

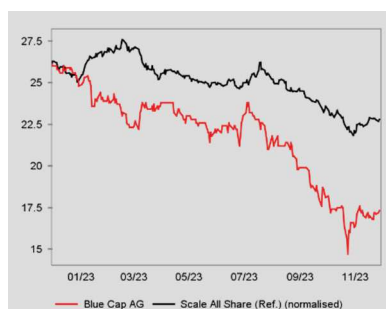
<b>Buy</b> <b>EUR 30.00</b> (EUR 38.00)  Price <b>EUR 17.30</b> Upside <b>73.4 %</b>	<b>Value Indicators:</b> EUR DCF: 30.19	<b>Warburg ESG Risk Score: 2.0</b> ESG Score (MSCI based): 3.0 Balance Sheet Score: 3.0 Market Liquidity Score: 0.0	<b>Description:</b> Investment company focused on Mittelstand manufacturing and business service companies
	<b>Market Snapshot:</b> EUR m Market cap: 76.1 No. of shares (m): 4.4 EV: 145.8 Freefloat MC: 26.2 Ø Trad. Vol. (30d): 5.18 th	<b>Shareholders:</b> Freefloat 34.50 % PartnerFonds AG 26.90 % German family office 15.00 % Kreissparkasse Biberach 13.50 % Schüchl GmbH 10.10 %	<b>Key Figures (WRE):</b> 2023e Beta: 1.5 Price / Book: 0.8 x Equity Ratio: 36 % Net Fin. Debt / EBITDA: 3.5 x Net Debt / EBITDA: 3.8 x

## Accelerating M&A value creation

We confirm our Buy rating after revising our model following Blue Cap's Q3 figures, strategy update and our first meeting with the new CEO von Kottwitz:

- As a reminder, Q3 sales declined by 17% to EUR 63.7m or EUR 209.0m (-6.1%); the sales decline was broad-based, with all segments posting double-digit declines. The adj. EBITDA margin fell from 9.6% in Q2 to 7.0% in Q3, bringing the nine-months adj. EBITDA to EUR 15.9m or a margin of 7.6%, which we consider a solid achievement given the weak sales.
- The new guidance of 7% to 8% adj. EBITDA margin (down 1pp) and EUR 265m to EUR 285m sales (down EUR 10m) at the mid-point basically assumes the margin and sales level of Q3. We expect a slight improvement in sales and earnings in 2024, mainly due to cost reduction and restructuring measures at Neschen and Planatol, although we assume continued economic headwinds. Should some of the postponed projects at conpearl come to fruition in 2024, there could be upside to our current assumptions. However, given the challenging environment and the uncertain prospect of a soft landing in the US, we prefer to err on the side of caution.
- As a result of the guidance cut, we expect the year-end NAV to fall from EUR 30 in June to around EUR 26. However, this should mark a trough, and in its strategy update, Blue Cap targets a NAV of EUR 60 by the end of 2026 (previously EUR 55 by the end of 2025). We forecast a NAV of EUR 36 by 2025, but this is based on the current portfolio and M&A should continue to contribute to this figure.
- More importantly, the means to get there involve increased M&A activity and transformation. The former is clearly positive news, as Blue Cap has in some cases held on to assets for too long after successful restructuring. Coupled with the announcement of one or two companies that management believes are ready for a transaction in 2024, this offers some upside potential to our 2024 NAV. In the past, transformation has primarily meant increasing the profitability of already profitable companies. Now management is going one step further and is also including turnaround situations in its target M&A profile. In our view, the chances of this tilt significantly outweigh the risks, as it utilises the strong operational team that Blue Cap has built. In our discussion with CEO von Kottwitz, we found that he is well aware of the potential value creation levers in such a transformation process, and we are confident that such transactions will be tailored to Blue Cap's strengths, such as IT upgrades, cost management, and something that is often neglected in smaller companies: setting up the right incentive structures at the operational level.

Changes in Estimates:				Comment on Changes:			
FY End: 31.12. in EUR m	2023e (old)	+ / -	2024e (old)	+ / -	2025e (old)	+ / -	
Sales	290.0	-6.9 %	300.0	-6.7 %	315.0	-2.2 %	■ Q3 figures & guidance for 2023 included ■ Neschen & Planatol cost reductions expected to lead to slight earnings growth in 2024
EBITDA adj.	25.0	-20.1 %	26.2	-19.8 %	29.9	-9.8 %	
EBT	3.0	n.m.	5.1	n.m.	8.7	-17.9 %	
EPS	0.55	n.m.	0.81	n.m.	1.38	-17.4 %	

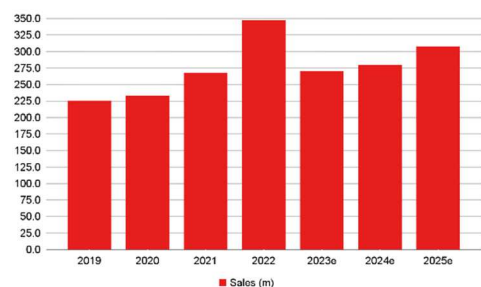


Rel. Performance vs Scale All Share	
1 month:	0.9 %
6 months:	-12.5 %
Year to date:	-21.0 %
Trailing 12 months:	-21.3 %

**Company events:**

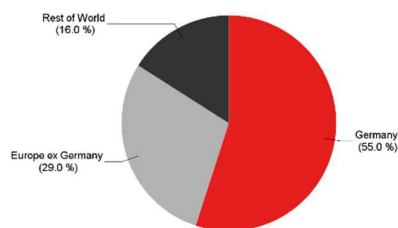
FY End: 31.12. in EUR m	CAGR (22-25e)	2019	2020	2021	2022	2023e	2024e	2025e
Sales	-3.9 %	225.7	233.0	267.3	347.5	270.0	280.0	308.0
Change Sales yoy		28.2 %	3.2 %	14.7 %	30.0 %	-22.3 %	3.7 %	10.0 %
EBITDA adj.		14.3	17.6	24.6	30.4	20.0	21.0	27.0
Margin	0.1 %	6.4 %	7.6 %	9.2 %	8.7 %	7.4 %	7.5 %	8.8 %
EBIT adj.		6.4	8.9	13.3	16.3	10.3	11.5	17.1
Margin	5.8 %	2.9 %	3.8 %	5.0 %	4.7 %	3.8 %	4.1 %	5.6 %
EBT		2.4	17.5	5.1	14.8	-3.3	-0.1	7.1
Net income	-25.7 %	2.8	16.6	5.2	12.2	-2.0	-0.1	5.0
EPS	-25.7 %	0.71	4.15	1.24	2.78	-0.46	-0.01	1.14
EPS adj.		1.15	1.51	2.53	2.83	0.97	1.26	2.41
DPS	3.6 %	0.75	1.00	0.85	0.90	0.75	0.90	1.00
Dividend Yield		4.3 %	5.7 %	3.2 %	3.5 %	4.3 %	5.2 %	5.8 %
FCFPS		-1.15	1.08	1.54	2.09	5.29	1.88	1.97
FCF / Market cap		-6.6 %	6.2 %	5.8 %	8.0 %	30.6 %	10.8 %	11.4 %
EV / Sales		0.6 x	0.5 x	0.7 x	0.6 x	0.5 x	0.5 x	0.4 x
EV / EBITDA adj.		9.9 x	6.8 x	7.6 x	6.7 x	7.3 x	6.7 x	5.0 x
EV / EBIT adj.		22.0 x	13.5 x	14.1 x	12.5 x	14.2 x	12.2 x	7.9 x
P / E adj.		15.2 x	11.5 x	10.6 x	9.2 x	17.8 x	13.7 x	7.2 x
FCF Potential Yield		10.9 %	27.8 %	13.4 %	18.9 %	13.3 %	14.0 %	17.3 %
Net Debt		72.6	50.8	76.3	89.4	69.7	64.5	59.4
ROE		4.2 %	22.5 %	5.9 %	12.4 %	-2.0 %	-0.1 %	5.2 %
ROCE (NOPAT)		4.1 %	13.9 %	3.6 %	6.0 %	0.5 %	1.4 %	3.9 %
Guidance:		EUR 265m to EUR 285m sales and 7% to 8% adj. EBITDA margin						

Sales development in EUR m



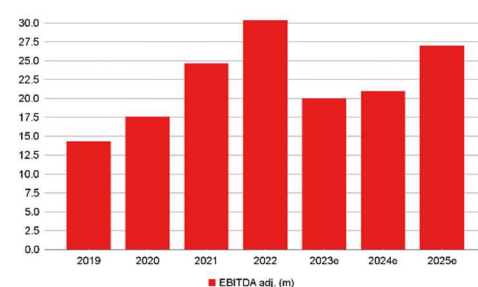
Source: Warburg Research

Sales by regions 2022; in %



Source: Warburg Research

adj. EBITDA development in EUR m



Source: Warburg Research

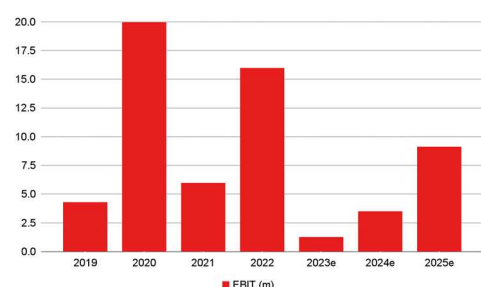
## Company Background

- 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 B2B 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 substantial growth potential are acquired
- Today, Blue Cap holds operative investments in technological sectors such as plastics, adhesives & coatings, production technology, business services, electronics and medtec.

## Competitive Quality

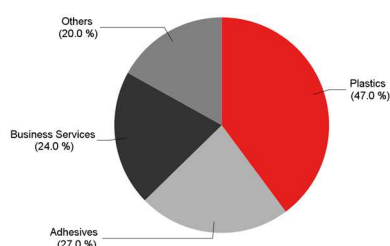
- Blue Cap is headed by management with extensive private equity- and restructuring experience.
- All subsidiaries operate autonomously and pursue independent strategies, supported by the know-how of the Holding's management
- New investments can be acquired from a network of banks, financial service 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



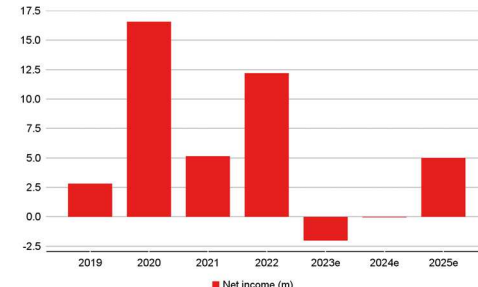
Source: Warburg Research

Sales by segments 2022; 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
	2023e	2024e	2025e	2026e	2027e	2028e	2029e	2030e	2031e	2032e	2033e	2034e	2035e	
Sales	270.0	280.0	308.0	314.2	320.4	326.9	333.4	341.7	348.6	355.5	362.6	369.9	377.3	
Sales change	-22.3 %	3.7 %	10.0 %	2.0 %	2.0 %	2.0 %	2.0 %	2.5 %	2.0 %	2.0 %	2.0 %	2.0 %	2.0 %	2.0 %
EBIT	1.3	3.5	9.1	11.0	14.4	18.0	21.7	23.9	24.4	24.9	25.4	25.9	26.4	
EBIT-margin	0.5 %	1.3 %	3.0 %	3.5 %	4.5 %	5.5 %	6.5 %	7.0 %	7.0 %	7.0 %	7.0 %	7.0 %	7.0 %	
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 %	
NOPAT	0.9	2.5	6.4	7.7	10.1	12.6	15.2	16.7	17.1	17.4	17.8	18.1	18.5	
Depreciation	17.1	16.1	16.5	17.3	16.0	13.1	11.7	10.3	10.5	10.7	10.9	11.1	11.3	
in % of Sales	6.4 %	5.8 %	5.4 %	5.5 %	5.0 %	4.0 %	3.5 %	3.0 %	3.0 %	3.0 %	3.0 %	3.0 %	3.0 %	
Changes in provisions	0.0	0.0	0.0	2.7	-0.5	-0.5	-0.5	-0.5	-0.6	-0.6	-0.2	0.1	0.1	
Change in Liquidity from														
- Working Capital	-13.7	1.5	4.5	1.7	1.0	1.0	1.0	1.3	1.1	1.1	1.1	1.2	1.2	
- Capex	5.3	6.3	8.3	9.4	9.6	9.8	10.0	10.3	10.5	10.7	10.9	11.1	11.3	
Capex in % of Sales	2.0 %	2.3 %	2.7 %	3.0 %	3.0 %	3.0 %	3.0 %	3.0 %	3.0 %	3.0 %	3.0 %	3.0 %	3.0 %	
- 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)	26.5	10.8	10.1	16.6	15.0	14.3	15.3	14.9	15.4	15.7	16.4	17.1	17.4	18
PV of FCF	25.4	9.5	8.1	12.2	10.1	8.8	8.6	7.7	7.3	6.8	6.5	6.2	5.8	80
share of PVs	21.14 %			39.30 %										39.56 %

Model parameter

Derivation of WACC:		Derivation of Beta:	
Debt ratio	25.00 %	Financial Strength	1.60
Cost of debt (after tax)	4.2 %	Liquidity (share)	1.60
Market return	8.25 %	Cyclicality	1.60
Risk free rate	2.75 %	Transparency	1.60
		Others	1.10
<b>WACC</b>	<b>9.30 %</b>	<b>Beta</b>	<b>1.50</b>

Valuation (m)

Present values 2035e	123		
Terminal Value	80		
Financial liabilities	118		
Pension liabilities	6		
Hybrid capital	0		
Minority interest	6		
Market val. of investments	10		
Liquidity	50	No. of shares (m)	4.4
<b>Equity Value</b>	<b>133</b>	<b>Value per share (EUR)</b>	<b>30.19</b>

Sensitivity Value per Share (EUR)

Beta	WACC	Terminal Growth							Beta	WACC	Delta EBIT-margin						
		1.25 %	1.50 %	1.75 %	2.00 %	2.25 %	2.50 %	2.75 %			-1.5 pp	-1.0 pp	-0.5 pp	+0.0 pp	+0.5 pp	+1.0 pp	+1.5 pp
1.74	10.3 %	23.81	24.19	24.58	25.00	25.45	25.93	26.43	1.74	10.3 %	16.09	19.06	22.03	25.00	27.98	30.95	33.92
1.62	9.8 %	26.01	26.46	26.93	27.43	27.97	28.54	29.15	1.62	9.8 %	17.96	21.12	24.27	27.43	30.59	33.74	36.90
1.56	9.6 %	27.21	27.70	28.21	28.76	29.35	29.98	30.66	1.56	9.6 %	18.99	22.25	25.51	28.76	32.02	35.28	38.54
1.50	9.3 %	28.49	29.02	29.58	30.19	30.84	31.53	32.28	1.50	9.3 %	20.09	23.46	26.82	30.19	33.56	36.92	40.29
1.44	9.1 %	29.84	30.43	31.05	31.72	32.43	33.20	34.04	1.44	9.1 %	21.27	24.75	28.23	31.72	35.20	38.68	42.16
1.38	8.8 %	31.29	31.93	32.62	33.36	34.15	35.01	35.93	1.38	8.8 %	22.54	26.14	29.75	33.36	36.96	40.57	44.18
1.26	8.3 %	34.50	35.28	36.12	37.03	38.01	39.08	40.24	1.26	8.3 %	25.37	29.25	33.14	37.03	40.91	44.80	48.68

- 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 2% is modelled.
- We included our 2023 SOTP estimate of Inheco in the model

Valuation	2019	2020	2021	2022	2023e	2024e	2025e
Price / Book	1.0 x	0.9 x	1.2 x	1.1 x	0.8 x	0.8 x	0.8 x
Book value per share ex intangibles	15.05	19.58	13.43	8.10	6.94	6.21	6.49
EV / Sales	0.6 x	0.5 x	0.7 x	0.6 x	0.5 x	0.5 x	0.4 x
EV / EBITDA	9.5 x	3.5 x	7.4 x	4.7 x	7.9 x	7.2 x	5.3 x
EV / EBIT	33.1 x	6.0 x	31.3 x	12.7 x	115.2 x	40.1 x	14.8 x
EV / EBIT adj.*	22.0 x	13.5 x	14.1 x	12.5 x	14.2 x	12.2 x	7.9 x
P / FCF	n.a.	16.1 x	17.4 x	12.5 x	3.3 x	9.2 x	8.8 x
P / E	24.6 x	4.2 x	21.5 x	9.3 x	n.a.	n.a.	15.2 x
P / E adj.*	15.2 x	11.5 x	10.6 x	9.2 x	17.8 x	13.7 x	7.2 x
Dividend Yield	4.3 %	5.7 %	3.2 %	3.5 %	4.3 %	5.2 %	5.8 %
FCF Potential Yield (on market EV)	10.9 %	27.8 %	13.4 %	18.9 %	13.3 %	14.0 %	17.3 %

\*Adjustments made for: -

Company Specific Items	2019	2020	2021	2022	2023e	2024e	2025e
Net Asset Value EURm	141.2	153.9	172.8	160.8	115.0	130.0	160.0
Net Asset Value pro Aktie	35.48	38.58	39.30	36.58	26.16	29.57	36.40

## Consolidated profit & loss

In EUR m	2019	2020	2021	2022	2023e	2024e	2025e
<b>Sales</b>	<b>225.7</b>	<b>233.0</b>	<b>267.3</b>	<b>347.5</b>	<b>270.0</b>	<b>280.0</b>	<b>308.0</b>
Change Sales yoy	28.2 %	3.2 %	14.7 %	30.0 %	-22.3 %	3.7 %	10.0 %
Increase / decrease in inventory	-2.1	-1.8	2.1	1.8	0.0	0.0	0.0
Own work capitalised	0.0	0.0	0.2	0.5	0.0	0.0	0.0
<b>Total Sales</b>	<b>223.6</b>	<b>231.2</b>	<b>269.7</b>	<b>349.8</b>	<b>270.0</b>	<b>280.0</b>	<b>308.0</b>
Material expenses	123.9	123.7	144.3	190.8	145.0	148.4	163.2
<b>Gross profit</b>	<b>99.7</b>	<b>107.4</b>	<b>125.4</b>	<b>159.0</b>	<b>125.0</b>	<b>131.6</b>	<b>144.8</b>
<i>Gross profit margin</i>	<i>44.2 %</i>	<i>46.1 %</i>	<i>46.9 %</i>	<i>45.7 %</i>	<i>46.3 %</i>	<i>47.0 %</i>	<i>47.0 %</i>
Personnel expenses	58.3	60.5	67.5	80.9	67.5	70.2	74.6
Other operating income	6.9	25.9	7.4	20.7	1.4	0.2	0.1
Other operating expenses	33.3	38.3	39.9	55.8	40.5	42.0	44.7
<b>EBITDA adj.</b>	<b>14.3</b>	<b>17.6</b>	<b>24.6</b>	<b>30.4</b>	<b>20.0</b>	<b>21.0</b>	<b>27.0</b>
<i>Margin</i>	<i>6.4 %</i>	<i>7.6 %</i>	<i>9.2 %</i>	<i>8.7 %</i>	<i>7.4 %</i>	<i>7.5 %</i>	<i>8.8 %</i>
<b>EBITDA</b>	<b>15.0</b>	<b>34.5</b>	<b>25.4</b>	<b>43.0</b>	<b>18.4</b>	<b>19.6</b>	<b>25.6</b>
<i>Margin</i>	<i>6.7 %</i>	<i>14.8 %</i>	<i>9.5 %</i>	<i>12.4 %</i>	<i>6.8 %</i>	<i>7.0 %</i>	<i>8.3 %</i>
Depreciation of fixed assets	10.7	13.0	19.1	22.6	17.0	16.0	16.3
<b>EBITA</b>	<b>4.3</b>	<b>21.5</b>	<b>6.3</b>	<b>20.3</b>	<b>1.4</b>	<b>3.6</b>	<b>9.3</b>
Amortisation of intangible assets	0.0	0.0	0.0	0.0	0.1	0.1	0.2
Goodwill amortisation	0.0	1.6	0.3	4.4	0.0	0.0	0.0
<b>EBIT</b>	<b>4.3</b>	<b>20.0</b>	<b>6.0</b>	<b>16.0</b>	<b>1.3</b>	<b>3.5</b>	<b>9.1</b>
<i>Margin</i>	<i>1.9 %</i>	<i>8.6 %</i>	<i>2.2 %</i>	<i>4.6 %</i>	<i>0.5 %</i>	<i>1.3 %</i>	<i>3.0 %</i>
<b>EBIT adj.</b>	<b>6.4</b>	<b>8.9</b>	<b>13.3</b>	<b>16.3</b>	<b>10.3</b>	<b>11.5</b>	<b>17.1</b>
Interest income	0.1	0.3	0.2	1.5	0.0	0.0	0.0
Interest expenses	2.0	2.8	2.4	3.1	3.6	3.6	3.0
Other financial income (loss)	0.7	2.7	2.4	1.5	-1.0	0.0	1.0
<b>EBT</b>	<b>2.4</b>	<b>17.5</b>	<b>5.1</b>	<b>14.8</b>	<b>-3.3</b>	<b>-0.1</b>	<b>7.1</b>
<i>Margin</i>	<i>1.1 %</i>	<i>7.5 %</i>	<i>1.9 %</i>	<i>4.3 %</i>	<i>-1.2 %</i>	<i>0.0 %</i>	<i>2.3 %</i>
Total taxes	-0.4	1.0	0.4	4.4	-1.0	0.0	2.1
<b>Net income from continuing operations</b>	<b>2.8</b>	<b>16.5</b>	<b>4.7</b>	<b>10.4</b>	<b>-2.3</b>	<b>-0.1</b>	<b>5.0</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>2.8</b>	<b>16.5</b>	<b>4.7</b>	<b>10.4</b>	<b>-2.3</b>	<b>-0.1</b>	<b>5.0</b>
Minority interest	0.0	-0.1	-0.4	-1.8	-0.3	0.0	0.0
<b>Net income</b>	<b>2.8</b>	<b>16.6</b>	<b>5.2</b>	<b>12.2</b>	<b>-2.0</b>	<b>-0.1</b>	<b>5.0</b>
<i>Margin</i>	<i>1.3 %</i>	<i>7.1 %</i>	<i>1.9 %</i>	<i>3.5 %</i>	<i>-0.7 %</i>	<i>0.0 %</i>	<i>1.6 %</i>
Number of shares, average	4.0	4.0	4.2	4.4	4.4	4.4	4.4
<b>EPS</b>	<b>0.71</b>	<b>4.15</b>	<b>1.24</b>	<b>2.78</b>	<b>-0.46</b>	<b>-0.01</b>	<b>1.14</b>
EPS adj.	1.15	1.51	2.53	2.83	0.97	1.26	2.41

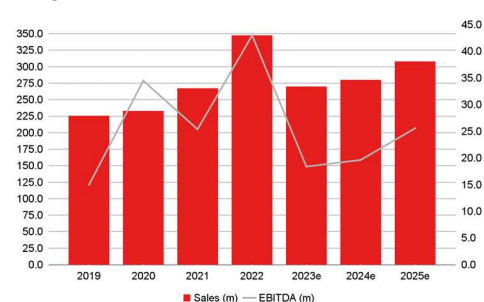
\*Adjustments made for:

**Guidance: EUR 265m to EUR 285m sales and 7% to 8% adj. EBITDA margin**

## Financial Ratios

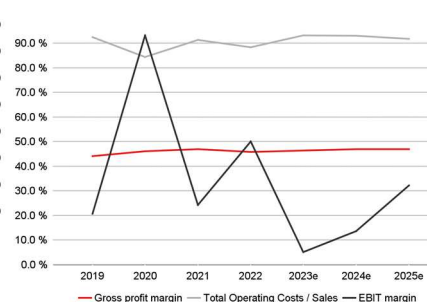
	2019	2020	2021	2022	2023e	2024e	2025e
Total Operating Costs / Sales	92.4 %	84.4 %	91.4 %	88.3 %	93.2 %	93.0 %	91.7 %
Operating Leverage	-2.4 x	112.3 x	-4.8 x	5.6 x	4.1 x	47.8 x	16.0 x
EBITDA / Interest expenses	7.7 x	12.4 x	10.6 x	14.0 x	5.1 x	5.4 x	8.5 x
Tax rate (EBT)	-16.3 %	5.9 %	7.5 %	29.7 %	30.0 %	30.0 %	30.0 %
Dividend Payout Ratio	105.9 %	24.2 %	74.8 %	37.9 %	n.m.	n.m.	87.9 %

### Sales, EBITDA in EUR m



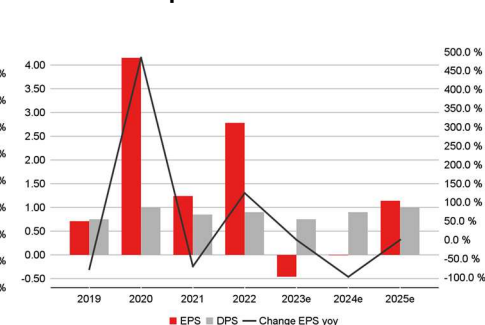
Source: Warburg Research

### Operating Performance in %



Source: Warburg Research

### Performance per Share



Source: Warburg Research

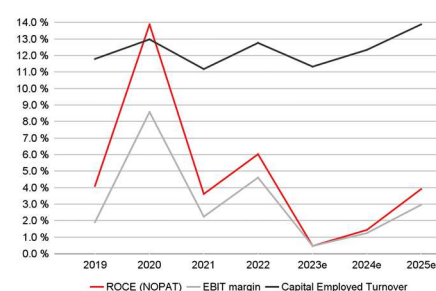
## Consolidated balance sheet

In EUR m	2019	2020	2021	2022	2023e	2024e	2025e
<b>Assets</b>							
Goodwill and other intangible assets	6.9	2.2	34.0	68.1	68.3	68.4	68.6
thereof other intangible assets	6.8	2.2	23.6	39.5	39.7	39.9	40.0
thereof Goodwill	0.2	0.0	10.4	28.6	28.6	28.6	28.6
Property, plant and equipment	90.7	82.1	85.0	82.6	70.6	60.6	52.3
Financial assets	7.0	5.9	8.0	8.8	8.8	8.8	8.8
Other long-term assets	10.3	5.8	7.6	9.6	9.6	9.6	9.6
<b>Fixed assets</b>	<b>115.0</b>	<b>96.1</b>	<b>134.6</b>	<b>169.1</b>	<b>157.2</b>	<b>147.4</b>	<b>139.3</b>
Inventories	30.5	27.5	40.4	47.2	36.0	37.3	41.1
Accounts receivable	21.8	16.6	25.7	29.2	22.2	23.0	25.3
Liquid assets	25.1	36.3	41.4	35.1	54.8	60.0	65.1
Other short-term assets	9.1	22.0	26.0	18.1	18.8	18.8	18.8
<b>Current assets</b>	<b>86.4</b>	<b>102.4</b>	<b>133.4</b>	<b>129.6</b>	<b>131.7</b>	<b>139.1</b>	<b>150.3</b>
<b>Total Assets</b>	<b>201.3</b>	<b>198.5</b>	<b>268.0</b>	<b>298.7</b>	<b>289.0</b>	<b>286.5</b>	<b>289.5</b>
<b>Liabilities and shareholders' equity</b>							
Subscribed capital	4.0	4.0	4.4	4.4	4.4	4.4	4.4
Capital reserve	5.1	5.3	15.7	15.7	15.7	15.7	15.7
Retained earnings	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other equity components	57.7	70.9	73.0	83.6	78.7	75.6	77.0
Shareholders' equity	66.8	80.2	93.1	103.7	98.8	95.7	97.1
Minority interest	0.2	0.1	5.2	5.7	5.4	5.4	5.4
<b>Total equity</b>	<b>67.0</b>	<b>80.3</b>	<b>98.2</b>	<b>109.4</b>	<b>104.1</b>	<b>101.1</b>	<b>102.5</b>
Provisions	18.5	16.8	18.9	21.0	21.0	21.0	21.0
thereof provisions for pensions and similar obligations	9.2	9.0	9.0	6.1	6.1	6.1	6.1
Financial liabilities (total)	88.4	78.0	108.7	118.4	118.4	118.4	118.4
Short-term financial liabilities	35.1	22.5	32.2	45.2	45.2	45.2	45.2
Accounts payable	11.7	9.2	17.0	20.1	15.6	16.2	17.8
Other liabilities	15.8	14.2	25.3	29.8	29.8	29.8	29.8
<b>Liabilities</b>	<b>134.4</b>	<b>118.2</b>	<b>169.8</b>	<b>189.3</b>	<b>184.8</b>	<b>185.4</b>	<b>187.0</b>
<b>Total liabilities and shareholders' equity</b>	<b>201.3</b>	<b>198.5</b>	<b>268.0</b>	<b>298.7</b>	<b>289.0</b>	<b>286.5</b>	<b>289.5</b>

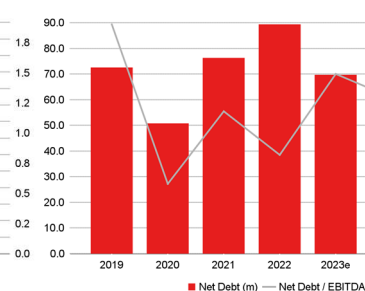
## Financial Ratios

	2019	2020	2021	2022	2023e	2024e	2025e
<b>Efficiency of Capital Employment</b>							
Operating Assets Turnover	1.7 x	2.0 x	2.0 x	2.5 x	2.4 x	2.7 x	3.1 x
Capital Employed Turnover	1.6 x	1.8 x	1.5 x	1.7 x	1.6 x	1.7 x	1.9 x
ROA	2.5 %	17.2 %	3.8 %	7.2 %	-1.3 %	0.0 %	3.6 %
<b>Return on Capital</b>							
ROCE (NOPAT)	4.1 %	13.9 %	3.6 %	6.0 %	0.5 %	1.4 %	3.9 %
ROE	4.2 %	22.5 %	5.9 %	12.4 %	-2.0 %	-0.1 %	5.2 %
Adj. ROE	6.8 %	8.2 %	12.1 %	12.7 %	4.2 %	5.7 %	11.0 %
<b>Balance sheet quality</b>							
Net Debt	72.6	50.8	76.3	89.4	69.7	64.5	59.4
Net Financial Debt	63.4	41.8	67.3	83.3	63.6	58.4	53.3
Net Gearing	108.4 %	63.3 %	77.7 %	81.7 %	67.0 %	63.8 %	58.0 %
Net Fin. Debt / EBITDA	422.0 %	121.2 %	264.9 %	193.7 %	345.5 %	297.7 %	208.1 %
Book Value / Share	16.8	20.1	21.2	23.6	22.5	21.8	22.1
Book value per share ex intangibles	15.1	19.6	13.4	8.1	6.9	6.2	6.5

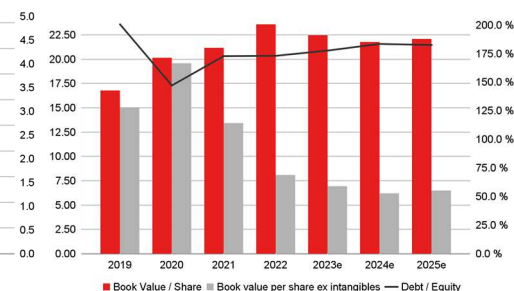
### ROCE Development



### Net debt in EUR m



### Book Value per Share in EUR



Source: Warburg Research

Source: Warburg Research

Source: Warburg Research

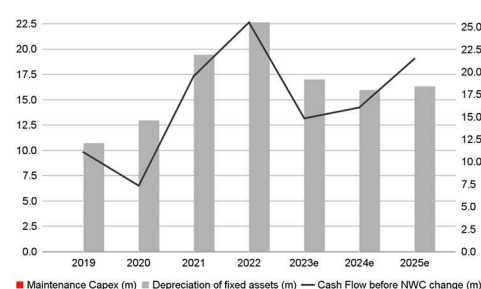
Consolidated cash flow statement

In EUR m	2019	2020	2021	2022	2023e	2024e	2025e
Net income	2.8	16.5	4.7	10.4	-2.3	-0.1	5.0
Depreciation of fixed assets	10.7	13.0	19.4	22.6	17.0	16.0	16.3
Amortisation of goodwill	0.0	1.6	0.0	4.4	0.0	0.0	0.0
Amortisation of intangible assets	0.0	0.0	0.0	0.0	0.1	0.1	0.2
Increase/decrease in long-term provisions	0.8	-1.3	-1.4	-1.3	0.0	0.0	0.0
Other non-cash income and expenses	-3.3	-22.4	-3.3	-10.6	0.0	0.0	0.0
<b>Cash Flow before NWC change</b>	<b>11.1</b>	<b>7.3</b>	<b>19.5</b>	<b>25.5</b>	<b>14.8</b>	<b>16.0</b>	<b>21.5</b>
Increase / decrease in inventory	3.5	0.4	-6.8	-7.0	11.2	-1.3	-3.8
Increase / decrease in accounts receivable	-0.5	1.4	-1.2	-0.8	7.0	-0.8	-2.3
Increase / decrease in accounts payable	0.3	-1.7	4.2	1.7	-4.5	0.6	1.6
Increase / decrease in other working capital positions	-10.5	3.2	-3.2	-2.4	0.0	0.0	0.0
Increase / decrease in working capital (total)	-7.2	3.3	-7.1	-8.6	13.7	-1.5	-4.5
<b>Net cash provided by operating activities [1]</b>	<b>3.9</b>	<b>10.6</b>	<b>12.4</b>	<b>17.0</b>	<b>28.6</b>	<b>14.5</b>	<b>17.0</b>
Investments in intangible assets	-0.5	-0.2	-0.6	-1.7	-0.3	-0.3	-0.3
Investments in property, plant and equipment	-8.5	-7.2	-9.7	-6.1	-5.0	-6.0	-8.0
Payments for acquisitions	-13.4	-0.1	-29.2	-20.6	0.0	0.0	0.0
Financial investments	-1.1	0.3	0.0	0.0	0.0	0.0	0.0
Income from asset disposals	3.8	19.9	16.4	21.1	0.0	0.0	0.0
<b>Net cash provided by investing activities [2]</b>	<b>-19.0</b>	<b>13.9</b>	<b>-18.9</b>	<b>-7.3</b>	<b>-5.3</b>	<b>-6.3</b>	<b>-8.3</b>
Change in financial liabilities	13.8	-4.2	0.5	-11.2	0.0	0.0	0.0
Dividends paid	-3.0	-3.0	-4.0	-3.7	-3.6	-3.0	-3.6
Purchase of own shares	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Capital measures	0.1	0.2	10.8	0.0	0.0	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>10.8</b>	<b>-7.0</b>	<b>7.3</b>	<b>-15.0</b>	<b>-3.6</b>	<b>-3.0</b>	<b>-3.6</b>
<b>Change in liquid funds [1]+[2]+[3]</b>	<b>-4.3</b>	<b>17.5</b>	<b>0.9</b>	<b>-5.3</b>	<b>19.7</b>	<b>5.2</b>	<b>5.1</b>
Effects of exchange-rate changes on cash	0.0	0.1	-0.1	0.1	0.0	0.0	0.0
Cash and cash equivalent at end of period	24.6	42.6	43.4	36.2	54.8	60.0	65.1

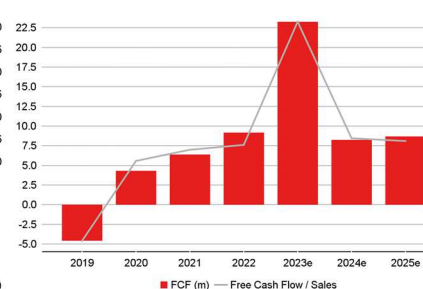
Financial Ratios

	2019	2020	2021	2022	2023e	2024e	2025e
<b>Cash Flow</b>							
FCF	-4.6	4.3	6.4	9.2	23.3	8.2	8.7
Free Cash Flow / Sales	-2.0 %	1.9 %	2.4 %	2.6 %	8.6 %	2.9 %	2.8 %
Free Cash Flow Potential	15.4	33.4	25.0	38.6	19.4	19.6	23.5
Free Cash Flow / Net Profit	-162.4 %	26.0 %	123.9 %	75.1 %	-1151.0 %	-15501.5 %	173.5 %
Interest Received / Avg. Cash	0.3 %	0.8 %	0.4 %	3.8 %	0.0 %	0.0 %	0.0 %
Interest Paid / Avg. Debt	2.6 %	3.3 %	2.6 %	2.7 %	3.0 %	3.0 %	2.5 %
<b>Management of Funds</b>							
Investment ratio	4.0 %	3.2 %	3.9 %	2.2 %	2.0 %	2.3 %	2.7 %
Maint. Capex / Sales	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Capex / Dep	84.8 %	50.7 %	53.0 %	28.8 %	30.9 %	39.1 %	50.4 %
Avg. Working Capital / Sales	17.6 %	16.2 %	15.7 %	15.2 %	18.3 %	15.5 %	15.0 %
Trade Debtors / Trade Creditors	186.1 %	181.6 %	151.6 %	145.3 %	142.3 %	142.0 %	142.1 %
Inventory Turnover	4.1 x	4.5 x	3.6 x	4.0 x	4.0 x	4.0 x	4.0 x
Receivables collection period (days)	35	26	35	31	30	30	30
Payables payment period (days)	34	27	43	38	39	40	40
Cash conversion cycle (Days)	91	80	94	83	81	82	82

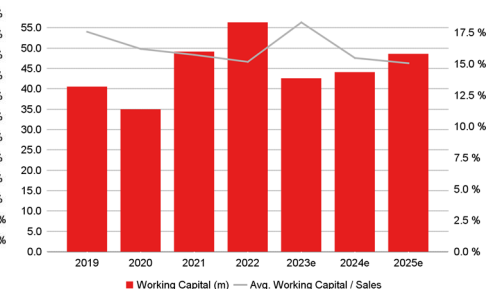
CAPEX and Cash Flow  
in EUR m



Free Cash Flow Generation



Working Capital



Source: Warburg Research

Source: Warburg Research

Source: Warburg Research

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- 7-

Company	Disclosure	Link to the historical price targets and rating changes (last 12 months)
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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	155	73
Hold	46	22
Sell	5	2
Rating suspended	7	3
<b>Total</b>	<b>213</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	43	81
Hold	7	13
Sell	0	0
Rating suspended	3	6
<b>Total</b>	<b>53</b>	<b>100</b>

## PRICE AND RATING HISTORY BLUE CAP AS OF 29.11.2023



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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