

<b>Buy</b> <b>EUR 10.20</b> (EUR 11.00)  Price <b>EUR 4.08</b> Upside <b>150.0 %</b>	<b>Value Indicators:</b> EUR DCF: 10.20	<b>Warburg ESG Risk Score: 1.6</b> ESG Score (MSCI based): 3.0 Balance Sheet Score: 1.8 Market Liquidity Score: 0.0	<b>Description:</b> Market leader in the privatisation of residential real estate in Germany
	<b>Market Snapshot:</b> EUR m Market cap: 132.3 No. of shares (m): 32.4 EV: 618.8 Freefloat MC: 16.0 Ø Trad. Vol. (30d): 10.17 th	<b>Shareholders:</b> Freefloat 12.10 % Brookline Real Estate S.a.r.l. 83.10 % ADLER Real Estate 4.78 %	<b>Key Figures (WRe):</b> 2022e Beta: 1.3 Price / Book: 0.5 x Equity Ratio: 30 % Net Fin. Debt / EBITDA: 9.9 x Net Debt / EBITDA: 9.9 x

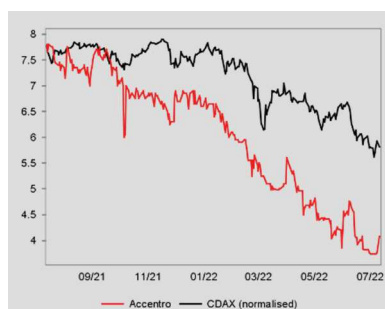
## Acquisition in eastern Germany; PT lowered due to increase in risk-free rate

Accentro Real Estate has announced the acquisition of a residential portfolio in eastern Germany for its own balance sheet portfolio. We have included the recent acquisition in our model, which resulted in only minor estimate adjustments. Given the ongoing inflationary pressure and continuously rising interest rates, we have again increased the risk-free rate across all sectors in our DCF model by 75bps to 2.75%. With everything else almost unchanged, we reduce our price target from EUR 11.00 to EUR 10.20 per share.

- Portfolio:** The acquired portfolio comprises 682 units in eastern Germany between Magdeburg and Halle. The portfolio has a lettable area of around 39,000 square metres, and the vacancy rate is currently 27%. This vacant space offers an attractive rent-increase potential if Accentro succeeds in implementing value-enhancing renovations and re-letting the space in the coming years.
- Transaction:** As stated by the company, the portfolio was acquired from a private investor. Given the current macro environment with rising interest rates and a general slowdown in transaction activities, we assume that vacant space no longer needs to be paid for (10,530sqm = 27% of 39,000sqm). Calculating with EUR 800 per sqm for the rented space of 28,470sqm, the total investment volume would amount to c. EUR 23.0m. Assuming a rent of EUR 5.0 per sqm, annualised gross rental income of c. EUR 1.7m was acquired.
- Assessment:** We believe the latest acquisition is a good fit for the portfolio. The company is increasingly focusing on regions outside Berlin, especially in the federal states of Saxony, Saxony-Anhalt and Thuringia. In addition, Accentro has already acquired a total of around 3,000 units in the Magdeburg and Halle region as well as in the catchment areas of Leipzig, Chemnitz and Dresden in 2020 and 2021. This should enable the company to benefit from economies of scale. The value-add character of the portfolio also fits the company's acquisition criteria.
- Challenges:** Given the vacant space the company has acquired over the last three years, Accentro will focus on vacancy reduction in the coming years. If the company succeeds in this, recurring rental income will increase significantly in the future. In addition to reducing vacancy, the refinancing of the 20/23 bond remains a key challenge in the short term.

In our opinion, the acquired residential units fit well into the existing portfolio. For this year, the key challenge remains the refinancing of the EUR 250m bond, which matures in February next year. We reiterate our Buy recommendation

Changes in Estimates:							Comment on Changes:	
FY End: 31.12. in EUR m	2022e (old)	+ / -	2023e (old)	+ / -	2024e (old)	+ / -		
Sales	215.1	0.0 %	234.1	0.7 %	246.5	0.6 %	<ul style="list-style-type: none"> <li>Slight increase in EBIT, as we expect a minor gain in fair value of the recently acquired portfolio by the end of the year</li> <li>As the transaction is expected to close in Q3 at the earliest, rental income estimates for 2022 remain unchanged, but we have included the acquired rental income of EUR 1.7m from 2023 onwards</li> <li>Sales estimates slightly increased as rental income is expected to rise from 2023 onwards</li> </ul>	
Property Sales	189.0	0.0 %	204.0	0.0 %	212.0	0.0 %		
Rental Income	19.6	0.0 %	20.6	8.3 %	23.6	6.8 %		
Service Income	6.4	0.0 %	9.4	0.0 %	10.9	0.0 %		
EBIT	46.8	2.9 %	53.9	3.3 %	58.4	3.1 %		

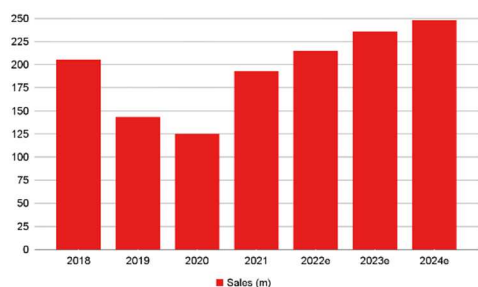


Rel. Performance vs CDAX:	
1 month:	-4.7 %
6 months:	-11.5 %
Year to date:	-14.1 %
Trailing 12 months:	-23.5 %

Company events:	
31.08.22	Q2
30.11.22	Q3

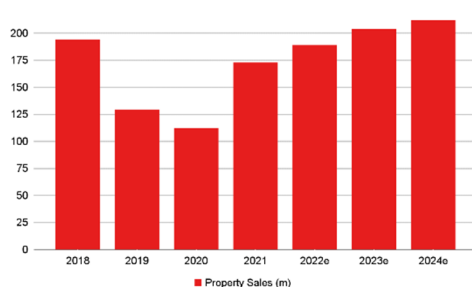
FY End: 31.12. in EUR m	CAGR (21-24e)	2018	2019	2020	2021	2022e	2023e	2024e
Sales	8.8 %	205.6	143.3	125.2	192.7	215.1	235.8	248.1
Change Sales yoy		39.5 %	-30.3 %	-12.6 %	54.0 %	11.6 %	9.6 %	5.2 %
Property Sales		194.0	129.5	112.4	172.8	189.0	204.0	212.0
Rental Income		8.8	10.3	10.4	17.1	19.6	22.3	25.1
Service Income		2.8	3.5	2.4	2.8	6.4	9.4	10.9
Gross profit		41.5	38.7	25.3	56.7	53.0	59.0	62.7
Gross profit margin		20.2 %	27.0 %	20.3 %	29.4 %	24.6 %	25.0 %	25.3 %
Valuation result		0.0	11.4	28.4	19.0	17.9	18.7	19.7
EBITDA	9.8 %	33.2	40.5	35.6	46.6	49.2	57.1	61.7
Margin		16.2 %	28.3 %	28.5 %	24.2 %	22.9 %	24.2 %	24.9 %
EBIT	10.1 %	32.9	39.8	34.8	45.2	48.1	55.7	60.2
Margin		16.0 %	27.8 %	27.8 %	23.4 %	22.4 %	23.6 %	24.3 %
Net income	25.8 %	18.2	26.5	18.1	13.1	23.1	24.4	26.1
EPS	26.0 %	0.59	0.82	0.56	0.40	0.71	0.75	0.80
DPS	26.0 %	0.00	0.16	0.00	0.08	0.14	0.15	0.16
Dividend Yield		n.a.	2.0 %	n.a.	1.0 %	3.4 %	3.7 %	3.9 %
EV / Sales		2.6 x	4.0 x	6.5 x	3.9 x	2.9 x	2.7 x	2.9 x
EV / EBITDA		15.8 x	14.0 x	22.9 x	16.0 x	12.6 x	11.3 x	11.5 x
EV / EBIT		16.0 x	14.3 x	23.5 x	16.5 x	12.9 x	11.6 x	11.8 x
P / E		16.4 x	9.9 x	16.2 x	19.3 x	5.7 x	5.4 x	5.1 x
ROCE (NOPAT)		7.1 %	6.9 %	4.1 %	3.8 %	4.4 %	4.9 %	4.9 %
Guidance:		Revenues between EUR 200m to 220m and EBIT between EUR 45m to EUR 50m						

**Sales development**  
in EUR m



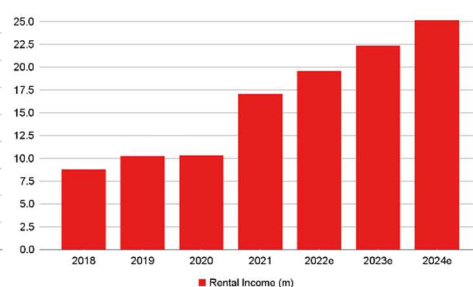
Source: Accentro, Warburg Research

**Privatisation income development**  
in EUR m



Source: Accentro, Warburg Research

**Rental income**  
in EUR m



Source: Warburg Research

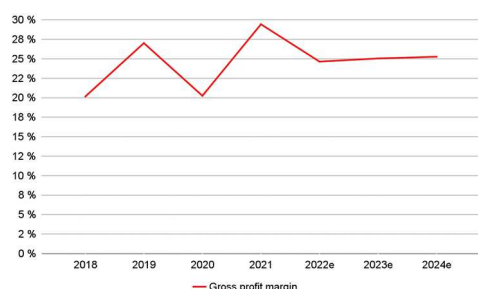
## Company Background

- Developer of existing residential property portfolios in Germany, especially in Berlin and specialised in the privatisation of the renovated apartments
- Around 90% of total revenues are generated from property sales especially from the privatisation segment
- Focus on renovation and restructuring measures with high value increase potential over a period of two to three years
- Accentro also enters sales partnerships with other companies like residential holding companies, investors, or project developers - also within the scope of joint ventures

## Competitive Quality

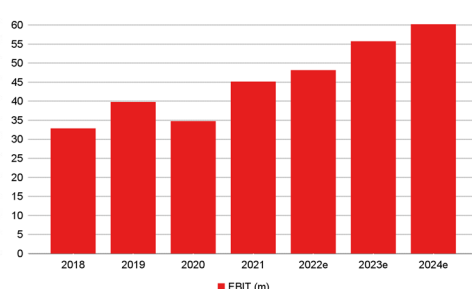
- Specialized in residential property development and privatisation, a niche which is too big for private investors and too small for larger institutional investors, which leads to lower competition
- Business model can be applied on broader scale to additional locations in Germany
- In contrast to many smaller competitors Accentro is well capitalized and, as a listed company, has better access to capital
- Accentros business model offers a structural and resilient margin from the combination of wholesale / retail difference and capex upgrade of the apartments
- Accentro has market expertise of more than 15 years in its core region Berlin, where it has built up a strong network resulting in superior access to this underpenetrated residential market

**Gross margin development**  
in %



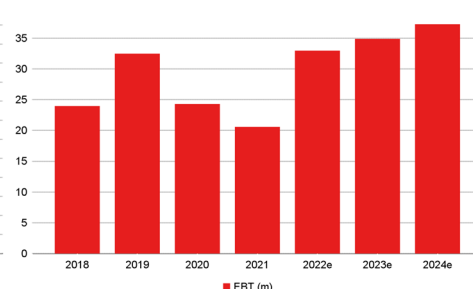
Source: Accentro, Warburg Research

**EBIT development**  
in EUR m



Source: Accentro, Warburg Research

**EBT development**  
in EUR m



Source: Accentro, Warburg Research

DCF model

Figures in EUR m	Detailed forecast period			Transitional period										Term. Value
	2022e	2023e	2024e	2025e	2026e	2027e	2028e	2029e	2030e	2031e	2032e	2033e	2034e	
Sales	215.1	235.8	248.1	262.1	273.0	282.5	292.2	302.0	311.9	321.0	329.6	337.8	342.8	
Sales change	11.6 %	9.6 %	5.2 %	5.7 %	4.1 %	3.5 %	3.4 %	3.4 %	3.3 %	2.9 %	2.7 %	2.5 %	1.5 %	1.0 %
EBIT	33.0	34.9	37.3	44.3	43.9	40.3	34.1	35.8	36.9	37.1	38.1	39.4	42.0	
EBIT-margin	15.3 %	14.8 %	15.0 %	16.9 %	16.1 %	14.3 %	11.7 %	11.8 %	11.8 %	11.6 %	11.6 %	11.7 %	12.2 %	
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	23.1	24.4	26.1	31.0	30.7	28.2	23.9	25.0	25.8	26.0	26.7	27.6	29.4	
Depreciation	16.2	22.2	24.4	21.0	19.1	17.0	14.6	12.1	9.4	6.4	3.3	3.4	3.4	
in % of Sales	7.6 %	9.4 %	9.8 %	8.0 %	7.0 %	6.0 %	5.0 %	4.0 %	3.0 %	2.0 %	1.0 %	1.0 %	1.0 %	
Changes in provisions	0.0	0.0	0.0	0.6	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	-1.7	
Change in Liquidity from														
- Working Capital	-9.5	47.4	85.8	120.1	119.7	126.6	58.2	85.0	87.8	90.8	93.4	95.6	97.0	
- Capex	0.0	0.0	0.0	1.3	1.4	1.4	1.5	1.5	1.6	1.6	1.6	1.7	1.7	
Capex in % of Sales	0.0 %	0.0 %	0.0 %	0.5 %	0.5 %	0.5 %	0.5 %	0.5 %	0.5 %	0.5 %	0.5 %	0.5 %	0.5 %	
- Other	-10.0	-24.9	-27.2	-82.1	-76.2	-100.4	-43.5	-66.8	-67.6	-81.7	-84.1	-86.1	-87.3	
Free Cash Flow (WACC Model)	58.9	24.1	-8.1	13.3	5.0	17.5	22.4	17.5	13.5	21.8	19.0	19.8	19.7	22
PV of FCF	56.6	21.1	-6.4	9.6	3.3	10.4	12.1	8.5	6.0	8.8	7.0	6.6	6.0	77
share of PVs	31.90 %			35.02 %										33.08 %

Model parameter

Derivation of WACC:		Derivation of Beta:	
Debt ratio	0.00 %	Financial Strength	1.10
Cost of debt (after tax)	1.7 %	Liquidity (share)	2.00
Market return	8.25 %	Cyclicality	1.10
Risk free rate	2.75 %	Transparency	1.30
		Others	1.20
<b>WACC</b>	<b>10.12 %</b>	<b>Beta</b>	<b>1.34</b>

Valuation (m)

Present values 2034e	157		
Terminal Value	77		
Financial liabilities	0		
Pension liabilities	0		
Hybrid capital	0		
Minority interest	13		
Market val. of investments	0		
Liquidity	122	No. of shares (m)	32.4
<b>Equity Value</b>	<b>331</b>	<b>Value per share (EUR)</b>	<b>10.22</b>

Sensitivity Value per Share (EUR)

Beta	WACC	Terminal Growth							Beta	WACC	Delta EBIT-margin						
		0.25 %	0.50 %	0.75 %	1.00 %	1.25 %	1.50 %	1.75 %			-1.5 pp	-1.0 pp	-0.5 pp	+0.0 pp	+0.5 pp	+1.0 pp	+1.5 pp
1.52	11.1 %	9.48	9.52	9.56	9.61	9.65	9.70	9.75	1.52	11.1 %	8.68	8.99	9.30	9.61	9.92	10.23	10.54
1.43	10.6 %	9.75	9.80	9.85	9.90	9.95	10.01	10.07	1.43	10.6 %	8.92	9.24	9.57	9.90	10.22	10.55	10.88
1.39	10.4 %	9.90	9.95	10.00	10.05	10.11	10.18	10.24	1.39	10.4 %	9.05	9.38	9.72	10.05	10.39	10.73	11.06
1.34	10.1 %	10.05	10.10	10.16	10.22	10.29	10.35	10.43	1.34	10.1 %	9.18	9.53	9.88	10.22	10.57	10.91	11.26
1.29	9.9 %	10.21	10.27	10.33	10.40	10.47	10.54	10.62	1.29	9.9 %	9.33	9.69	10.04	10.40	10.75	11.11	11.46
1.25	9.6 %	10.38	10.44	10.51	10.58	10.66	10.74	10.83	1.25	9.6 %	9.49	9.85	10.22	10.58	10.95	11.32	11.68
1.16	9.1 %	10.75	10.83	10.91	10.99	11.09	11.18	11.29	1.16	9.1 %	9.83	10.22	10.61	10.99	11.38	11.77	12.16

- DCF equity method based on EBT not EBIT
- The position "working capital" includes properties held for sale as current assets
- "Others" contains the part of the WC that is financed by debt and must therefore be deducted from the WC build-up
- As we assume a sharp increase in investment volume from 2025e onwards thus WC increases significantly in 2025e

Valuation							
	2018	2019	2020	2021	2022e	2023e	2024e
Price / Book	1.5 x	1.2 x	1.2 x	1.0 x	0.5 x	0.5 x	0.4 x
Book value per share ex intangibles	5.53	6.19	6.73	7.08	7.89	8.47	9.51
EV / Sales	2.6 x	4.0 x	6.5 x	3.9 x	2.9 x	2.7 x	2.9 x
EV / EBITDA	15.8 x	14.0 x	22.9 x	16.0 x	12.6 x	11.3 x	11.5 x
EV / EBIT	16.0 x	14.3 x	23.5 x	16.5 x	12.9 x	11.6 x	11.8 x
EV / EBIT adj.*	16.0 x	14.3 x	23.5 x	16.5 x	12.9 x	11.6 x	11.8 x
P / FCF	n.a.	n.a.	n.a.	2.5 x	4.8 x	n.a.	n.a.
P / E	16.4 x	9.9 x	16.2 x	19.3 x	5.7 x	5.4 x	5.1 x
P / E adj.*	16.4 x	9.9 x	16.2 x	19.3 x	5.7 x	5.4 x	5.1 x
Dividend Yield	n.a.	2.0 %	n.a.	1.0 %	3.4 %	3.7 %	3.9 %
FCF Potential Yield (on market EV)	5.3 %	6.0 %	3.6 %	5.2 %	6.4 %	7.2 %	7.1 %

\*Adjustments made for: -

Company Specific Items							
	2018	2019	2020	2021	2022e	2023e	2024e
Property Sales	194.0	129.5	112.4	172.8	189.0	204.0	212.0
Rental Income	8.8	10.3	10.4	17.1	19.6	22.3	25.1
Gross profit margin	20.2 %	27.0 %	20.3 %	29.4 %	24.6 %	25.0 %	25.3 %
Service Income	2.8	3.5	2.4	2.8	6.4	9.4	10.9
Valuation result	0.0	11.4	28.4	19.0	17.9	18.7	19.7

**Consolidated profit & loss**

In EUR m	2018	2019	2020	2021	2022e	2023e	2024e
<b>Sales</b>	<b>205.6</b>	<b>143.3</b>	<b>125.2</b>	<b>192.7</b>	<b>215.1</b>	<b>235.8</b>	<b>248.1</b>
Change Sales yoy	39.5 %	-30.3 %	-12.6 %	54.0 %	11.6 %	9.6 %	5.2 %
Increase / decrease in inventory	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Own work capitalised	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>Total Sales</b>	<b>205.6</b>	<b>143.3</b>	<b>125.2</b>	<b>192.7</b>	<b>215.1</b>	<b>235.8</b>	<b>248.1</b>
Material expenses	164.1	104.6	99.8	136.0	162.1	176.8	185.4
<b>Gross profit</b>	<b>41.5</b>	<b>38.7</b>	<b>25.3</b>	<b>56.7</b>	<b>53.0</b>	<b>59.0</b>	<b>62.7</b>
<i>Gross profit margin</i>	<i>20.2 %</i>	<i>27.0 %</i>	<i>20.3 %</i>	<i>29.4 %</i>	<i>24.6 %</i>	<i>25.0 %</i>	<i>25.3 %</i>
Personnel expenses	4.6	5.8	9.0	10.3	11.6	13.0	13.9
Valuation result	0.0	11.4	28.4	19.0	17.9	18.7	19.7
Other operating income	1.7	1.2	1.7	1.3	1.6	1.6	1.6
Other operating expenses	5.1	6.1	10.7	18.4	12.9	10.6	9.9
Unfrequent items	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>EBITDA</b>	<b>33.2</b>	<b>40.5</b>	<b>35.6</b>	<b>46.6</b>	<b>49.2</b>	<b>57.1</b>	<b>61.7</b>
<i>Margin</i>	<i>16.2 %</i>	<i>28.3 %</i>	<i>28.5 %</i>	<i>24.2 %</i>	<i>22.9 %</i>	<i>24.2 %</i>	<i>24.9 %</i>
Depreciation of fixed assets	0.3	0.7	0.9	1.4	1.1	1.4	1.5
<b>EBITA</b>	<b>32.9</b>	<b>39.8</b>	<b>34.8</b>	<b>45.2</b>	<b>48.1</b>	<b>55.7</b>	<b>60.2</b>
Amortisation of intangible assets	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Goodwill amortisation	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>EBIT</b>	<b>32.9</b>	<b>39.8</b>	<b>34.8</b>	<b>45.2</b>	<b>48.1</b>	<b>55.7</b>	<b>60.2</b>
<i>Margin</i>	<i>16.0 %</i>	<i>27.8 %</i>	<i>27.8 %</i>	<i>23.4 %</i>	<i>22.4 %</i>	<i>23.6 %</i>	<i>24.3 %</i>
<b>EBIT adj.</b>	<b>32.9</b>	<b>39.8</b>	<b>34.8</b>	<b>45.2</b>	<b>48.1</b>	<b>55.7</b>	<b>60.2</b>
Interest income	0.9	4.9	11.3	4.9	5.0	4.0	3.0
Interest expenses	9.9	12.2	21.7	25.4	20.2	24.8	25.9
Other financial income (loss)	0.0	0.0	0.0	-4.1	0.0	0.0	0.0
<b>EBT</b>	<b>24.0</b>	<b>32.5</b>	<b>24.3</b>	<b>20.6</b>	<b>33.0</b>	<b>34.9</b>	<b>37.3</b>
<i>Margin</i>	<i>11.7 %</i>	<i>22.7 %</i>	<i>19.4 %</i>	<i>10.7 %</i>	<i>15.3 %</i>	<i>14.8 %</i>	<i>15.0 %</i>
Total taxes	5.7	6.2	6.3	7.5	9.9	10.5	11.2
<b>Net income from continuing operations</b>	<b>18.3</b>	<b>26.3</b>	<b>18.1</b>	<b>13.1</b>	<b>23.1</b>	<b>24.4</b>	<b>26.1</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>18.3</b>	<b>26.3</b>	<b>18.1</b>	<b>13.1</b>	<b>23.1</b>	<b>24.4</b>	<b>26.1</b>
Minority interest	0.1	-0.2	0.0	0.0	0.0	0.0	0.0
<b>Net income</b>	<b>18.2</b>	<b>26.5</b>	<b>18.1</b>	<b>13.1</b>	<b>23.1</b>	<b>24.4</b>	<b>26.1</b>
<i>Margin</i>	<i>8.9 %</i>	<i>18.5 %</i>	<i>14.4 %</i>	<i>6.8 %</i>	<i>10.7 %</i>	<i>10.4 %</i>	<i>10.5 %</i>
Number of shares, average	30.7	32.4	32.4	32.4	32.4	32.4	32.4
<b>EPS</b>	<b>0.59</b>	<b>0.82</b>	<b>0.56</b>	<b>0.40</b>	<b>0.71</b>	<b>0.75</b>	<b>0.80</b>
EPS adj.	0.59	0.82	0.56	0.40	0.71	0.75	0.80

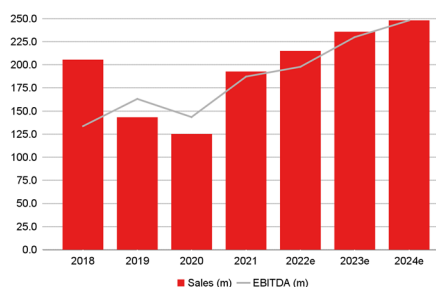
\*Adjustments made for:

**Guidance: Revenues between EUR 200m to 220m and EBIT between EUR 45m to EUR 50m**

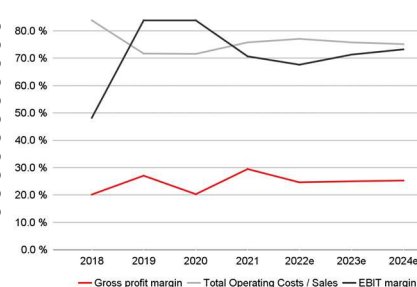
**Financial Ratios**

	2018	2019	2020	2021	2022e	2023e	2024e
Total Operating Costs / Sales	83.8 %	71.7 %	71.5 %	75.8 %	77.1 %	75.8 %	75.1 %
Operating Leverage	-0.2 x	-0.7 x	1.0 x	0.6 x	0.6 x	1.6 x	1.5 x
EBITDA / Interest expenses	3.4 x	3.3 x	1.6 x	1.8 x	2.4 x	2.3 x	2.4 x
Tax rate (EBT)	23.7 %	19.1 %	25.7 %	36.3 %	30.0 %	30.0 %	30.0 %
Dividend Payout Ratio	0.0 %	19.7 %	0.0 %	19.8 %	19.7 %	19.9 %	19.9 %

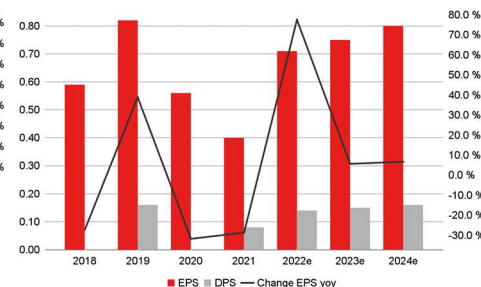
**Sales, EBITDA**  
in EUR m



**Operating Performance**  
in %



**Performance per Share**



Source: Warburg Research

Source: Warburg Research

Source: Warburg Research

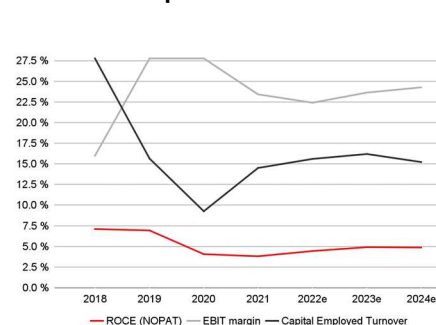
**Consolidated balance sheet**

In EUR m	2018	2019	2020	2021	2022e	2023e	2024e
<b>Assets</b>							
Goodwill and other intangible assets	17.8	17.8	17.8	17.8	17.8	17.8	17.8
thereof other intangible assets	0.0	0.0	0.0	0.0	0.0	0.0	0.0
thereof Goodwill	17.8	17.8	17.8	17.8	17.8	17.8	17.8
Property, plant and equipment	0.4	0.9	280.5	395.9	441.3	463.4	486.6
Financial assets	8.4	10.5	13.1	14.0	14.2	14.4	14.6
Other long-term assets	54.5	73.3	0.0	0.0	0.0	0.0	0.0
<b>Fixed assets</b>	<b>81.1</b>	<b>102.5</b>	<b>311.3</b>	<b>427.7</b>	<b>473.3</b>	<b>495.6</b>	<b>518.9</b>
Inventories	345.2	416.6	409.5	300.6	291.1	338.5	424.3
Accounts receivable	18.6	10.6	51.8	21.3	21.3	21.3	21.3
Liquid assets	15.5	24.2	56.5	121.5	130.5	129.6	93.2
Other short-term assets	13.8	26.9	32.8	42.3	47.9	25.9	15.7
<b>Current assets</b>	<b>393.1</b>	<b>478.3</b>	<b>550.6</b>	<b>485.8</b>	<b>490.8</b>	<b>515.3</b>	<b>554.5</b>
<b>Total Assets</b>	<b>474.2</b>	<b>580.8</b>	<b>862.0</b>	<b>929.5</b>	<b>964.0</b>	<b>1,010.9</b>	<b>1,073.4</b>
<b>Liabilities and shareholders' equity</b>							
Subscribed capital	32.4	32.4	32.4	32.4	32.4	32.4	32.4
Capital reserve	78.4	78.7	79.7	79.8	79.8	79.8	79.8
Retained earnings	86.3	107.6	124.1	135.1	161.5	180.3	213.8
Other equity components	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Shareholders' equity	197.1	218.7	236.2	247.4	273.8	292.6	326.1
Minority interest	2.0	2.1	10.9	13.2	13.2	13.2	13.2
<b>Total equity</b>	<b>199.1</b>	<b>220.8</b>	<b>247.1</b>	<b>260.6</b>	<b>287.0</b>	<b>305.8</b>	<b>339.3</b>
Provisions	0.9	0.9	2.0	0.7	0.7	0.7	0.7
thereof provisions for pensions and similar obligations	0.9	0.9	2.0	0.7	0.7	0.7	0.7
Financial liabilities (total)	231.3	317.6	565.5	606.3	616.3	641.2	668.4
Short-term financial liabilities	55.9	103.9	172.2	111.3	117.3	122.3	133.3
Accounts payable	4.8	6.2	7.1	5.3	5.3	5.3	5.3
Other liabilities	38.2	35.2	40.3	56.5	54.6	57.8	59.6
<b>Liabilities</b>	<b>275.1</b>	<b>359.9</b>	<b>614.9</b>	<b>668.8</b>	<b>676.9</b>	<b>705.0</b>	<b>734.0</b>
<b>Total liabilities and shareholders' equity</b>	<b>474.2</b>	<b>580.8</b>	<b>862.0</b>	<b>929.5</b>	<b>964.0</b>	<b>1,010.9</b>	<b>1,073.4</b>

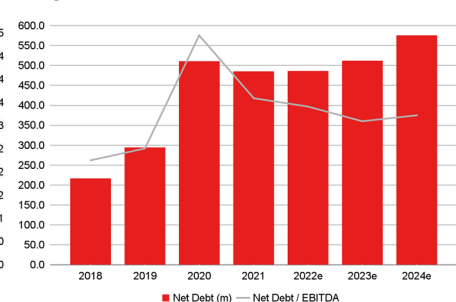
**Financial Ratios**

	2018	2019	2020	2021	2022e	2023e	2024e
<b>Efficiency of Capital Employment</b>							
Operating Assets Turnover	0.6 x	0.3 x	0.2 x	0.3 x	0.3 x	0.3 x	0.3 x
Capital Employed Turnover	0.5 x	0.3 x	0.2 x	0.3 x	0.3 x	0.3 x	0.3 x
ROA	22.4 %	25.8 %	5.8 %	3.1 %	4.9 %	4.9 %	5.0 %
<b>Return on Capital</b>							
ROCE (NOPAT)	7.1 %	6.9 %	4.1 %	3.8 %	4.4 %	4.9 %	4.9 %
ROE	10.4 %	12.7 %	7.9 %	5.4 %	8.9 %	8.6 %	8.4 %
Adj. ROE	10.4 %	12.7 %	7.9 %	5.4 %	8.9 %	8.6 %	8.4 %
<b>Balance sheet quality</b>							
Net Debt	216.7	294.4	511.0	485.5	486.4	512.2	575.9
Net Financial Debt	215.8	293.5	509.0	484.8	485.8	511.6	575.2
Net Gearing	108.8 %	133.3 %	206.8 %	186.3 %	169.5 %	167.5 %	169.7 %
Net Fin. Debt / EBITDA	649.7 %	724.0 %	1428.6 %	1040.6 %	986.8 %	895.2 %	932.3 %
Book Value / Share	6.1	6.7	7.3	7.6	8.4	9.0	10.1
Book value per share ex intangibles	5.5	6.2	6.7	7.1	7.9	8.5	9.5

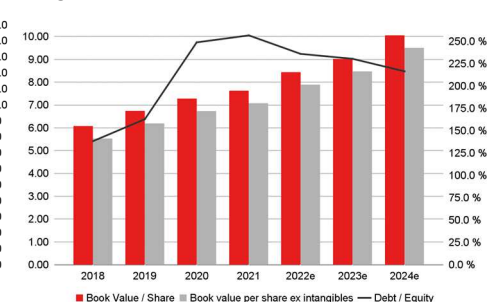
**ROCE Development**



**Net debt in EUR m**



**Book Value per Share in EUR**



Source: Warburg Research

Source: Warburg Research

Source: Warburg Research

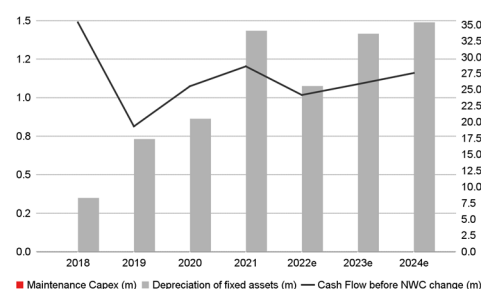
**Consolidated cash flow statement**

In EUR m	2018	2019	2020	2021	2022e	2023e	2024e
Net income	18.3	26.3	18.1	13.1	23.1	24.4	26.1
Depreciation of fixed assets	0.3	0.7	0.9	1.4	1.1	1.4	1.5
Amortisation of goodwill	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Amortisation of intangible assets	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Increase/decrease in long-term provisions	-1.4	0.1	1.0	-1.5	0.0	0.0	0.0
Other non-cash income and expenses	18.1	-7.8	5.6	15.5	0.0	0.0	0.0
<b>Cash Flow before NWC change</b>	<b>35.4</b>	<b>19.3</b>	<b>25.5</b>	<b>28.6</b>	<b>24.2</b>	<b>25.8</b>	<b>27.6</b>
Increase / decrease in inventory	-47.7	-80.1	-31.9	62.5	26.1	-47.4	-85.8
Increase / decrease in accounts receivable	-18.1	10.4	-2.5	17.0	0.0	0.0	0.0
Increase / decrease in accounts payable	-9.6	-8.6	11.9	10.4	0.0	0.0	0.0
Increase / decrease in other working capital positions	0.0	0.0	0.1	0.0	0.0	0.0	0.0
Increase / decrease in working capital (total)	-75.5	-78.3	-22.4	90.0	26.1	-47.4	-85.8
<b>Net cash provided by operating activities [1]</b>	<b>-48.3</b>	<b>-75.7</b>	<b>-32.7</b>	<b>99.5</b>	<b>27.7</b>	<b>-45.4</b>	<b>-83.5</b>
Investments in intangible assets	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Investments in property, plant and equipment	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Payments for acquisitions	-33.4	-1.9	-81.4	-71.5	-90.0	-70.0	-70.0
Financial investments	0.0	0.0	0.0	-0.3	0.0	0.0	0.0
Income from asset disposals	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>Net cash provided by investing activities [2]</b>	<b>-51.3</b>	<b>2.4</b>	<b>-99.6</b>	<b>-85.4</b>	<b>-90.0</b>	<b>-70.0</b>	<b>-70.0</b>
Change in financial liabilities	101.6	93.3	185.3	69.0	70.0	113.2	115.8
Dividends paid	-5.2	-5.2	0.0	0.0	0.0	0.0	0.0
Purchase of own shares	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Capital measures	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other	15.0	-7.1	-21.6	-19.0	0.0	0.0	0.0
<b>Net cash provided by financing activities [3]</b>	<b>111.4</b>	<b>81.0</b>	<b>163.7</b>	<b>50.0</b>	<b>70.0</b>	<b>113.2</b>	<b>115.8</b>
<b>Change in liquid funds [1]+[2]+[3]</b>	<b>11.8</b>	<b>7.8</b>	<b>31.3</b>	<b>64.2</b>	<b>7.7</b>	<b>-2.2</b>	<b>-37.7</b>
Effects of exchange-rate changes on cash	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Cash and cash equivalent at end of period	15.5	24.2	56.5	121.5	130.5	129.6	93.2

**Financial Ratios**

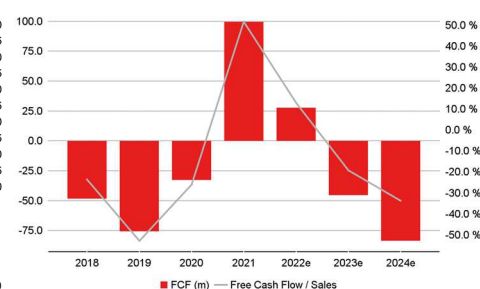
	2018	2019	2020	2021	2022e	2023e	2024e
<b>Cash Flow</b>							
FCF	-48.3	-75.7	-32.7	99.5	27.7	-45.4	-83.5
Free Cash Flow / Sales	-23.5 %	-52.8 %	-26.1 %	51.6 %	12.9 %	-19.3 %	-33.7 %
Free Cash Flow Potential	27.5	34.3	29.4	39.1	39.3	46.7	50.5
Free Cash Flow / Net Profit	-265.7 %	-285.9 %	-181.1 %	758.9 %	120.1 %	-185.9 %	-320.1 %
Interest Received / Avg. Cash	8.1 %	24.5 %	27.9 %	5.4 %	4.0 %	3.1 %	2.7 %
Interest Paid / Avg. Debt	5.3 %	4.4 %	4.9 %	4.3 %	3.3 %	4.0 %	4.0 %
<b>Management of Funds</b>							
Investment ratio	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Maint. Capex / Sales	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Capex / Dep	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Avg. Working Capital / Sales	154.5 %	267.3 %	343.1 %	195.1 %	140.6 %	136.3 %	156.4 %
Trade Debtors / Trade Creditors	386.4 %	170.5 %	726.3 %	399.1 %	399.1 %	399.1 %	399.1 %
Inventory Turnover	0.5 x	0.3 x	0.2 x	0.5 x	0.6 x	0.5 x	0.4 x
Receivables collection period (days)	33	27	151	40	36	33	31
Payables payment period (days)	11	22	26	14	12	11	11
Cash conversion cycle (Days)	775	1,435	1,589	807	658	701	838

**CAPEX and Cash Flow**  
in EUR m



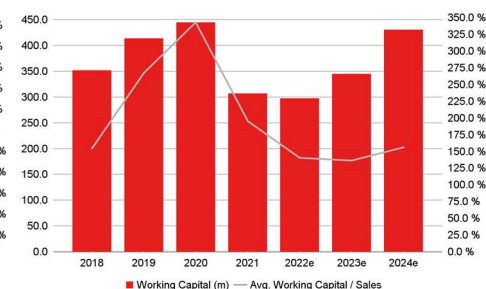
Source: Warburg Research

**Free Cash Flow Generation**



Source: Warburg Research

**Working Capital**



Source: Warburg Research

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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.

**WARBURG RESEARCH GMBH – ANALYSED RESEARCH UNIVERSE BY RATING**

Rating	Number of stocks	% of Universe
Buy	169	79
Hold	39	18
Sell	4	2
Rating suspended	3	1
<b>Total</b>	<b>215</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	50	85
Hold	6	10
Sell	1	2
Rating suspended	2	3
<b>Total</b>	<b>59</b>	<b>100</b>

**PRICE AND RATING HISTORY ACCENTRO AS OF 12.07.2022**



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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