

Buy CHF 94.00 (CHF 88.00)	Value Indicators: CHF DCF: 93.88 FCF-Value Potential 21e: 97.39	Warburg ESG Risk Score: 2.7 ESG Score (MSCI based): 3.0 Balance Sheet Score: 4.0 Market Liquidity Score: 1.0	Description: Europe's largest manufacturer of sports motorcycles.
	Market Snapshot: CHF m Market cap: 1,711 No. of shares (m): 23 EV: 2,841 Freefloat MC: 650	Shareholders: Freefloat 38.0 % Pierer Industrie AG 62.0 % Remaining management 1.1 %	Key Figures (WRe): 2021e Beta: 1.4 Price / Book: 3.6 x Equity Ratio: 41 % Net Fin. Debt / EBITDA: 1.0 x Net Debt / EBITDA: 1.1 x
Price CHF 75.90 Upside 23.8 %			

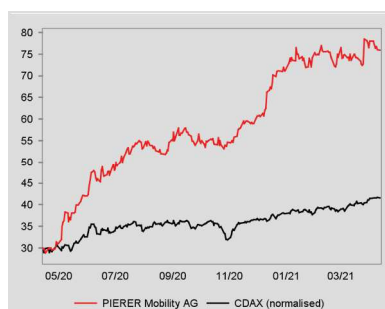
Flourishing e-bike business; PT up to CHF 94

FY21 guidance raised marginally: Pierer Mobility published preliminary sales figures for Q1 2021 yesterday after market-close, and slightly raised the guidance for FY21. The company is now assuming FY21 sales of between EUR 1,850m and 1,950m, which would correspond to yoy growth of 20.9% to 27.4%. The targeted EBIT margin corridor of 8-9% for FY21 was left untouched, mainly owing to the targeted increase in personnel as well as increased costs to secure supply chains and the European expansion of the e-bike and e-scooter business.

Q1 sales figures indicate an extraordinarily strong start to the year: In Q1 2021, Pierer Mobility achieved sales of EUR 509m, which corresponds to growth of ~82% yoy. Pierer Mobility achieved unit sales of 106.5k motorcycles with its brands KTM, Husqvarna and Gasgas (+22.1% yoy). However the e-bike business with the Raymon and Husqvarna brands flourished in Q1 2021 with sales of 19.3k e-bikes, which corresponds to growth of 107.1% yoy. The prioritisation of individual mobility and alternative leisure activities, especially in the current lockdown environment, seem to be strengthening the e-bike business even further. Overall, against the background of repeated extraordinarily high growth, the medium-term sales target of 300k e-bikes by FY24 no longer seems quite as ambitious to us. We have raised our sales assumptions for the e-bike segment and, for reasons of caution, are currently reflecting ~80% (previously ~60%) of the medium-term targets.

Conclusion: We have raised our estimates for FY21 for both sales growth and profitability. At the same time we have significantly reduced our FCF assumption for FY21 due to higher W/C requirement. We are increasing our DCF-based price target from CHF88 previously to CHF94 and are confirming our Buy rating.

Changes in Estimates:				Comment on Changes:			
FY End: 31.12. in EUR m	2021e (old)	+ / -	2022e (old)	+ / -	2023e (old)	+ / -	
Sales	1,726	10.8 %	1,914	11.6 %	n.a.	n.m.	▪ FY20 final figures incorporated into our model
EBIT	141	17.5 %	166	17.9 %	n.a.	n.m.	▪ Medium-term assumptions for the E-Bike segment were raised
EPS	2.34	23.5 %	2.83	22.6 %	n.a.	n.m.	▪ Minor changes to our DCF assumptions
FCF	25	-66.7 %	47	159.8 %	n.a.	n.m.	▪ Model was rolled forward

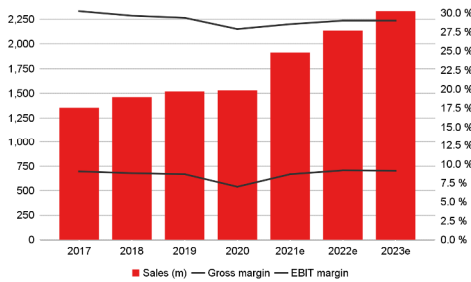


Rel. Performance vs CDAX:	
1 month:	-1.0 %
6 months:	22.0 %
Year to date:	-2.8 %
Trailing 12 months:	112.5 %

Company events:	
29.04.21	AGM
30.08.21	Q2

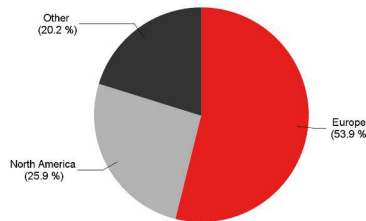
FY End: 31.12. in EUR m	CAGR (20-23e)	2017	2018	2019	2020	2021e	2022e	2023e
Sales	15.1 %	1,354	1,462	1,520	1,530	1,913	2,135	2,332
Change Sales yoy		0.8 %	8.0 %	4.0 %	0.7 %	25.0 %	11.6 %	9.2 %
Gross profit margin		30.2 %	29.6 %	29.3 %	27.9 %	28.5 %	29.0 %	29.0 %
EBITDA	17.2 %	194	211	241	234	310	355	376
Margin		14.3 %	14.4 %	15.8 %	15.3 %	16.2 %	16.6 %	16.1 %
EBIT	25.5 %	122	129	132	107	166	196	212
Margin		9.0 %	8.8 %	8.7 %	7.0 %	8.7 %	9.2 %	9.1 %
Net income	34.3 %	45	67	54	35	65	78	85
EPS	34.3 %	1.98	2.99	2.42	1.56	2.89	3.47	3.78
EPS adj.	34.3 %	1.77	1.82	2.42	1.56	2.89	3.47	3.78
DPS	-	0.30	0.30	0.00	0.00	0.30	0.30	0.30
Dividend Yield		0.6 %	0.5 %	n.a.	n.a.	0.4 %	0.4 %	0.4 %
FCFPS		-0.77	-4.35	4.10	6.40	0.38	5.43	5.27
EV / Sales		1.5 x	1.5 x	1.4 x	1.2 x	1.3 x	1.2 x	1.1 x
EV / EBITDA		10.5 x	10.6 x	8.6 x	8.0 x	8.3 x	7.4 x	6.9 x
EV / EBIT		16.8 x	17.3 x	15.7 x	17.3 x	15.6 x	13.3 x	12.2 x
P / E		26.0 x	20.8 x	21.3 x	29.6 x	23.9 x	19.9 x	18.3 x
P / E adj.		29.1 x	34.1 x	21.3 x	29.6 x	23.9 x	19.9 x	18.3 x
FCF Potential Yield		4.9 %	6.4 %	7.0 %	7.3 %	6.8 %	7.7 %	8.1 %
Net Debt		399	348	425	341	345	245	150
ROE		15.1 %	21.9 %	17.1 %	10.0 %	16.5 %	16.9 %	15.8 %
ROCE (NOPAT)		10.0 %	10.7 %	11.0 %	8.0 %	11.9 %	13.3 %	14.1 %
Guidance:	Sales of EUR 1,850m - 1,950m and an EBIT Margin of 8-9%							

Sales & margin development in EUR m



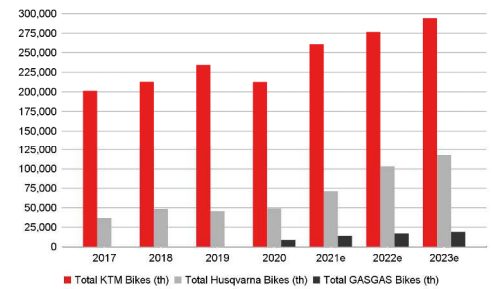
Source: Warburg Research

Sales by regions 2020; in %



Source: Warburg Research

Motorcycles unit sales by brand in units



Source: Warburg Research

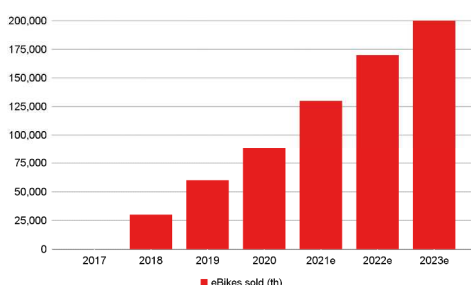
Company Background

- PMAG, is the biggest European motorcycle manufacturer and a global leader in off-road motorcycles. The company operates under the brands KTM, Husqvarna Motorcycles & GASGAS which are marketed separately.
- Racing plays an important role in generating new sales and winning new customers in both segments. In motorcycle racing, the driver is the hero and the brand is associated with the face of the winning driver.
- According to PMAG, wins can be translated 1-to-1 into off-road sales, while this effect is less pronounced for street motorcycles.
- Besides motorcycles, PMAG has set ambitious sales targets for its eBike business (Husqvarna and Raymon E-Bikes), while only targeting Europe in a first step.

Competitive Quality

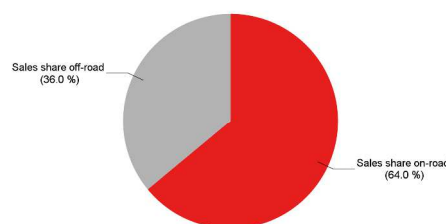
- PMAG is the market leader in Europe and has a strong footprint in USA (market share 15% and 12% respectively). Despite that, off-road is PMAG's legacy business where it benefits from a 70% market share in Europe.
- Customers look for quality and brands, which PMAG can offer as its products offer technically differentiated product features. A substantial amount of time and capital is needed to achieve the technology level of PMAG.
- Even stricter emission regulation disadvantages smaller players and new entrants and serve as a barrier to entry. At the same time it generates chances for M&A.
- PMAG is the industry leader in R&D spending, which enables it to defend its existing product offering and quickly understand new trends.
- PMAG created a unique vertical supply chain which ensures production of all critical and performance related components in house (WP, engines).

eBike unit sales development in units



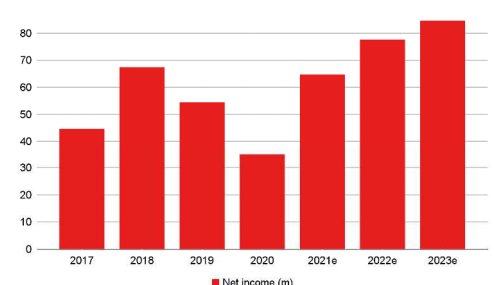
Source: Warburg Research

Sales share on/off-road 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	1,913	2,135	2,332	2,565	2,784	2,985	3,170	3,336	3,485	3,618	3,735	3,838	3,929	2.0 %
Sales change	25.0 %	11.6 %	9.2 %	10.0 %	8.5 %	7.2 %	6.2 %	5.3 %	4.5 %	3.8 %	3.2 %	2.8 %	2.3 %	
EBIT	165	194	212	231	248	262	275	286	296	303	310	314	318	210
EBIT-margin	8.6 %	9.1 %	9.1 %	9.0 %	8.9 %	8.8 %	8.7 %	8.6 %	8.5 %	8.4 %	8.3 %	8.2 %	8.1 %	
Tax rate (EBT)	25.0 %	25.0 %	25.0 %	25.0 %	25.5 %	25.9 %	26.4 %	26.9 %	27.4 %	27.9 %	28.4 %	28.9 %	29.5 %	1,799
NOPAT	123	146	159	173	185	194	203	209	215	219	222	223	224	
Depreciation	145	160	163	167	176	184	190	195	199	201	202	202	202	61.20 %
in % of Sales	7.6 %	7.5 %	7.0 %	6.5 %	6.3 %	6.2 %	6.0 %	5.9 %	5.7 %	5.6 %	5.4 %	5.3 %	5.1 %	
Changes in provisions	0	0	0	12	3	3	3	3	2	2	2	2	1	8.61 %
Change in Liquidity from														
- Working Capital	91	10	26	76	30	28	25	22	19	16	14	12	10	30.19 %
- Capex	155	160	165	205	213	219	223	225	225	224	221	218	213	
Capex in % of Sales	8.1 %	7.5 %	7.1 %	8.0 %	7.7 %	7.3 %	7.0 %	6.7 %	6.4 %	6.2 %	5.9 %	5.7 %	5.4 %	
Other	0	0	0	0	0	0	0	0	0	0	0	0	0	210
Free Cash Flow (WACC Model)	23	136	131	71	121	135	148	161	172	182	190	198	204	
PV of FCF	22	121	110	55	88	92	95	96	96	95	93	90	87	85.35
share of PVs	8.61 %			30.19 %										

Model parameter

Derivation of WACC:		Derivation of Beta:	
Debt ratio	30.00 %	Financial Strength	1.30
Cost of debt (after tax)	1.7 %	Liquidity (share)	1.50
Market return	7.00 %	Cyclicality	1.50
Risk free rate	1.50 %	Transparency	1.40
		Others	1.30
WACC	6.97 %	Beta	1.40

Valuation (m)

Present values 2033e	1,140		
Terminal Value	1,799		
Financial liabilities	531		
Pension liabilities	29		
Hybrid capital	0		
Minority interest	684		
Market val. of investments	14		
Liquidity	214	No. of shares (m)	22.5
Equity Value	1,924	Value per share (EUR)	85.35

Sensitivity Value per Share (EUR)

Beta	WACC	Terminal Growth							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		
1.66	8.0 %	54.85	56.88	59.07	61.44	64.03	66.85	69.94	1.66	8.0 %	38.15	45.92	53.68	61.44	69.21	76.97	84.73
1.53	7.5 %	64.03	66.55	69.29	72.28	75.56	79.16	83.15	1.53	7.5 %	46.78	55.28	63.78	72.28	80.78	89.28	97.78
1.46	7.2 %	69.22	72.04	75.12	78.49	82.21	86.32	90.89	1.46	7.2 %	51.73	60.65	69.57	78.49	87.42	96.34	105.26
1.40	7.0 %	74.87	78.04	81.52	85.35	89.58	94.28	99.55	1.40	7.0 %	57.18	66.57	75.96	85.35	94.73	104.12	113.51
1.34	6.7 %	81.05	84.63	88.58	92.93	97.78	103.20	109.31	1.34	6.7 %	63.23	73.13	83.03	92.93	102.84	112.74	122.64
1.27	6.5 %	87.84	91.90	96.39	101.39	106.97	113.26	120.40	1.27	6.5 %	69.96	80.44	90.91	101.39	111.86	122.34	132.81
1.14	6.0 %	103.63	108.93	114.86	121.54	129.11	137.78	147.79	1.14	6.0 %	86.03	97.86	109.70	121.54	133.37	145.21	157.04

- Sales growth slows from 10% to 2% in perpetuity.
- EBIT margin declines during transitional phase from 9% to 8%.
- EBIT used in our DCF differs from EBIT in the P&L as we exclude at-equity earnings...
- ... and separately add at-equity participations at book value. We deduct minority interest at 14x minority earnings.

Free Cash Flow Value Potential

Warburg Research's valuation tool "FCF Value Potential" reflects the ability of the company to generate sustainable free cash flows. It is based on the "FCF potential" - a FCF "ex growth" figure - which assumes unchanged working capital and pure maintenance capex. A value indication is derived via the perpetuity of a given year's "FCF potential" with consideration of the weighted costs of capital. The fluctuating value indications over time add a timing element to the DCF model (our preferred valuation tool).

in EUR m	2017	2018	2019	2020	2021e	2022e	2023e	
Net Income before minorities	84	114	96	69	114	136	149	
+ Depreciation + Amortisation	72	82	109	126	144	159	163	
- Net Interest Income	-13	-16	-14	-16	-14	-14	-14	
- Maintenance Capex	68	73	76	77	96	107	117	
+ Other	0	4	1	1	-1	-1	0	
= Free Cash Flow Potential	101	144	144	137	176	201	210	
FCF Potential Yield (on market EV)	4.9 %	6.4 %	7.0 %	7.3 %	6.8 %	7.7 %	8.1 %	
WACC	6.97 %	6.97 %	6.97 %	6.97 %	6.97 %	6.97 %	6.97 %	
= Enterprise Value (EV)	2,043	2,231	2,069	1,858	2,576	2,612	2,591	
= Fair Enterprise Value	1,448	2,061	2,066	1,960	2,520	2,888	3,008	
- Net Debt (Cash)	312	312	312	312	316	216	121	
- Pension Liabilities	29	29	29	29	29	29	29	
- Other	0	0	0	0	0	0	0	
- Market value of minorities	484	484	484	484	684	820	894	
+ Market value of investments	13	13	13	13	14	15	17	
= Fair Market Capitalisation	636	1,249	1,254	1,149	1,504	1,838	1,981	
Number of shares, average	23	23	23	22	22	22	22	
= Fair value per share (EUR)	28.23	55.44	55.64	51.34	67.23	82.13	88.53	
premium (-) / discount (+) in %					-2.7 %	18.8 %	28.1 %	
Sensitivity Fair value per Share (EUR)								
	9.97 %	8.89	27.91	28.05	24.97	33.33	43.28	48.07
	8.97 %	13.90	35.04	35.20	31.80	42.11	53.34	58.54
	7.97 %	20.17	43.96	44.14	40.34	53.09	65.93	71.66
WACC	6.97 %	28.23	55.44	55.64	51.34	67.23	82.13	88.53
	5.97 %	39.00	70.76	71.01	66.03	86.10	103.77	111.07
	4.97 %	54.11	92.27	92.56	86.63	112.59	134.12	142.68
	3.97 %	76.83	124.62	124.98	117.62	152.43	179.78	190.23

- We expect maintenance Capex at 5% of sales.
- "Others" include the adjustments from at-equity earnings which we separately add at book value.
- Additionally, we deduct minority interest at 14x minority earnings.

Valuation	2017	2018	2019	2020	2021e	2022e	2023e
Price / Book	3.7 x	4.7 x	3.4 x	2.9 x	3.6 x	3.1 x	2.7 x
Book value per share ex intangibles	-3.49	-5.56	-8.16	-8.83	-6.63	-3.77	-0.35
EV / Sales	1.5 x	1.5 x	1.4 x	1.2 x	1.3 x	1.2 x	1.1 x
EV / EBITDA	10.5 x	10.6 x	8.6 x	8.0 x	8.3 x	7.4 x	6.9 x
EV / EBIT	16.8 x	17.3 x	15.7 x	17.3 x	15.6 x	13.3 x	12.2 x
EV / EBIT adj.*	16.8 x	16.7 x	15.5 x	17.1 x	15.7 x	13.4 x	12.2 x
P / FCF	n.a.	n.a.	12.5 x	7.2 x	182.2 x	12.7 x	13.1 x
P / E	26.0 x	20.8 x	21.3 x	29.6 x	23.9 x	19.9 x	18.3 x
P / E adj.*	29.1 x	34.1 x	21.3 x	29.6 x	23.9 x	19.9 x	18.3 x
Dividend Yield	0.6 %	0.5 %	n.a.	n.a.	0.4 %	0.4 %	0.4 %
FCF Potential Yield (on market EV)	4.9 %	6.4 %	7.0 %	7.3 %	6.8 %	7.7 %	8.1 %

*Adjustments made for: One-offs and Pankl deconsolidation effect

Company Specific Items	2017	2018	2019	2020	2021e	2022e	2023e
Total KTM Bikes	201,451	212,898	234,449	212,713	260,834	276,465	294,141
Total Husqvarna Bikes	36,883	48,554	45,650	49,046	71,217	103,325	117,906
Total GASGAS Bikes	0	0	0	8,648	13,971	17,133	19,120
Sales share off-road	45.0 %	40.0 %	39.0 %	36.0 %	34.0 %	34.0 %	34.0 %
Sales share on-road	55.0 %	60.0 %	61.0 %	64.0 %	66.0 %	66.0 %	66.0 %
eBikes sold	0	30,000	60,000	88,000	130,000	170,000	200,000

Consolidated profit and loss

In EUR m	2017	2018	2019	2020	2021e	2022e	2023e
Sales	1,354	1,462	1,520	1,530	1,913	2,135	2,332
Change Sales yoy	0.8 %	8.0 %	4.0 %	0.7 %	25.0 %	11.6 %	9.2 %
COGS	945	1,029	1,074	1,104	1,368	1,516	1,656
Gross profit	409	433	446	427	545	619	676
Gross margin	30.2 %	29.6 %	29.3 %	27.9 %	28.5 %	29.0 %	29.0 %
Research and development	34	27	24	23	29	32	35
Sales and marketing	165	172	215	192	249	278	303
Administration expenses	60	71	84	103	105	117	128
Other operating expenses	32	30	1	0	2	2	2
Other operating income	4	0	11	0	4	4	5
Unfrequent items	0	0	0	0	0	0	0
EBITDA	194	211	241	234	310	355	376
Margin	14.3 %	14.4 %	15.8 %	15.3 %	16.2 %	16.6 %	16.1 %
Depreciation of fixed assets	38	43	53	61	64	70	71
EBITA	156	168	188	173	245	285	304
Amortisation of intangible assets	34	39	56	65	80	89	92
Goodwill amortisation	0	0	0	0	0	0	0
EBIT	122	129	132	107	166	196	212
Margin	9.0 %	8.8 %	8.7 %	7.0 %	8.7 %	9.2 %	9.1 %
EBIT adj.	122	134	133	108	165	194	212
Interest income	2	3	3	2	3	3	3
Interest expenses	13	18	17	15	15	15	15
Other financial income (loss)	-2	-1	0	-3	-2	-2	-2
EBT	109	112	118	91	151	182	198
Margin	8.1 %	7.7 %	7.8 %	5.9 %	7.9 %	8.5 %	8.5 %
Total taxes	30	27	22	21	38	45	50
Net income from continuing operations	79	85	96	69	114	136	149
Income from discontinued operations (net of tax)	5	5	0	0	0	0	0
Net income before minorities	84	114	96	69	114	136	149
Minority interest	39	47	41	35	49	59	64
Net income	45	67	54	35	65	78	85
Margin	3.3 %	4.6 %	3.6 %	2.3 %	3.4 %	3.6 %	3.6 %
Number of shares, average	23	23	23	22	22	22	22
EPS	1.98	2.99	2.42	1.56	2.89	3.47	3.78
EPS adj.	1.77	1.82	2.42	1.56	2.89	3.47	3.78

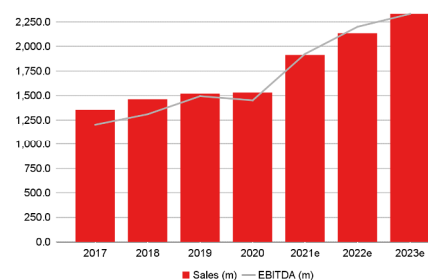
*Adjustments made for: One-offs and Pankl deconsolidation effect

Guidance: Sales of EUR 1,850m - 1,950m and an EBIT Margin of 8-9%

Financial Ratios

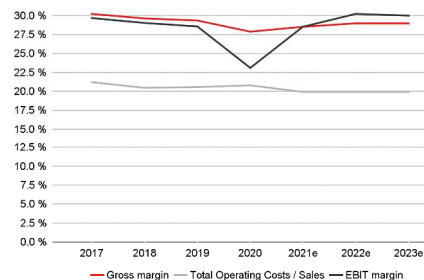
	2017	2018	2019	2020	2021e	2022e	2023e
Total Operating Costs / Sales	21.2 %	20.5 %	20.6 %	20.8 %	19.9 %	19.9 %	19.9 %
Operating Leverage	-0.4 x	0.7 x	0.6 x	-27.6 x	2.2 x	1.6 x	0.9 x
EBITDA / Interest expenses	15.3 x	11.4 x	14.2 x	15.4 x	20.4 x	23.3 x	24.7 x
Tax rate (EBT)	27.6 %	24.2 %	18.8 %	23.5 %	25.0 %	25.0 %	25.0 %
Dividend Payout Ratio	8.6 %	7.9 %	0.0 %	0.0 %	5.9 %	4.9 %	4.5 %
Sales per Employee	322,856	339,817	348,016	350,362	350,362	350,362	350,362

Sales, EBITDA in EUR m



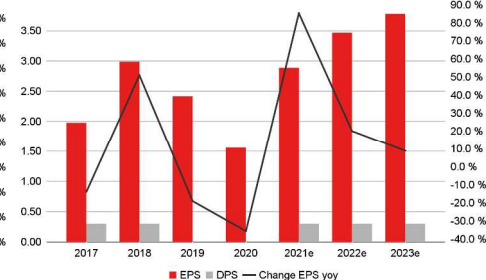
Source: Warburg Research

Operating Performance in %



Source: Warburg Research

Performance per Share



Source: Warburg Research

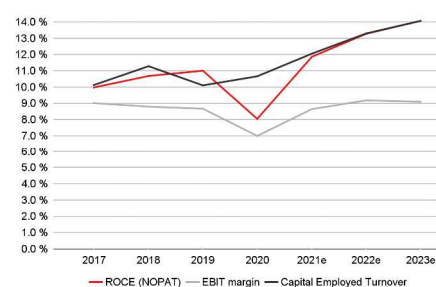
Consolidated balance sheet

In EUR m	2017	2018	2019	2020	2021e	2022e	2023e
Assets							
Goodwill and other intangible assets	397	423	522	558	572	579	585
thereof other intangible assets	280	327	392	427	442	448	454
thereof Goodwill	117	96	130	131	130	130	130
Property, plant and equipment	357	283	326	356	352	347	347
Financial assets	15	26	14	13	14	15	17
Other long-term assets	6	9	15	15	18	20	22
Fixed assets	775	742	878	942	956	961	971
Inventories	297	287	322	299	383	388	424
Accounts receivable	120	149	175	145	173	211	230
Liquid assets	169	89	161	218	214	315	410
Other short-term assets	104	87	78	82	103	115	125
Current assets	691	612	736	744	873	1,028	1,189
Total Assets	1,465	1,354	1,614	1,686	1,829	1,989	2,160
Liabilities and shareholders' equity							
Subscribed capital	225	23	23	23	23	23	23
Capital reserve	10	10	10	10	10	10	10
Retained earnings	0	0	0	0	0	0	0
Other equity components	83	265	306	328	392	462	544
Shareholders' equity	318	297	338	360	424	494	577
Minority interest	211	253	280	294	330	374	422
Total equity	529	551	619	654	754	869	999
Provisions	50	43	49	56	56	56	56
thereof provisions for pensions and similar obligations	24	25	29	29	29	29	29
Financial liabilities (total)	544	413	557	531	531	531	531
thereof short-term financial liabilities	171	73	86	75	75	75	75
Accounts payable	178	191	223	262	283	316	345
Other liabilities	164	157	167	183	205	218	229
Liabilities	937	803	995	1,032	1,075	1,120	1,161
Total liabilities and shareholders' equity	1,465	1,354	1,614	1,686	1,829	1,989	2,160

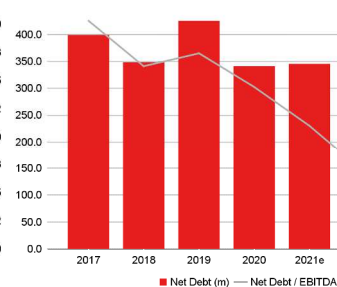
Financial Ratios

	2017	2018	2019	2020	2021e	2022e	2023e
Efficiency of Capital Employment							
Operating Assets Turnover	2.3 x	2.8 x	2.5 x	2.8 x	3.1 x	3.4 x	3.6 x
Capital Employed Turnover	1.5 x	1.6 x	1.5 x	1.5 x	1.7 x	1.9 x	2.0 x
ROA	5.8 %	9.1 %	6.2 %	3.7 %	6.8 %	8.1 %	8.7 %
Return on Capital							
ROCE (NOPAT)	10.0 %	10.7 %	11.0 %	8.0 %	11.9 %	13.3 %	14.1 %
ROE	15.1 %	21.9 %	17.1 %	10.0 %	16.5 %	16.9 %	15.8 %
Adj. ROE	13.5 %	13.4 %	17.1 %	10.0 %	16.5 %	16.9 %	15.8 %
Balance sheet quality							
Net Debt	399	348	425	341	345	245	150
Net Financial Debt	375	323	396	312	316	216	121
Net Gearing	75.5 %	63.2 %	68.7 %	52.1 %	45.8 %	28.2 %	15.0 %
Net Fin. Debt / EBITDA	193.3 %	153.2 %	164.4 %	133.8 %	102.1 %	61.0 %	32.2 %
Book Value / Share	14.1	13.2	15.0	16.1	18.9	22.1	25.8
Book value per share ex intangibles	-3.5	-5.6	-8.2	-8.8	-6.6	-3.8	-0.3

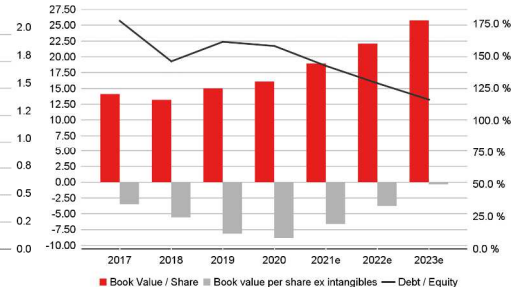
ROCE Development



Net debt in EUR m



Book Value per Share in EUR



Source: Warburg Research

Source: Warburg Research

Source: Warburg Research

Consolidated cash flow statement

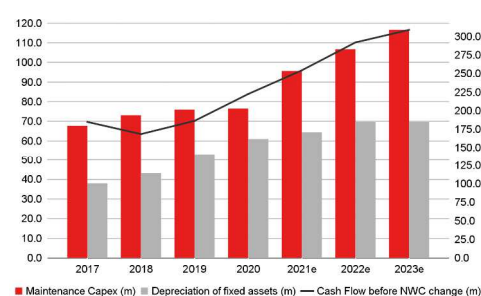
In EUR m	2017	2018	2019	2020	2021e	2022e	2023e
Net income	84	114	96	69	114	136	149
Depreciation of fixed assets	38	43	53	61	64	70	70
Amortisation of goodwill	0	0	0	0	0	0	0
Amortisation of intangible assets	34	39	56	65	80	89	92
Increase/decrease in long-term provisions	0	1	4	-1	0	0	0
Other non-cash income and expenses	28	-29	-23	28	-4	-3	-1
Cash Flow before NWC change	185	168	186	223	255	292	309
Increase / decrease in inventory	-36	-58	58	17	-84	-6	-36
Increase / decrease in accounts receivable	-44	-26	13	26	-28	-38	-19
Increase / decrease in accounts payable	56	1	0	47	21	33	29
Increase / decrease in other working capital positions	0	0	0	0	0	0	0
Increase / decrease in working capital (total)	-23	-83	71	90	-91	-10	-26
Net cash provided by operating activities [1]	161	85	257	313	163	282	283
Investments in intangible assets	-74	-93	-110	-117	-95	-95	-95
Investments in property, plant and equipment	-105	-90	-55	-52	-60	-65	-70
Payments for acquisitions	0	0	0	0	0	0	0
Financial investments	9	16	-1	0	0	0	0
Income from asset disposals	27	70	0	0	0	0	0
Net cash provided by investing activities [2]	-154	-102	-166	-147	-155	-160	-165
Change in financial liabilities	-97	-39	5	-72	0	0	0
Dividends paid	-20	-19	-20	-27	0	-7	-7
Purchase of own shares	0	0	-5	-5	0	0	0
Capital measures	0	0	0	0	0	0	0
Other	0	-6	0	-1	-12	-15	-16
Net cash provided by financing activities [3]	-118	-63	-21	-105	-12	-21	-23
Change in liquid funds [1]+[2]+[3]	-111	-80	71	61	-4	100	95
Effects of exchange-rate changes on cash	-4	0	0	-4	0	0	0
Cash and cash equivalent at end of period	169	89	161	218	214	315	410

Financial Ratios

	2017	2018	2019	2020	2021e	2022e	2023e
Cash Flow							
FCF	-17	-98	92	143	8	122	118
Free Cash Flow / Sales	-1.3 %	-6.7 %	6.1 %	9.4 %	0.4 %	5.7 %	5.1 %
Free Cash Flow Potential	101	144	144	137	176	201	210
Free Cash Flow / Sales	-1.3 %	-6.7 %	6.1 %	9.4 %	0.4 %	5.7 %	5.1 %
Free Cash Flow / Net Profit	-38.7 %	-145.4 %	169.7 %	410.1 %	13.1 %	156.5 %	139.4 %
Interest Received / Avg. Cash	1.0 %	2.7 %	2.4 %	0.9 %	1.4 %	1.1 %	0.8 %
Interest Paid / Avg. Debt	2.1 %	3.9 %	3.5 %	2.8 %	2.9 %	2.9 %	2.9 %
Management of Funds							
Investment ratio	13.2 %	12.6 %	10.8 %	11.1 %	8.1 %	7.5 %	7.1 %
Maint. Capex / Sales	5.0 %	5.0 %	5.0 %	5.0 %	5.0 %	5.0 %	5.0 %
Capex / Dep	248.0 %	223.0 %	151.2 %	134.3 %	107.5 %	100.9 %	101.0 %
Avg. Working Capital / Sales	17.8 %	16.6 %	17.1 %	14.9 %	11.9 %	13.0 %	12.7 %
Trade Debtors / Trade Creditors	67.4 %	78.4 %	78.7 %	55.3 %	61.1 %	66.7 %	66.7 %
Inventory Turnover	3.2 x	3.6 x	3.3 x	3.7 x	3.6 x	3.9 x	3.9 x
Receivables collection period (days)	32	37	42	35	33	36	36
Payables payment period (days)	69	68	76	87	76	76	76
Cash conversion cycle (Days)	78	71	76	47	60	53	53

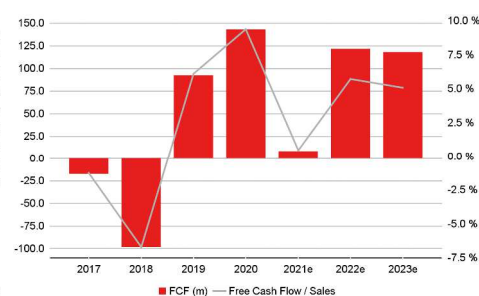
CAPEX and Cash Flow

in EUR m



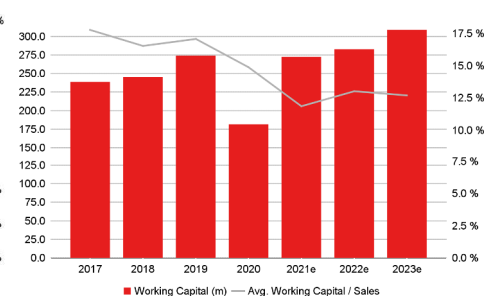
Source: Warburg Research

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)
PIERER Mobility AG	5	http://www.mmwarburg.com/disclaimer/disclaimer_en/AT0000KTMI02.htm

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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-	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.

WARBURG RESEARCH GMBH – ANALYSED RESEARCH UNIVERSE BY RATING

Rating	Number of stocks	% of Universe
Buy	136	65
Hold	62	30
Sell	5	2
Rating suspended	5	2
Total	208	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	79
Hold	7	15
Sell	0	0
Rating suspended	3	6
Total	48	100

PRICE AND RATING HISTORY PIERER MOBILITY AG AS OF 13.04.2021



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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