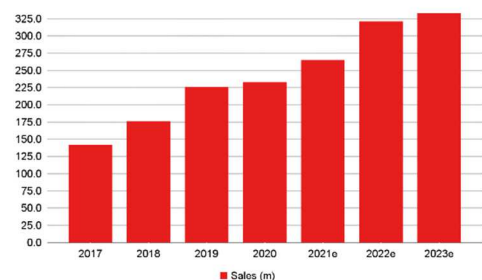


Rel. Performance vs Scale All	
1 month:	-15.2 %
6 months:	1.9 %
Year to date:	16.4 %
Trailing 12 months:	-0.5 %

**Company events:**

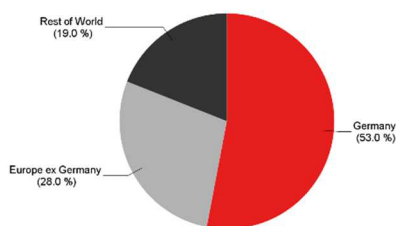
FY End: 31.12. in EUR m	CAGR (20-23e)	2017	2018	2019	2020	2021e	2022e	2023e
Sales	12.6 %	141.8	176.0	225.7	233.0	265.0	321.0	333.0
Change Sales yoy		46.8 %	24.1 %	28.2 %	3.2 %	13.7 %	21.1 %	3.7 %
EBITDA adj.		11.2	8.6	14.3	17.6	21.3	27.6	31.2
Margin	7.4 %	7.9 %	4.9 %	6.4 %	7.6 %	8.0 %	8.6 %	9.4 %
EBIT adj.		8.5	2.9	6.4	8.9	11.3	15.6	18.8
Margin	13.9 %	6.0 %	1.6 %	2.9 %	3.8 %	4.3 %	4.9 %	5.6 %
EBT		41.9	12.1	2.4	17.5	2.8	10.1	13.3
Net income	-17.5 %	39.9	12.5	2.8	16.6	2.0	7.1	9.3
EPS	-20.1 %	10.02	3.14	0.71	4.15	0.47	1.61	2.12
EPS adj.		1.40	1.26	1.15	1.51	1.61	2.25	2.77
DPS	14.5 %	1.00	0.75	0.75	1.00	1.00	1.25	1.50
Dividend Yield		7.2 %	3.7 %	4.3 %	5.7 %	3.8 %	4.7 %	5.7 %
FCFPS		8.43	-1.03	-1.15	1.08	1.03	0.77	2.71
FCF / Market cap		60.6 %	-5.1 %	-6.6 %	6.2 %	3.7 %	2.9 %	10.3 %
EV / Sales		0.5 x	0.7 x	0.6 x	0.5 x	0.7 x	0.6 x	0.5 x
EV / EBITDA adj.		6.2 x	13.6 x	9.9 x	6.8 x	8.8 x	6.8 x	5.8 x
EV / EBIT adj.		8.1 x	40.7 x	22.0 x	13.5 x	16.6 x	12.1 x	9.6 x
P / E adj.		9.9 x	16.0 x	15.2 x	11.5 x	16.4 x	11.7 x	9.5 x
FCF Potential Yield		66.2 %	18.4 %	10.9 %	27.8 %	9.0 %	11.5 %	13.3 %
Net Debt		13.5	36.8	72.6	50.8	71.4	72.0	65.1
ROE		103.8 %	20.2 %	4.2 %	22.5 %	2.3 %	7.8 %	9.9 %
ROCE (NOPAT)		62.3 %	16.2 %	4.1 %	13.9 %	2.3 %	5.0 %	6.3 %
Guidance:		sales of around EUR 265m and adj. EBITDA margin of 8%						

Sales development in EUR m



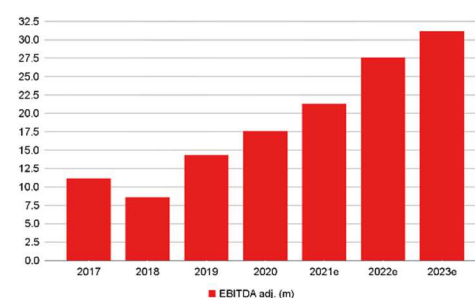
Source: Warburg Research

Sales by regions 2020; in %



Source: Warburg Research

adj. EBITDA development in EUR m



Source: Warburg Research

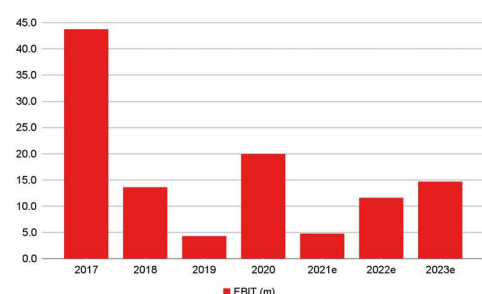
## Company Background

- Blue Cap is a Munich-based investment company with a focus on Mittelstand niche suppliers with revenue volumes of EUR 30-80m
- The company only invests in well-positioned manufacturing technology companies that find themselves in a so-called "special situation"
- Such "special situations" include e.g. an unresolved succession issue, management problems or financing difficulties. Only companies with an intact core business and high competitive qualities are acquired
- Today, Blue Cap holds operative investments in technological sectors such as plastics, metals, adhesives, coatings (incl. adhesive tape, foil and film), production technology as well as electronics.

## Competitive Quality

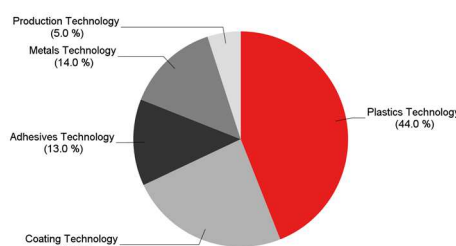
- Blue Cap is headed by management with extensive private equity- and restructuring experience.
- All subsidiaries operate autonomously and pursue independent strategies, supported by the know-how of the Holding's management
- New investments can be acquired from a network of banks, financial service providers, consultancies, auditors and tax advisors. This safeguards access to further growth.
- With its focus on small Mittelstand companies with revenue of EUR 30-80m, Blue Cap is targeting a smaller size than most competitors. This clearly improves the choice of attractive investments
- There is now pre-defined holding period. Thus Blue Cap remains invested as long as it remains the "best owner" of the business.

EBIT development in EUR m



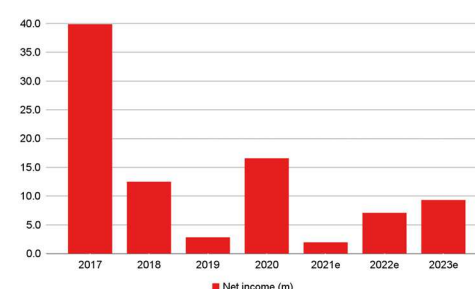
Source: Warburg Research

Sales by segments 2020; in %



Source: Warburg Research

Net income development in EUR m



Source: Warburg Research

## DCF model

Figures in EUR m	Detailed forecast period			Transitional period										Term. Value
	2021e	2022e	2023e	2024e	2025e	2026e	2027e	2028e	2029e	2030e	2031e	2032e	2033e	
Sales	265.0	321.0	333.0	349.7	356.6	363.8	371.1	380.3	387.9	395.7	403.6	411.7	419.9	1.5 %
Sales change	13.7 %	21.1 %	3.7 %	5.0 %	2.0 %	2.0 %	2.0 %	2.5 %	2.0 %	2.0 %	2.0 %	2.0 %	2.0 %	
EBIT	4.8	11.6	14.7	17.5	19.6	21.8	24.1	24.7	25.2	25.7	26.2	26.8	27.3	6.5 %
EBIT-margin	1.8 %	3.6 %	4.4 %	5.0 %	5.5 %	6.0 %	6.5 %	6.5 %	6.5 %	6.5 %	6.5 %	6.5 %	6.5 %	
Tax rate (EBT)	30.0 %	30.0 %	30.0 %	30.0 %	30.0 %	30.0 %	30.0 %	30.0 %	30.0 %	30.0 %	30.0 %	30.0 %	30.0 %	19
NOPAT	3.3	8.1	10.3	12.2	13.7	15.3	16.9	17.3	17.7	18.0	18.4	18.7	19.1	
Depreciation	12.9	13.0	13.5	14.0	14.3	14.6	13.0	13.3	13.6	13.8	14.1	14.4	14.7	3.5 %
in % of Sales	4.9 %	4.1 %	4.1 %	4.0 %	4.0 %	4.0 %	3.5 %	3.5 %	3.5 %	3.5 %	3.5 %	3.5 %	3.5 %	
Changes in provisions	0.0	0.0	0.0	0.8	-0.5	-0.5	-0.6	-0.6	-0.6	-0.7	-0.3	0.1	0.1	19
Change in Liquidity from														
- Working Capital	2.2	7.9	1.6	3.0	1.7	1.8	1.8	2.1	1.1	1.2	1.2	1.2	1.2	3.5 %
- Capex	8.3	8.8	9.3	12.2	12.5	12.7	13.0	13.3	13.6	13.8	14.1	14.4	14.7	
Capex in % of Sales	3.1 %	2.7 %	2.8 %	3.5 %	3.5 %	3.5 %	3.5 %	3.5 %	3.5 %	3.5 %	3.5 %	3.5 %	3.5 %	19
Other	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
Free Cash Flow (WACC Model)	5.7	4.4	12.9	11.8	13.3	14.8	14.5	14.6	15.9	16.2	16.9	17.6	18.0	112
PV of FCF	5.6	4.1	11.0	9.3	9.7	10.0	9.1	8.5	8.5	8.1	7.8	7.5	7.1	
share of PVs	9.46 %			39.16 %										51.39 %

## Model parameter

Derivation of WACC:		Derivation of Beta:	
Debt ratio	25.00 %	Financial Strength	1.60
Cost of debt (after tax)	2.8 %	Liquidity (share)	1.60
Market return	7.00 %	Cyclicality	1.60
Risk free rate	1.50 %	Transparency	1.60
		Others	1.10
<b>WACC</b>	<b>8.01 %</b>	<b>Beta</b>	<b>1.50</b>

## Valuation (m)

Present values 2033e	106		
Terminal Value	112		
Financial liabilities	78		
Pension liabilities	9		
Hybrid capital	0		
Minority interest	0		
Market val. of investments	30		
Liquidity	20	No. of shares (m)	4.4
<b>Equity Value</b>	<b>182</b>	<b>Value per share (EUR)</b>	<b>41.30</b>

## Sensitivity Value per Share (EUR)

Beta	WACC	Terminal Growth							Beta	WACC	Delta EBIT-margin						
		0.75 %	1.00 %	1.25 %	1.50 %	1.75 %	2.00 %	2.25 %			-1.5 pp	-1.0 pp	-0.5 pp	+0.0 pp	+0.5 pp	+1.0 pp	+1.5 pp
1.74	9.0 %	32.46	33.02	33.62	34.26	34.94	35.67	36.46	1.74	9.0 %	22.62	26.50	30.38	34.26	38.13	42.01	45.89
1.62	8.5 %	35.36	36.03	36.75	37.52	38.35	39.25	40.21	1.62	8.5 %	25.09	29.23	33.38	37.52	41.67	45.82	49.96
1.56	8.3 %	36.95	37.69	38.49	39.34	40.26	41.25	42.33	1.56	8.3 %	26.46	30.75	35.05	39.34	43.64	47.93	52.23
1.50	8.0 %	38.66	39.48	40.36	41.30	42.32	43.43	44.63	1.50	8.0 %	27.94	32.39	36.85	41.30	45.76	50.21	54.67
1.44	7.8 %	40.50	41.40	42.37	43.42	44.56	45.80	47.14	1.44	7.8 %	29.54	34.17	38.80	43.42	48.05	52.68	57.31
1.38	7.5 %	42.47	43.47	44.55	45.72	46.99	48.38	49.90	1.38	7.5 %	31.28	36.09	40.91	45.72	50.54	55.35	60.17
1.26	7.0 %	46.91	48.15	49.49	50.96	52.56	54.33	56.28	1.26	7.0 %	35.23	40.47	45.71	50.96	56.20	61.44	66.68

- For the Group, growth at BSP level is expected.
- The target EBIT margin is derived from an estimate of the margin potential of the individual firms.
- In perpetuity, a comparatively low growth rate of just 1.5% is modelled.
- We included our 2023 SOTP estimate of Inheco in the model

Valuation	2017	2018	2019	2020	2021e	2022e	2023e
Price / Book	1.0 x	1.2 x	1.0 x	0.9 x	1.3 x	1.3 x	1.2 x
Book value per share ex intangibles	12.57	15.13	15.05	19.58	19.69	20.34	21.28
EV / Sales	0.5 x	0.7 x	0.6 x	0.5 x	0.7 x	0.6 x	0.5 x
EV / EBITDA	1.5 x	5.5 x	9.5 x	3.5 x	10.6 x	7.6 x	6.4 x
EV / EBIT	1.6 x	8.6 x	33.1 x	6.0 x	39.3 x	16.2 x	12.3 x
EV / EBIT adj.*	8.1 x	40.7 x	22.0 x	13.5 x	16.6 x	12.1 x	9.6 x
P / FCF	1.6 x	n.a.	n.a.	16.1 x	25.6 x	34.3 x	9.8 x
P / E	1.4 x	6.4 x	24.6 x	4.2 x	56.2 x	16.4 x	12.5 x
P / E adj.*	9.9 x	16.0 x	15.2 x	11.5 x	16.4 x	11.7 x	9.5 x
Dividend Yield	7.2 %	3.7 %	4.3 %	5.7 %	3.8 %	4.7 %	5.7 %
FCF Potential Yield (on market EV)	66.2 %	18.4 %	10.9 %	27.8 %	9.0 %	11.5 %	13.3 %

\*Adjustments made for: -

## Consolidated profit & loss

In EUR m	2017	2018	2019	2020	2021e	2022e	2023e
<b>Sales</b>	<b>141.8</b>	<b>176.0</b>	<b>225.7</b>	<b>233.0</b>	<b>265.0</b>	<b>321.0</b>	<b>333.0</b>
Change Sales yoy	46.8 %	24.1 %	28.2 %	3.2 %	13.7 %	21.1 %	3.7 %
Increase / decrease in inventory	3.5	1.4	-2.1	-1.8	0.0	0.0	0.0
Own work capitalised	0.1	0.1	0.0	0.0	0.0	0.0	0.0
<b>Total Sales</b>	<b>145.4</b>	<b>177.4</b>	<b>223.6</b>	<b>231.2</b>	<b>265.0</b>	<b>321.0</b>	<b>333.0</b>
Material expenses	75.9	97.0	123.9	123.7	144.4	178.2	184.8
<b>Gross profit</b>	<b>69.5</b>	<b>80.4</b>	<b>99.7</b>	<b>107.4</b>	<b>120.6</b>	<b>142.8</b>	<b>148.2</b>
<i>Gross profit margin</i>	<i>49.0 %</i>	<i>45.7 %</i>	<i>44.2 %</i>	<i>46.1 %</i>	<i>45.5 %</i>	<i>44.5 %</i>	<i>44.5 %</i>
Personnel expenses	39.6	48.4	58.3	60.5	67.6	75.1	75.6
Other operating income	41.0	16.1	6.9	25.9	0.4	0.2	0.2
Other operating expenses	23.4	26.9	33.3	38.3	35.8	43.3	44.6
<b>EBITDA adj.</b>	<b>11.2</b>	<b>8.6</b>	<b>14.3</b>	<b>17.6</b>	<b>21.3</b>	<b>27.6</b>	<b>31.2</b>
<i>Margin</i>	<i>7.9 %</i>	<i>4.9 %</i>	<i>6.4 %</i>	<i>7.6 %</i>	<i>8.0 %</i>	<i>8.6 %</i>	<i>9.4 %</i>
<b>EBITDA</b>	<b>47.4</b>	<b>21.1</b>	<b>15.0</b>	<b>34.5</b>	<b>17.6</b>	<b>24.6</b>	<b>28.2</b>
<i>Margin</i>	<i>33.5 %</i>	<i>12.0 %</i>	<i>6.7 %</i>	<i>14.8 %</i>	<i>6.7 %</i>	<i>7.7 %</i>	<i>8.5 %</i>
Depreciation of fixed assets	2.4	7.3	10.7	13.0	12.7	12.8	13.3
<b>EBITA</b>	<b>45.0</b>	<b>13.8</b>	<b>4.3</b>	<b>21.5</b>	<b>4.9</b>	<b>11.8</b>	<b>14.9</b>
Amortisation of intangible assets	1.2	0.0	0.0	0.0	0.1	0.2	0.2
Goodwill amortisation	0.0	0.0	0.0	1.6	0.0	0.0	0.0
<b>EBIT</b>	<b>43.8</b>	<b>13.6</b>	<b>4.3</b>	<b>20.0</b>	<b>4.8</b>	<b>11.6</b>	<b>14.7</b>
<i>Margin</i>	<i>30.9 %</i>	<i>7.7 %</i>	<i>1.9 %</i>	<i>8.6 %</i>	<i>1.8 %</i>	<i>3.6 %</i>	<i>4.4 %</i>
<b>EBIT adj.</b>	<b>8.5</b>	<b>2.9</b>	<b>6.4</b>	<b>8.9</b>	<b>11.3</b>	<b>15.6</b>	<b>18.8</b>
Interest income	0.0	0.1	0.1	0.3	0.0	0.0	0.0
Interest expenses	1.8	2.0	2.0	2.8	2.5	2.0	1.9
Other financial income (loss)	0.7	0.5	0.7	2.7	0.5	0.5	0.5
<b>EBT</b>	<b>41.9</b>	<b>12.1</b>	<b>2.4</b>	<b>17.5</b>	<b>2.8</b>	<b>10.1</b>	<b>13.3</b>
<i>Margin</i>	<i>29.5 %</i>	<i>6.9 %</i>	<i>1.1 %</i>	<i>7.5 %</i>	<i>1.1 %</i>	<i>3.2 %</i>	<i>4.0 %</i>
Total taxes	1.9	-0.5	-0.4	1.0	0.8	3.0	4.0
<b>Net income from continuing operations</b>	<b>40.0</b>	<b>12.5</b>	<b>2.8</b>	<b>16.5</b>	<b>2.0</b>	<b>7.1</b>	<b>9.3</b>
Income from discontinued operations (net of tax)	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>Net income before minorities</b>	<b>40.0</b>	<b>12.5</b>	<b>2.8</b>	<b>16.5</b>	<b>2.0</b>	<b>7.1</b>	<b>9.3</b>
Minority interest	0.1	0.0	0.0	-0.1	0.0	0.0	0.0
<b>Net income</b>	<b>39.9</b>	<b>12.5</b>	<b>2.8</b>	<b>16.6</b>	<b>2.0</b>	<b>7.1</b>	<b>9.3</b>
<i>Margin</i>	<i>28.1 %</i>	<i>7.1 %</i>	<i>1.3 %</i>	<i>7.1 %</i>	<i>0.7 %</i>	<i>2.2 %</i>	<i>2.8 %</i>
Number of shares, average	4.0	4.0	4.0	4.0	4.2	4.4	4.4
<b>EPS</b>	<b>10.02</b>	<b>3.14</b>	<b>0.71</b>	<b>4.15</b>	<b>0.47</b>	<b>1.61</b>	<b>2.12</b>
EPS adj.	1.40	1.26	1.15	1.51	1.61	2.25	2.77

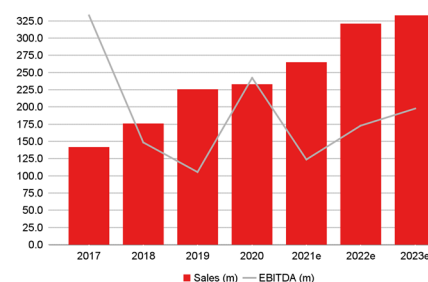
\*Adjustments made for:

**Guidance: sales of around EUR 265m and adj. EBITDA margin of 8%**

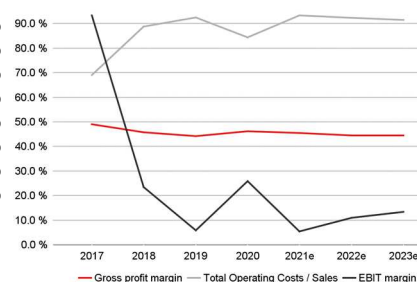
## Financial Ratios

	2017	2018	2019	2020	2021e	2022e	2023e
Total Operating Costs / Sales	69.1 %	88.8 %	92.4 %	84.4 %	93.3 %	92.3 %	91.5 %
Operating Leverage	26.9 x	-2.9 x	-2.4 x	112.3 x	-5.5 x	6.8 x	7.1 x
EBITDA / Interest expenses	26.9 x	10.8 x	7.7 x	12.4 x	7.1 x	12.3 x	14.8 x
Tax rate (EBT)	4.5 %	-4.0 %	-16.3 %	5.9 %	30.0 %	30.0 %	30.0 %
Dividend Payout Ratio	9.9 %	23.8 %	105.9 %	24.2 %	212.3 %	77.6 %	70.8 %

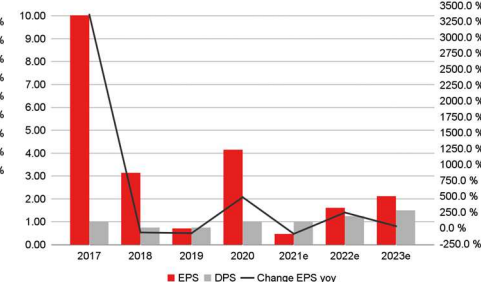
### Sales, EBITDA in EUR m



### Operating Performance in %



### Performance per Share



Source: Warburg Research

Source: Warburg Research

Source: Warburg Research

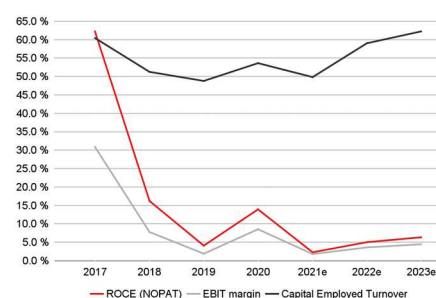
## Consolidated balance sheet

In EUR m	2017	2018	2019	2020	2021e	2022e	2023e
<b>Assets</b>							
Goodwill and other intangible assets	7.2	6.6	6.9	2.2	2.4	2.5	2.7
thereof other intangible assets	7.0	6.3	6.8	2.2	2.4	2.5	2.7
thereof Goodwill	0.2	0.2	0.2	0.0	0.0	0.0	0.0
Property, plant and equipment	35.5	59.7	90.7	82.1	77.4	73.1	68.7
Financial assets	2.6	8.4	7.0	5.9	43.9	43.9	43.9
Other long-term assets	0.0	3.4	10.3	5.8	0.0	0.0	0.0
<b>Fixed assets</b>	<b>45.3</b>	<b>78.0</b>	<b>115.0</b>	<b>96.1</b>	<b>123.7</b>	<b>119.5</b>	<b>115.3</b>
Inventories	18.9	27.0	30.5	27.5	29.4	35.7	37.0
Accounts receivable	19.1	18.5	21.8	16.6	18.2	22.0	22.8
Liquid assets	36.4	28.8	25.1	36.3	4.9	4.3	11.2
Other short-term assets	5.2	7.8	9.1	22.0	21.5	21.4	21.4
<b>Current assets</b>	<b>79.7</b>	<b>82.1</b>	<b>86.4</b>	<b>102.4</b>	<b>74.0</b>	<b>83.4</b>	<b>92.4</b>
<b>Total Assets</b>	<b>124.9</b>	<b>160.1</b>	<b>201.3</b>	<b>198.5</b>	<b>197.7</b>	<b>202.9</b>	<b>207.7</b>
<b>Liabilities and shareholders' equity</b>							
Subscribed capital	4.0	4.0	4.0	4.0	4.4	4.4	4.4
Capital reserve	5.1	5.1	5.1	5.3	15.7	15.7	15.7
Retained earnings	0.0	0.0	0.0	0.0	-1.0	2.0	6.2
Other equity components	48.1	57.7	57.7	70.9	69.9	69.9	69.9
Shareholders' equity	57.2	66.8	66.8	80.2	88.9	92.0	96.2
Minority interest	0.1	0.1	0.2	0.1	0.1	0.1	0.1
<b>Total equity</b>	<b>57.3</b>	<b>66.9</b>	<b>67.0</b>	<b>80.3</b>	<b>89.1</b>	<b>92.1</b>	<b>96.3</b>
Provisions	9.8	9.5	18.5	16.8	16.8	16.8	16.8
thereof provisions for pensions and similar obligations	2.2	2.9	9.2	9.0	9.0	9.0	9.0
Financial liabilities (total)	47.7	62.8	88.4	78.0	67.2	67.2	67.2
Short-term financial liabilities	16.4	27.4	35.1	22.5	11.7	11.7	11.7
Accounts payable	5.0	6.7	11.7	9.2	10.4	12.6	13.1
Other liabilities	5.2	14.2	15.8	14.2	14.2	14.2	14.2
<b>Liabilities</b>	<b>67.6</b>	<b>93.3</b>	<b>134.4</b>	<b>118.2</b>	<b>108.6</b>	<b>110.8</b>	<b>111.3</b>
<b>Total liabilities and shareholders' equity</b>	<b>124.9</b>	<b>160.1</b>	<b>201.3</b>	<b>198.5</b>	<b>197.7</b>	<b>202.9</b>	<b>207.7</b>

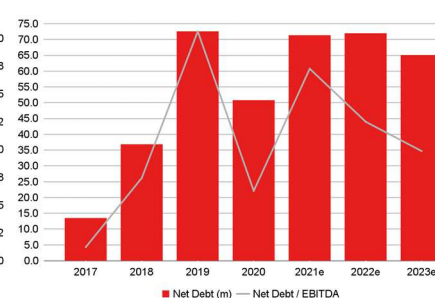
## Financial Ratios

	2017	2018	2019	2020	2021e	2022e	2023e
<b>Efficiency of Capital Employment</b>							
Operating Assets Turnover	2.1 x	1.8 x	1.7 x	2.0 x	2.3 x	2.7 x	2.9 x
Capital Employed Turnover	2.0 x	1.7 x	1.6 x	1.8 x	1.7 x	2.0 x	2.1 x
ROA	88.1 %	16.0 %	2.5 %	17.2 %	1.6 %	5.9 %	8.1 %
<b>Return on Capital</b>							
ROCE (NOPAT)	62.3 %	16.2 %	4.1 %	13.9 %	2.3 %	5.0 %	6.3 %
ROE	103.8 %	20.2 %	4.2 %	22.5 %	2.3 %	7.8 %	9.9 %
Adj. ROE	14.5 %	8.1 %	6.8 %	8.2 %	7.9 %	10.9 %	12.9 %
<b>Balance sheet quality</b>							
Net Debt	13.5	36.8	72.6	50.8	71.4	72.0	65.1
Net Financial Debt	11.3	34.0	63.4	41.8	62.3	63.0	56.1
Net Gearing	23.6 %	55.1 %	108.4 %	63.3 %	80.1 %	78.2 %	67.5 %
Net Fin. Debt / EBITDA	23.8 %	160.9 %	422.0 %	121.2 %	353.7 %	256.0 %	199.0 %
Book Value / Share	14.4	16.8	16.8	20.1	20.2	20.9	21.9
Book value per share ex intangibles	12.6	15.1	15.1	19.6	19.7	20.3	21.3

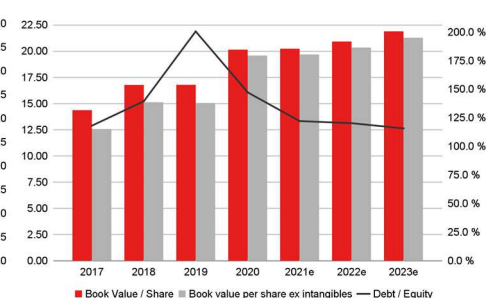
## ROCE Development



## Net debt in EUR m



## Book Value per Share in EUR



Source: Warburg Research

Source: Warburg Research

Source: Warburg Research

### Consolidated cash flow statement

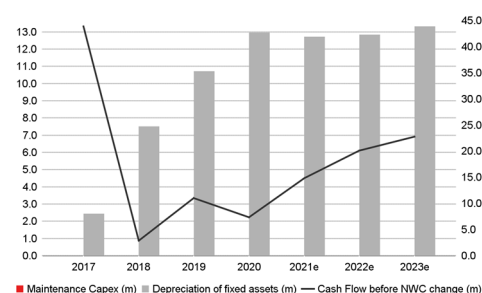
In EUR m	2017	2018	2019	2020	2021e	2022e	2023e
Net income	40.0	12.5	2.8	16.5	2.0	7.1	9.3
Depreciation of fixed assets	2.4	7.5	10.7	13.0	12.7	12.8	13.3
Amortisation of goodwill	0.0	0.0	0.0	1.6	0.0	0.0	0.0
Amortisation of intangible assets	1.2	0.0	0.0	0.0	0.1	0.2	0.2
Increase/decrease in long-term provisions	0.2	0.3	0.8	-1.3	0.0	0.0	0.0
Other non-cash income and expenses	0.0	-17.5	-3.3	-22.4	0.0	0.0	0.0
<b>Cash Flow before NWC change</b>	<b>43.9</b>	<b>2.8</b>	<b>11.1</b>	<b>7.3</b>	<b>14.8</b>	<b>20.1</b>	<b>22.8</b>
Increase / decrease in inventory	-1.4	-1.8	3.5	0.4	-1.9	-6.3	-1.3
Increase / decrease in accounts receivable	-2.3	0.2	-0.5	1.4	-1.6	-3.8	-0.8
Increase / decrease in accounts payable	0.0	-2.3	0.3	-1.7	1.2	2.2	0.5
Increase / decrease in other working capital positions	0.0	1.4	-10.5	3.2	0.0	0.0	0.0
Increase / decrease in working capital (total)	-3.7	-2.5	-7.2	3.3	-2.2	-7.9	-1.6
<b>Net cash provided by operating activities [1]</b>	<b>40.2</b>	<b>0.3</b>	<b>3.9</b>	<b>10.6</b>	<b>12.6</b>	<b>12.2</b>	<b>21.2</b>
Investments in intangible assets	-0.5	-0.7	-0.5	-0.2	-0.3	-0.3	-0.3
Investments in property, plant and equipment	-6.1	-6.3	-8.5	-7.2	-8.0	-8.5	-9.0
Payments for acquisitions	0.0	-12.3	-13.4	-0.1	0.0	0.0	0.0
Financial investments	-1.4	0.0	-1.1	0.3	-38.0	0.0	0.0
Income from asset disposals	0.0	6.9	3.8	19.9	0.0	0.0	0.0
<b>Net cash provided by investing activities [2]</b>	<b>-8.0</b>	<b>-9.8</b>	<b>-19.0</b>	<b>13.9</b>	<b>-46.3</b>	<b>-8.8</b>	<b>-9.3</b>
Change in financial liabilities	1.0	6.2	13.8	-4.2	-10.8	0.0	0.0
Dividends paid	0.0	-4.0	-3.0	-3.0	-4.0	-4.0	-5.0
Purchase of own shares	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Capital measures	0.0	0.0	0.1	0.2	10.8	0.0	0.0
Other	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>Net cash provided by financing activities [3]</b>	<b>1.0</b>	<b>2.2</b>	<b>10.8</b>	<b>-7.0</b>	<b>-4.0</b>	<b>-4.0</b>	<b>-5.0</b>
<b>Change in liquid funds [1]+[2]+[3]</b>	<b>33.2</b>	<b>-7.3</b>	<b>-4.3</b>	<b>17.5</b>	<b>-37.7</b>	<b>-0.6</b>	<b>6.9</b>
Effects of exchange-rate changes on cash	0.0	0.0	0.0	0.1	0.0	0.0	0.0
Cash and cash equivalent at end of period	39.5	17.1	24.6	42.6	4.9	4.3	11.2

### Financial Ratios

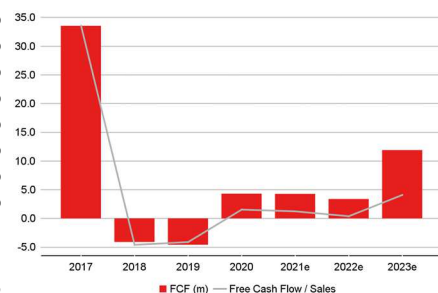
	2017	2018	2019	2020	2021e	2022e	2023e
<b>Cash Flow</b>							
FCF	33.5	-4.1	-4.6	4.3	4.3	3.4	11.9
Free Cash Flow / Sales	23.7 %	-2.3 %	-2.0 %	1.9 %	1.6 %	1.1 %	3.6 %
Free Cash Flow Potential	45.6	21.6	15.4	33.4	16.8	21.6	24.2
Free Cash Flow / Net Profit	84.1 %	-32.8 %	-162.4 %	26.0 %	218.7 %	47.8 %	127.8 %
Interest Received / Avg. Cash	0.2 %	0.3 %	0.3 %	0.8 %	0.1 %	0.4 %	0.3 %
Interest Paid / Avg. Debt	3.7 %	3.5 %	2.6 %	3.3 %	3.4 %	3.0 %	2.8 %
<b>Management of Funds</b>							
Investment ratio	4.7 %	4.0 %	4.0 %	3.2 %	3.1 %	2.7 %	2.8 %
Maint. Capex / Sales	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Capex / Dep	181.6 %	93.2 %	84.8 %	50.7 %	64.6 %	67.7 %	69.0 %
Avg. Working Capital / Sales	22.0 %	20.4 %	17.6 %	16.2 %	13.6 %	12.8 %	13.8 %
Trade Debtors / Trade Creditors	385.4 %	275.5 %	186.1 %	181.6 %	175.0 %	174.6 %	174.0 %
Inventory Turnover	4.0 x	3.6 x	4.1 x	4.5 x	4.9 x	5.0 x	5.0 x
Receivables collection period (days)	49	38	35	26	25	25	25
Payables payment period (days)	24	25	34	27	26	26	26
Cash conversion cycle (Days)	116	115	91	80	73	72	72

### CAPEX and Cash Flow

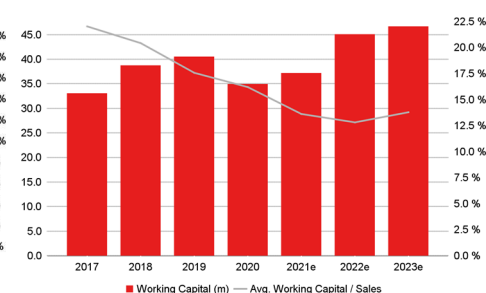
in EUR m



### Free Cash Flow Generation



### Working Capital



Source: Warburg Research

Source: Warburg Research

Source: Warburg Research

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Investment recommendation: expected direction of the share price development of the financial instrument up to the given price target in the opinion of the analyst who covers this financial instrument.

-B-	<b>Buy:</b>	The price of the analysed financial instrument is expected to rise over the next 12 months.
-H-	<b>Hold:</b>	The price of the analysed financial instrument is expected to remain mostly flat over the next 12 months.
-S-	<b>Sell:</b>	The price of the analysed financial instrument is expected to fall over the next 12 months.
“-“	<b>Rating suspended:</b>	The available information currently does not permit an evaluation of the company.

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Rating	Number of stocks	% of Universe
Buy	145	68
Hold	60	28
Sell	7	3
Rating suspended	2	1
<b>Total</b>	<b>214</b>	<b>100</b>

## WARBURG RESEARCH GMBH – ANALYSED RESEARCH UNIVERSE BY RATING ...

... taking into account only those companies which were provided with major investment services in the last twelve months.

Rating	Number of stocks	% of Universe
Buy	46	78
Hold	11	19
Sell	0	0
Rating suspended	2	3
<b>Total</b>	<b>59</b>	<b>100</b>

## PRICE AND RATING HISTORY BLUE CAP AS OF 02.11.2021



Markings in the chart show rating changes by Warburg Research GmbH in the last 12 months. Every marking details the date and closing price on the day of the rating change.

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