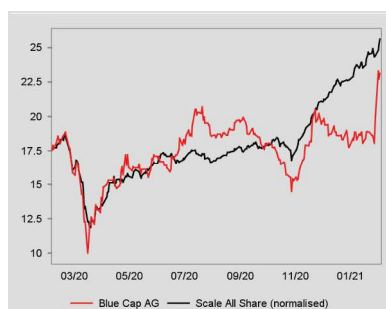


Buy EUR 38.00 (EUR 34.00)	Value Indicators: EUR DCF: 38.16	Warburg ESG Risk Score: 2.0 ESG Score (MSCI based): 3.0 Balance Sheet Score: 3.0 Market Liquidity Score: 0.0	Description: Industrial holding focussing on German "Mittelstand"
	Market Snapshot: EUR m Market cap: 91.9 No. of shares (m): 4.0 EV: 162.3 Freefloat MC: 27.6 Ø Trad. Vol. (30d): 56.46 th	Shareholders: Freefloat 30.0 % Institutional Investors 25.0 % PartnerFonds AG 44.0 %	Key Figures (WRe): 2020e Beta: 1.5 Price / Book: 1.1 x Equity Ratio: 41 % Net Fin. Debt / EBITDA: 1.3 x Net Debt / EBITDA: 1.6 x
Price EUR 23.10 Upside 64.5 %			

Resilience and growth, a highly attractive combination

- Preliminary 2020 figures, reported by Blue Cap last week, demonstrated an outstanding resilience of its portfolio companies even in the face of the pandemic. Management envisaged sales in a range of EUR 228m to EUR 235m, i.e. a low single-digit increase compared with 2019. The main positive surprise was, however, the earnings range as adj. EBITDA is seen coming in at EUR 16m to EUR 18m, which is equivalent to low double-digit growth compared to 2019. Management made particular mention of its plastics division. As these are Blue Cap's most recent acquisitions, successful restructuring and increases of productivity were the major factors behind the strong results. Adj. EBIT is seen at EUR 7.5m to EUR 9.5m, especially driven by the strong growth of the medical equipment supplier INHECO (42% share) – which is only included in adj. EBIT. This metric grew by as much as 25% yoy at the midpoint of the preliminary range.
- Furthermore Blue Cap announced the acquisition of a 71%-stake in Hero GmbH. The group mainly produces and develops premium plastic components for the automotive industry. Hero's customers include all German premium car manufacturers and, as the company has positioned itself as systems supplier, it is therefore in an excellent strategic position for growth. Hero should generate around EUR 40m sales in 2021 (on a full-year basis). Blue Cap has referred to a purchase price of a low double-digit million, which should translate into a low to mid single-digit EV/EBITDA multiple based on 2020 earnings. Bearing in mind that 2020 should have marked the cyclical earnings trough for the industry, we regard this as a very attractive price for Blue Cap. The transaction is expected to close in March and should be earnings-accretive as of the first year. For the long run, we assume an EBITDA margin of 11%, in line with our assumptions for the group.
- Blue Cap also gave 2021 guidance for group sales of EUR 260m and an adj. EBITDA margin of 8%. Excluding the contribution of Hero (10 months) the sales guidance translates into roughly flat organic sales. Sales growth is held back by the discontinuation of some low-margin business at Uniplast and strong logistic orders at con-pearl in 2020, which are somewhat one-off in nature and led to a demanding comparison base. In terms of margin, we expect Uniplast and Neschen to be the main driver of an organic margin increase while the Hero acquisitions should also be accretive. In light of the strong resilience during the pandemic, we lower our beta slightly which leads to a 20bp decline in our WACC to 7.8%. Coupled with the increase in our earnings estimates we therefore increase our DCF-based price target by EUR 4 to EUR 38 and reiterate our Buy rating.

Changes in Estimates:				Comment on Changes:			
FY End: 31.12. in EUR m	2020e (old)	+ / -	2021e (old)	+ / -	2022e (old)	+ / -	
Sales	225.0	0.9 %	235.0	10.6 %	250.0	14.0 %	<ul style="list-style-type: none"> Beat of 2020 estimates and base effects EBITDA margin increase in 2021 reflects lower maintenance costs at Uniplast, overall efficiency measures and the positive contribution of Hero. On the flip side, the logistic business at con-pearl, which benefited to some extent from the pandemic environment, should slow.
EBITDA adj.	13.5	26.0 %	17.5	19.7 %	20.9	24.1 %	
EBT	16.3	27.2 %	1.9	181.3 %	6.0	60.1 %	
EPS	4.14	12.3 %	0.45	60.0 %	1.38	5.1 %	

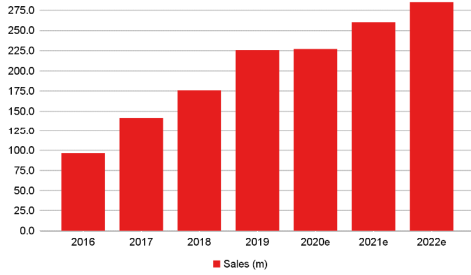


Rel. Performance vs Scale All	
1 month:	13.7 %
6 months:	-29.0 %
Year to date:	16.9 %
Trailing 12 months:	-18.2 %

Company events:	

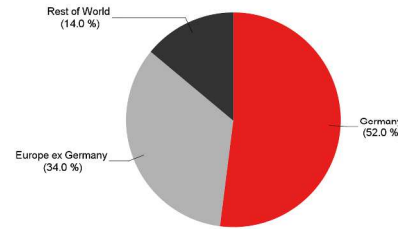
FY End: 31.12. in EUR m	CAGR (19-22e)	2016	2017	2018	2019	2020e	2021e	2022e
Sales	8.1 %	96.6	141.8	176.0	225.7	227.0	260.0	285.0
Change Sales yoy		21.0 %	46.8 %	24.1 %	28.2 %	0.6 %	14.5 %	9.6 %
EBITDA adj.		7.3	11.2	8.6	14.3	17.0	21.0	26.0
Margin	12.8 %	7.6 %	7.9 %	4.9 %	6.4 %	7.5 %	8.1 %	9.1 %
EBIT adj.		4.6	8.5	2.9	6.8	8.5	11.5	15.5
Margin	21.7 %	4.7 %	6.0 %	1.6 %	3.0 %	3.7 %	4.4 %	5.4 %
EBT		2.1	41.9	12.1	2.4	20.7	5.2	9.7
Net income	27.0 %	1.2	39.9	12.5	2.8	18.6	2.9	5.8
EPS	26.9 %	0.29	10.02	3.14	0.71	4.65	0.72	1.45
EPS adj.		0.66	1.40	1.26	1.15	1.30	1.50	2.15
DPS	4.7 %	0.00	1.00	0.75	0.75	0.75	0.75	0.86
Dividend Yield		n.a.	7.2 %	3.7 %	4.3 %	3.2 %	3.2 %	3.7 %
FCFPS		-0.69	8.43	-1.03	-1.15	6.21	-1.40	2.33
FCF / Market cap		-10.5 %	60.6 %	-5.1 %	-6.6 %	27.0 %	-6.1 %	10.1 %
EV / Sales		0.7 x	0.5 x	0.7 x	0.6 x	0.6 x	0.6 x	0.5 x
EV / EBITDA adj.		9.4 x	6.2 x	13.6 x	9.9 x	8.4 x	7.7 x	6.0 x
EV / EBIT adj.		15.1 x	8.1 x	40.7 x	20.9 x	16.8 x	14.1 x	10.1 x
P / E adj.		10.0 x	9.9 x	16.0 x	15.2 x	17.8 x	15.4 x	10.7 x
FCF Potential Yield		7.6 %	66.2 %	18.4 %	10.9 %	21.2 %	10.0 %	12.9 %
Net Debt		42.4	13.5	36.8	72.6	50.8	70.4	64.1
ROE		6.1 %	103.8 %	20.2 %	4.2 %	24.9 %	3.5 %	6.9 %
ROCE (NOPAT)		4.1 %	62.3 %	16.2 %	4.1 %	14.9 %	3.5 %	5.3 %
Guidance:		In 2021: EUR 260m sales and 8% adj. EBITDA margin						

Sales development
in EUR m



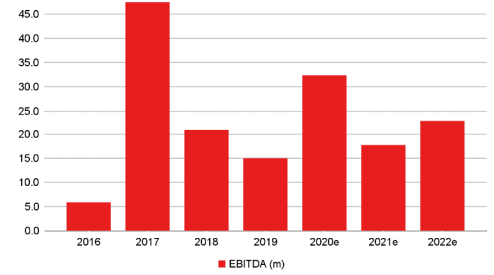
Source: Warburg Research

Sales by regions
2019; in %



Source: Warburg Research

EBITDA development
in EUR m



Source: Warburg Research

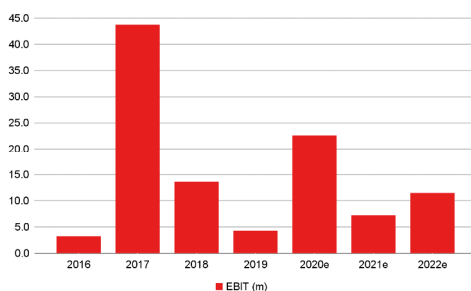
Company Background

- Blue Cap is a Munich-based industrial holding 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 quality are acquired.
- Today, Blue Cap holds operative investments in technological sectors such as polymers, metals, adhesives, coatings (incl. adhesive tape, foil and film), and measurement and testing systems.

Competitive Quality

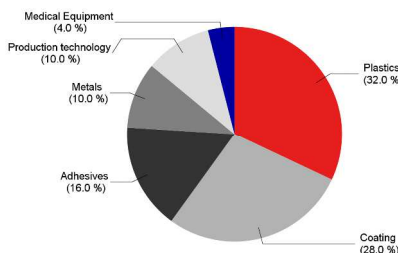
- Blue Cap is headed by management with extensive restructuring experience. The management has more than 20 years of experience in Mittelstand companies
- All subsidiaries operate autonomously and pursue independent strategies, supported by the know-how of the Holding’s management
- New investments can 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
- The long-term expansion of the investments strengthens the respective market position. As successful companies remain in the portfolio, Blue Cap is not dependent on expedient exits.

EBIT development
in EUR m



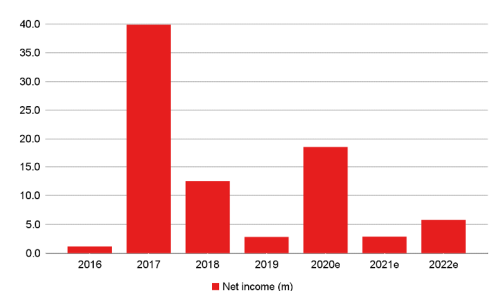
Source: Warburg Research

Sales by segments
2019; 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
	2020e	2021e	2022e	2023e	2024e	2025e	2026e	2027e	2028e	2029e	2030e	2031e	2032e	
Sales	227.0	260.0	285.0	299.3	305.2	311.3	317.6	325.5	332.0	338.7	345.4	352.3	359.4	1.5 %
Sales change	0.6 %	14.5 %	9.6 %	5.0 %	2.0 %	2.0 %	2.0 %	2.5 %	2.0 %	2.0 %	2.0 %	2.0 %	2.0 %	
EBIT	22.6	7.2	11.5	15.0	16.8	17.1	17.5	17.9	18.3	18.6	19.0	19.4	19.8	
EBIT-margin	10.0 %	2.8 %	4.0 %	5.0 %	5.5 %	5.5 %	5.5 %	5.5 %	5.5 %	5.5 %	5.5 %	5.5 %	5.5 %	
Tax rate (EBT)	10.2 %	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	20.3	5.1	8.0	10.5	11.8	12.0	12.2	12.5	12.8	13.0	13.3	13.6	13.8	
Depreciation	9.8	10.5	11.5	13.5	13.7	14.0	14.3	14.6	14.9	15.2	15.5	15.9	16.2	
in % of Sales	4.3 %	4.1 %	4.1 %	4.5 %	4.5 %	4.5 %	4.5 %	4.5 %	4.5 %	4.5 %	4.5 %	4.5 %	4.5 %	
Changes in provisions	0.0	0.0	0.0	-5.0	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	
Change in Liquidity from														
- Working Capital	-2.3	16.0	5.2	0.4	1.2	1.2	1.2	1.6	1.3	1.3	1.4	1.4	1.4	
- Capex	3.8	3.8	3.8	6.0	6.1	6.2	6.4	6.5	6.6	6.8	6.9	7.0	7.2	
Capex in % of Sales	1.7 %	1.5 %	1.3 %	2.0 %	2.0 %	2.0 %	2.0 %	2.0 %	2.0 %	2.0 %	2.0 %	2.0 %	2.0 %	
Other	0.0	11.0	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)	28.5	-15.2	10.6	12.6	18.3	18.6	19.0	19.2	19.9	20.3	20.7	21.1	21.5	
PV of FCF	28.8	-14.2	9.2	10.1	13.7	12.9	12.2	11.4	11.0	10.4	9.8	9.3	8.8	87
share of PVs	10.75 %			49.76 %										39.49 %

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	1.35
		Others	1.10
WACC	7.81 %	Beta	1.45

Valuation (m)

Present values 2032e	133		
Terminal Value	87		
Financial liabilities	88		
Pension liabilities	2		
Hybrid capital	0		
Minority interest	10		
Market val. of investments	7		
Liquidity	25	No. of shares (m)	4.0
Equity Value	152	Value per share (EUR)	38.16

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
1.69	8.8 %	29.89	30.38	30.91	31.47	32.07	32.71	33.40	1.69	8.8 %	19.85	23.72	27.59	31.47	35.34	39.21	43.08
1.57	8.3 %	32.68	33.27	33.90	34.58	35.31	36.10	36.96	1.57	8.3 %	22.16	26.30	30.44	34.58	38.72	42.86	47.00
1.51	8.1 %	34.21	34.86	35.55	36.31	37.12	38.00	38.95	1.51	8.1 %	23.44	27.73	32.02	36.31	40.60	44.89	49.18
1.45	7.8 %	35.84	36.55	37.33	38.16	39.06	40.04	41.11	1.45	7.8 %	24.81	29.26	33.71	38.16	42.61	47.06	51.52
1.39	7.6 %	37.58	38.37	39.23	40.16	41.17	42.27	43.47	1.39	7.6 %	26.28	30.91	35.53	40.16	44.79	49.41	54.04
1.33	7.3 %	39.45	40.33	41.28	42.32	43.45	44.69	46.04	1.33	7.3 %	27.87	32.69	37.50	42.32	47.14	51.95	56.77
1.21	6.8 %	43.62	44.72	45.91	47.22	48.66	50.24	52.00	1.21	6.8 %	31.47	36.72	41.97	47.22	52.47	57.73	62.98

- 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.

Valuation	2016	2017	2018	2019	2020e	2021e	2022e
Price / Book	1.3 x	1.0 x	1.2 x	1.0 x	1.1 x	1.1 x	1.1 x
Book value per share ex intangibles	2.90	12.57	15.13	15.05	20.15	20.08	20.73
EV / Sales	0.7 x	0.5 x	0.7 x	0.6 x	0.6 x	0.6 x	0.5 x
EV / EBITDA	11.7 x	1.5 x	5.5 x	9.5 x	4.4 x	9.1 x	6.8 x
EV / EBIT	21.3 x	1.6 x	8.6 x	33.1 x	6.3 x	22.5 x	13.6 x
EV / EBIT adj.*	15.1 x	8.1 x	40.7 x	20.9 x	16.8 x	14.1 x	10.1 x
P / FCF	n.a.	1.6 x	n.a.	n.a.	3.7 x	n.a.	9.9 x
P / E	22.7 x	1.4 x	6.4 x	24.6 x	5.0 x	32.1 x	15.9 x
P / E adj.*	10.0 x	9.9 x	16.0 x	15.2 x	17.8 x	15.4 x	10.7 x
Dividend Yield	n.a.	7.2 %	3.7 %	4.3 %	3.2 %	3.2 %	3.7 %
FCF Potential Yield (on market EV)	7.6 %	66.2 %	18.4 %	10.9 %	21.2 %	10.0 %	12.9 %

*Adjustments made for: -

Consolidated profit & loss

In EUR m	2016	2017	2018	2019	2020e	2021e	2022e
Sales	96.6	141.8	176.0	225.7	227.0	260.0	285.0
Change Sales yoy	21.0 %	46.8 %	24.1 %	28.2 %	0.6 %	14.5 %	9.6 %
Increase / decrease in inventory	0.9	3.5	1.4	-2.1	0.0	0.0	0.0
Own work capitalised	0.9	0.1	0.1	0.0	0.0	0.0	0.0
Total Sales	98.4	145.4	177.4	223.6	227.0	260.0	285.0
Material expenses	53.1	75.9	97.0	123.9	123.8	140.4	152.5
Gross profit	45.3	69.5	80.4	99.7	103.2	119.6	132.5
<i>Gross profit margin</i>	<i>46.9 %</i>	<i>49.0 %</i>	<i>45.7 %</i>	<i>44.2 %</i>	<i>45.5 %</i>	<i>46.0 %</i>	<i>46.5 %</i>
Personnel expenses	26.9	39.6	48.4	58.3	59.0	66.3	71.3
Other operating income	1.6	41.0	16.1	6.9	20.0	0.2	0.2
Other operating expenses	14.1	23.4	26.9	33.3	31.8	35.8	38.5
EBITDA adj.	7.3	11.2	8.6	14.3	17.0	21.0	26.0
<i>Margin</i>	<i>7.6 %</i>	<i>7.9 %</i>	<i>4.9 %</i>	<i>6.4 %</i>	<i>7.5 %</i>	<i>8.1 %</i>	<i>9.1 %</i>
EBITDA	5.9	47.4	21.1	15.0	32.4	17.8	23.0
<i>Margin</i>	<i>6.1 %</i>	<i>33.5 %</i>	<i>12.0 %</i>	<i>6.7 %</i>	<i>14.3 %</i>	<i>6.8 %</i>	<i>8.1 %</i>
Depreciation of fixed assets	1.3	2.4	7.3	10.7	9.8	10.4	11.4
EBITA	4.6	45.0	13.8	4.3	22.6	7.4	11.6
Amortisation of intangible assets	1.3	1.2	0.0	0.0	0.0	0.1	0.1
Goodwill amortisation	0.0	0.0	0.0	0.0	0.0	0.0	0.0
EBIT	3.2	43.8	13.6	4.3	22.6	7.2	11.5
<i>Margin</i>	<i>3.3 %</i>	<i>30.9 %</i>	<i>7.7 %</i>	<i>1.9 %</i>	<i>10.0 %</i>	<i>2.8 %</i>	<i>4.0 %</i>
EBIT adj.	4.6	8.5	2.9	6.8	8.5	11.5	15.5
Interest income	0.5	0.0	0.1	0.1	0.1	0.0	0.0
Interest expenses	1.4	1.8	2.0	2.0	2.0	2.5	2.3
Other financial income (loss)	0.7	0.7	0.5	0.7	0.0	0.5	0.5
EBT	2.1	41.9	12.1	2.4	20.7	5.2	9.7
<i>Margin</i>	<i>2.1 %</i>	<i>29.5 %</i>	<i>6.9 %</i>	<i>1.1 %</i>	<i>9.1 %</i>	<i>2.0 %</i>	<i>3.4 %</i>
Total taxes	0.7	1.9	-0.5	-0.4	2.1	1.6	2.9
Net income from continuing operations	1.4	40.0	12.5	2.8	18.6	3.7	6.8
Income from discontinued operations (net of tax)	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net income before minorities	1.4	40.0	12.5	2.8	18.6	3.7	6.8
Minority interest	0.2	0.1	0.0	0.0	0.0	0.8	1.0
Net income	1.2	39.9	12.5	2.8	18.6	2.9	5.8
<i>Margin</i>	<i>1.2 %</i>	<i>28.1 %</i>	<i>7.1 %</i>	<i>1.3 %</i>	<i>8.2 %</i>	<i>1.1 %</i>	<i>2.0 %</i>
Number of shares, average	4.0	4.0	4.0	4.0	4.0	4.0	4.0
EPS	0.29	10.02	3.14	0.71	4.65	0.72	1.45
EPS adj.	0.66	1.40	1.26	1.15	1.30	1.50	2.15

*Adjustments made for:

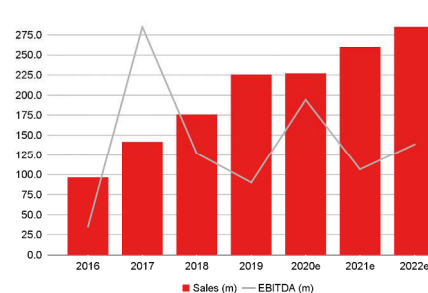
Guidance: In 2021: EUR 260m sales and 8% adj. EBITDA margin

Financial Ratios

	2016	2017	2018	2019	2020e	2021e	2022e
Total Operating Costs / Sales	95.8 %	69.1 %	88.8 %	92.4 %	85.7 %	93.2 %	91.9 %
Operating Leverage	-0.6 x	26.9 x	-2.9 x	-2.4 x	723.9 x	-4.7 x	6.1 x
EBITDA / Interest expenses	4.2 x	26.9 x	10.8 x	7.7 x	16.2 x	7.1 x	10.0 x
Tax rate (EBT)	32.4 %	4.5 %	-4.0 %	-16.3 %	10.2 %	30.0 %	30.0 %
Dividend Payout Ratio	0.0 %	9.9 %	23.8 %	105.9 %	16.1 %	81.7 %	50.7 %
Sales per Employee	199,529	288,570	352,898	445,895	441,892	498,652	538,522

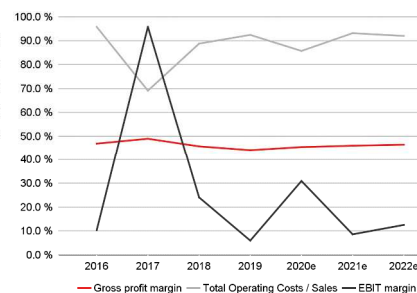
Sales, EBITDA

in EUR m

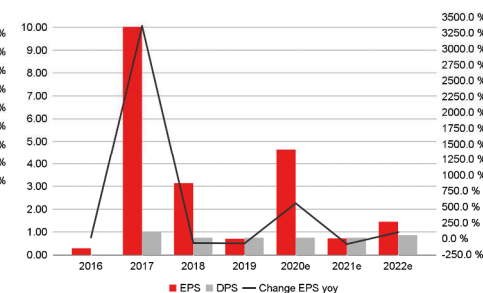


Operating Performance

in %



Performance per Share



Source: Warburg Research

Source: Warburg Research

Source: Warburg Research

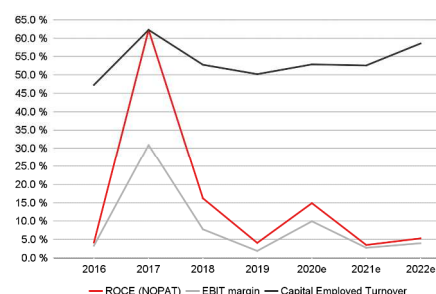
Consolidated balance sheet

In EUR m	2016	2017	2018	2019	2020e	2021e	2022e
Assets							
Goodwill and other intangible assets	8.1	7.2	6.6	6.9	2.3	2.5	2.6
thereof other intangible assets	7.7	7.0	6.3	6.8	2.1	2.3	2.4
thereof Goodwill	0.4	0.2	0.2	0.2	0.2	0.2	0.2
Property, plant and equipment	33.6	35.5	59.7	90.7	84.5	77.6	69.7
Financial assets	1.4	2.6	8.4	7.0	4.0	15.0	15.0
Other long-term assets	0.0	0.0	3.4	10.3	6.2	6.2	6.2
Fixed assets	43.1	45.3	78.0	115.0	97.0	101.3	93.5
Inventories	17.5	18.9	27.0	30.5	28.0	37.1	40.7
Accounts receivable	16.8	19.1	18.5	21.8	19.0	27.1	29.7
Liquid assets	6.3	36.4	28.8	25.1	36.4	16.8	23.2
Other short-term assets	4.9	5.2	7.8	9.1	19.6	19.6	19.5
Current assets	45.6	79.7	82.1	86.4	103.1	100.6	113.1
Total Assets	88.8	124.9	160.1	201.3	200.0	201.9	206.6
Liabilities and shareholders' equity							
Subscribed capital	4.0	4.0	4.0	4.0	4.0	4.0	4.0
Capital reserve	5.6	5.1	5.1	5.1	5.1	5.1	5.1
Retained earnings	1.8	0.0	0.0	0.0	15.7	15.6	18.3
Other equity components	8.3	48.1	57.7	57.7	57.7	57.7	57.7
Shareholders' equity	19.7	57.2	66.8	66.8	82.5	82.4	85.1
Minority interest	1.5	0.1	0.1	0.2	0.2	1.0	2.0
Total equity	21.1	57.3	66.9	67.0	82.7	83.4	87.1
Provisions	7.4	9.8	9.5	18.5	15.0	15.0	15.0
thereof provisions for pensions and similar obligations	2.0	2.2	2.9	9.2	9.2	9.2	9.2
Financial liabilities (total)	46.7	47.7	62.8	88.4	78.0	78.0	78.0
thereof short-term financial liabilities	16.4	16.4	27.4	35.1	24.7	24.7	24.7
Accounts payable	5.0	5.0	6.7	11.7	8.7	9.9	10.9
Other liabilities	8.5	5.2	14.2	15.8	15.6	15.6	15.6
Liabilities	67.7	67.6	93.3	134.4	117.3	118.5	119.5
Total liabilities and shareholders' equity	88.8	124.9	160.1	201.3	200.0	201.9	206.6

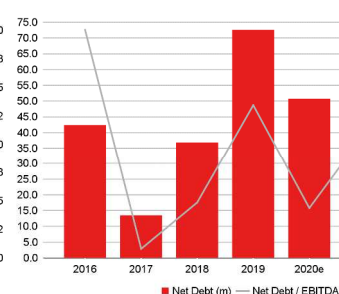
Financial Ratios

	2016	2017	2018	2019	2020e	2021e	2022e
Efficiency of Capital Employment							
Operating Assets Turnover	1.5 x	2.1 x	1.8 x	1.7 x	1.8 x	2.0 x	2.2 x
Capital Employed Turnover	1.5 x	2.0 x	1.7 x	1.6 x	1.7 x	1.7 x	1.9 x
ROA	2.7 %	88.1 %	16.0 %	2.5 %	19.2 %	2.8 %	6.2 %
Return on Capital							
ROCE (NOPAT)	4.1 %	62.3 %	16.2 %	4.1 %	14.9 %	3.5 %	5.3 %
ROE	6.1 %	103.8 %	20.2 %	4.2 %	24.9 %	3.5 %	6.9 %
Adj. ROE	13.8 %	14.5 %	8.1 %	6.8 %	7.0 %	7.3 %	10.2 %
Balance sheet quality							
Net Debt	42.4	13.5	36.8	72.6	50.8	70.4	64.1
Net Financial Debt	40.4	11.3	34.0	63.4	41.5	61.1	54.8
Net Gearing	200.7 %	23.6 %	55.1 %	108.4 %	61.4 %	84.4 %	73.5 %
Net Fin. Debt / EBITDA	687.1 %	23.8 %	160.9 %	422.0 %	128.3 %	344.5 %	238.4 %
Book Value / Share	4.9	14.4	16.8	16.8	20.7	20.7	21.4
Book value per share ex intangibles	2.9	12.6	15.1	15.1	20.2	20.1	20.7

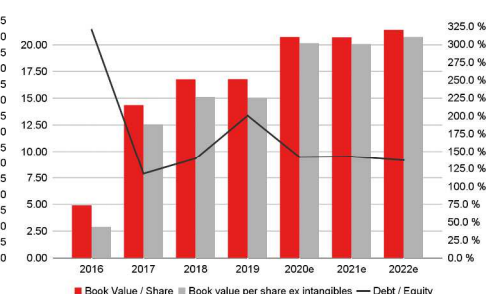
ROCE Development



Net debt in EUR m



Book Value per Share in EUR



Source: Warburg Research

Source: Warburg Research

Source: Warburg Research

Consolidated cash flow statement

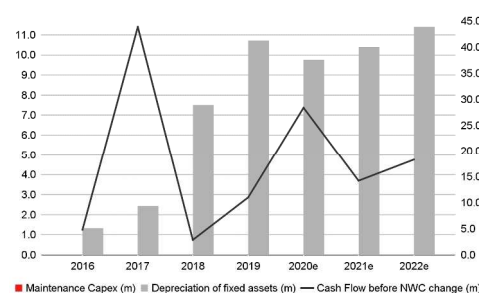
In EUR m	2016	2017	2018	2019	2020e	2021e	2022e
Net income	1.4	40.0	12.5	2.8	18.6	3.7	6.8
Depreciation of fixed assets	1.3	2.4	7.5	10.7	9.8	10.4	11.4
Amortisation of goodwill	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Amortisation of intangible assets	1.3	1.2	0.0	0.0	0.0	0.1	0.1
Increase/decrease in long-term provisions	0.4	0.2	0.3	0.8	0.0	0.0	0.0
Other non-cash income and expenses	0.4	0.0	-17.5	-3.3	0.0	0.0	0.0
Cash Flow before NWC change	4.8	43.9	2.8	11.1	28.4	14.2	18.3
Increase / decrease in inventory	-2.6	-1.4	-1.8	3.5	2.5	-9.1	-3.6
Increase / decrease in accounts receivable	0.0	-2.3	0.2	-0.5	2.8	-8.1	-2.6
Increase / decrease in accounts payable	-2.7	0.0	-2.3	0.3	-3.0	1.2	1.0
Increase / decrease in other working capital positions	1.6	0.0	1.4	-10.5	-2.0	0.0	0.0
Increase / decrease in working capital (total)	-3.7	-3.7	-2.5	-7.2	0.3	-16.0	-5.2
Net cash provided by operating activities [1]	1.1	40.2	0.3	3.9	28.6	-1.8	13.1
Investments in intangible assets	-1.0	-0.5	-0.7	-0.5	-0.3	-0.3	-0.3
Investments in property, plant and equipment	-2.9	-6.1	-6.3	-8.5	-3.5	-3.5	-3.5
Payments for acquisitions	-16.4	0.0	-12.3	-13.4	0.0	0.0	0.0
Financial investments	0.0	-1.4	0.0	-1.1	0.0	-11.0	0.0
Income from asset disposals	0.5	0.0	6.9	3.8	0.0	0.0	0.0
Net cash provided by investing activities [2]	-19.8	-8.0	-9.8	-19.0	-3.8	-14.8	-3.8
Change in financial liabilities	12.6	1.0	6.2	13.8	-10.4	0.0	0.0
Dividends paid	0.0	0.0	-4.0	-3.0	-3.0	-3.0	-3.0
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	0.1	0.0	0.0	0.0
Other	-1.4	0.0	0.0	0.0	0.0	0.0	0.0
Net cash provided by financing activities [3]	11.2	1.0	2.2	10.8	-13.4	-3.0	-3.0
Change in liquid funds [1]+[2]+[3]	-7.5	33.2	-7.3	-4.3	11.4	-19.6	6.3
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	-7.2	39.5	17.1	24.6	36.4	16.8	23.2

Financial Ratios

	2016	2017	2018	2019	2020e	2021e	2022e
Cash Flow							
FCF	-2.8	33.5	-4.1	-4.6	24.8	-5.6	9.3
Free Cash Flow / Sales	-2.8 %	23.7 %	-2.3 %	-2.0 %	10.9 %	-2.2 %	3.3 %
Free Cash Flow Potential	5.2	45.6	21.6	15.4	30.3	16.2	20.1
Free Cash Flow / Net Profit	-236.5 %	84.1 %	-32.8 %	-162.4 %	133.4 %	-195.3 %	161.3 %
Interest Received / Avg. Cash	5.6 %	0.2 %	0.3 %	0.3 %	0.3 %	0.1 %	0.1 %
Interest Paid / Avg. Debt	3.5 %	3.7 %	3.5 %	2.6 %	2.4 %	3.2 %	2.9 %
Management of Funds							
Investment ratio	4.0 %	4.7 %	4.0 %	4.0 %	1.7 %	1.5 %	1.3 %
Maint. Capex / Sales	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Capex / Dep	146.2 %	181.6 %	93.2 %	84.8 %	38.9 %	36.1 %	32.9 %
Avg. Working Capital / Sales	23.6 %	22.0 %	20.4 %	17.6 %	17.4 %	17.8 %	20.0 %
Trade Debtors / Trade Creditors	339.7 %	385.4 %	275.5 %	186.1 %	218.4 %	273.7 %	272.5 %
Inventory Turnover	3.0 x	4.0 x	3.6 x	4.1 x	4.4 x	3.8 x	3.7 x
Receivables collection period (days)	64	49	38	35	31	38	38
Payables payment period (days)	34	24	25	34	26	26	26
Cash conversion cycle (Days)	150	116	115	91	87	109	109

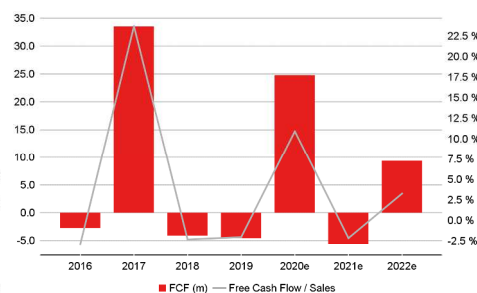
CAPEX and Cash Flow

in EUR m



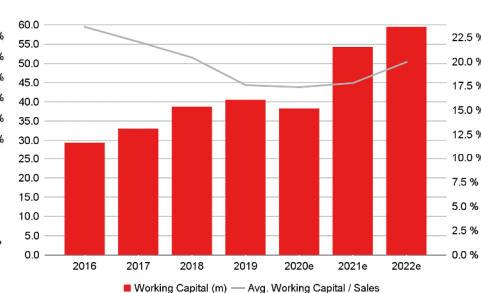
Source: Warburg Research

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)
Blue Cap	5	http://www.mmwarburg.com/disclaimer/disclaimer_en/DE000A0JM2M1.htm

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

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Rating	Number of stocks	% of Universe
Buy	131	64
Hold	59	29
Sell	8	4
Rating suspended	6	3
Total	204	100

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	38	83
Hold	5	11
Sell	0	0
Rating suspended	3	7
Total	46	100

PRICE AND RATING HISTORY BLUE CAP AS OF 04.02.2021



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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