

<b>Buy</b> <b>EUR 5.40</b> (EUR 5.60)  Price <b>EUR 4.40</b> Upside <b>22.7 %</b>	<b>Value Indicators:</b> EUR DCF: 5.44	<b>Warburg ESG Risk Score: 1.2</b> ESG Score (MSCI based): 3.0 Balance Sheet Score: 0.5 Market Liquidity Score: 0.0	<b>Description:</b> High-tech automation specialist
	<b>Market Snapshot:</b> EUR m Market cap: 129.6 No. of shares (m): 29.5 EV: 230.6 Freefloat MC: 77.4 Ø Trad. Vol. (30d): 42.43 th	<b>Shareholders:</b> Freefloat 59.8 % Günther-Gruppe 40.3 % Werner Weber 5.5 % LOYS 5.1 % BW-Versorgungsanstalt 5.0 %	<b>Key Figures (WRe):</b> 2021e Beta: 1.5 Price / Book: 3.5 x Equity Ratio: 13 % Net Fin. Debt / EBITDA: 6.1 x Net Debt / EBITDA: 6.2 x

## Strong Q2 orders; Advance payments drive cash flow

Stated Figures Q2/2021:								
(EURm)	Q2 21	WRe	delta	Q2 20	YOY	H1 21	H1 20	YOY
Order intake	96,2	77,0	25%	58,5	64%	169,8	133,4	27%
- core	92,0	68,0	35%	43,2	113%	161,4	110,7	46%
- non core	4,3	6,0	-28%	15,4	-72%	8,4	22,7	-63%
Sales	73,4	72,5	1%	71,9	2%	144,2	152,1	-5%
- core	69,6	64,5	8%	66,4	5%	134,6	135,1	0%
- non core	3,8	8,0	-53%	5,6	-32%	10,5	17,7	-41%
EBITDA	2,4	3,5	-31,4%	-0,1	n.m.	6,0	0,5	1100%
EBITDA margin	3,3%	4,8%		-0,1%		4,2%	0,3%	
- core	3,9	4,0	-2,5%	4,9	-20%	7,1	9,3	-24%
EBITDA margin	5,6%	6,2%		7,4%		5,3%	6,9%	
- non core	-1,5	-0,5	n.a.	-5,0	n.m.	-1,1	-8,8	n.m.
EBITDA margin	n.a.	-6,3%		n.a.		n.a.	n.a.	
Net income	-2,0	-0,5	n.a.	-7,7	n.m.	-3,4	-17,8	n.m.

### Comment on Figures:

- Q2 21 order intake growth was driven by Environmental Technologies and Evolving, which was up more than 100% yoy.
- EBITDA margins in Process Technologies and Environmental Technologies remained double-digit at 13.1% and 10.1% in Q2. Evolving Technologies showed a strong improvement versus Q1 21 but still lagged Q2 20 with a margin of 5.8%. Note that we include Holding costs in the core business.
- Some additional provisions were made for projects in the non-core business.

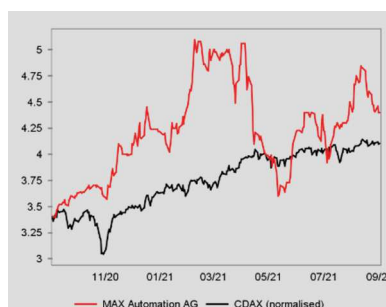
Q2 orders rose by 64% yoy and were 25% ahead of our estimates, driven by a second larger healthcare order. Sales grew by 2% yoy. Group EBITDA improved yoy, mainly owing to lower losses in the non-core business. Core business EBITDA was as well in line with our expectations and improved sequentially but was down yoy. The guidance remains unchanged and is anticipating strong growth in sales and EBITDA. As the hurdle rate for the latter was already surpassed with the H1 result, we would expect a narrowing of the guidance with the Q3 results at the latest. The highlight in Q2 was the operational cash flow of EUR 18m, driven by advance payments for the healthcare order, which we assume is highly profitable as it is a follow-up order. The larger healthcare order in Q4 was for a new product and is likely to be less profitable. Q2 FCF stood at EUR 16m and was positively influenced by the sale of assets. Net debt thus decreased sequentially by EUR 12m to EUR 81m.

Order backlog stands at EUR 234m and is a sound basis for our FY 21e sales forecast. Supply-chain restrictions affecting the company or its clients pose a threat to projects being profitably worked off in time. Old contract risk should be very limited by now. The turnaround at INDAT is somewhat slow, but further measures have been undertaken. As a result, we revise our forecast downwards to reflect this as well as the additional supply-chain risk. Our PT declines from EUR 5.60 to EUR 5.40 and we remain at Buy as the turnaround progresses.

Changes in Estimates:						
FY End: 31.12. in EUR m	2021e (old)	+ / -	2022e (old)	+ / -	2023e (old)	+ / -
Sales	339.0	0.0 %	364.0	0.0 %	382.0	0.0 %
EBITDA	20.7	-21.2 %	36.8	-4.0 %	39.3	-1.0 %
EBIT	9.8	-44.6 %	25.2	-5.8 %	27.4	-1.4 %
EPS	0.00	n.m.	0.40	-10.0 %	0.45	-2.2 %

### Comment on Changes:

- For FY 21, we increased our material expense ratio to reflect higher input prices and additional third-party costs, e.g. logistics to reflect supply-chain constraints.

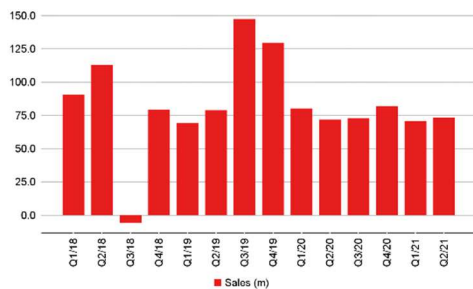


Rel. Performance vs CDAX:	
1 month:	-1.9 %
6 months:	-22.2 %
Year to date:	-8.9 %
Trailing 12 months:	10.2 %

**Company events:**  
04.11.21 Q3

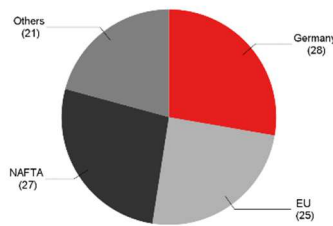
FY End: 31.12. in EUR m	CAGR (20-23e)	2017	2018	2019	2020	2021e	2022e	2023e
Sales	7.6 %	376.2	277.4	425.5	307.0	339.0	364.0	382.0
Change Sales yoy		11.6 %	-26.3 %	53.4 %	-27.8 %	10.4 %	7.4 %	4.9 %
Gross profit margin		48.9 %	53.5 %	46.2 %	52.9 %	54.4 %	55.7 %	56.5 %
EBITDA	90.1 %	28.9	24.1	-0.9	5.7	16.3	35.4	38.9
Margin		7.7 %	8.7 %	-0.2 %	1.8 %	4.8 %	9.7 %	10.2 %
EBIT		20.2	13.6	-15.8	-19.5	5.4	23.7	27.0
Margin		5.4 %	4.9 %	-3.7 %	-6.3 %	1.6 %	6.5 %	7.1 %
Net income		14.0	-30.8	-34.7	-26.5	-3.0	10.7	13.1
EPS		0.50	-1.08	-1.18	-0.90	-0.10	0.36	0.44
DPS		0.15	0.00	0.00	0.00	0.00	0.15	0.15
Dividend Yield		2.1 %	n.a.	n.a.	n.a.	n.a.	3.4 %	3.4 %
FCFPS		0.39	0.48	-1.00	0.78	-0.50	0.76	0.78
FCF / Market cap		5.4 %	7.1 %	-21.7 %	21.5 %	-11.3 %	17.3 %	17.8 %
EV / Sales		0.7 x	0.9 x	0.6 x	0.6 x	0.7 x	0.6 x	0.5 x
EV / EBITDA		8.6 x	10.5 x	n.a.	34.1 x	14.2 x	5.9 x	4.9 x
EV / EBIT adj.		11.2 x	12.8 x	n.a.	n.a.	42.3 x	8.8 x	7.0 x
P / E		14.5 x	n.a.	n.a.	n.a.	n.a.	12.2 x	10.0 x
FCF Potential Yield		8.9 %	-9.8 %	-2.7 %	1.7 %	6.2 %	13.0 %	15.6 %
Net Debt		48.1	62.2	102.3	86.4	101.0	78.5	59.8
ROCE (NOPAT)		9.1 %	9.5 %	n.a.	n.a.	2.9 %	12.8 %	15.8 %
Guidance:		Strong increase in sales and EBITDA						

Sales development in EUR m



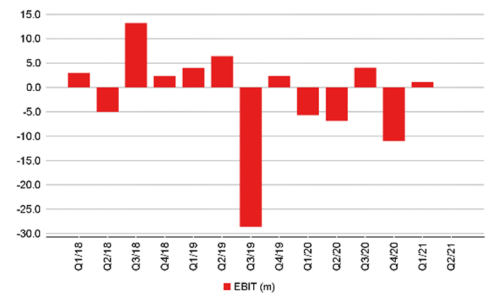
Source: Warburg Research

Sales by regions 2020; in %



Source: Warburg Research

EBIT development in EUR m



Source: Warburg Research

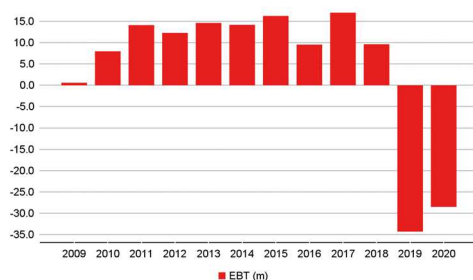
Company Background

- MAX Automation SE (MAX) is a globally active group of companies operating in the industrial automation and environmental technology segments.
- In its Process Technologies and Evolving Technologies segments, MAX develops and produces automated applications for customers in the automotive, medical, electrical and food industries.
- In Environmental technology MAX offers solutions for the disposal and recycling of waste (high-performance systems for shredding, conveying and preparing primary and secondary raw materials).
- The markets that MAX targets are situated mainly in Europe, North America, South America, and Asia. The subsidiaries are represented partly by its own sales companies on international markets.

Competitive Quality

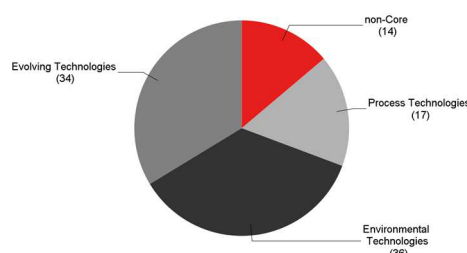
- Many of MAX are positioned as technologically leading providers in their respective markets, offering individual automation and process solutions.
- MAX focuses on the development and production of technologically complex components and systems solutions based on extensive, in-depth process know-how.
- As MAX offers individual technical components and automation systems (80% WRe) as well as parts & services (20% WRe)...
- ... MAX has an important competitive advantage and is able to provide customer-specific, integrated automation solutions with a high degree of technical complexity on a one-stop shop basis.
- As MAX operates in an environment characterized by intense global competition and permanent technological progress, innovation is key to MAX's success.

EBT development in EUR m



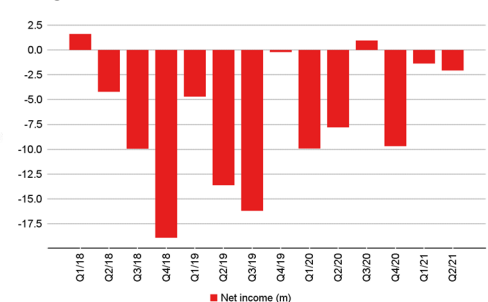
Source: Warburg Research

Sales by segments 2020; in %



Source: Warburg Research

Net income development in EUR m



Source: Warburg Research

DCF model

Figures in EUR m	Detailed forecast period			Transitional period										Term. Value
	2021e	2022e	2023e	2024e	2025e	2026e	2027e	2028e	2029e	2030e	2031e	2032e	2033e	
Sales	339.0	364.0	382.0	412.6	441.1	467.6	491.8	513.9	533.9	551.9	568.0	582.3	595.1	
Sales change	10.4 %	7.4 %	4.9 %	8.0 %	6.9 %	6.0 %	5.2 %	4.5 %	3.9 %	3.4 %	2.9 %	2.5 %	2.2 %	2.0 %
EBIT	5.4	23.7	27.0	24.8	26.5	28.1	29.5	30.8	32.0	33.1	34.1	34.9	35.7	
EBIT-margin	1.6 %	6.5 %	7.1 %	6.0 %	6.0 %	6.0 %	6.0 %	6.0 %	6.0 %	6.0 %	6.0 %	6.0 %	6.0 %	
Tax rate (EBT)	29.0 %	29.0 %	29.0 %	29.0 %	29.0 %	29.0 %	29.0 %	29.0 %	29.0 %	29.0 %	29.0 %	29.0 %	29.0 %	
NOPAT	3.9	16.8	19.2	17.6	18.8	19.9	21.0	21.9	22.7	23.5	24.2	24.8	25.3	
Depreciation	10.8	11.6	11.8	12.8	13.7	14.5	15.2	15.9	16.6	17.1	17.6	18.1	18.4	
in % of Sales	3.2 %	3.2 %	3.1 %	3.1 %	3.1 %	3.1 %	3.1 %	3.1 %	3.1 %	3.1 %	3.1 %	3.1 %	3.1 %	
Changes in provisions	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	
Change in Liquidity from														
- Working Capital	16.0	-8.1	-6.2	3.3	3.1	2.8	2.6	2.4	2.1	1.9	1.7	1.5	1.4	
- Capex	6.5	8.0	8.0	8.3	8.8	9.4	9.8	10.3	10.7	11.0	11.4	11.6	11.9	
Capex in % of Sales	1.9 %	2.2 %	2.1 %	2.0 %	2.0 %	2.0 %	2.0 %	2.0 %	2.0 %	2.0 %	2.0 %	2.0 %	2.0 %	
Other	4.5	4.5	4.5	5.0	5.3	5.6	5.9	6.2	6.4	6.6	6.8	7.0	6.5	
Free Cash Flow (WACC Model)	-12.3	24.1	24.7	13.9	15.3	16.6	17.9	19.0	20.1	21.0	21.9	22.7	24.0	25
PV of FCF	-11.9	21.6	20.4	10.6	10.7	10.7	10.6	10.4	10.1	9.7	9.3	8.9	8.7	135
share of PVs	11.36 %			37.66 %										50.99 %

Model parameter

Derivation of WACC:		Derivation of Beta:	
Debt ratio	15.00 %	Financial Strength	1.50
Cost of debt (after tax)	2.8 %	Liquidity (share)	1.50
Market return	7.00 %	Cyclicality	1.40
Risk free rate	1.50 %	Transparency	1.50
		Others	1.50
<b>WACC</b>	<b>8.61 %</b>	<b>Beta</b>	<b>1.48</b>

Valuation (m)

Present values 2033e	130		
Terminal Value	135		
Financial liabilities	133		
Pension liabilities	1		
Hybrid capital	0		
Minority interest	0		
Market val. of investments	0		
Liquidity	30	No. of shares (m)	29.5
<b>Equity Value</b>	<b>160</b>	<b>Value per share (EUR)</b>	<b>5.44</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
1.69	9.6 %	3.84	3.94	4.05	4.16	4.28	4.41	4.55	1.69	9.6 %	1.97	2.70	3.43	4.16	4.89	5.62	6.35
1.59	9.1 %	4.37	4.49	4.62	4.75	4.90	5.06	5.23	1.59	9.1 %	2.41	3.19	3.97	4.75	5.54	6.32	7.10
1.53	8.9 %	4.66	4.79	4.93	5.08	5.24	5.42	5.61	1.53	8.9 %	2.65	3.46	4.27	5.08	5.89	6.70	7.51
1.48	8.6 %	4.97	5.12	5.27	5.44	5.62	5.81	6.02	1.48	8.6 %	2.91	3.75	4.60	5.44	6.28	7.12	7.96
1.43	8.4 %	5.30	5.46	5.63	5.82	6.02	6.24	6.47	1.43	8.4 %	3.19	4.07	4.94	5.82	6.70	7.57	8.45
1.37	8.1 %	5.66	5.84	6.03	6.23	6.46	6.70	6.97	1.37	8.1 %	3.50	4.41	5.32	6.23	7.15	8.06	8.97
1.27	7.6 %	6.46	6.68	6.92	7.18	7.46	7.77	8.11	1.27	7.6 %	4.19	5.19	6.18	7.18	8.17	9.17	10.16

- The Beta reflects the cyclicality of the business.
- IFRS 16 depreciation is adjusted in "others"

Valuation	2017	2018	2019	2020	2021e	2022e	2023e
Price / Book	1.4 x	2.0 x	2.0 x	2.7 x	3.5 x	2.7 x	2.3 x
Book value per share ex intangibles	2.45	1.71	0.50	-0.07	-0.05	0.47	0.91
EV / Sales	0.7 x	0.9 x	0.6 x	0.6 x	0.7 x	0.6 x	0.5 x
EV / EBITDA	8.6 x	10.5 x	n.a.	34.1 x	14.2 x	5.9 x	4.9 x
EV / EBIT	12.3 x	18.7 x	n.a.	n.a.	42.3 x	8.8 x	7.0 x
EV / EBIT adj.*	11.2 x	12.8 x	n.a.	n.a.	42.3 x	8.8 x	7.0 x
P / FCF	18.4 x	14.1 x	n.a.	4.7 x	n.a.	5.8 x	5.6 x
P / E	14.5 x	n.a.	n.a.	n.a.	n.a.	12.2 x	10.0 x
P / E adj.*	14.5 x	n.a.	n.a.	n.a.	n.a.	12.2 x	10.0 x
Dividend Yield	2.1 %	n.a.	n.a.	n.a.	n.a.	3.4 %	3.4 %
FCF Potential Yield (on market EV)	8.9 %	-9.8 %	-2.7 %	1.7 %	6.2 %	13.0 %	15.6 %

\*Adjustments made for: -

## Consolidated profit & loss

In EUR m	2017	2018	2019	2020	2021e	2022e	2023e
<b>Sales</b>	<b>376.2</b>	<b>277.4</b>	<b>425.5</b>	<b>307.0</b>	<b>339.0</b>	<b>364.0</b>	<b>382.0</b>
Change Sales yoy	11.6 %	-26.3 %	53.4 %	-27.8 %	10.4 %	7.4 %	4.9 %
Increase / decrease in inventory	1.7	-1.8	-28.5	-10.0	0.6	1.1	1.0
Own work capitalised	2.4	1.3	2.3	2.2	1.1	1.5	1.2
<b>Total Sales</b>	<b>380.3</b>	<b>276.8</b>	<b>399.3</b>	<b>299.2</b>	<b>340.7</b>	<b>366.6</b>	<b>384.2</b>
Material expenses	196.3	128.4	202.7	136.9	156.3	163.8	168.5
<b>Gross profit</b>	<b>184.0</b>	<b>148.4</b>	<b>196.6</b>	<b>162.3</b>	<b>184.4</b>	<b>202.8</b>	<b>215.7</b>
<i>Gross profit margin</i>	<i>48.9 %</i>	<i>53.5 %</i>	<i>46.2 %</i>	<i>52.9 %</i>	<i>54.4 %</i>	<i>55.7 %</i>	<i>56.5 %</i>
Personnel expenses	112.3	90.0	139.1	121.2	129.2	132.1	138.7
Other operating income	7.2	8.2	11.1	14.1	14.6	15.7	15.3
Other operating expenses	50.0	42.6	69.4	49.6	53.5	51.0	53.5
Unfrequent items	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>EBITDA</b>	<b>28.9</b>	<b>24.1</b>	<b>-0.9</b>	<b>5.7</b>	<b>16.3</b>	<b>35.4</b>	<b>38.9</b>
<i>Margin</i>	<i>7.7 %</i>	<i>8.7 %</i>	<i>-0.2 %</i>	<i>1.8 %</i>	<i>4.8 %</i>	<i>9.7 %</i>	<i>10.2 %</i>
Depreciation of fixed assets	4.1	4.3	4.3	4.5	5.1	5.1	5.3
<b>EBITA</b>	<b>24.7</b>	<b>19.7</b>	<b>-5.2</b>	<b>1.1</b>	<b>11.2</b>	<b>30.3</b>	<b>33.5</b>
Amortisation of intangible assets	4.5	6.2	7.9	13.0	5.8	6.6	6.5
Goodwill amortisation	0.0	0.0	2.7	7.6	0.0	0.0	0.0
<b>EBIT</b>	<b>20.2</b>	<b>13.6</b>	<b>-15.8</b>	<b>-19.5</b>	<b>5.4</b>	<b>23.7</b>	<b>27.0</b>
<i>Margin</i>	<i>5.4 %</i>	<i>4.9 %</i>	<i>-3.7 %</i>	<i>-6.3 %</i>	<i>1.6 %</i>	<i>6.5 %</i>	<i>7.1 %</i>
<b>EBIT adj.</b>	<b>22.2</b>	<b>19.7</b>	<b>-15.8</b>	<b>-19.5</b>	<b>5.4</b>	<b>23.7</b>	<b>27.0</b>
Interest income	0.4	0.0	0.7	0.4	0.4	0.4	0.4
Interest expenses	3.5	2.7	18.9	9.4	10.0	9.0	9.0
Other financial income (loss)	0.0	-1.2	-0.4	0.0	0.0	0.0	0.0
<b>EBT</b>	<b>17.0</b>	<b>9.6</b>	<b>-34.3</b>	<b>-28.5</b>	<b>-4.2</b>	<b>15.1</b>	<b>18.4</b>
<i>Margin</i>	<i>4.5 %</i>	<i>3.5 %</i>	<i>-8.1 %</i>	<i>-9.3 %</i>	<i>-1.2 %</i>	<i>4.1 %</i>	<i>4.8 %</i>
Total taxes	2.9	-1.9	1.2	-2.2	-1.2	4.4	5.3
<b>Net income from continuing operations</b>	<b>14.1</b>	<b>11.5</b>	<b>-35.5</b>	<b>-26.3</b>	<b>-3.0</b>	<b>10.7</b>	<b>13.1</b>
Income from discontinued operations (net of tax)	0.0	-47.1	0.0	0.0	0.0	0.0	0.0
<b>Net income before minorities</b>	<b>14.1</b>	<b>-35.6</b>	<b>-35.5</b>	<b>-26.3</b>	<b>-3.0</b>	<b>10.7</b>	<b>13.1</b>
Minority interest	0.2	-4.8	-0.7	0.1	0.0	0.0	0.0
<b>Net income</b>	<b>14.0</b>	<b>-30.8</b>	<b>-34.7</b>	<b>-26.5</b>	<b>-3.0</b>	<b>10.7</b>	<b>13.1</b>
<i>Margin</i>	<i>3.7 %</i>	<i>-11.1 %</i>	<i>-8.2 %</i>	<i>-8.6 %</i>	<i>-0.9 %</i>	<i>2.9 %</i>	<i>3.4 %</i>
Number of shares, average	27.8	28.4	29.5	29.5	29.5	29.5	29.5
<b>EPS</b>	<b>0.50</b>	<b>-1.08</b>	<b>-1.18</b>	<b>-0.90</b>	<b>-0.10</b>	<b>0.36</b>	<b>0.44</b>
EPS adj.	0.50	-1.08	-1.18	-0.90	-0.10	0.36	0.44

\*Adjustments made for:

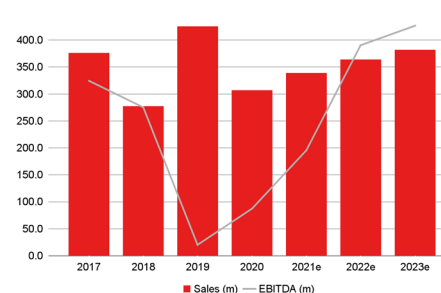
**Guidance: Strong increase in sales and EBITDA**

## Financial Ratios

	2017	2018	2019	2020	2021e	2022e	2023e
Total Operating Costs / Sales	93.4 %	91.1 %	94.0 %	95.6 %	95.7 %	91.0 %	90.4 %
Operating Leverage	5.4 x	1.3 x	n.a.	-0.8 x	n.a.	45.5 x	2.8 x
EBITDA / Interest expenses	8.1 x	8.9 x	n.m.	0.6 x	1.6 x	3.9 x	4.3 x
Tax rate (EBT)	17.0 %	-19.5 %	-3.4 %	7.7 %	29.0 %	29.0 %	29.0 %
Dividend Payout Ratio	29.5 %	0.0 %	0.0 %	0.0 %	0.0 %	41.3 %	33.9 %
Sales per Employee	214,837	158,414	234,300	184,829	204,094	219,145	229,982

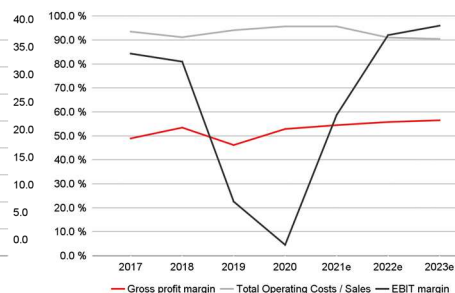
### Sales, EBITDA

in EUR m

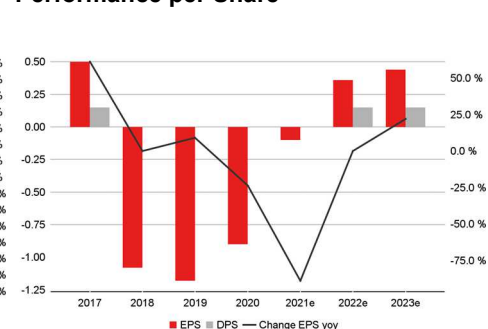


### Operating Performance

in %



### Performance per Share



Source: Warburg Research

Source: Warburg Research

Source: Warburg Research

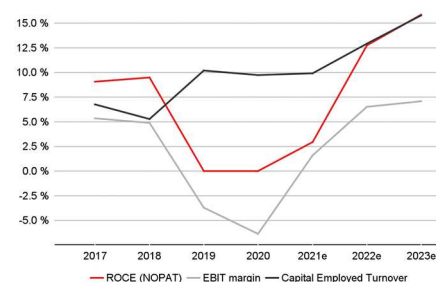
## Consolidated balance sheet

In EUR m	2017	2018	2019	2020	2021e	2022e	2023e
<b>Assets</b>							
Goodwill and other intangible assets	66.8	45.7	53.0	41.7	38.0	33.4	28.9
thereof other intangible assets	13.7	3.6	6.8	3.2	-0.6	-5.2	-9.7
thereof Goodwill	53.1	42.1	46.2	38.6	38.6	38.6	38.6
Property, plant and equipment	31.5	25.1	46.3	44.1	43.5	44.4	45.0
Financial assets	7.5	10.3	14.1	8.3	8.3	8.3	8.3
Other long-term assets	0.6	0.3	0.0	14.8	14.8	14.8	14.8
<b>Fixed assets</b>	<b>106.4</b>	<b>81.5</b>	<b>113.5</b>	<b>108.9</b>	<b>104.5</b>	<b>100.9</b>	<b>97.0</b>
Inventories	42.1	49.0	95.0	76.8	84.8	80.9	76.4
Accounts receivable	138.3	50.0	45.4	27.1	35.3	35.9	37.7
Liquid assets	26.2	31.8	40.6	47.7	33.1	55.6	74.2
Other short-term assets	10.4	152.2	37.9	21.3	21.3	21.3	21.3
<b>Current assets</b>	<b>217.0</b>	<b>282.9</b>	<b>218.9</b>	<b>172.9</b>	<b>174.5</b>	<b>193.6</b>	<b>209.6</b>
<b>Total Assets</b>	<b>323.3</b>	<b>364.4</b>	<b>332.4</b>	<b>281.8</b>	<b>279.0</b>	<b>294.5</b>	<b>306.6</b>
<b>Liabilities and shareholders' equity</b>							
Subscribed capital	29.5	29.5	29.5	29.5	29.5	29.5	29.5
Capital reserve	18.9	18.9	18.9	18.9	18.9	18.9	18.9
Retained earnings	90.6	47.8	35.5	24.2	21.2	31.9	40.5
Other equity components	0.1	-0.1	-16.0	-33.0	-33.0	-33.0	-33.0
Shareholders' equity	139.0	96.1	67.9	39.5	36.5	47.2	55.9
Minority interest	0.0	-4.5	0.0	0.4	0.4	0.4	0.4
<b>Total equity</b>	<b>139.0</b>	<b>91.6</b>	<b>67.9</b>	<b>39.9</b>	<b>36.9</b>	<b>47.6</b>	<b>56.3</b>
Provisions	12.5	11.3	23.1	20.9	20.9	20.9	20.9
thereof provisions for pensions and similar obligations	1.0	1.0	1.1	1.1	1.1	1.1	1.1
Financial liabilities (total)	73.3	93.0	141.8	133.0	133.0	133.0	133.0
Short-term financial liabilities	8.4	16.2	1.3	0.8	0.8	0.8	0.8
Accounts payable	72.6	71.1	68.5	64.8	65.0	69.8	73.3
Other liabilities	25.9	97.5	31.1	23.2	23.2	23.2	23.2
<b>Liabilities</b>	<b>184.3</b>	<b>272.8</b>	<b>264.5</b>	<b>241.9</b>	<b>242.1</b>	<b>246.9</b>	<b>250.4</b>
<b>Total liabilities and shareholders' equity</b>	<b>323.3</b>	<b>364.4</b>	<b>332.4</b>	<b>281.8</b>	<b>279.0</b>	<b>294.5</b>	<b>306.6</b>

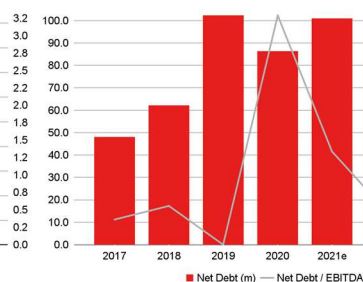
## Financial Ratios

	2017	2018	2019	2020	2021e	2022e	2023e
<b>Efficiency of Capital Employment</b>							
Operating Assets Turnover	2.7 x	5.2 x	3.6 x	3.7 x	3.4 x	4.0 x	4.5 x
Capital Employed Turnover	2.0 x	1.8 x	2.5 x	2.4 x	2.5 x	2.9 x	3.3 x
ROA	13.1 %	-37.8 %	-30.6 %	-24.3 %	-2.9 %	10.6 %	13.5 %
<b>Return on Capital</b>							
ROCE (NOPAT)	9.1 %	9.5 %	n.a.	n.a.	2.9 %	12.8 %	15.8 %
ROE	11.2 %	-26.2 %	-42.4 %	-49.3 %	-7.8 %	25.5 %	25.3 %
Adj. ROE	11.2 %	-26.2 %	-42.4 %	-49.3 %	-7.8 %	25.5 %	25.3 %
<b>Balance sheet quality</b>							
Net Debt	48.1	62.2	102.3	86.4	101.0	78.5	59.8
Net Financial Debt	47.1	61.2	101.2	85.3	99.9	77.5	58.8
Net Gearing	34.6 %	67.9 %	150.7 %	216.4 %	273.4 %	164.9 %	106.4 %
Net Fin. Debt / EBITDA	163.2 %	254.5 %	n.a.	1507.7 %	613.2 %	219.1 %	151.2 %
Book Value / Share	4.7	3.3	2.3	1.3	1.2	1.6	1.9
Book value per share ex intangibles	2.5	1.7	0.5	-0.1	0.0	0.5	0.9

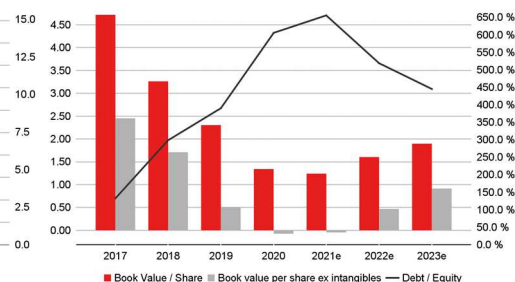
### ROCE Development



### Net debt in EUR m



### Book Value per Share in EUR



Source: Warburg Research

Source: Warburg Research

Source: Warburg Research

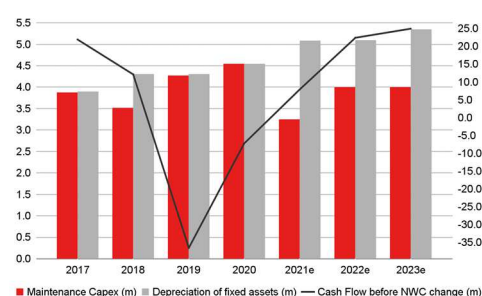
Consolidated cash flow statement

In EUR m	2017	2018	2019	2020	2021e	2022e	2023e
Net income	14.1	-35.6	-35.5	-26.3	-3.0	10.7	13.1
Depreciation of fixed assets	3.9	4.3	4.3	4.5	5.1	5.1	5.3
Amortisation of goodwill	0.0	0.0	2.7	7.6	0.0	0.0	0.0
Amortisation of intangible assets	4.5	6.2	7.9	13.0	5.8	6.6	6.5
Increase/decrease in long-term provisions	-0.1	0.0	0.1	0.0	0.0	0.0	0.0
Other non-cash income and expenses	-0.6	37.3	-16.1	-6.0	0.0	0.0	0.0
<b>Cash Flow before NWC change</b>	<b>21.9</b>	<b>12.1</b>	<b>-36.5</b>	<b>-7.2</b>	<b>7.9</b>	<b>22.3</b>	<b>24.9</b>
Increase / decrease in inventory	-0.9	-6.9	-46.1	18.2	-8.0	3.9	4.5
Increase / decrease in accounts receivable	-17.1	88.4	4.6	18.3	-8.2	-0.6	-1.8
Increase / decrease in accounts payable	10.8	-1.6	-2.6	-3.7	0.2	4.8	3.5
Increase / decrease in other working capital positions	4.0	-71.5	59.7	6.4	0.0	0.0	0.0
Increase / decrease in working capital (total)	-3.2	8.4	15.6	39.2	-16.0	8.1	6.2
<b>Net cash provided by operating activities [1]</b>	<b>18.7</b>	<b>20.5</b>	<b>-20.9</b>	<b>32.0</b>	<b>-8.1</b>	<b>30.4</b>	<b>31.1</b>
Investments in intangible assets	-3.3	-2.5	-2.4	-3.1	-2.0	-2.0	-2.0
Investments in property, plant and equipment	-4.4	-4.5	-6.2	-6.0	-4.5	-6.0	-6.0
Payments for acquisitions	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Financial investments	3.9	0.0	0.0	0.0	0.0	0.0	0.0
Income from asset disposals	5.1	-6.4	-1.7	3.8	0.0	0.0	0.0
<b>Net cash provided by investing activities [2]</b>	<b>-6.5</b>	<b>-13.5</b>	<b>-10.3</b>	<b>-5.2</b>	<b>-6.5</b>	<b>-8.0</b>	<b>-8.0</b>
Change in financial liabilities	-22.9	-22.9	38.7	-8.8	0.0	0.0	0.0
Dividends paid	-4.0	-4.2	0.0	0.0	0.0	0.0	-4.4
Purchase of own shares	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Capital measures	18.5	0.0	0.0	0.0	0.0	0.0	0.0
Other	0.0	27.2	0.1	-11.0	0.0	0.0	0.0
<b>Net cash provided by financing activities [3]</b>	<b>-8.4</b>	<b>0.1</b>	<b>38.8</b>	<b>-19.8</b>	<b>0.0</b>	<b>0.0</b>	<b>-4.4</b>
<b>Change in liquid funds [1]+[2]+[3]</b>	<b>3.7</b>	<b>7.2</b>	<b>7.6</b>	<b>7.0</b>	<b>-14.6</b>	<b>22.4</b>	<b>18.7</b>
Effects of exchange-rate changes on cash	-0.6	0.1	-0.6	0.1	0.0	0.0	0.0
<b>Cash and cash equivalent at end of period</b>	<b>26.2</b>	<b>33.5</b>	<b>40.6</b>	<b>47.7</b>	<b>33.1</b>	<b>55.6</b>	<b>74.2</b>

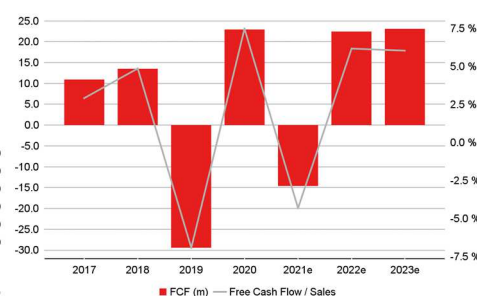
Financial Ratios

	2017	2018	2019	2020	2021e	2022e	2023e
<b>Cash Flow</b>							
FCF	10.9	13.5	-29.4	22.9	-14.6	22.4	23.1
Free Cash Flow / Sales	2.9 %	4.9 %	-6.9 %	7.5 %	-4.3 %	6.2 %	6.0 %
Free Cash Flow Potential	22.1	-24.7	-6.3	3.3	14.3	27.0	29.5
Free Cash Flow / Net Profit	78.3 %	-43.9 %	84.7 %	-86.7 %	489.9 %	209.8 %	176.9 %
Interest Received / Avg. Cash	1.6 %	0.0 %	2.1 %	0.8 %	0.9 %	0.8 %	0.5 %
Interest Paid / Avg. Debt	4.3 %	3.2 %	16.1 %	6.8 %	7.5 %	6.8 %	6.8 %
<b>Management of Funds</b>							
Investment ratio	2.1 %	2.5 %	2.0 %	3.0 %	1.9 %	2.2 %	2.1 %
Maint. Capex / Sales	1.0 %	1.3 %	1.0 %	1.5 %	1.0 %	1.1 %	1.0 %
Capex / Dep	89.4 %	67.0 %	57.3 %	36.1 %	59.9 %	68.7 %	67.6 %
Avg. Working Capital / Sales	27.7 %	24.5 %	11.7 %	18.1 %	13.9 %	14.0 %	11.5 %
Trade Debtors / Trade Creditors	190.5 %	70.3 %	66.3 %	41.8 %	54.3 %	51.4 %	51.4 %
Inventory Turnover	4.7 x	2.6 x	2.1 x	1.8 x	1.8 x	2.0 x	2.2 x
Receivables collection period (days)	134	66	39	32	38	36	36
Payables payment period (days)	135	202	123	173	152	156	159
Cash conversion cycle (Days)	77	3	87	64	84	61	43

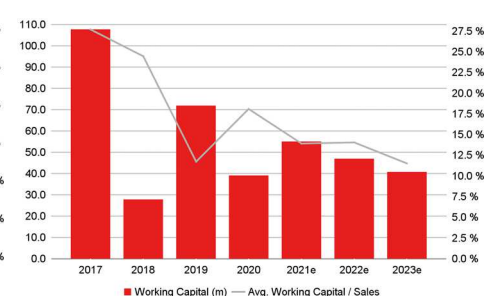
CAPEX and Cash Flow in EUR m



Free Cash Flow Generation



Working Capital



Source: Warburg Research

Source: Warburg Research

Source: Warburg Research

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This report has been made accessible to the company analysed.

Company	Disclosure	Link to the historical price targets and rating changes (last 12 months)
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## INVESTMENT RECOMMENDATION

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

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

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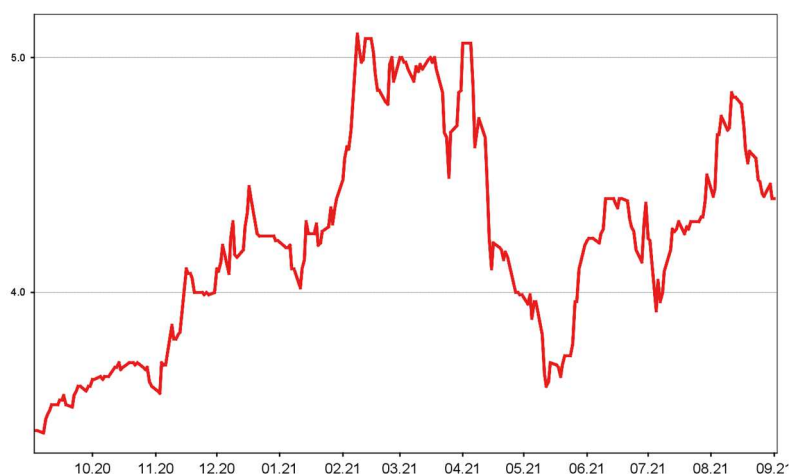
Rating	Number of stocks	% of Universe
Buy	145	68
Hold	61	29
Sell	6	3
Rating suspended	2	1
<b>Total</b>	<b>214</b>	<b>100</b>

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

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

Rating	Number of stocks	% of Universe
Buy	42	76
Hold	11	20
Sell	0	0
Rating suspended	2	4
<b>Total</b>	<b>55</b>	<b>100</b>

## PRICE AND RATING HISTORY MAX AUTOMATION AS OF 02.09.2021



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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