

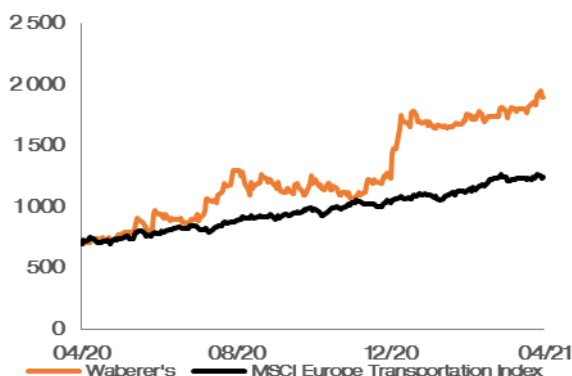
Waberer's

NEUTRAL

Target price : HUF 2,170 (prev. HUF 1,910)

Share price: HUF 1,900

EUR million	2020	2021F	2022F
Revenue	569	586	609
EBITDA	34	61	70
EBIT	-24	11	20
Net profit	-42	4	12
Profit margin	-7%	1%	2%
Truck number	3 021	2 843	2 851
P/E	n.a	25.6x	7.6x
EV/EBITDA	6.0x	3.6x	3.1x
EBITDA/truck [ths EUR]	11.2	21.6	24.7



Share price close as of 21/04/2021	HUF 1,895	Bloomberg	WABERERS HB
Number of shares [million]	17.7	Reuters	WABE.HU
Market capitalization [HUF bn/EUR mn]	33.6/93	Free float	28%
Daily turnover 12M [HUF million]	23	52 week range	HUF 680 – 2,000

Not much room left to manoeuvre

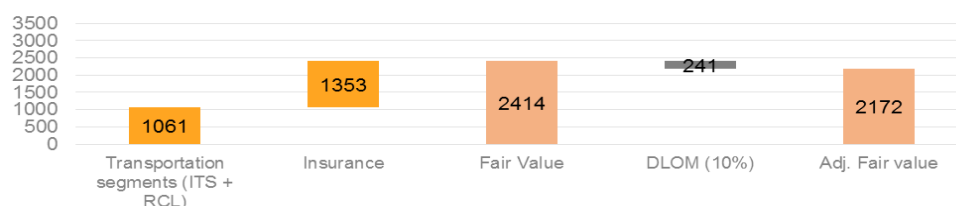
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- We cut our recommendation on Waberer's to Neutral from BUY, but raise our TP to 2,170 HUF/sh from 1,910 HUF/sh, implying a 14% upside. Waberer's is fairly priced, in our view, which prompted us to step aside. The asymmetric risk/reward disappeared, but risks are still looming. After new strategic investors appeared in Waberer's, our stance is no longer valid to value separately the two transportation business segments as we don't see any intention on the part of the Company to discontinue the ITS operation or sell one of its business units. Insurance arm of the Group continues to look like a treasure.
- Waberer's has to comply with strict covenants during the next years to meet requirements posed by its lending banks. We see elevated risk as we are not convinced that Waberer's will have been able to deliver enough efficiency gain by mid-2022. Given that all the valuable assets are mortgaged in accordance with the new agreement signed in March 2021 between the creditors, the Company and the majority owner i.e. Trevelin, the likelihood of a capital increase is relatively high, in our view.
- Waberer's trades at a FY1 P/E of 7.6x and EV/EBITDA of 3.1x, based on our estimates.

Waberer's - Fair Value per share [HUF]



Source: Concorde estimate

CHANGES IN THE INVESTMENT CASE

- We are still a bit worrisome about the future, despite the fact that operational results have undoubtedly recovered over the previous quarters.
- We have recognized some unfavourable items in Waberer's annual report and AGM submission, as well as in the Q4/20 report, which prompts us to step aside and cut our recommendation until a clearer visibility on the operational recovery.
 1. Remuneration of governing and supervising bodies, as well as key management rose significantly in 2020 vs. 2019 despite the ongoing financial difficulties.
 2. Standalone balance sheet (*not the consolidated*) of Waberer's International Plc. i.e. the parent company looks extremely stretched, with Total shareholders' equity standing at EUR 9mn, while total liabilities standing at EUR 226mn. As a result, the Management should consider a capital increase within months, as we expect loss-making to continue at the HU international operation in 2021. They may need to allocate capital from one or a few subsidiaries to the parent company (≠dilution).
 3. Dilution risk is, however, elevated. Waberer's may need to tap the capital market soon. Management should also consider to raise capital or issue bond to ease the new set of covenant requirements. The Company missed to publish precisely the key terms of the LT financial agreement (signed on 3 March, 2021) as this includes mortgage for WSZL (Regional Logistics), Link (Polish subsidiary), WHB (Insurer) and Trevelin Holding (32% owner of the Company) and exact LTM EBITDA as well as Net debt/EBITDA covenants, which were not disclosed previously.
 4. Reported and recurring figures cannot be accurately separated. The Company said that 80-90% of non-recurring costs related to the transformation has already incurred, but we are looking for a clear P&L.
 5. We are changing our valuation methodology primarily due to new covenants and high execution risk. We discontinue to use separate DCF models for valuing ITS and RCL segments. This is no longer relevant after strategic investors appeared in the organization.

1. Management incentives have been barely acceptable

- In our previous equity notes, we pointed out the relatively high fixed costs due in part to high indirect wages. In addition, we found in the AGM submission that the remuneration of the key management, as well as the governing and supervising bodies rose significantly last year despite the ongoing financial difficulties.
- Starting with the latter, the remuneration of governing and supervising bodies rose by 12% YoY in HUF terms, out of which 8% increase might be attributable to the depreciation of HUF vs. EUR, because these cost items are basically denominated in EUR terms. However, the sum is still below 2018 level as a result of a significant 25% remuneration fee reduction, which was taken place in early 2019 due to poor financial performance.
- Remuneration of the Key Management, including top 5 managers at the Group, grew 25% YoY to HUF 480mn, out of which maximum 8% increase could be attributed to the depreciation of the forint vs. the euro. However, we think that former CEO Robert Ziegler might have been entitled to receive a severance pay, when he left in March 2020, which could distort the total payment of managers. All in all, regardless of the depreciation of the forint, this is hardly compatible with the interests of minority shareholders, given the company's losses in the last 14 quarters. As a reminder, similar severance payment (probably in a smaller extent) to the former CEO was also included in the 2019 figures, when Mr. Lajko left the Company after 18 years.

- Even if operational results have definitely recovered at Group level and net income for Q4/20 was at breakeven after a long time, this is still not a level of profitability that should be honoured by minority shareholders.

The remuneration of governing and supervising bodies				
mn HUF	2018	2019*	2020	chg. ('20 vs. '19)
Board of Directors	59.3	40.9	47.2	15%
Supervisory Board	19.1	15.8	16.9	7%
Audit Committee	5.3	4.9	5.2	7%
Nomination and Remuneration Committee	5.9	4.9	5.2	7%
TOTAL	89.6	66.5	74.6	12%
EURHUFx	318.8	325.3	351.2	8%

Note:

*25% remuneration fee reduction in early 2019 due to the difficult financial situation of the Company

Source: Waberer's

The remuneration of Key Management*				
mn HUF	2018	2019	2020	chg. ('20 vs. '19)
monthly salary (HUFmn/year)	218.9	379.9	471.1	24%
MRP 2017 program ESOP** (HUFmn/year/eligible employees)	87.5	-	-	n.a.
MRP Retention Bonus ESOP** (HUFmn/year/eligible employees)	291.0	-	-	n.a.
Cost reimbursement of travelling home (HUFmn/year/eligible employees)	8.5	4.5	8.5	89%
Daily allowance (HUFmn/year/eligible employees)	1.1	0.1	-	-100%
TOTAL	606.9	384.4	479.5	25%
EURHUFx	318.8	325.3	351.2	8%

Note:

* including 5 key positions (Waberer's CEO & CFO, WSZL Managing Director, WHB CEO, Link CEO) & the amount paid for the former CEOs in '19 & '20

** Employee Stock Ownership Plan

Source: Waberer's

2. Stretched balance sheet at the parent Company

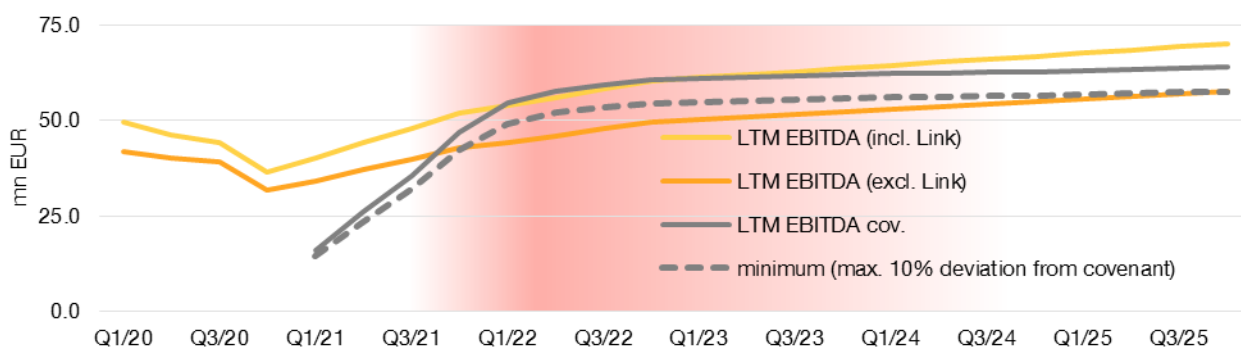
- Turning onto our second observation, standalone report of Waberer's International Nyrt. (the parent company of Waberer's Group or the Hungarian arm of the International Transportation Segment) points to an extremely stretched balance sheet, with Total shareholders' equity standing at EUR 9mn, while total liabilities standing at EUR 226mn.
- This imbalance have to be solved immediately, in our view. Capital increase is inevitable within months, as we expect loss generation to continue at this business line over the next months. We think that Waberer's has to reallocate part of its capital from one or a few subsidiaries to the parent company in the short-term. **The management will the most likely opt to allocate capital from WSZL to the parent company. In a smaller extent, capital increase may come from other, fully-owned and well-capitalized subsidiaries as well. On consolidated level, no change in the total equity is expected.**

3. New covenants don't leave much room to manoeuvre

- The third important thing, we have to emphasize, is that Waberer's missed to publish precisely the key terms of the LT financial agreement (signed on 3 March, 2021) between the creditors, Waberer's and Trevelin Holding. In contrast with earlier terms, the agreement includes mortgage for all properties owned by the Company, WSZL (Regional Logistics), Link shares (Polish subsidiary), WHB (Insurer), Trevelin (32% owner of the Company) as well as the receivables of Waberer's International and WSZL. This

agreement also includes a 5-year LTM EBITDA and a Net debt/EBITDA covenant, which were not disclosed previously in the March statement. Even if our estimates point to higher-than-required EBITDA in 2021, bleak margins in the international segment, wage pressure or unfavourable European regulatory conditions could hamper the recovery and jeopardize the business and covenant requirements in 2022.

- The agreement defined a long-term trailing LTM EBITDA covenant, which is only considering the quarterly cumulated recurring EBITDA of the Hungarian ITS and the RCL segments. LTM EBITDA stood at EUR 49.5mn as at the end of Q1/20 and EUR 36.5mn as at the end of Q4/20, however, these figures are including the EBITDA of Link as well. According to our estimation, the relevant EBITDA figures are lower by roughly 15-18% than cumulated recurring EBITDA of ITS and RCL. The Polish subsidiary continued to perform well in the second half of 2020 despite the negative impacts of Brexit and has about an annual EUR 8-10mn EBITDA contribution to the ITS, based on our estimate. That said, we cannot provide an accurate estimate as Waberer's hasn't disclosed the standalone financial performance of Link.



Source: Waberer's, Concorde estimate

- **As for Net debt/EBITDA covenant, the Company has to comply with a Long term requirement of 3.5x.** The current reported ND/EBITDA of 2.2x (as at 31 Dec, 2020) is misleading, in our view, and not appropriate for comparison as this is taking into account the Group's total net debt and EBITDA figures. **These conditions are strict and doesn't leave much room to the Management and the majority owner to manoeuvre.**
- **Back to the basics, if recovery takes a longer time, the Board should be considering a capital increase.** Taking into account the popular financing tools of MNB, we would not be surprised if Waberer's would apply to participate in the BGS program i.e. issue bond, or raise capital i.e. issue new shares. Considering the elevated risk, a bond issuance is not trivial to be a viable plan as the yield is expected to be higher than the current interest rate of leases. Nevertheless, it can be used to refinance the company's long or short term liabilities and the pressure from the side of the creditors would probably ease. The latter, however, would obviously mean a dilution for current shareholders in case of a closed transaction, if minorities could not participate in the transaction.

4. The difference between reported and recurring numbers

- Reported and recurring figures cannot be accurately separated from our point of view. The Company said in its previous quarterly report that 80-90% of non-recurring costs related to the transformation had already incurred. That said, we are looking for a clear P&L and we rather focus on reported instead of recurring numbers from Q1/21 as we are not convinced that part of one-offs will no longer incur in the future.
- Waberer's posted an aggregated reported loss of 129mn EUR for the previous 3-year period, which was mostly attributable to the struggling ITS. 2020 was probably the bottom, with a reported loss of EUR 52mn. ITS previously followed a „taxi” model that continuously and centrally optimized the allocation between trucks and assignments, but brought significant uncertainties during the pandemic and greatly relied on the lower

margin spot transport market. As a result, the Management opted to introduce a new, so called 'trading band' model, which focuses on recurring orders. In line with the changed model, ITS shifted its business focus from spot orders to contractual clients which is expected to bring more stable revenues and a substantial margin improvement.

5. Changes in our valuation methodology

- **We are changing our valuation methodology. We discontinue to use separate DCF models for ITS and RCL. Reasons behind our decision are the following:**
 - ✓ This is no longer relevant after strategic investors appeared in the organization in-line with our expectation.
 - ✓ **As we don't see any intention on the part of the Company to suspend the operation of the ITS segment**, even if this has continuously eroded the value of Waberer's for more than 3 years, we start to treat the cash-flow of ITS and RCL as a whole transportation and logistics unit.
 - ✓ **Though we continue to model P&L of ITS and RCL separately.**
 - ✓ We strongly believe that **Waberer's has to reallocate its capital within the Group within months**. The management will the most likely opt to allocate capital in a greater extent from WSZL and in a smaller extent from other well-capitalized subsidiaries to the parent company.
 - ✓ **New covenants were set by creditors.** According to the agreement, trailing 12M EBITDA and ND/EBITDA multiple of the two business units together have to meet the new requirements.
 - ✓ **We raise our WACC assumption to 8.5%.** At 31 Dec 2020, the management considered it appropriate to account for an additional GW impairment of EUR 13.9mn related to the acquisition of Link due to Covid-19 and Brexit. However, we found in the 2020 Consolidated Annual Report that **the Group used a discount rate of 8.5% when determined the EV of Link**. Taking into account this, we use the Group's own WACC for the combined cash-flow of ITS and RCL segments as we earlier assumed lower discount rates for cash-flows from 2022, which have amplified the value of the Company.

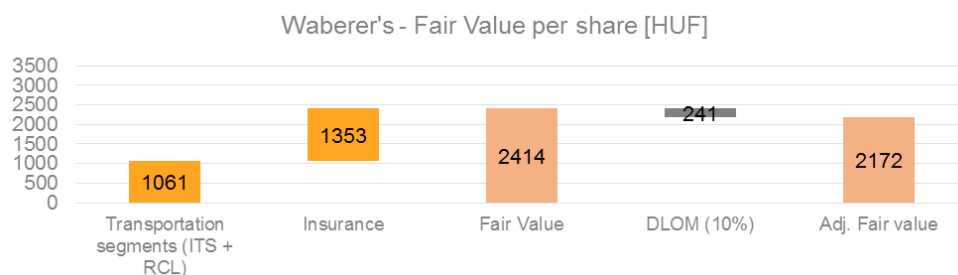
Changes to our estimates

- **We made some adjustments to our estimates.** We continue to expect improving bottom line results both in the ITS and RCL segments, but a weaker profit at the Insurance arm for 2021.
- **In the ITS**, sales may be back on the rise as we expect a 5% YoY increase for 2021 due to higher transit fees and the more margin-focused operation. Recurring EBITDA is expected to reach EUR 23mn (+13%) in 2021, with EBITDA margin improving 0.5%pt to 6.7% on higher transit fees, higher oil prices, but lower fixed costs. At this stage, we remain rather conservative on the full recovery of ITS even if there's a light at the end of the tunnel. The Management said that roughly 80-90% of one-off costs related to the transformation have already been booked. For Q2/21, we may see a clear performance with no additional expenses, which will reveal an accurate picture of the margins.
- **In the RCL**, revenues are expected to decrease marginally in the RCL segment on slightly lower volume, because sales boomed in Q2 last year due to stockpiling amidst the covid fear in Hungary. EBITDA may fall around 6% YoY due to rising oil prices.
- **The chart above on Page 4. depicts the estimated trajectory of the combined EBITDA of ITS and RCL segments. We think that the Company have to reach significant efficiency gains in the ITS, especially at the Hungarian parent company over the next 3-4 quarters to meet EBITDA covenants in the next year. At this stage, we don't see clearly where this gain will come from.**

- **Other segment.** Due to the sharp reduction in the number of accidents, collisions and damages thanks to the falling traffic, the insurance arm of Waberer's (WHB) performed outstandingly in 2020 and reached a record year with a net profit of EUR 8.5mn. However, with restrictions being eased, this trend will likely get back to normal, which may lead to lower margins. We expect a modest 2% increase in revenues and flat Co-defined EBITDA at EUR 9.5mn. Net profit may reach EUR 8.2mn, which implies a 4% decrease compared to last year.
- **Regarding consolidated Group results, we expect a net income of EUR 4mn for 2021, the first profitable year after 2017 on lower non-realized FX revaluation costs, which weighed on the bottom line in 2020.**

EV estimate for the segments

- **We raise our EV estimate for the Transportation segments from 795 HUF/sh to 1061 HUF/sh. In line with our arguments, we discontinue to use separate DCF models for valuation purposes and treat ITS and RCL segments as a whole unit. The difference between the old and new EV estimate reflects the improving operational results, better net debt position at the end of 2020, the roll-over effect, but higher WACC assumption.**
- **We raise our target EV for Insurance unit to HUF 1,353 HUF/sh (vs. our previous est. of 1,324 HUF/sh).**
- **We continue to apply a 10% liquidity discount for equity valuation because of very low daily stock trading volumes.**



Source: Concorde estimate

Risks

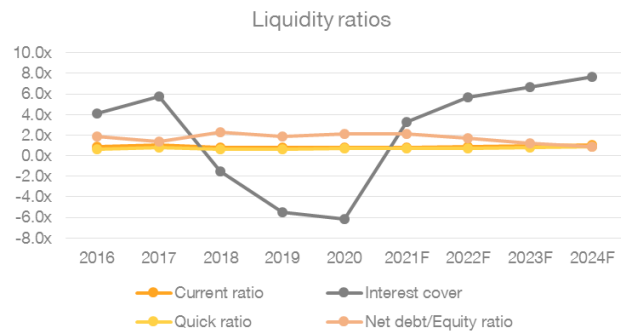
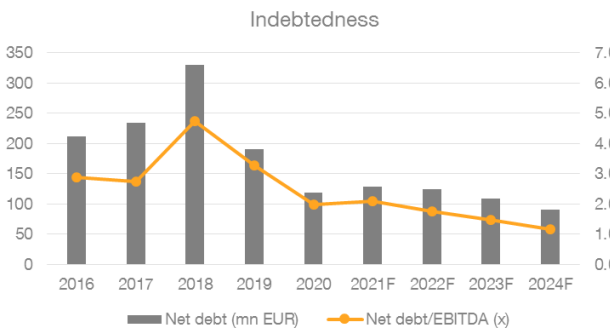
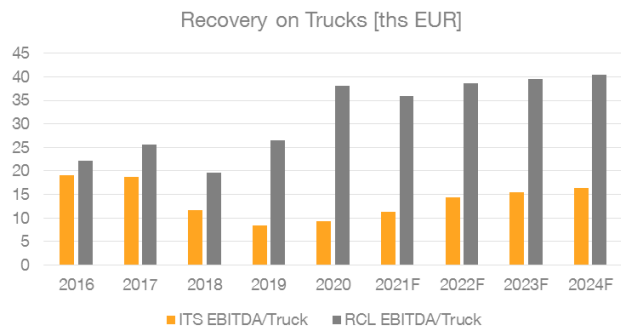
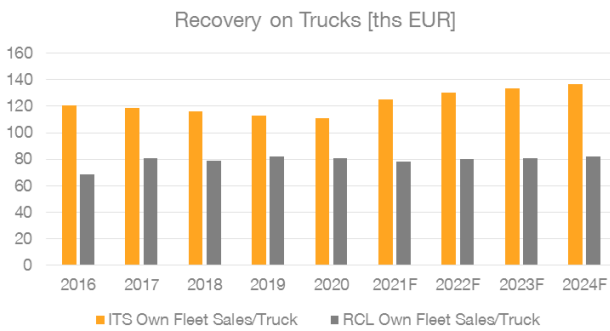
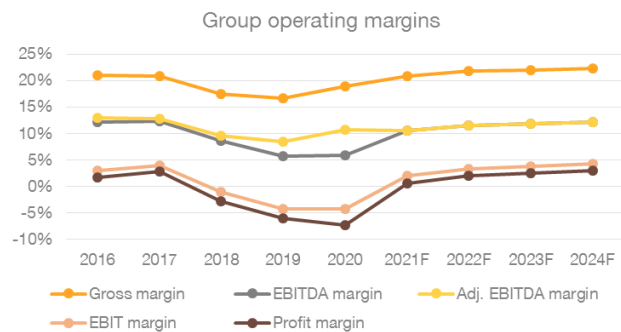
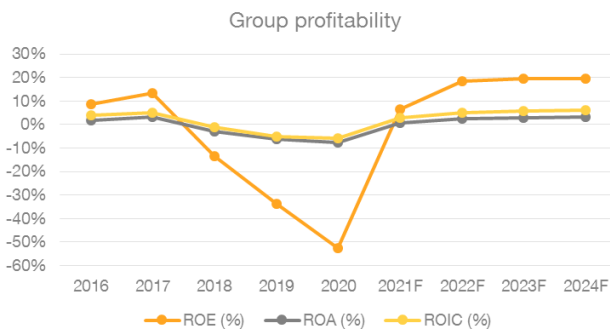
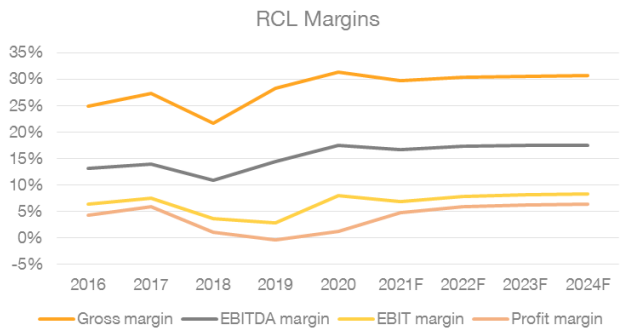
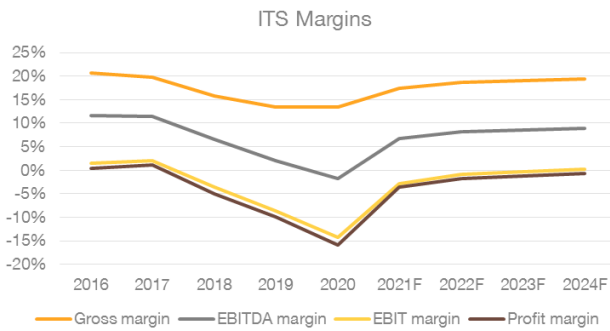
- **Market risks** - changing macroeconomic environment or sector-specific conditions have significant influence on the financial performance
- **Execution risk** - the Company goes through a substantial transformation
- **Regulatory risk** – the Company is exposed to the changes in the regulatory environment where it operates in Europe
- **Financial risk** – the Company has to comply with strict covenants as well as is exposed to FX translation risk
- **Insurance-specific risk**

Brief comment on the Company's recent announcement

- **Waberer's announced an investment of HUF 12bn a week ago, though we think that the news was a bit misleading or not crystal clear.**
- According to a news reported by local media, the Company plans to purchase 440 new trucks (250 Volvo and 190 Renault), which will be delivered by the manufacturers in the second half of 2021.

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- Until 2019, Waberer's regularly renewed its fleet in order to operate with the most fuel efficient, environmentally friendly technologies, but missed to purchase new trucks in line with its fleet reduction program over the last 2 years. As a result, average age of the fleet may have risen over 4 years from the range of between 2-3 years.
 - It's worth noting that not only the maintenance, but fuel related costs can be reduced significantly. According to the report, fuel consumption related savings may reach 10% by using the new trucks, which can help the Company to widen its competitive advantage in the near future.
 - **After the purchases, the fleet size will be roughly unchanged, which is confirmed by the Company.**

WABERER'S IN CHARTS



Source: Waberer's, Concorde estimate

APPENDIX

PROFIT AND LOSS [EUR MILLION]

	2020	2021 old	2021 new	2022 old	2022 new	2023 new
Revenue	569	654	586	703	609	626
OPEX	-462	-525	-464	-563	-477	-489
Gross profit	107	129	122	140	133	138
EBITDA	34	73	61	81	70	74
Non-recurring items	27	0	0	0	0	0
Recurring EBITDA	60	73	61	81	70	74
Depreciation and amortization	-58	-58	-50	-60	-50	-50
EBIT	-24	14	11	22	20	24
Net financial result	-13	-4	-3	-4	-4	-4
EBT	-37	10	8	18	17	20
Tax	-4	-5	-4	-5	-4	-5
Net Income	-42	6	4	13	12	16
Recurring Net Income	-15	6	4	13	12	16

BALANCE SHEET [EUR MILLION]

	2017	2018	2019	2020	2021F	2022F	2023F
Property	21	69	69	61	64	67	67
Vehicles	294	322	154	93	93	93	93
Total property, plant and equipment	324	399	228	158	161	164	164
Intangible assets	62	61	50	34	34	34	34
TOTAL NON-CURRENT ASSETS	453	543	389	166	166	166	166
Inventories	4	4	4	3	3	3	3
Trade receivables	119	114	112	73	96	103	106
Cash and cash equivalents	59	58	51	76	67	71	87
TOTAL CURRENT ASSETS	229	231	217	175	190	202	220
TOTAL ASSETS	681	774	606	499	517	532	550
Shareholder's equity	163	139	98	56	60	72	88
Non-controlling interest	8	0	0	0	0	0	0
TOTAL SHAREHOLDERS' EQUITY	175	145	104	56	60	72	88
Long-term portion of leasing	207	261	129	102	102	102	102
TOTAL LONG-TERM LIABILITIES	278	342	237	224	224	224	224
Short-term loans and borrowings	5	18	49	32	32	32	32
Short-term portion of leasing	81	106	65	62	62	62	62
Trade payables	114	133	118	82	96	98	101
TOTAL CURRENT LIABILITIES	228	286	266	218	233	235	238
TOTAL EQUITY AND LIABILITIES	681	774	606	499	517	532	550

CASH-FLOW STATEMENT [EUR MILLION]

Simplified Cash Flow	2017	2018	2019	2020	2021F	2022F	2023F
EBIT	27	-8	-29	-24	11	20	24
D&A	56	71	69	58	50	50	50
Working cap	9	23	-12	1	-9	-5	0
Others	-12	-9	19	41	-8	-8	-8
Operating Cash-Flow	80	77	47	75	44	57	66
CAPEX (incl. Lease payment)	-91	-76	-85	-34	-53	-53	-50
Investing Cash-Flow	-11	1	-37	41	-9	4	15
Financing Cash-Flow	39	-2	31	-16	0	0	0
Changes in cash	32	59	58	51	76	67	71
Cash and cash eq. at e-o-y	59	58	51	76	67	71	87

KPIS

	2017	2018	2019	2020	2021F	2022F	2023F
Price (HUF) (year-end)	4 700	2 300	1 080	1 700	1 900	1 900	1 900
EURHUF (year-end)	309	319	330	363	360	360	360
EPS (HUF)	322	-377	-780	-858	74	249	316
EPS growth (%)	99%	-217%	107%	10%	-109%	235%	27%
EPS (EUR)	1.0	-1.2	-2.4	-2.4	0.2	0.7	0.9
EPS growth (%)	100%	-214%	100%	0%	-109%	235%	27%
DPS (HUF)	0.0	0.0	0.0	0.0	0.0	0.0	0.0
DPS (EUR)	0.0	0.0	0.0	0.0	0.0	0.0	0.0
BVPS (HUF)	2 923	2 612	1 931	1 152	1 217	1 466	1 782
BVPS growth (%)	56%	-11%	-26%	-40%	6%	20%	22%
BVPS (EUR)	9.5	8.2	5.9	3.2	3.4	4.1	5.0
BVPS growth (%)	57%	-13%	-29%	-46%	6%	20%	22%
TBVP (HUF)	1 833	1 508	1 006	449	520	769	1 085
TBVP growth (%)	24%	-18%	-33%	-55%	16%	48%	41%
TBVP (EUR)	5.9	4.7	3.0	1.2	1.4	2.1	3.0
TBVP growth (%)	25%	-20%	-36%	-59%	17%	48%	41%
Total no. of shares (mln)	17.7	17.7	17.7	17.7	17.7	17.7	17.7
Total no. of shares w/o Treasury	17.4	17.4	17.5	17.5	17.5	17.5	17.5
Book Value	167	145	104	56	60	72	88
Tangible Book Value	105	84	54	22	26	38	53
Market capitalization (EUR)	269	128	58	83	93	93	93
-Cash & Equivalents	-59	-58	-51	-76	-67	-71	-87
+Minority	8	0	0	0	0	0	0
+Total debt	293	387	242	195	195	195	195
Enterprise value	512	457	249	202	222	218	202
Invested Capital	535	596	405	343	346	359	374

Source: Concorde's estimate

BREAKDOWNS

REVENUE BREAKDOWN	2017	2018	2019	2020	2021F	2022F	2023F
ITS	74%	74%	69%	57%	58%	58%	58%
RCL	18%	18%	21%	30%	29%	29%	29%
Insurance	7%	8%	10%	13%	12%	12%	13%
EBITDA BREAKDOWN	2017	2018	2019	2020	2021F	2022F	2023F
ITS	72%	67%	48%	34%	38%	42%	43%
RCL	20%	23%	37%	50%	47%	44%	44%
Profit margin	8%	10%	15%	16%	16%	14%	14%
EBIT BREAKDOWN	2017	2018	2019	2020	2021F	2022F	2023F
ITS	39%	n.a	n.a	n.a	n.a	n.a	n.a
RCL	35%	n.a	n.a	n.a	n.a	n.a	n.a
Insurance	25%	n.a	n.a	n.a	n.a	n.a	n.a
COST BREAKDOWN	2017	2018	2019	2020	2021F	2022F	2023F
Direct wages	16%	16%	17%	18%	18%	18%	18%
Indirect wages	5%	5%	5%	6%	5%	5%	5%
Fuel	18%	18%	16%	12%	13%	13%	13%
Toll & transit	17%	17%	16%	14%	15%	15%	15%
Subcontractors & reinsurance	22%	22%	17%	16%	20%	20%	20%
Depreciation	9%	9%	10%	10%	9%	9%	8%
Others	12%	13%	19%	22%	20%	20%	20%

Source: Concorde's estimate

MARGINS, MULTIPLES, RATIOS

GROUP margins	2017	2018	2019	2020	2021F	2022F	2023F
Gross margin	21%	17%	17%	19%	21%	22%	22%
EBITDA margin	12%	8%	6%	6%	10%	12%	12%
Adj. EBITDA margin	13%	9%	8%	11%	10%	12%	12%
EBIT margin	4%	-1%	-4%	-4%	2%	3%	4%
Profit margin	3%	-3%	-6%	-7%	1%	2%	2%
ITS margins	2017	2018	2019	2020	2021F	2022F	2023F
Gross margin	20%	16%	13%	13%	17%	19%	19%
EBITDA margin	11%	7%	2%	-2%	7%	8%	9%
Adj. EBITDA margin	12%	8%	6%	6%	7%	8%	9%
EBIT margin	2%	-4%	-9%	-14%	-3%	-1%	0%
Profit margin	1%	-5%	-10%	-16%	-4%	-2%	-1%
RCL margins	2017	2018	2019	2020	2021F	2022F	2023F
Gross margin	27%	22%	28%	31%	30%	30%	31%
EBITDA margin	14%	11%	14%	18%	17%	17%	17%
EBIT margin	8%	4%	3%	8%	7%	8%	8%
Profit margin	6%	1%	0%	1%	5%	6%	6%
Insurance margins	2017	2018	2019	2020	2021F	2022F	2023F
Gross margin	14%	13%	15%	14%	14%	14%	14%
EBITDA margin	14%	11%	13%	13%	13%	13%	13%
EBIT margin	13%	11%	13%	13%	13%	13%	12%
Profit margin	10%	9%	11%	12%	11%	11%	11%
Multiples	2017	2018	2019	2020	2021F	2022F	2022F
P/E	14.6x	n.a	n.a	n.a	25.6x	7.6x	6.0x
P/BV	1.6x	0.9x	0.6x	1.5x	1.6x	1.3x	1.1x
P/TBV	2.6x	1.5x	1.1x	3.8x	3.7x	2.5x	1.8x
EV/CF	1.1x	4.6x	n.a	0.2x	n.a	2.6x	0.6x
EV/sales	0.8x	0.6x	0.4x	0.4x	0.4x	0.4x	0.3x
EV/EBITDA	6.2x	8.0x	6.2x	6.0x	3.6x	3.1x	2.7x
Dividend yield (%)	0%	0%	0%	0%	0%	0%	0%
FCF yield (%)	10%	4%	-57%	50%	-9%	4%	16%
Ratios	2017	2018	2019	2020	2021F	2022F	2023F
Sales growth (%)	18%	9%	-5%	-18%	3%	4%	3%
ROE (%)	13%	-13%	-34%	-52%	6%	19%	19%
ROA (%)	3%	-3%	-6%	-8%	1%	2%	3%
ROIC (%)	5%	-1%	-5%	-6%	3%	5%	6%
Net debt/EBITDA (x)	2.7x	5.1x	3.3x	2.0x	2.1x	1.8x	1.5x
Net debt (mn EUR)	234	327	191	119	128	124	109
CAPEX/Depreciation (x)	1.2x	1.3x	1.5x	0.6x	1.1x	1.1x	1.0x
Depreciation/Sales (%)	8%	9%	10%	10%	9%	8%	8%
Liquidity	2017	2018	2019	2020	2021F	2022F	2023F
Current ratio	1.0x	0.8x	0.8x	0.8x	0.8x	0.9x	0.9x
Interest cover	5.8x	-1.9x	-5.5x	-6.1x	3.3x	5.7x	6.7x
Quick ratio	0.8x	0.6x	0.6x	0.7x	0.7x	0.7x	0.8x
Net debt/Equity ratio	1.3x	2.3x	1.8x	2.1x	2.1x	1.7x	1.2x
Working Cap turnover days	2017	2018	2019	2020	2021F	2022F	2023F
Inventories	2	2	2	2	2	2	2
Receivables	65	57	59	47	60	62	62
Payables	71	72	66	56	60	59	59
Recovery [in EUR ths]	2017	2018	2019	2020	2021F	2022F	2022F
ITS EBITDA/Truck	19	12	8	9	11	14	15
RCL EBITDA/Truck	26	20	27	38	36	39	40
ITS Own Fleet Sales/Truck	118	116	113	111	125	130	134
RCL Own Fleet Sales/Truck	80	79	82	80	78	80	81

Source: Concorde's estimate

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Neutral	Total return is expected to be in the range of 10%-(-10%)
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Sell	Total return is expected to be lower than -20%
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