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# **VAT Group**

**Swiss High-Performance Valves** 

**Target Price: CHF 478.1** 

Current Price: CHF 408.2 *Upside Potential:* +17.13%

**Recommendation: BUY** 

Vienna, 02.02.2024

PASSION. PRECISION. PURITY.

# **Team Overview**











# **Equity Research**



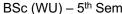
Stefan Hauer

Head

- Task Distribution
- Story Guideline









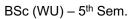
Nina Feik



- Valuation
- Financial Analysis









Yoan **Talkov** 



- Valuation
- Peer Analysis



Joseph-Daniel

**SchiedIbauer** 

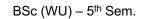
**Associate** 

Valuation

Strategy

LEK







Kilian **Frischauf** 

**Associate** 

- Market Analysis
- Company Overview



**Analyst** 

- **Business Model**
- Geographies

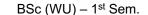


**David** Leutgeb

**Analyst** 

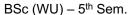
- Market Analysis
- ESG Overview





**Deutsche Bank** 

BSc (WU) - 5th Sem.



MSc (WU) - 3rd Sem.

**MEAG** 

MA LBS Vienna grad.

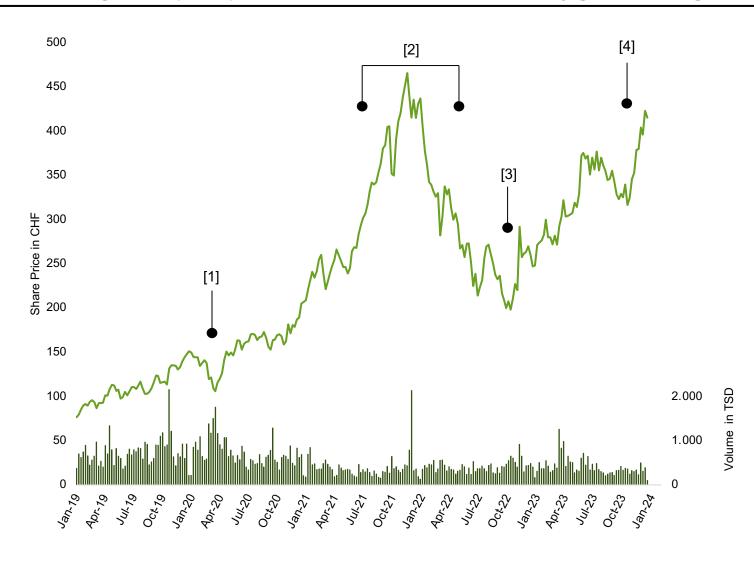


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# **Share Price Performance**



Outstanding share price performance combined with industry growth aiding VAT's business case



### **Major Events**

- [1] March 2020 (-25.5%) Supply chain disruptions due to the covid outbreak led to a decline in share price
- [2] July 2021-March 2022 An increase in share price due to strong global semiconductor demand and higher market share was followed by lower order volume in Q1 22, supply chain issues and increasing interest rates
- [3] September 2022 (-15.5%) Despite strong revenue, lower than expected order volume caused a decrease in share price
- [4] November 2023 (+16.8%) Strong quarterly results and optimistic forecast paired with analyst upgrades resulting in a spike in share price

### **Key Stats**

- IPO: 03/2016 on SIX Swiss Exchange
- Market Cap: CHF 12.2 bn
- 52 week **high**: CHF 424.3
- 52 week low: CHF 269.4
- Ticker: VACN

# **Investment Thesis**

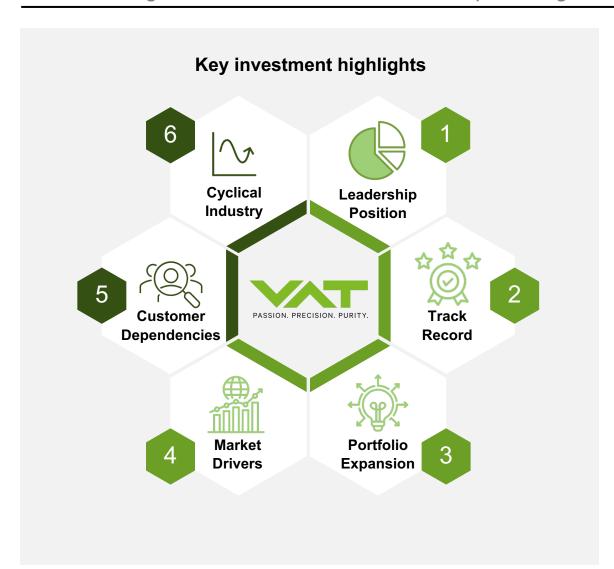
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Global leading vacuum valve manufacturer with promising returns in adjacent markets



Leading the market with long-standing, high-quality products and controlling 70% of the vacuum valves market

Innovation, growth, and financial stability are ever-persisting elements of VAT's near 60-year-long company track record

VAT expands its product portfolio by **cross-selling adjacent products** to already established customers of vacuum valves

Vacuum valves are essential channels to **enable high-growth end markets**, particularly in the semiconductor industry

Two customers make up 37% of VAT's revenue

The cyclical nature of the semiconductor industry makes VAT vulnerable to economic downturns



# **Company Overview**









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VAT leverages 55+ years of experience paired with technology leadership in the high-quality vacuum valve industry

### **Company Description**

VAT is the leading global **developer**, **manufacturer** and **supplier** of **mission-critical high-vacuum solutions** needed for manufacturing processes of innovative products used in daily life such as portable devices, displays and other devices enabling the new Digital Era.



Haag, CH

Foundation

1965





Countries

Patents 500+

Countries 29

### **Management Team**



Urs Gantner CEO Since 2024



Fabian Chiozza CFO Since 2021

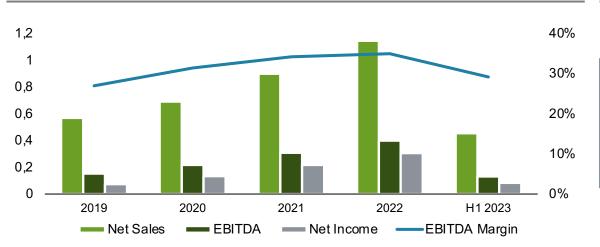


Thomas Berden COO Since 2020



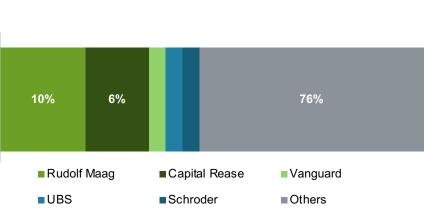
Martin Komischke Chairman Since 2017

### Financial Overview (CHF bn)



3.000 +

### **Shareholder Structure**



Free Float 89.9%

Nearly half of the shares are held by institutional investors









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# **Business Segments**

Spare Parts

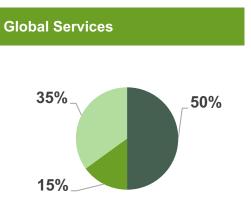
Upgrade and

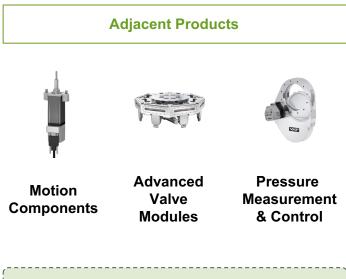
Retrofit

and Gates

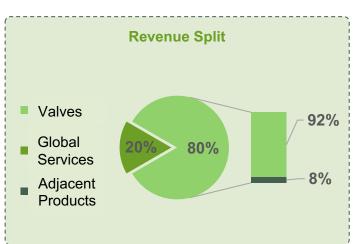
Repair

# Semiconductors 67% Coating Scientific Instr. Display Research Other





A focus on product innovation and manufacturing flexibility shapes VAT's business model



### **Value Chain**







**500** patented Inventions

5% of Sales invested in R&D

300 Scientists & Engineers

High manufacturing flexibility allows VAT to adapt to the business cycle





Variable Costs

Components outsourced

Customers are mainly **Original Equipment Manufacturers** and **big science projects** 







# **Ecosystem**

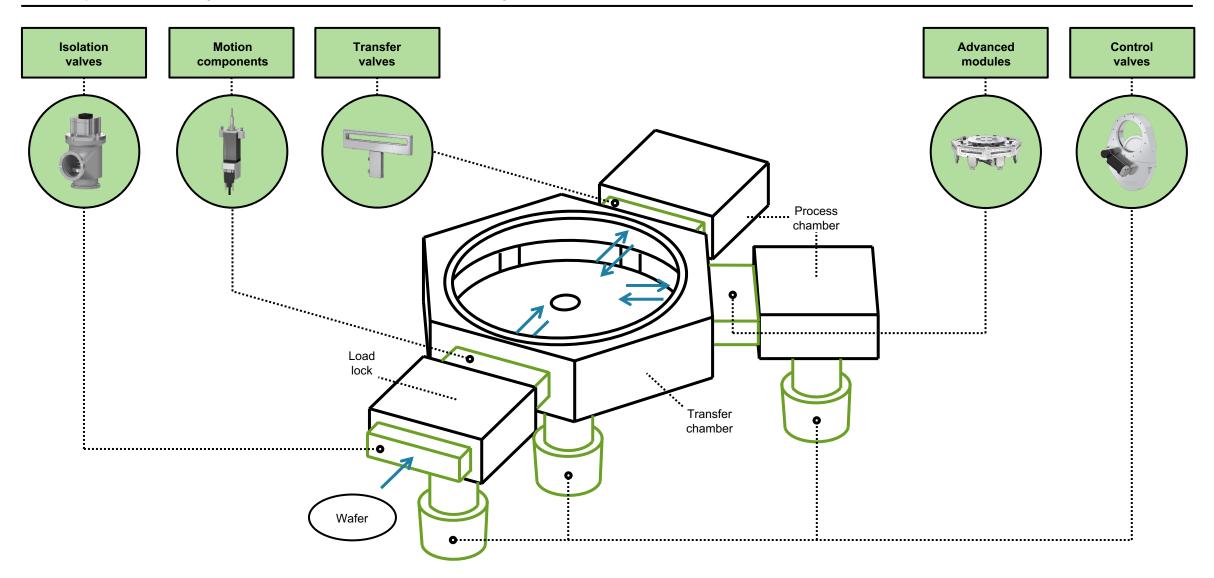
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VAT's product ecosystem almost covers the entirety of vacuum solutions



# **Strategy**







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VAT's keeps attention to its core strengths, but seeks future growth by pushing adjacencies

### **Strategic Rationale**

### **Portfolio**

- 5,000+ Products
- 15+ Categories

### **Brand Recognition**

- Quality & Trust
- Market Share Capture

### **Adjacencies**

- Growth Opportunity
- Cross Selling Potential



### **USP**

- Tightest vacuum seal globally demonstrating high quality
- Developed client understanding by 50+ years of experience
- Unique market positioning enabling long-term success

### **Margin Strategy**

### Revenue





- Introduce flexible supply to scale up / down
- Regionalize supply chain for Malaysian facility

### **Gross Profit Margin 62%**





- Offshoring to MY lowering wage expenses
- Maintain research activities in CH and U.S.

### **EBITDA Margin 29%**



- Loans across currencies to hedge
- Corporate tax benefits in CH

**Net Income Margin 17%** 

# Geography

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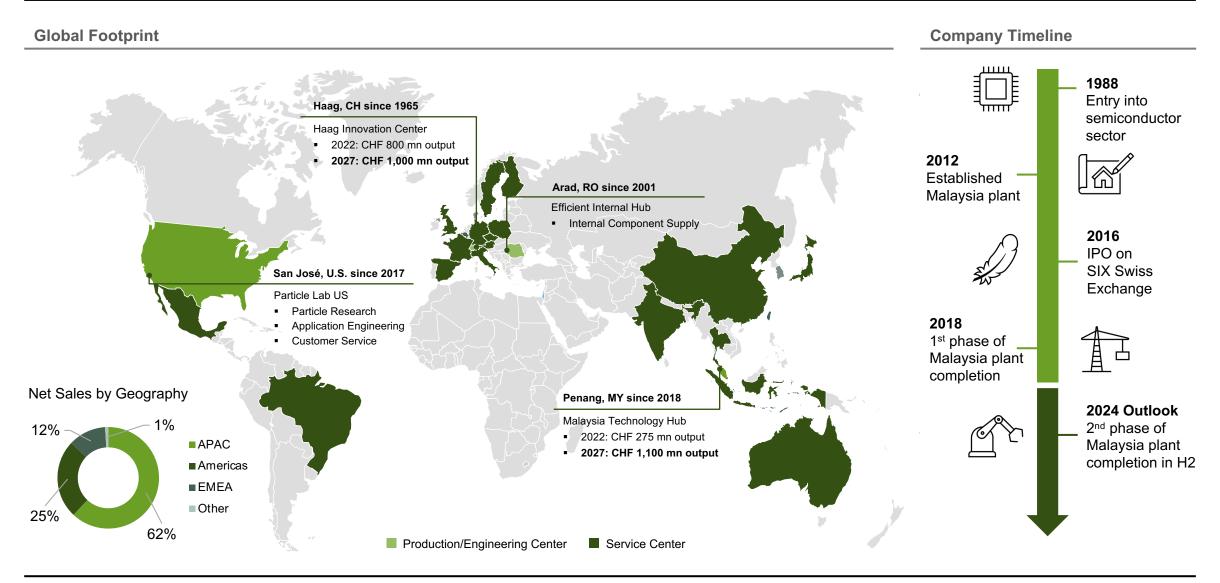


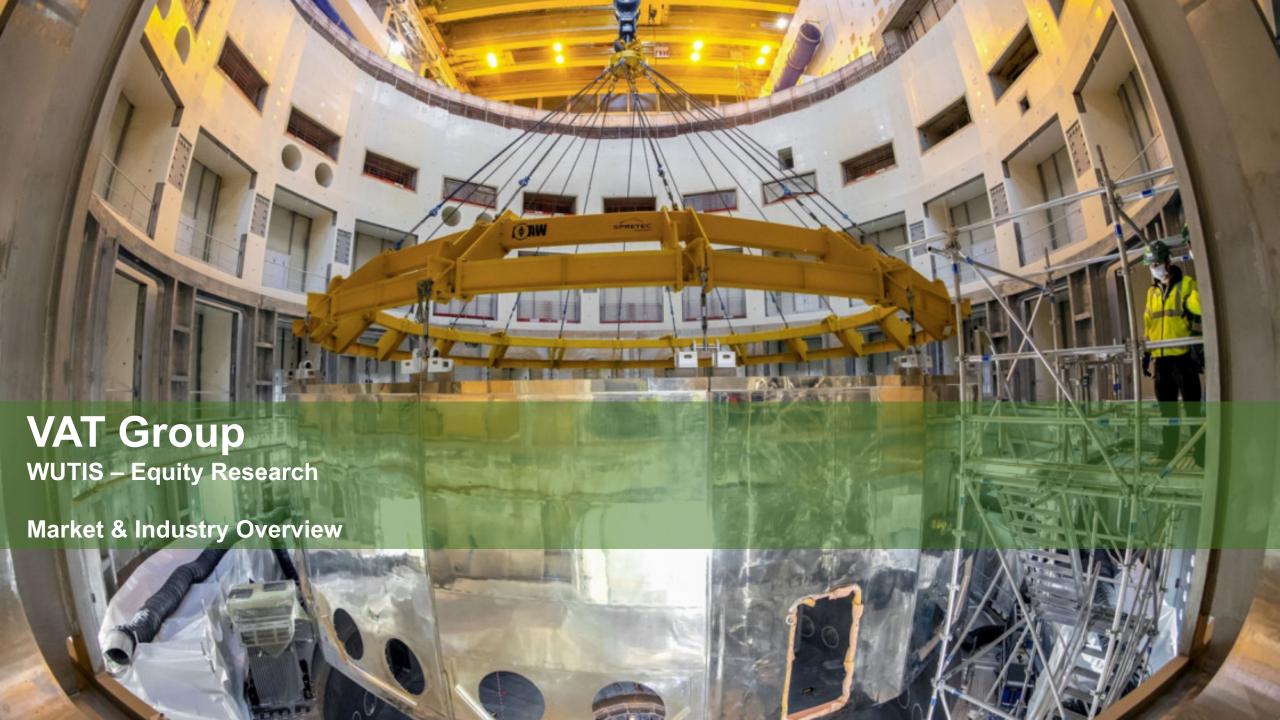




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VAT runs global operations and, as of today, has established 4 production/engineering- and 20+ service centers





# Vacuum Industry I





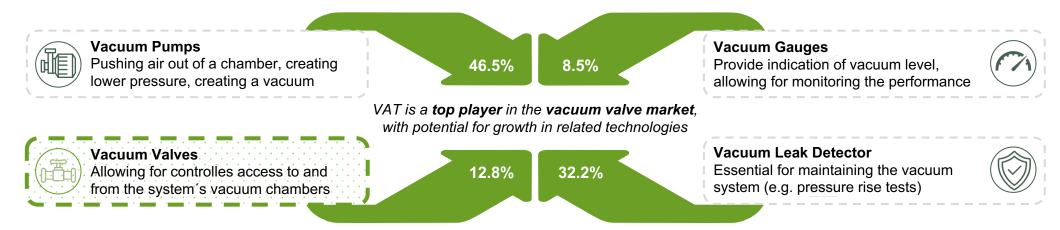




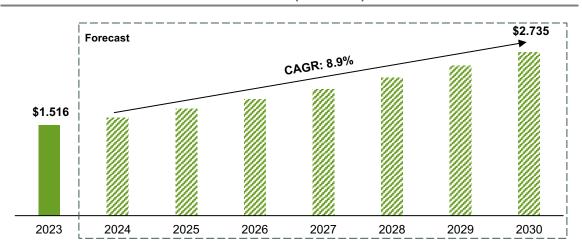
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# VAT leads vacuum valve market with expansion potential

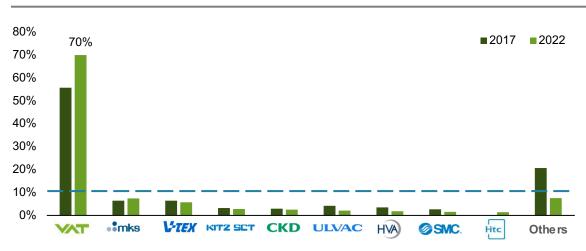
### **Segements of the Vacuum Industry**



### Vacuum Valves Market Size Forecast (USD mn)



### **Vacuum Valve Market Share**



# Vacuum Industry II





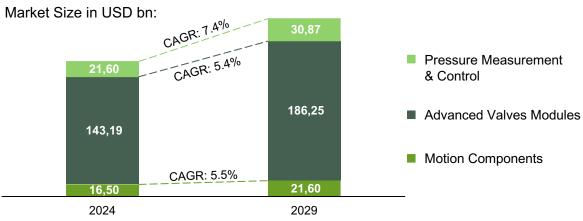




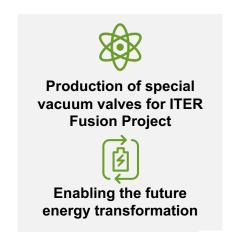
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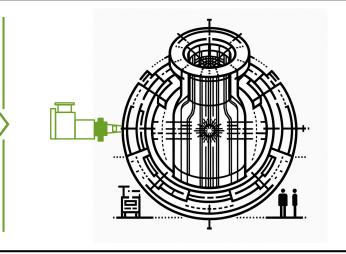
# Strategically expanding into adjacent markets while mitigating market cyclicality risks

### **Adjacency Markets**

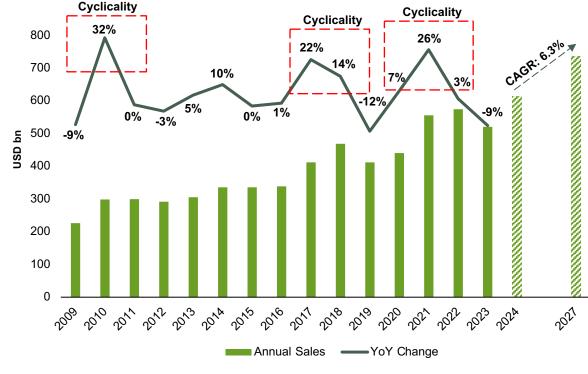


### **Energy Fusion**





### **Cyclicality of the Semiconductor Market**







**Customer Relationships** 





Strategic Partnerships







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Multiple drivers within the vacuum valve market complement VAT's strategic positioning

### **Industry Trends and Drivers**



### **Growth of semiconductor industry**

Increasing need for advanced electronics in various semiconductor markets is driving the demand for advanced vacuum valves.



### Digitalization

Advances in AI, IoT and the global push toward digitalization are driving the significant growth in the demand for vacuum valve.



### **Increased WFE investments**

Enhanced manufacturing technologies and the push for purer production environments are leading to increased spending on WFE.



### Shrinking node sizes

The pursuit of node sizes down to 3nm reinforces the need for ultra-precise vacuum valves, which is critical to housing billions of transistors in chips.



### Renewable energy integration

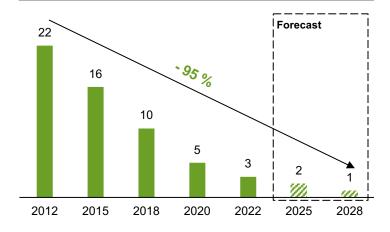
Integration of vacuum-based processes is vital across the renewable energy value chain, from solar cells to wind power, highlighting the role of vacuum valve technology.



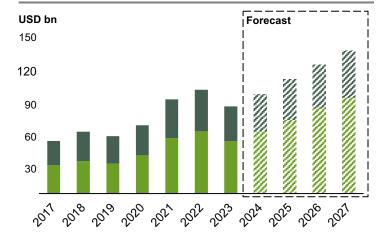
### **Supply Chain Challenges**

Ongoing geopolitical tensions and the pandemic have underscored the importance of resilient supply chains, prompting companies to strategize for more robust and flexible operations.

### **Node Size Evolution (Nanometer)**



## Wafer Fabrication Equipment (WFE) Spending

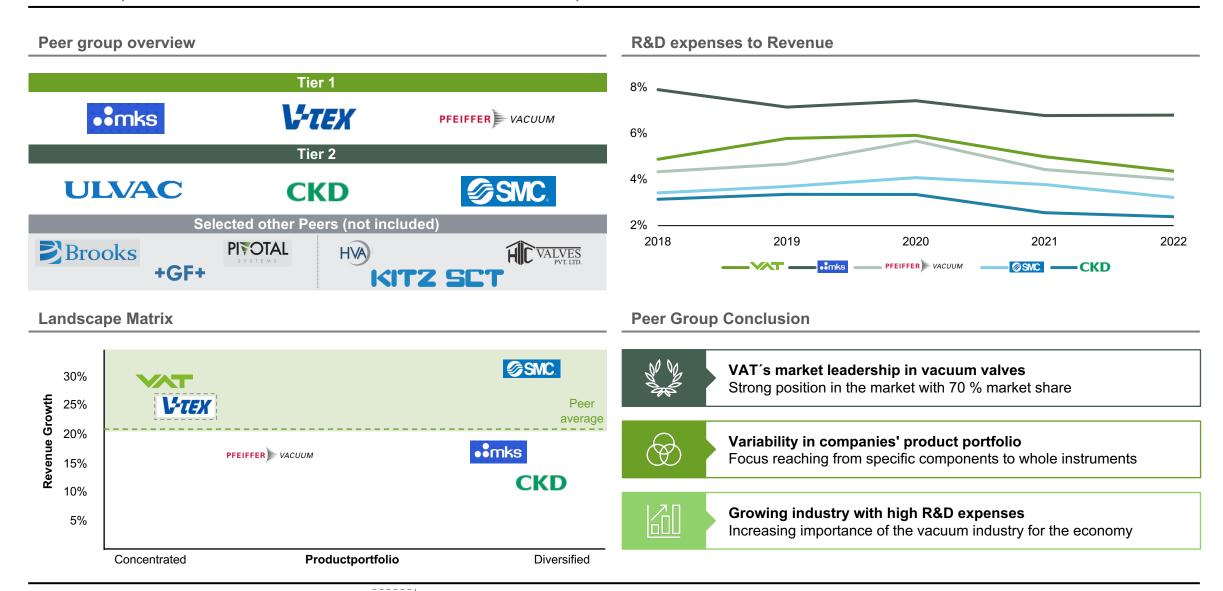




# **Peer Benchmarking**

W U T I S

VAT occupies the vacuum valves market without real competition



Source: Annual Reports, Company Website -16 - | Valid until 02/02/2024 © WUTIS - Equity Research

# **Financial Analysis**

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Strong historical performance enables future growth and expansion in adjacency market

# ROIC & WACC 30% 20% 10% 2019 2020 2021 2022 H1 2023

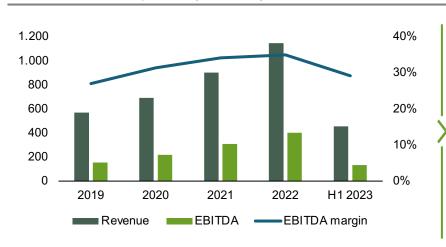
-ROIC -WACC

### Altman Z - Scores & D/E Ratio



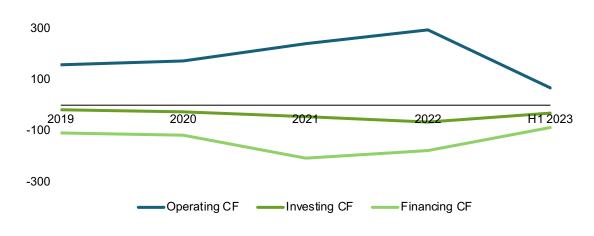


### Revenue Development (CHF mn)





### **Cashflow Analysis (CHF mn)**











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Sales recovery in 2024 and 2025 and higher profitability in the short-term

### **Operating Assumptions**



### Revenue development

The spike in revenues in 2024 and 2025 is driven by the recovery of the semiconductor market and afterwards they **range from 19% to 4%** 



### **Profitability**

Offshoring of wages and utilizing again full capacity by the higher demand returns profitability levels again to **33-34% in the first years** 

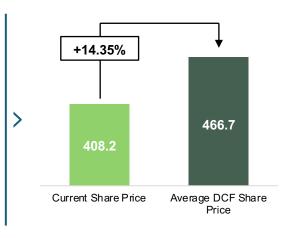


### **Capital expenditure**

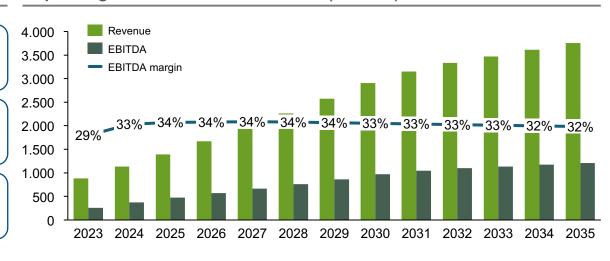
Due to a continuing expansion in APAC and increasing capacity in the next 5 years, we expect **4-5% of CapEx until 2027** 

### **Key Valuation Assumptions & Average DCF Share Price (in CHF mn)**

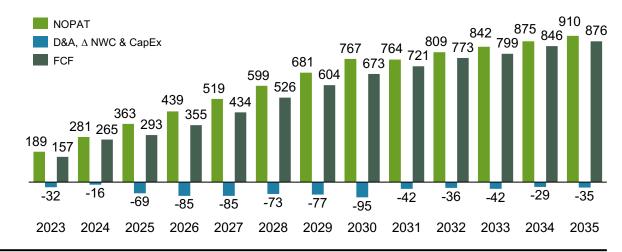




### Operating Financials in the Base Case (CHF mn)



## Free Cash Flow Composition (CHF mn)



# **Valuation II - Summary**

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A solid buy recommendation with an upside of 17.13% results from conservative assumptions

### **Scenario Analysis**



The **bull** case is driven by higher market growth for each segment and an **increased market penetration rate for adjacent products**, as well as a **higher EBITDA margin** on group level

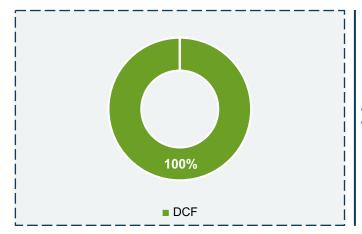


The base case assumes slightly lower profitability than the company's guidance in coming years, slowly increasing market share in adjacent products and a recovery of the semiconductor market



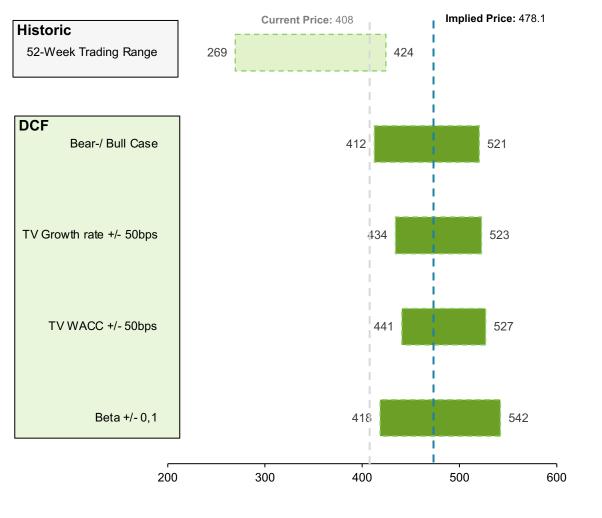
In the bear case we assume the lowest EBITDA margin from the guidance range, a slower recovery of the semiconductor market and a smaller penetration rate for adjacent products

## **Target Share Price**





### Valuation Summary (in CHF)



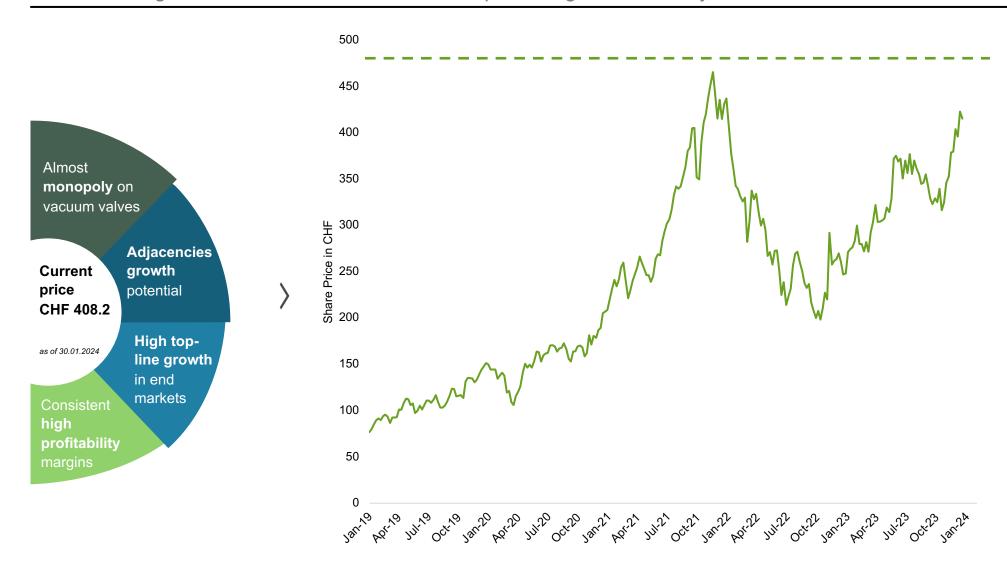


# **Conclusion**





Global leading vacuum valve manufacturer with promising returns in adjacent markets



Target CHF 478.1 Upside potential of +17.13%

Currently CHF 408.2



# **Appendix: Risks**







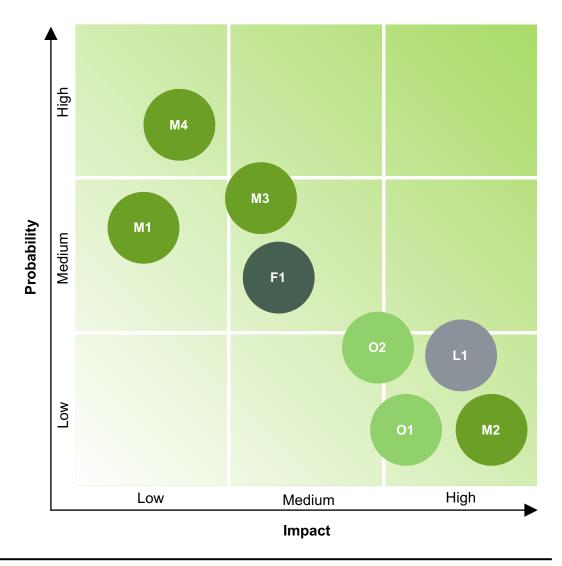


# Macroeconomic factors might influence short-term performance



- Once a "perfect vacuum" is made, innovation will no longer be needed 02
- Rising inflation will increase product prices which may decrease demand M1
- **M2** Geopolitical tensions in Taiwan might affect vacuum valve demand
- **M3** Semiconductor industry cyclicality directly affects VAT's performance
- M4 Due to global production and distribution, currency risks may occur
- A comparatively low credit rating might make borrowing less attractive
- Regulations against monopolistic market positions would be detrimental

Operations (O) - Market (M) - Financial (F) - Legislation (L) - Workforce (W)



# **Appendix: PESTLE Analysis**











# VAT faces minor macroeconomic challenges

			Impact			
High	Medium	Low		Low	Medium	High
	elated to manufacturing and act the company's operation		Р	_	cies and tariffs could impact ucts which is crucial for VAT	
	erest rates encourage consu oosting demand for VAT's p		Е	-	ture of the industry, worsening the demand for VAT's pro	
• •	s and the growing middle clapson positively impacting demand		S	Stagnating population	on in developed markets car potential	n limit VAT's growth
•	roduct improvement or deve hips could give VAT a comp	-	Т		front of technological advan	
	government subsidies due on expand easily, resulting in VAT's products	_	L	Export restrictions a	nd tariffs or antitrust laws wo	ould be a significant
company focuses on clir	e forefront when it comes to nate protection (e.g. aims to 22) and using sustainable of	cut CO2 emission in	Е	_	n of the industry and growing require costly investments in	-

# **Appendix: SWOT Analysis**

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# Strengths and opportunities overshadow weaknesses and potential threats

### **STRENGTHS**

- Technological leadership: VAT's technological expertise combined with high R&D expenses enable cutting-edge solutions allowing VAT to stay ahead of advancements and deliver tailored solutions to their customers
- Market leadership: A long history and strong reputation have allowed VAT to become an established player in the industry leading to a loyal customer base and good brand recognition
- Integration of services across the value chain apartment from core product portfolio has enabled VAT high growth in market share leading to a strong market position

### **OPPORTUNITIES**

- Technology improvements and industry growth: Growing demand for technological products, which require VAT's vacuum valves due to the rise of new technologies
- Expansion into new markets: Development of emerging technologies via partnerships (e.g. innovative sealing methods via partnership with Lingacom) could enable VAT to enter new markets
- Adjacencies: VAT expands its product portfolio by cross-selling adjacent products to already established customers of vacuum valves



- Market dependence: Strong dependence on semiconductor industry and the focus on two key customers (20% of revenue) decrease their pricing power
- Geographical dependence: Strong dependence and geographical limitation to the Asia-Pacific region
- Costs: Price-pressure in specific raw-materials and components combined with high R&D and CAPEX requirements can lead to higher costs-harming profitability as VAT needs to stay ahead of competitors

- High cyclicality of the industry poses threat in case of economic downturns causing a decline in demand
- Increased price competition due to other industry players aiming to increase their market share by undercutting VAT's prices
- Superior technological solutions and failure to lead technological advancements could make VAT's solutions become outdated
- Supply chain disruptions: A worsening of the Chinese-Taiwan situation and changes in trade policies can cause supply chain disruptions

### **WEAKNESSES**

**THREATS** 

# **Appendix: Porter's Five Forces**











VAT Group's competitive advantage arises from its technological leadership

- (+) Niche market with special requirements
- (+) Market share >70%
- (-) High semiconductor market growth

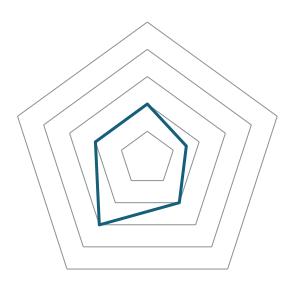
Industry rivalry – LOW

### Threat of substitutes - LOW

- Specialized high-performance vacuum valve(+)
  - High switching costs (+)
  - Leadership in vacuum valve technology (+)



- Strong partnership with major semiconductor OEM's (+)
  Offers are hard to compare and not transparent,
  - therefore low-price sensitivity (+)
- High switching costs due to specialized technology (+)



### **Bargaining power of suppliers – MEDIUM**

- (+) Components may be less standardized
- (-) Moderate to high costs for switching suppliers
- (-) Reliant on a network of trusted suppliers

### Threat of new entrants - LOW

- (+) High barriers to entry due to technology know-how requirements
- (+) High capital requirements for R&D and production
- (+) High economies of scale
- (-) Innovation and R&D widen the technology gap

# **Appendix: ESG**







# Average ESG Performance within the machinery industry

### Overview





### **MSCI IMPLIED TEMPERATURE RISE**

- Decarbonization target: Reduce GHG emission by 50% by 2025
- Implied temperature rise of 2.3°C not aligned with global climate goals



### **ESG LAGGARD**

- Limited opportunities regarding clean tech
- Toxic emission & waste during the production



### **ESG LEADER**

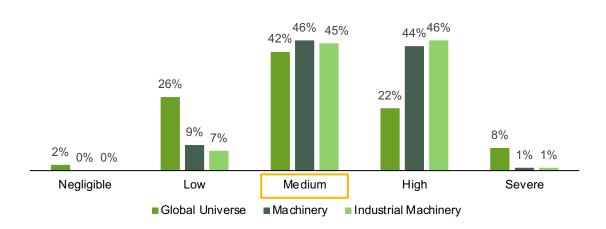
- Corporate Governance & Labor Management
- Not accused of any controversial behavior related to ESG



### **VAT Achievements in 2022**

- Renewable energy consumption increased by 6% compared to 2021
- Lower emission energy compared to 2021

### **Sustainalytics Analysis**



### **Positive Impact**



### **Electric Vehicles & Power Storage**

- Vacuum valves are vital for manufacturing electric vehicle batteries
- VAT's technology supports the shift to greener power solutions



### **Solar Energy**

- More vacuum chambers are needed for increased efficiency
- VAT developed new products specifically for solar application



### **Emission-free nuclear fusion energy**

- Extreme vacuum conditions needed during the fusion reaction
- VAT developed one of the world's largest all-metal gate valve for ITER

# **Appendix: Credit Rating**







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# Mediocore rating as a result of the sector specific methodology

LONG TERM RATING

12 DEC 2022

Ba<sub>2</sub>

### **MOODY'S Ratings Overview**

OUTLOOK **Positive** 

**INDUSTRY** 

**Technology: Semiconductor** 

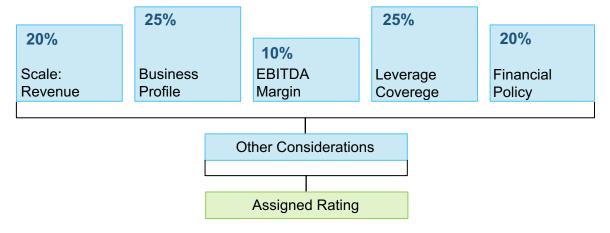
**SECTOR** 

**Semiconductor – Western Europe** 

PEER GROUP

**Semiconductors** 

### Methodology



### **MOODY'S Comments**

- Continued capitalization on strong demand for vacuum valves
- High profitability and sustained positive free cash flow generation
- Flexible cost structure
- Small revenue base
- Substantial customer concentration
- Successfully addressing the comprehensive refinancinf of the capital structure

### **Explanations for the assigned rating**

	Aaa	Aa	Α	Baa	Ва	В	Caa	Ca
Rev (USD Billion)	> 60	30 - 60	15 -30	5 -15	2 - 5	1 - 2	.25 - 1	< .25
EBITDA Margin %	> 60	45 - 60	30 - 45	25 - 30	20 -15	12 - 20	5 - 12	< 5
Debt/ EBITDA	< .5x	.5x - 1x	1x – 1.5x	1.5x – 2.5x	2.5x – 4x	4x – 6x	6x – 8.5x	> 8.5x

# **Appendix: Excerpt of Product Mix**









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# VAT offers 5,000+ products across 15 categories

PASSION. PRECISION. PURITY.	Mini UHV Gate Valve	HV Gate Valve	HV Transfer Valve with L-VAT	HV Angle Valve	HV Pendulum Isolation Valve	Pressure Relief Valve
Prouct Category	Vacuum Isolation Valves	Vacuum Gate Valves	Vacuum Transfer Valves	Vacuum Angle Valves	Vacuum Pendulum Valves	Pressure Relief Valves
Product Depiction						
Actuator	Pneumatic Single acting or opening spring	3-Position-Pneumatic Double acting	Pneumatic Double acting with position indicator	Pneumatic Double acting with position indicator	Pneumatic Single acting with closing spring (NC)	n/a
Leak Rate Valve Body	< 5 × 10-10 mbar ls-1	< 1 × 10-9 mbar ls-1	< 1 × 10-9 mbar ls-1	< 1 × 10-9 mbar ls-1	< 1 × 10-8 mbar ls-1	< 1 × 10-9 mbar ls-1
Temperature Valve Body	≤ 250 °C open ≤ 200 °C closed	≤ 150 °C	≤ 50 °C - ≤ 120 °C	≤ 50 °C - ≤ 120 °C	≤ 120 °C	≤ 150°C
Pressure Range	1 × 10-10 mbar to 2 bar	1 × 10-8 mbar to 1.6 bar	1 × 10-9 mbar to 1.2 bar	1 × 10-7 mbar to 2 bar	1 × 10-8 mbar to 1.2 bar	1 × 10-8 mbar to 1.2 bar

# **Appendix: Relative Share Price Performance**



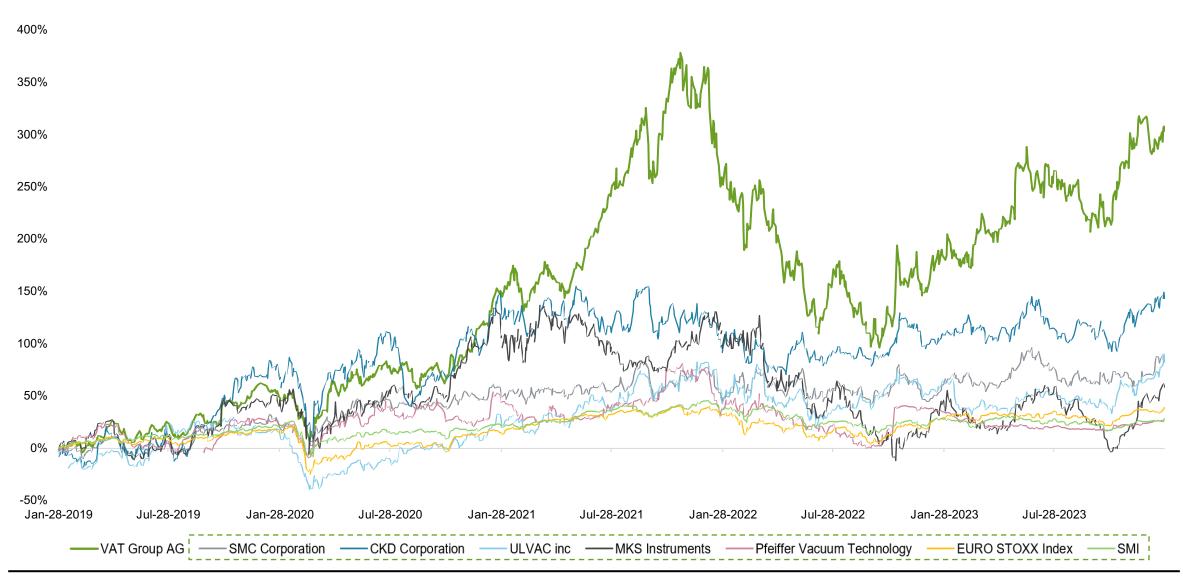








# Comparison of VAT Group with competitors and indices



# **Appendix: Peer Group Multiples Time Series**



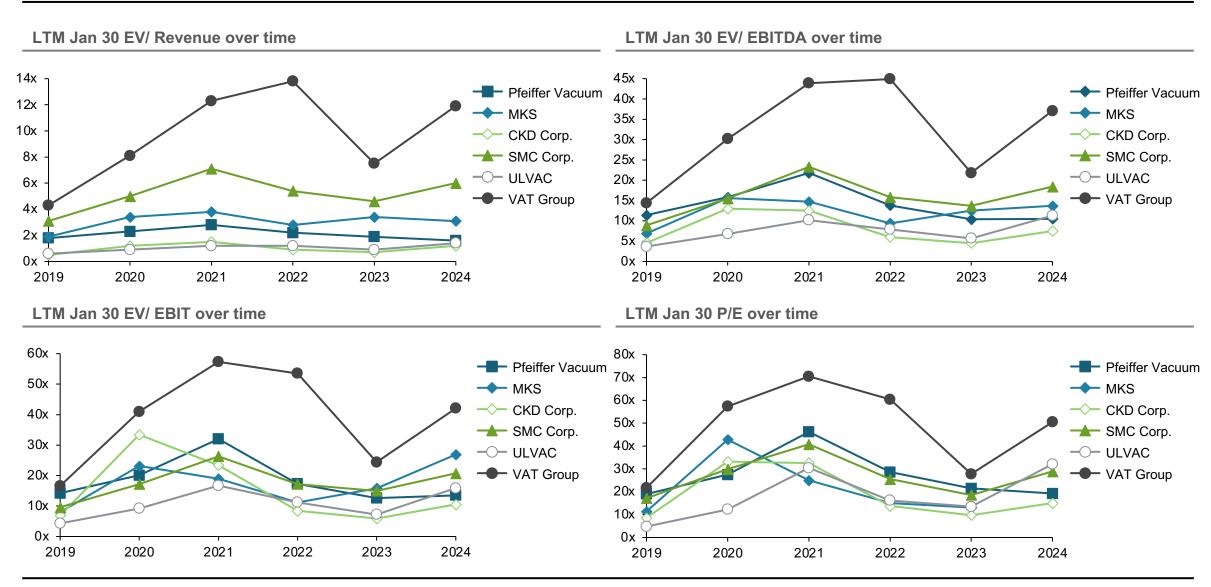






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Since 2019 the market priced VAT Group highly above its peers due to significantly higher expectations



### EV/Sales

	Sales		EV/Sales	EV	Net Debt	NCI	Pref. Stock	Equity V.	Shares	Share Price	∆ Curren
		Q1	1.4x	1,378				1,179		CHF 39	
LTM	979	MED	1.6x	1,560	198.2	n/a	n/a	1,362	29.98192	CHF 45	-89%
		Q3	3.0x	2,980				2,782		CHF 93	
		Q1	1.3x	1,184				986		CHF 33	
NTM	935	MED	1.6x	1,523	198.2	n/a	n/a	1,325	29.98192	CHF 44	-89%
		Q3	3.3x	3,070				2,871		CHF 96	
		Q1	1.3x	1,174				976		CHF 33	
FY23'	879	MED	1.7x	1,461	198.2	n/a	n/a	1,263	29.98192	CHF 42	-90%
		Q3	3.3x	2,858				2,659		CHF 89	
		Q1	1.2x	1,191				992		CHF 33	
FY24'	991	MED	1.6x	1,603	198.2	n/a	n/a	1,405	29.98192	CHF 47	-89%
		Q3	3.2x	3,133				2,935		CHF 98	
		1									
		Q1	1.1x	1,326				1,128		CHF 38	
FY25'	1,230	MED	1.5x	1,896	198.2	n/a	n/a	1,698	29.98192	CHF 57	-86%
		Q3	2.8x	3,418				3,220		CHF 107	

EV/EBIT											
	EBIT		EV/EBIT	EV	Net Debt	NCI	Pref. Stock	Equity V.	Shares	Share Price	∆ Current
		Q1	13.5x	3,418				3,220		CHF 107	
LTM	253	MED	18.0x	4,559	198.2	n/a	n/a	4,361	29.98192	CHF 145	-64%
		Q3	20.5x	5,173				4,974		CHF 166	
		Q1	13.0x	3,249				3,051		CHF 102	
NTM	249	MED	13.5x	3,377	198.2	n/a	n/a	3,179	29.98192	CHF 106	-74%
		Q3	18.8x	4,697				4,499		CHF 150	
		Q1	14.1x	3,176				2,978		CHF 99	
FY23'	225	MED	15.1x	3,394	198.2	n/a	n/a	3,195	29.98192	CHF 107	-74%
		Q3	17.2x	3,882				3,683		CHF 123	
L											
		Q1¦	10.4x	2,844				2,646		CHF 88	
FY24	274	MED	12.7x	3,477	198.2	n/a	n/a	3,278	29.98192	CHF 109	-73%
L		Q3	16.1x	4,397				4,198		CHF 140	
		Q1	7.8x	2,927				2,729		CHF 91	
FY25'	374	MED	11.5x	4,320	198.2	n/a	n/a	4,122	29.98192	CHF 137	-66%
		Q3	13.0x	4,850				4,652		CHF 155	

EV/EBITDA	Ĺ

	EBITDA		EV/EBITDA	EV	Net Debt	NCI	Pref. Stock	Equity V.	Shares	Share Price	∆ Curren
		Q1	11.0x	3,207				3,008		CHF 100	
LTM	291	MED	12.3x	3,573	198.2	n/a	n/a	3,375	29.98192	CHF 113	-72%
		Q3	13.9x	4,050				3,852		CHF 128	
		- !									
		Q1	8.8x	2,607				2,409		CHF 80	
NTM	295	MED	9.9x	2,919	198.2	n/a	n/a	2,721	29.98192	CHF 91	-78%
		Q3	14.7x	4,345				4,146		CHF 138	
		<u> </u>									
		Q1	9.6x	2,558				2,360		CHF 79	
FY23'	267	MED	10.6x	2,831	198.2	n/a	n/a	2,633	29.98192	CHF 88	-78%
		Q3	14.2x	3,802				3,604		CHF 120	
		Q1	7.3x	2,359				2,160		CHF 72	
FY24	322	MED	9.7x	3,122	198.2	n/a	n/a	2,924	29.98192	CHF 98	-76%
		Q3	13.7x	4,399				4,200		CHF 140	
		Q1	6.1x	2,626				2,428		CHF 81	
FY25'	427	MED	8.4x	3,606	198.2	n/a	n/a	3,408	29.98192	CHF 114	-72%
		Q3	10.7x	4,590				4,392		CHF 146	

/E							
	Net Income		P/E	Equity V.	Shares	Share Price	∆ Currer
		Q1	18.1x	3,734		CHF 125	
LTM	206	MED	23.8x	4,901	29.98192	CHF163	-60%
		Q3	29.2x	6,021		CHF 201	
		Q1	20.4x	4,191		CHF 140	
NTM	205	MED	22.6x	4,635	29.98192	CHF 155	-62%
		Q3	24.8x	5,078		CHF 169	
		Q1	21.6x	3,932		CHF 131	
FY23'	182	MED	23.3x	4,248	29.98192	CHF 142	-65%
		Q3	25.1x	4,564		CHF 152	
		<u>-</u>	<del>i</del>	<del></del>			
		Q1	19.0x	4,326		CHF 144	
FY24'	228	MED	20.2x	4,594	29.98192	CHF 153	-62%
		Q3	21.3x	4,862		CHF 162	
		i	i	i			
		Q1	15.6x	4,813		CHF 161	
FY25'	309	MED	15.7x	4,869	29.98192	CHF 162	-60%
		Q3	15.9x	4,924		CHF 164	

		Historical Period								Forecastin	g Period						
In thousands, except per share items	FY 2020A	FY 2021A	FY 2022A	FY 2023E	FY 2024E	FY 2025E	FY 2026E	FY 2027E	FY 2028E	FY 2029E	FY 2030E	FY 2031E	FY 2032E	FY 2033E	FY 2034E	FY 2035E	TV
Operating Model																	
	692.427	901,159	1,145,479	884.600	1,136,756	1,395,275	1,668,556	1,956,599	2,259,405	2,576,973	2,909,303	3,148,784	3,336,875	3,470,350	3.609.163	3,753,530	
YoY growth in %	n.a.		27.1%	-22.8%	28.5%	22.7%	19.6%	17.3%	15.5%	14.1%	12.9%	8.2%	6.0%	4.0%	4.0%	4.0%	
101 giowai ii 70	n.c.	30.170	21.170	-22.070	20.070	22.170	10.070	17.570	70.070	14.170	12.070	0.270	0.070	4.070	4.070	4.070	
EBITDA	217,166	307,920	400,413	258,034	375,129	474,393	567,309	665,244	763,250	864,885	970,052	1,043,007	1,098,004	1,134,325	1,171,795	1,210,448	
in % of sales	31.4%	34.2%	35.0%	29.2%	33.0%	34.0%	34.0%	34.0%	33.8%	33.6%	33.3%	33.1%	32.9%	32.7%	32.5%	32.2%	
EBIT	176,269	264,862	359,444	222,726	330,342	426,907	517,647	610,616	704,636	800,995	902,786	910,292	964,668	1,003,254	1,043,385	1,085,120	
in % of sales	25.5%	29.4%	31.4%	25.2%	29.1%	30.6%	31.0%	31.2%	31.2%	31.1%	31.0%	28.9%	28.9%	28.9%	28.9%	28.9%	
III 70 OI Sales	20.070	25.470	31.470	20.270	23.170	30.076	31.076	31.270	31.270	31.170	31.076	20.970	20.370	20.970	20.370	20.970	
Year count				+0	+1	+2	+3	+4	+5	+6	+7	+8	+9	+10	+11	+12	+1
Free Cash Flow and DCF																	
EBIT	176,269	264,862	359,444	222,726	330,342	426,907	517,647	610,616	704,636	800,995	902,786	910,292	964,668	1,003,254	1,043,385	1,085,120	
- Taxes	(29,865.4)	,	(50,088.5)	(35,884)	(53,222)	(68,780)	(83,399)	(98,378)	(113,525)	(129,050)	(145,450)	(146,659)	(155,420)	(161,637)	(168,102)		
Tax Rate	-16.9%	-15.6%	-13.9%	-16.1%	-16.1%	-16.1%	-16.1%	-16.1%	-16.1%	-16.1%	-16.1%	-16.1%	-16.1%	-16.1%	-16.1%	-16.1%	
NOPAT	146,404	223,453	309,356	186,843	277,120	358,127	434,247	512,238	591,110	671,945	757,336	763,633	809,248	841,618	875,283	910,294	
+ Amortisation of intangible assets	17,698	17,890	18,305	17,867	19,754	20,681	21,657	22,886	24,367	26,054	27,087	35,427	30,198	27,805	26,893	26,688	
+ Depreciation on property, plant and equipment	20,203	18,193	15,548	17,440	25,033	26,805	28,006	31,741	34,247	37,836	40,178	41,036	38,686	36,499	38,643	36,751	
+/- Change in Net Working Capital	(14,670)	(30,593)	(53,427)	(28,607)	(9,339)	(53,610)	(52,597)	(51,042)	(48,909)	(69,139)	(72,361)	(52,119)	(40,935)	(29,049)	(30,210)	(31,419)	
- Investment in Property, Plant and Equipment	(7,811)	(32,425)	(62,506)	(25,330)	(32,550)	(39,952)	(54,452)	(56,025)	(49,709)	(39,603)	(45,778)	(27,505)	(29,148)	(44,195)	(31,526)	(32,787)	
- Investment in Intangibles	(11,478)			(11,277)	(14,491)	(17,787)	(21,271)	(24,943)	(23,744)	(21,312)	(32,002)	(18,991)	(20,125)	(20,930)	(21,768)		
Free Cash Flow	150,346	185,976	219,987	156,937	265,527	294,264	355,591	434,856	527,363	605,781	674,460	741,481	787,924	811,747	857,314	886,888	913,49
	3%	•	-29%	-16%	-4%	-18%	-18%	-15%	-11%	-10%	-11%	-3%	-3%	-4%	-2%		
WACC					7.0%	7.0%	7.0%	7.0%	7.0%	7.0%	7.0%	7.0%	7.0%	7.0%	7.0%	7.0%	7.0
Discount Factor					0.93	0.87	0.82	0.76	0.71	0.67	0.62	0.58	0.54	0.51	0.48		11.1
Discounted Cash Flows					248,162	257,034	290,290	331,783	376,050	403,719	420,095	431,636	428,676	412,756	407,418	393,909	10,150,07
CAPEX in % of Sales	2.8%	4.8%	6.1%	4.1%	4.1%	4.1%	4.5%	4.1%	3.3%	2.4%	2.7%	1.5%	1.5%	1.9%	1.5%	1.5%	
	196.5%		48.5%	96.5%	95.2%		65.6%	67.5%									

PV of Free Cash Flows	14,551,605
TV Growth Rate	3.0%
Debt (as of H2 2023)	
Long Term Loans and borrowings	7,149
Short Term Loans and borrowings	311,589
Other non-current liabilities	2327
Defined benefit obligations	7297
Total Interest-bearing Debt	328,362
Esxcess Cash	
Cash and Cash Equivalents	120,470
Net Debt	207,892
Other	
Minority Interests	28.90
Preferred Shares	0.00
Other non-operating Assets	0.00
Implied Equity Value	14,343,684

Share Price (Base Case)	
Implied Enterprise Value Implied Equity Value	14,551,605 14,343,684
Latest Shares Outstanding	30,000
Implied Share Price	CHF 478.12
<u>Upside % - Base Case</u> Current Share Price	17.13% CHF 408.20

DCF Share Price	Sensitivity					
			Termina	al Value WAC	С	
		6.0%	6.5%	7.0%	7.5%	8.0%
	2.5%	518.92	471.27	434.23	404.61	380.38
Perpetual	2.8%	549.25	494.37	452.43	419.32	392.53
<b>Growth Rate</b>	3.0%	584.65	520.78	472.90	435.68	405.91
	3.3%	626.50	551.25	496.11	453.95	420.69
	3.5%	676.74	586.82	522.63	474.52	437.12

# **Appendix: Income Statement**



In thousands, except per share items	FY 2018A	FY 2019A	FY 2020A	FY 2021A	FY 2022A	FY 2023E	FY 2024E	FY 2025E	FY 2026E	FY 2027E	FY 2028E	recasting Period FY 2029E	FY 2030E	FY 2031E	FY 2032E	FY 2033E	FY 2034E	E)/ 0005E
	FY 2018A	FY 2019A	FY 2020A	FY 2021A	FY 2022A	FY 2023E	FY 2024E	FY 2025E	FY 2026E	FY 2027E	FY 2028E	FY 2029E	FY 2030E	FY 2031E	FY 2032E	FY 2033E	FY 2034E	FY 2035E
Income Statement																		
Total Sales	698,136	570,376	692,427	901,159	1,145,479	884,600	1,136,756	1,395,275	1,668,556	1,956,599	2,259,405	2,576,973	2,909,303	3,148,784	3,336,875	3,470,350	3,609,163	3,753,530
Growth in %	n/a	-18%	21%	30%	27%	-23%	29%	23%	20%	17%	15%	14%	13%	8%	6%	4%	4%	4%
Raw materials and consumables used	(257,350)	(211,890)	(282,486)	(362,337)	(443,884)													
Changes in inventories of finishes goods and work in progress	(21,248)	(13,050)	20,195	31,648	32,101													
cogs	(278,598)	(224,940)	(262,291)	(330,689)	(411,783)	(335,466)	(431,090)	(529,226)	(632,999)	(742,411)	(857,467)	(978,168)	(1,104,519)	(1,195,438)	(1,266,847)	(1,317,521)	(1,370,222)	(1,425,030)
Gross Profit	419,538	345,436	430,136	570,470	733,696	549,134	705,665	866,048	1,035,557	1,214,188	1,401,938	1,598,804	1,804,784	1,953,346	2,070,028	2,152,829	2,238,942	2,328,500
Gross Profit margin	60%	61%	62%	63%	64%	62%	62%	62%	62%	62%	62%	62%	62%	62%	62%	62%	62%	62%
Personnel expenses	(148,596)	(141,989)	(175,732)	(201,162)	(230,261)	(215,747)	(244,974)	(290,272)	(347,039)	(406,846)	(473,359)	(543,939)	(618,656)	(674,691)	(720,409)	(754,857)	(790,908)	(828,636)
Other income	8,588	9,252	17,348	11,486	8,962	14,403	16,354	19,378	23,168	27,161	31,601	36,313	41,301	45,042	48,094	50,394	52,801	55,319
Other expenses	(64,291)	(58,691)	(54,586)	(72,874)	(111,984)	(89,756)	(101,916)	(120,761)	(144,377)	(169,259)	(196,930)	(226,293)	(257,377)	(280,689)	(299,709)	(314,041)	(329,039)	(344,735)
EBITDA	215,239	154,008	217,166	307,920	400,413	258,034	375,129	474,393	567,309	665,244	763,250	864,885	970,052	1,043,007	1,098,004	1,134,325	1,171,795	1,210,448
EBITDA margin	31%	27%	31%	34%	35%	29%	33%	34%	34%	34%	34%	34%	33%	33%	33%	33%	32%	32%
Depreciation, amortization and impairment	(35,558)	(46,272)	(40,897)	(43,058)	(40,969)	(35,308)	(44,787)	(47,486)	(49,662)	(54,628)	(58,615)	(63,891)	(67,266)	(76,463)	(68,884)	(64,304)	(65,536)	(63,439)
EBIT	179,681	107,736	176,269	264,862	359,444	222,726	330,342	426,907	517,647	610,616	704,636	800,995	902,786	966,545	1,029,120	1,070,021	1,106,260	1,147,009
EBIT margin	26%	19%	25%	29%	31%	25%	29%	31%	31%	31%	31%	31%	31%	31%	31%	31%	31%	31%
Finance income	390	108	124	239	2,233	707	789	879	989	1,123	1,287	1,475	1,685	1,931	2,194	2,465	2,749	3,043
Finance costs	(13,580)	(8,840)	(15,708)	(7,366)	(5,229)	(16,158)	(8,394)	(8,394)	(8,394)	(8,394)	(8,394)	(8,394)	(8,394)	(8,394)	(8,394)	(8,394)	(8,394)	(8,394)
ЕВТ	166,491	99,004	160,685	257,735	356,448	207,276	322,737	419,393	510,242	603,345	697,529	794,076	896,078	960,082	1,022,921	1,064,093	1,100,615	1,141,658
Income tax expenses	(30,804)	(24,179)	(27,225)	(40,295)	(49,671)	(33,395)	(51,997)	(67,569)	(82,206)	(97,206)	(112,380)	(127,935)	(144,369)	(154,681)	(164,805)	(171,438)	(177,323)	(183,935)
Effective tax rate	-19%	-24%	-17%	-16%	-14%	-16%	-16%	-16%	-16%	-16%	-16%	-16%	-16%	-16%	-16%	-16%	-16%	-16%
Net income attributable to owners of the company	135,687	74,825	133,460	217,440	306,777	173,881	270,740	351,823	428,035	506,139	585,148	666,141	751,709	805,401	858,116	892,654	923,293	957,723
Net income attributable to owners of the company margin	19%	13%	19%	24%	27%	20%	24%	25%	26%	26%	26%	26%	26%	26%	26%	26%	26%	26%

# **Appendix: Balance Sheet**

n thousands, except per share items			Historical Period								Fo	recasting Period						
	FY 2018A	FY 2019A	FY 2020A	FY 2021A	FY 2022A	FY 2023E	FY 2024E	FY 2025E	FY 2026E	FY 2027E	FY 2028E	FY 2029E	FY 2030E	FY 2031E	FY 2032E	FY 2033E	FY 2034E	FY 2035E
Balance Sheet																		
assets																		
ash and cash equivalents	79,063	109,822	137,871	127,152	174,365	125,105	139,500	155,495	174,902	198,718	227,681	261,008	298,159	341,667	388,148	436,073		
rade and other receivables	94,778		94,679	124,548	163,204	116,199	164,593	202,024	241,593	283,300	327,143	373,125	421,243	455,918	483,152	502,478		
ther investments, including derivatives	280		6,871	4,610	10,801	10,801	10,801	10,801	10,801	10,801	10,801	10,801	10,801	10,801	10,801	10,801	10,801	
repayments and accrued income	3,127	4,417	1,773	4,047	9,621	8,098	8,098	8,098	8,098	8,098	8,098	8,098	8,098	8,098	8,098	8,098	8,098	8 8
nancial assets at fair value through profit and loss	34		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ventories	104,158		104,749		229,247	224,398	203,710	244,717	286,421	328,720	371,516	423,813	478,557	517,950	548,889	570,844		
urrent tax assets	4	747	233		2,602	2,763	2,763	2,763	2,763	2,763	2,763	2,763	2,763	2,763	2,763	2,763		
urrent assets	281,444	299,810	346,176	413,683	589,840	487,364	529,465	623,899	724,578	832,400	948,002	1,079,607	1,219,621	1,337,196	1,441,851	1,531,058	1,624,279	1,720
roperty, plant and equipment	170,524	162,125	146,468	158,538	204,320	212,209	219,726	232,874	259,320	283,604	299,066	300,833	306,433	292,902	283,364	291,061	283,945	279
vestment properties	1,873	1,823	1,773	1,723	1,673	1,673	1,673	1,673	1,673	1,673	1,673	1,673	1,673	1,673	1,673	1,673	1,673	3 1
tangible assets and goodwill	505,614	498,564	498,600	482,746	470,560	463,971	458,708	455,813	455,427	457,484	456,861	452,118	457,033	440,597	430,525	423,650	418,525	414
eceivables under finance lease	1,965	2,631	1,825	1,968	1,157	1,157	1,157	1,157	1,157	1,157	1,157	1,157	1,157	1,157	1,157	1,157	1,157	1
ther investments	0	831	846	861	876	876	876	876	876	876	876	876	876	876	876	876	876	5
Derivative financial instruments	23	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	j.
Deferred tax assets	6,746	6,893	5,930	5,347	6,360	6,360	6,360	6,360	6,360	6,360	6,360	6,360	6,360	6,360	6,360	6,360	6,360	6,
on current assets	686,745	672,867	655,442	651,183	684,946	686,246	688,500	698,753	724,813	751,153	765,993	763,017	773,532	743,565	723,955	724,777	712,535	704
otal assets	968,189	972,677	1,001,618	1,064,866	1,274,786	1,173,610	1,217,964	1,322,652	1,449,392	1,583,553	1,713,995	1,842,624	1,993,153	2,080,762	2,165,806	2,255,835	2,336,814	2,425,
iabilities																		
rade and other payables	44,568	66,387	48,981	79,769	133,408	64,434	82,801	107,629	136,305	169,269	207,000	236,138	266,641	288,589	305,828	318,061	330,784	344,
pans and borrowings	27.608		61,522	2,105	202,998	103,034	103,034	153,016	103,034	128,025	128,025	115,529	128,025	121,777	121,777	124,901	121,777	
rovisions	2,577	2,242	2,615	2,520	2,246	2,208	2,208	2,208	2,208	2,208	2,208	2,208	2,208	2,208	2,208	2,208		
erivative financial instruments	1,539	53	26	932	3,265	3,265	3,265	3,265	3,265	3,265	3,265	3,265	3,265	3,265	3,265	3,265	3,265	3
ccrued expenses and deferred income	20,739	20,158	32,105	43,954	42,360	41,129	41,129	41,129	41,129	41,129	41,129	41,129	41,129	41,129	41,129	41,129	41,129	41
iabilities from government grants	453	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	i .
Current tax liabilites	24,094	17,747	22,793	30,145	47,700	47,700	47,700	47,700	47,700	47,700	47,700	47,700	47,700	47,700	47,700	47,700	47,700	47,
Current liabilities	121,578	156,808	168,042	159,425	431,977	261,769	280,136	354,947	333,641	391,595	429,327	445,970	488,967	504,668	521,907	537,264	546,863	
oans and borrowings	199,078	203,867	204.817	204,837	8,184	108,148	108,148	58,165	108,148	83,156	83,156	95,652	83,156	89,404	89,404	86,280	89,404	87,
Perivative financial instruments	23		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	J.,
iabilities from government grants	545		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	1
Other non-current liabilities	199		265	2,619	2,211	2,327	2,327	2,327	2,327	2,327	2,327	2,327	2,327	2,327	2,327	2,327	2,327	2,
Deferred tax liabilities	42,829		47,591	49,821	49,358	46,997	46,997	46,997	46,997	46,997	46,997	46,997	46,997	46,997	46,997	46,997	46,997	
Defined benefit obligations	39.763	42.252	25.552		2.737	7,297	7,297	7.297	7.297	7,297	7,297	7,297	7.297	7.297	7,297	7,297	7,297	
Ion current liabilites	282,441	292,433	278,224	271,071	62,490	164,769	164,769	114,786	164,769	139,777	139,777	152,273	139,777	146,025	146,025	142,901	146,025	
otal liabilites	404,019		446,266	-	494,467	426,538	444,905	469,733	498,409	531,373	569,104	598,242	628,745	650,693	667,932	680,165		
aut.																		
equity Share capital	3.000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	) 3,
nare capital hare premium	253,891	133,950	73,969		3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000		
	253,691	133,950	73,969	0,479	344	344	344	344	0	344	0	344	344	344	344	344	344	1
emeasurements of defined benefit obligations	(21,300)	5,878	6,598	4,606	1,223	(5,792)	(5,792)	(5,792)	(5,792)	(5,792)	(5,792)	(5,792)	(E 700)	(5,792)	(5,792)	(5,792)	(5,792)	) (5,
eserves													(5,792)					
reasury shares	(687)	(571)	(414)		(5,317)	(4,009)	(4,009)	(4,009)	(4,009)	(4,009)	(4,009)	(4,009)	(4,009)	(4,009)	(4,009)	(4,009)	(4,009)	
etaiend earnings	329,266	381,179	472,199	624,786 <b>634,370</b>	781,069 <b>780,319</b>	753,529 <b>747,072</b>	779,516 <b>773,059</b>	859,376 <b>852,919</b>	957,439 <b>950,982</b>	1,058,638 1,052,181	1,151,348 1,144,891	1,250,838 1,244,381	1,370,866 1,364,409	1,436,525 1,430,068	1,504,331 1,497,874	1,582,126 <b>1,575,669</b>	1,650,383 1,643,926	
otal equity attributable to owners of the company	564,170	523,436	555,352															

# **Appendix: Cash Flow Statement**



In thousands, except per share items		F	listorical Period								Fo	recasting Period						
	FY 2018A	FY 2019A	FY 2020A	FY 2021A	FY 2022A	FY 2023E	FY 2024E	FY 2025E	FY 2026E	FY 2027E	FY 2028E	FY 2029E	FY 2030E	FY 2031E	FY 2032E	FY 2033E	FY 2034E	FY 2035E
Balacing Check	OK	OK	ок	OK	OK	ОК	ОК	OK	OK	OK	ОК	ОК	ОК	OK	ОК	ОК	ОК	C
Cashflow Statement																		
Net income attributable to owners of the company	135,687	74,825	133,461	217,440	306,779	173,881	270,740	351,823	428,035	506,139	585,148	666,141	751,709	805,401	858,116	892,654	923,293	957,72
Depreciation, amortization and impairment	35,558	46,272	40,897	43,058	40,969	35,308	44,787	47,486	49,662	54,628	58,615	63,891	67,266	76,463	68,884	64,304	65,536	63,43
Profit/loss from disposal of property, plant and equipment	166	(17)	12	(114)	(17)	0	0	0	0	0	0	0	0	0	0	0	0	
Change in defined benefit obligations	(5)	2,552	3,091	760	752	4,560	0	0	0	0	0	0	0	0	0	0	0	
Net impact from foreign exchange	(4,410)	763	(350)	824	5,737	0	0	0	0	0	0	0	0	0	0	0	0	
Income tax expenses	30,804	24,179	27,225	40,295	49,671	30,873	51,997	67,569	82,206	97,206	112,380	127,935	144,369	154,681	164,805	171,438	177,323	183,9
Net finance costs	13,190	8,732	15,584	7,127	2,996	15,451	7,605	7,515	7,405	7,270	7,107	6,918	6,708	6,462	6,200	5,929	5,644	5,3
Other non-cash effective adjustments	197	328	111	1,082	2,063	0	0	0	0	0	0	0	0	0	0	0	0	
Change in trade and other receivables	32,459	(8,403)	(596)	(31,143)	(43,831)	47,005	(48,394)	(37,431)	(39,569)	(41,706)	(43,844)	(45,981)	(48,119)	(34,675)	(27,234)	(19,326)	(20,099)	(20,90
Change in prepayments and accrued income	(446)	(1,330)	2,475	(2,089)	(5,743)	1,523	0	0	0	0	0	0	0	0	0	0	0	
Change in inventories	6,294	18,260	(23,540)	(47,779)	(81,035)	4,849	20,688	(41,007)	(41,704)	(42,299)	(42,796)	(52,297)	(54,744)	(39,393)	(30,939)	(21,956)	(22,834)	(23,74
Change in trade and other payables	(47,198)	21,752	(16,339)	33,408	54,587	(68,974)	18,367	24,828	28,676	32,963	37,732	29,138	30,502	21,949	17,239	12,233	12,722	13,2
Change in accrued expenses and deferred income	(550)	(880)	12,293	7,558	(1,092)	(1,231)	0	0	0	0	0	0	0	0	0	0	0	
Change in provisions	779	(243)	377	(93)	(352)	(38)	0	0	0	0	0	0	0	0	0	0	0	
Cash generated from operations	202,525	186,790	194,701	270,334	331,484	243,206	365,790	420,783	514,712	614,202	714,342	795,746	897,691	990,888	1,057,069	1,105,277	1,141,585	1,179,0
Income taxes paid	(30,813)	(29,052)	(21,892)	(30,546)	(37,517)	(33,395)	(51,997)	(67,569)	(82,206)	(97,206)	(112,380)	(127,935)	(144,369)	(154,681)	(164,805)	(171,438)	(177,323)	(183,93
Cash flow from operating activites	171,712	157,738	172,809	239,788	293,967	209,812	313,794	353,214	432,506	516,996	601,961	667,810	753,322	836,207	892,264	933,838	964,262	995,0
Purchase of property, plant and equipment	(41,953)	(6,645)	(7,811)	(32,425)	(58,974)	(25,330)	(32,550)	(39,952)	(54,452)	(56,025)	(49,709)	(39,603)	(45,778)	(27,505)	(29,148)	(44,195)	(31,526)	(32,78
Proceed from sale of property, plant and equipment	230	186	68	327	17	0	0	0	0	0	0	0	0	0	0	0	0	
Purchases of intangible assets and development expenditure	(6,245)	(11,497)	(18,132)	(10,542)	(7,265)	(11,277)	(14,491)	(17,787)	(21,271)	(24,943)	(23,744)	(21,312)	(32,002)	(18,991)	(20,125)	(20,930)	(21,768)	(22,63
Acquisition of subsidiary, net of cash acquired	0	0	0	(1,586)	0	0	0	0	0	0	0	0	0	0	0	0	0	
Loans granted or repaid	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Interest received	122	101	108	131	426	707	789	879	989	1,123	1,287	1,475	1,685	1,931	2,194	2,465	2,749	3,04
Cash flow from investing activities	(47,846)	(17,855)	(25,767)	(44,095)	(65,796)	(35,899)	(46,253)	(56,860)	(74,734)	(79,845)	(72,167)	(59,440)	(76,095)			(62,661)	(50,545)	
Free cash flow	123,866	139,883	147,042	195,693	228,171	173,912	267,541	296,353	357,772	437,151	529,795	608,371	677,227	791,643	845,185	871,178	913,717	942,71
Tree dash now	120,000	103,000	147,042	150,050	220,171	110,012	207,041	230,000	001,772	407,101	323,730	000,011	UII,EEI	131,040	040,100	071,170	310,717	342,11
Proceeds from borrowings	223,936	110,000	120,000	110,000	80,000	199,929	99,965	99,965	149,947	99,965	124,956	124,956	112,460			118,708	121,832	
Repayments of borrowings	(214,678)	(90,000)	(109,094)	(170,000)	(80,000)	(199,929)	(99,965)	(99,965)	(149,947)	(99,965)	(124,956)	(124,956)	(112,460)	(124,956)	(118,708)	(118,708)	(121,832)	(118,70
Net change in borrowings	9,258	20,000	10,906	(60,000)	0	0	0	0	0	0	0	0	0	0	0	0	0	
Repayments of lease liabilites	0	(2,692)	(2,636)	(2,433)	(3,164)	(6,899)	0	0	0	0	0	0	0	0	0	0	0	
Purchase of own share	0	0	(55)	(4,344)	(4,459)	1,308	0	0	0	0	0	0	0	0	0	0	0	
Dividend paid	(119,932)	(119,941)	(119,961)	(134,982)	(164,957)	(201,421)	(244,752)	(271,964)	(329,972)	(404,941)	(492,439)	(566,650)	(631,681)	(739,742)	(790,310)	(814,859)	(855,036)	(882,41
Interest paid	(4,308)	(4,502)	(3,998)	(3,732)	(3,575)	(16,158)	(8,394)	(8,394)	(8,394)	(8,394)	(8,394)	(8,394)	(8,394)	(8,394)	(8,394)	(8,394)	(8,394)	(8,394
Other finance expenses paid	(1,423)	(951)	(1,182)	(1,217)	(1,082)	0	0	0	0	0	0	0	0	0	0	0	0	
Cash flow from financing activites	(116,405)	(108,086)	(116,926)	(206,708)	(177,237)	(223,170)	(253,146)	(280,358)	(338,365)	(413,335)	(500,832)	(575,044)	(640,075)	(748,135)	(798,704)	(823,252)	(863,429)	(890,81
Net increase/(decrease) in cash and cash equivalents	7,461	31,797	30,116	(11,015)	50,934	(49,258)	14,395	15,995	19,407	23,816	28,962	33,327	37,152	43,507	46,481	47,925	50,288	51,89
Cash and cash equivalents at beginning of period	72,016	•	109,820	137,868	127,145	174,359	125,105	139,500	155,495	174,902	198,718	227,681	261,008	-	•	388,148	436,073	
Effect of movements in exchange rates on cash held/ Other	(418)	(1,036)	(2,068)	292	(3,720)	4	0	0	0	0	0	0	0	0	0	0	0	
Cash and cash equivalents at end of period	79,059	109,820	137,868	127,145	174,359	125,105	139,500	155,495	174,902	198,718	227,681	261,008	298,159	341,667	388,148	436,073	486,361	

Debt (as of H2 2023)	328,362
Equity Value	12,246,000
Risk-free Rate	0.87%
evered Beta	1.05
nplied D/E Ratio	2.7%
quity Risk Premium	4.80%
RP (Equity)	1.20%
Cost of Equity (Levered)	7.11%
tisk-free Rate	0.87%
redit spread	1.54%
RP (Debt)	0.85%
ost of Debt	3.25%
fective Tax Rate	16.11%
fter-tax Cost of Debt	2.73%
quity / Value	97.39%
ebt / Value	2.61%
/ACC	7.00%

### **Main WACC Components**

Risk free Rate	0.87%
Levered Beta (weighted)	1.05
Market Return (Switzerland)	5.66%
Credit Spread	1.54%
Effective Tax Rate	16.11%

### Premia

CRP (Equity)	1.20%
CRP (Debt)	0.85%

### Unlevered Beta (MSCI World)

Peer Group Beta (2Y Weekly)	0.99
Peer Group Beta (5Y Monthly)	1.06
Historic Beta (VAT, 2Y Weekly)	1.13
Historic Beta (VAT, 5Y Monthly)	1.05

### Selected:

Historical Beta (VAT, 5Y Monthly)	1.05
TV Beta (Blume Adjustment)	1.03

### **Additional**

Share Price (30/01/2024)	CHF 408.20
Shares Outstanding (in mn)	30,000
Market Capitalization	<b>CHF</b> 12,246,000

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