

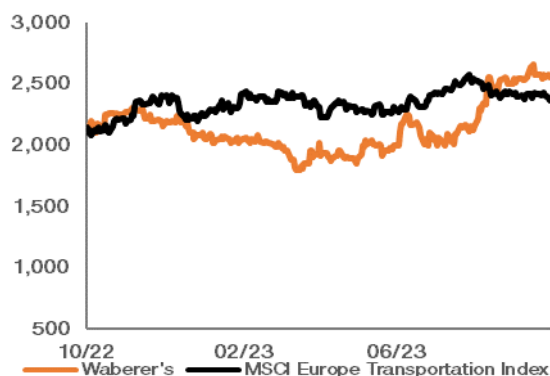
Waberer's

BUY

Target price : HUF 4,800 (prev. HUF 3,990)

Share price: HUF 2,570

EUR million	2022	2023F	2024F
Revenue	676	706	802
EBITDA	80	94	97
Reported EBIT	33	42	44
Net profit	16	32	33
Profit margin	2%	4%	4%
Truck number	2,775	2,843	2,851
P/E	5.3x	3.7x	3.6x
EV/EBITDA	3.3x	3.2x	3.2x
EBITDA/truck [ths EUR]	28.8	33.0	34.1



Share price close as of 04/10/2023	HUF 2,570	Bloomberg	WABERERS HB
Number of shares [million]	17.7	Reuters	WABE.HU
Market capitalization [HUF bn/EUR mn]	45.0/115.0	Free float	18%
Daily turnover 12M [HUF million]	15	52 week range	HUF 1,800 – 2,660

Driving on a sustainable growth path

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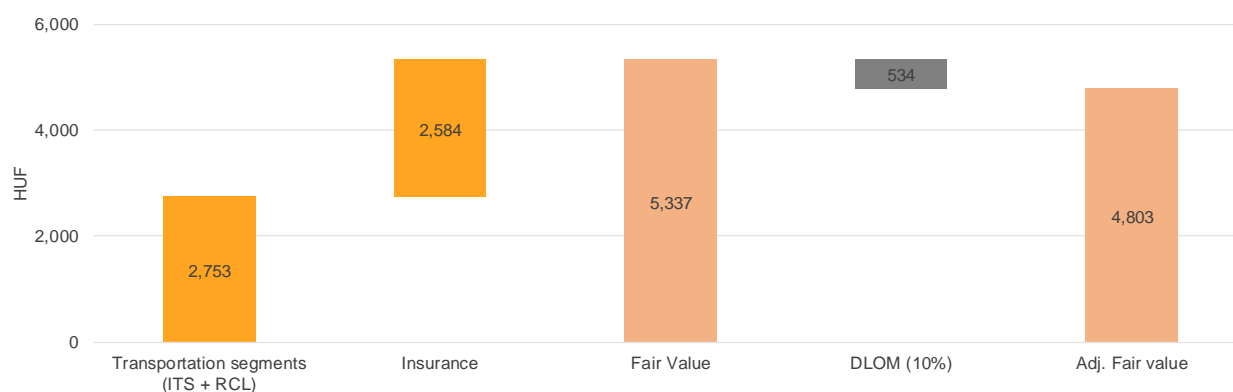
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- We remain Buy-rated on Waberer's and we massively increase our 2023 e-o-y TP to 4,800 HUF/sh from 3,990 HUF/sh, implying an 87% upside potential. Structural improvements, sustainable profitability and conscious growth together underpin our view that Waberer's is dirt cheap and one of the most undervalued growth stocks in the CEE region. Waberer's trades at a FY24 P/E of 3.6x and EV/EBITDA of 3.2x, on our estimates.
- Waberer's achieved a record semi-annual profit in the first half of 2023 as all segments reported sound earnings. As a result of the positive profit warning and continuing improvements across all business units, we reassessed our earnings forecasts. In August, the management raised its EBIT guidance for 2023 from EUR 33+mn toward the range of between EUR 37-40mn (roughly +15% vs. prev. guidance), which didn't include the positive one-off from an out-of-court agreement (c. EUR +4mn on our estimate). If we incorporate this, reported Group EBIT should exceed EUR 40mn this year.
- After the earnings revision, we raised our Group sales forecast to EUR 706mn and EUR 802mn for 2023 and 2024, respectively. Sales growth of 14% in 2024 is reflecting recent acquisitions of the RCL segment, increasing volume of the forwarding activity (subcontractor revs) in the ITS, as well as the organic growth of WHB (insurance). Reported Group EBIT is expected to reach EUR 42mn (c. EUR 38mn w/o the one-off) in 2023, broadly in line with the guidance, and EUR 44mn in 2024 (+16% YoY like-for-like). Our projection is however subject to the successful acquisition of Petrolsped's majority stake of 51%. We expect that Waberer's will fully consolidate the railway company, which will add c. EUR 4mn at EBIT level in 2024, but 49% of the profit coming from this unit will be attributable to minority shareholders. Key risks include the slowdown in the EU automotive sector and declining retail sales. Elevated EU and HU yields are also among headwinds,

which are not favoring the stock both fundamentally and technically due to other alternative assets (e.g. inflation-linked Hungarian government bonds for retail investors).

- In line with our previous notes, we continue to value Waberer's applying SOTP approach. Transportation segments (ITS + RCL) are worth HUF 2,753, while the insurance segment is worth HUF 2,584 HUF/sh. Transportation segments are in the middle of an intensive CAPEX-cycle and the return on the ongoing projects are vague. This led to a marginal reduction of 126 HUF/sh in our fair value estimate.
- However, the insurance segment is clearly benefitting from the higher yield environment, while the new accounting standards (IFRS17) also make it possible for WHB to provision less for damages and pay more to the parent company in the future. As a result, our fair value estimate was increased by 1,027 HUF/sh for this segment.
- We continue to apply a 10% discount due to the low liquidity of the stock. However, we expect that Waberer's will become more tradable as it signed an agreement with OTP, who acts as a market maker in the stock.
- In 2024, we expect that Waberer's will distribute around EUR 8mn to its shareholders from this year's profit (c. 25% of net income), translating into a DPS of around 175 HUF.

Waberer's - Fair Value per share [HUF]



Source: Concorde Research

SNAPSHOT ON THE RECENT DEVELOPMENTS, GROWTH POTENTIALS

- The management is glad to see the results of efforts they put in the operations during the last 3 years. That said, a challenging environment is characterizing the industry and concerns over an economic backdrop are valid, but the drop in total volumes in the first nine month of 2023 was not as significant as the management had earlier expected. Earnings for H1 exceeded the management's internal forecasts because of the management's agility as they managed to reallocate capacities when they experienced a drop in orders at some customers.
- **Logistics services and transportation segments (RCL + ITS):** Waberer's is poised to end up with one of the most successful tender seasons ever as they've been very active in both RCL and ITS segments. As a result, the fleet is expected to grow by mid-single digit % in H2.
- In the next 2 years, **growing presence of Chinese investments in Hungary and Serbia** may come as a silver lining to Waberer's as they can apply for the execution of logistics services soon at the new plants. So as at BMW in Debrecen. This may require additional workforce as well, but it's going to be a regional rather than a company-specific problem.
- WSZL Kft, the fully-owned subsidiary of Waberer's, established a joint venture with De Well Singapore, which is the subsidiary of De Well Group. According to HVG.hu, the Chinese majority-owned DeWab Logistics Kft. has dual management - one of De Well's founders Shi Yang and former CEO and current member of the Board of Waberer's Barna Erdélyi

together run the managing roles of the newly established company. De Well Group is one of the largest Chinese international logistics solutions providers, operating owned offices across Asia, North America and Europe. Since 2021, Alibaba via Cainiao owns a 29.5% stake in the Group, while 64.1% of that is owned by the founding family.

- **The own warehouse development in Ecser** is expected to be commissioned by 2024 H1, in line with the guidance. In February, Waberer's announced the signing of a contract with Bayer Construct to build a new warehouse complex in Ecser. The size of the new warehouse is planned to be 47,000 sqm with a total investment amount expected at HUF 18bn, partly financed (c. 35%) by a non-refundable state subsidy for the project.
- **Sustainability** is a key issue at customers, resulting in they are set to pay higher fees for environmentally friendly solutions, such as electric trucks.
- **Insurance:** First and foremost, a partial or full sale, or possibly an IPO of WHB, is not on the cards. However, due to regulatory changes, WHB intends to gain share on the home insurance market. As it is well-known, a huge turnaround is expected after MNB has started issuing new licenses for various insurance companies to distribute so-called qualified consumer-friendly home insurance (mfo) and WHB successfully applied for the license earlier. The MNB is trying to improve the quality of services and reduce under- and over-insurance, while the insurance fees are becoming more attractive for households. Though WHB was a niche insurer in Hungary, specialized in vehicle insurance, the management expects significant progress in expanding activities. However, the financial impact is still unpredictable.
- **Strategy & dividend policy:** As CEO Zsolt Barna flagged out in an interview with HVG a few months ago, Waberer's plans to issue a strategy update in the next weeks. We expect that investors may get more color on a new dividend policy, as well as the geographical and portfolio diversification of Waberer's.

M&A ACTIVITY RAMPS UP AS ACQUISITIONS ON THE CORNER

- Waberer's is seeking to expand its activities in the CEE region as organic and inorganic growth plans are also on the table. That said, just a few announcements have been made so far. Earlier this year they announced to acquire 51% of Petrolsped, which could add to the profitability of the logistics segments. Besides that, WHB has a strong intention to grow on the Hungarian insurance market. Organic growth may come from WHB's growing presence on the home insurance market, while they consider the acquisition of the Hungarian Post Insurance Companies (Magyar Posta Biztosító & Magyar Posta Életbiztosító). Other M&A targets are still unknown, however, the management referred to further acquisitions in the region.
- Based on the management's guidance, they want to see their net debt to EBITDA ratio at around 2.0x in the longer run. CFO considers this leverage as a sustainable and optimal level.

Petrolsped

- In July, Waberer's announced that a preliminary agreement was signed to acquire 51% of the share capital of Petrolsped Kft.
- Petrolsped was established in 1996 and today they are one of the leading railway logistics service companies in Hungary. The company provides railway transport services, partly with its own railway vehicles, mainly focusing on the territory of Hungary and Romania. As was laid out in the strategy earlier, Waberer's intends to diversify its service portfolio and, upon successful completion of this acquisition, will significantly improve its railway logistics capabilities. The transaction is expected to be completed this year.
- In 2022, Petrolsped's revenues amounted to HUF 21bn, represented a 51% increase compared to 2021. Operating profit tripled in 2022, totaled c. HUF 1.5bn. Adjusted profit after tax came in at HUF 1.35bn (+220% YoY).

- Petrolsped employed 76 people at the end of 2022. Petrolsped has two majority owners (Zsolt Kelényi and Béla Nagy own 45-45%), while own shares represent 10% of the share capital. Mr. Kelényi and Mr. Nagy serve as managing directors of Petrolsped. As far as we know, they will equally sell shares, but they will stay in position after the transaction.
- **We believe that the acquisition will be value accretive and support the diversification of Waberer's. The shift toward railway services is necessary as the EU plans to develop the infrastructure of long-distance transport to reach net-zero by 2050.**

Magyar Posta Biztosító

- In September, the Ministry of Economic Development announced that Corvinus International Investment Zrt., a 100% Hungarian state-owned company, intends to sell its 66.9% stake in Magyar Posta Biztosító Zrt. (MPB) and Magyar Posta Életbiztosító Zrt. (MPÉB) through an open tender procedure. Shortly after that, Waberer's announced that the Letter of Intent signed by Waberer's and Corvinus Investment Zrt. on 14 July 2023, on the exploration of strategic cooperation opportunities between Wáberer Hungária Biztosító and MPB + MPÉB, was terminated.
- However, depending on the parameters of the tender, Waberer's would examine the possibility of participating in this sales process. Further clarification is needed as to whether the state plans to sell the two insurance companies together or separately to the potential buyer(s). According to the CEO of CIG Pannonia, they show strong interest, triggering an increasing competition during the awaited tender between WHB and CIG.
- Based on WHB's profile, which is predominantly exposed to the vehicle insurance market, the integration of MPB (non-life insurance company) seems only reasonable. However, the acquisition of MPÉB may only require a rebranding as WHB has no direct nor indirect exposure to the life insurance market. **Nevertheless, the integration of MPÉB may result in more volatile profitability at WHB. There is concern that management's attention would be too divided in this case, and that Waberer's Group would become an even more complex, holding company. In case of the acquisition of MPB and MPÉB, an IPO of WHB would make sense.**

Other, still unknown M&A targets

- Waberer's is looking for new markets, such as Serbia, Croatia, Slovakia, Romania or Poland, to expand its activity. Organic and inorganic growth are also taken into consideration. Though there haven't announced any acquisition in those markets, 1 or 2 may come this year, especially in Serbia. Serbian logistics market is set to grow significantly as warehouse development projects are enormous near Belgrade. Those are said to be partly financed by Chinese companies or other foreign investors.

RISKS

- Following the covid-related and Brexit-related supply chain issues in 2020 and 2021, macro environment remained very challenging for the transportation and logistics sectors.
- Retail sales figures in the EU and Hungary have been declining as continuing rise in prices gradually bite into customer's wallet. Decelerating discretionary spending (e.g. shrinking passenger car market) could lead to a significant drop in demand for transportation services. However, the Company has a diverse portfolio and the fleet size is much more manageable than it was 3-4 years ago. On the back of new business model, partner contracts protect Waberer's to achieve sustainable financial performance this year.
- Despite external factors remaining unfavorable for Waberer's, the Company is well on track to achieve improving results going forward due to the management's ambitious mid-term growth strategy.
- More importantly, the company doesn't face labor shortage, meaning that it has sufficient workforce and access to new pool of potential employees to hire. Many workers, who

earlier left the profession (e.g. truck drivers), started to come back to the sector, while the number of those, who opt to leave, is on the decrease. Waberer's employs foreign workers (e.g. Ukrainian, Serbian, Polish, Romanian or Indian drivers), where they experience supply on the labor market.

- **Volatile fuel costs and the rise in transit costs don't jeopardize the profitability of the transportation and logistics segments. Due to updated contracts, Waberer's can pass all incurring fuel and transit costs onto its customers within a very short period of time compared to a 3–6-month lags, which characterized the contracts in the industry pre-covid.**

OWNERSHIP STRUCTURE UPDATE

- After the successful completion of the public buyout offer in 2022, István Tiborcz raised its stake in Waberer's. Merkport Zrt., member of the BDPST Group owned by István Tiborcz, bought out High Yield Asset Management's stake (owned by Gyorgy Waberer) in the first half of 2023. As a result, Istvan Tiborcz increased its direct and indirect ownership to 52% in Waberer's. Following the announcement, Gyorgy Waberer resigned from his position in the BoD.

Shareholder structure of Waberer's (4th of Oct, 2023)

Shareholders' name	Number of shares	Shareholding (%)
Merkport Zrt. (member of BDPST)	8,783,620	49.6%
Trevelin Holding Zrt,	5,109,252	28.9%
Geraldton Invest Zrt. (member of BDPST)	374,109	2.1%
Tiborcz, István Ferenc (controlling owner of BDPST)	45,454	0.3%
Free-float	3,166,600	17.9%
Treasury shares	214,699	1.2%
Sum	17,693,734	100.0%

Source: Waberer's, Bet.hu, Concorde Research

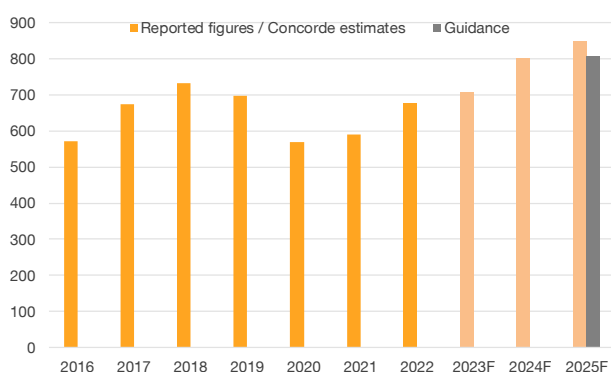
EV ESTIMATE FOR THE SEGMENTS

- **We reduce our DCF-based fair value estimate for the Transportation segments from 2,879 HUF/sh to 2,753 HUF/sh. In line with our arguments, we expect marginally better results in the coming years, but higher CAPEX as well. This is underpinned by the management's strategy, including financial guidance. Our forecasts, however, may need to be reassessed again once the new strategy being revealed in the next weeks.**

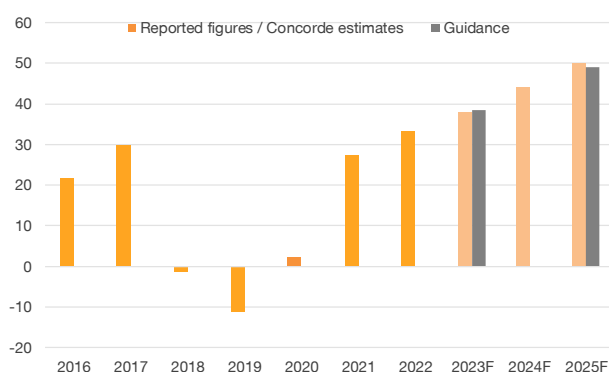
Transportation segments (ITS+RCL)	2024F	2025F	2026F	2027F	2028F
Revenue	729	773	810	843	862
Gross Profit	151	161	169	174	179
<i>Gross margin</i>	<i>20.7%</i>	<i>20.8%</i>	<i>20.8%</i>	<i>20.7%</i>	<i>20.8%</i>
Recurring EBITDA	82	89	94	98	102
-D&A	-53	-54	-55	-57	-58
EBIT	29	35	39	41	44
<i>EBIT margin</i>	<i>4.0%</i>	<i>4.5%</i>	<i>4.8%</i>	<i>4.9%</i>	<i>5.1%</i>
-TAX	-3	-4	-4	-5	-5
NOPLAT	26	31	35	36	39
+D&A	53	54	55	57	58
+/- WC	-1	-1	-1	-1	0
- (CAPEX + Lease payment)	-84	-60	-61	-60	-58
<i>Capex/Sales</i>	<i>11%</i>	<i>8%</i>	<i>8%</i>	<i>7%</i>	<i>7%</i>
<i>Capex/Depreciation</i>	<i>158%</i>	<i>111%</i>	<i>111%</i>	<i>106%</i>	<i>101%</i>
FCFF	-7	24	28	33	38
WACC	10.7%	10.7%	10.7%	10.7%	10.8%
DF	0.90	0.82	0.74	0.67	0.60
DCF	-6	20	21	22	23
TV growth	1.0%				
EV (TV)	235				
Enterprise Value (e-o-y 2023)	314				
Implied EV/EBITDA (2024E)	3.8x				
Implied EV/Sales (2024E)	0.4x				

Source: Concorde's estimate

Evolution of Waberer's Sales (mn EUR)



Evolution of Waberer's EBIT (mn EUR)

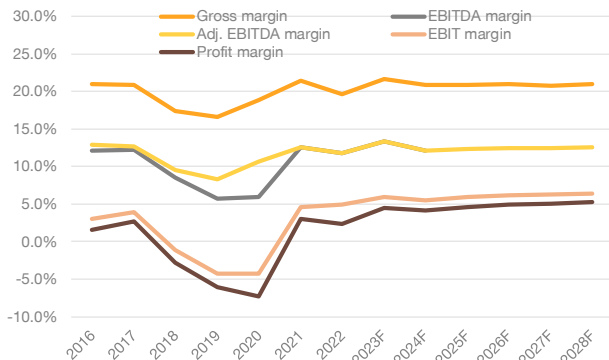


Source: Waberer's, Concorde's estimate

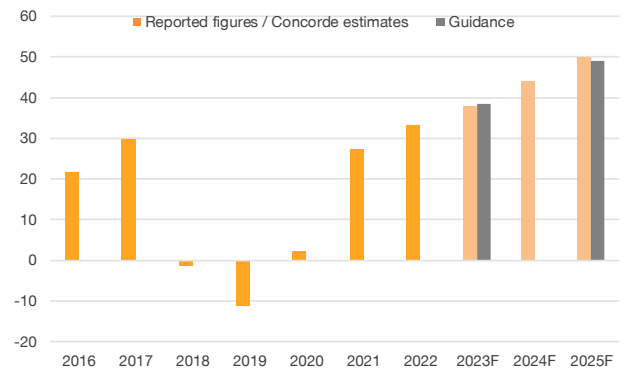
- **We increase our fair value estimate by 1,027 HUF/sh for the other segment. WHB** is clearly benefitting from the higher yield environment, while the new accounting standards (IFRS17) also make it possible for WHB to provision less for damages and pay more to the parent company in the future. We see that the insurance special tax can be passed onto customers because of the operational cost advantage at WHB compared to its competitors. The current high short-term rates and relatively low duration risk (due to the pure non-life exposure) are also among factors that favor WHB's outlook. Our estimate is derived from a target P/E of 8.1x (CEE peer group) and net profit estimate of EUR 14.6mn for 2024, which is considered a normalized net profit level. That said, this year's net profit may amount to EUR 19mn so we expect a YoY decline next year.
- **We continue to apply a 10% liquidity discount, reflecting the low daily trading volumes. As a result, we arrive to a 2023 e-o-y target price of HUF 4,800 a share, implying an 88% upside potential to yesterday's closing price. We incorporated a EURHUF exchange rate of 385 into our model.**

WABERER'S IN CHARTS

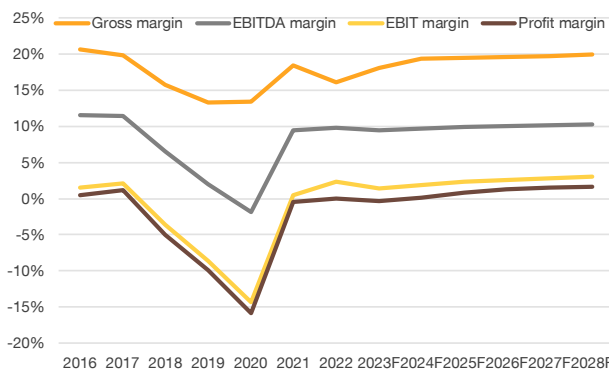
Group margins



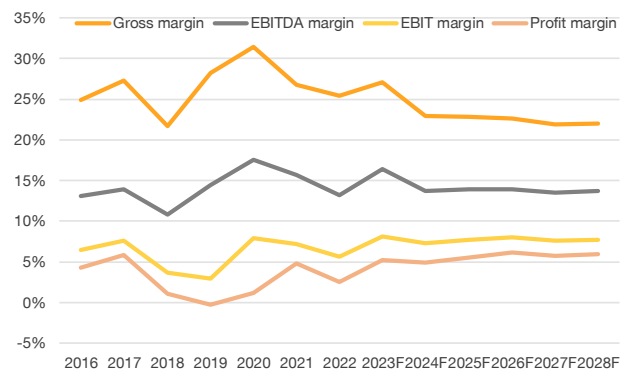
Evolution of Waberer's EBIT (mn EUR)



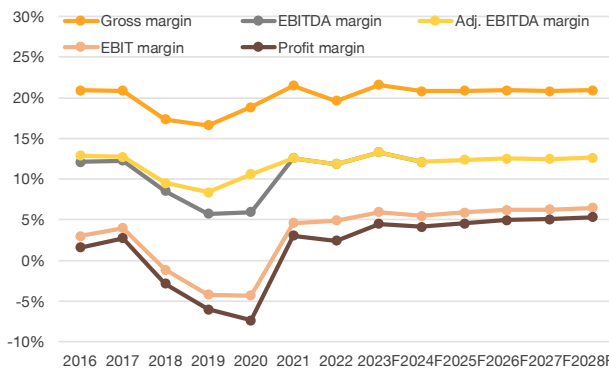
ITS margins



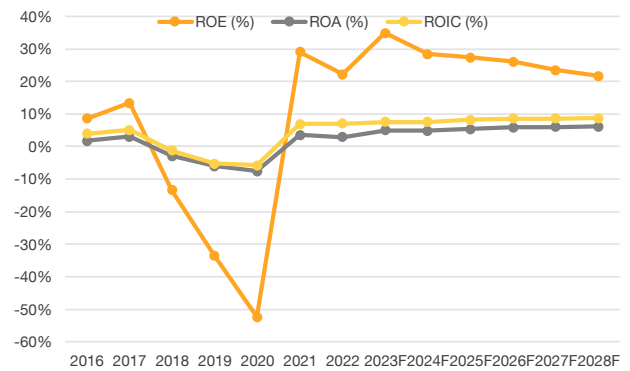
RCL margins



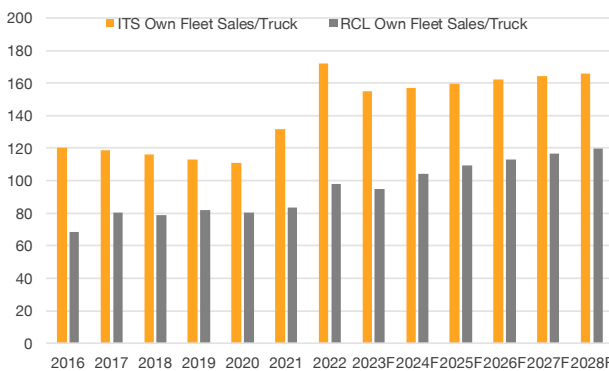
Group margins



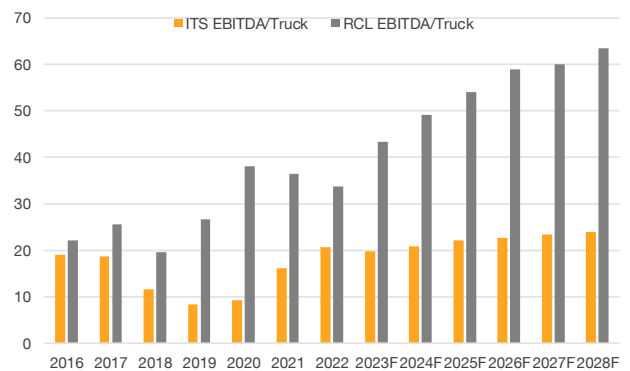
Group profitability



Avg. revenues per truck [ths EUR]



Avg. EBITDA per truck [ths EUR]



APPENDIX

PROFIT AND LOSS [EUR MILLION]

	2022	2023F	2024F	2025F	2026F	2027F	2028F
Revenue	676	706	802	848	888	925	947
OPEX	-543	-553	-635	-671	-702	-732	-749
Gross profit	133	152	167	177	186	192	198
EBITDA	80	94	97	105	111	115	119
Recurring EBITDA	80	90	97	105	111	115	119
D&A	-47	-52	-53	-55	-56	-57	-58
Reported EBIT	33	42	44	50	55	58	61
Net financial result	-11	-5	-5	-5	-5	-4	-4
EBT	22	37	39	45	50	54	57
Tax	-6	-5	-6	-6	-6	-7	-7
Net income	16	32	33	39	44	47	50
Net income attr. to shareholders	16	32	31	36	42	44	47

BALANCE SHEET [EUR MILLION]

	2022	2023F	2024F	2025F	2026F	2027F	2028F
Property	51	91	116	116	116	116	116
Vehicles	128	128	133	138	144	147	147
Total property, plant and equipment	182	222	252	258	263	266	266
Intangible assets	31	31	31	31	31	31	31
TOTAL NON-CURRENT ASSETS	157	157	157	157	157	157	157
Inventories	4	4	5	5	5	6	6
Trade receivables	108	120	136	144	151	157	161
Cash and cash equivalents	90	81	75	95	119	136	158
TOTAL CURRENT ASSETS	279	282	292	321	352	375	401
TOTAL ASSETS	618	661	701	735	772	798	824
Shareholder's equity	78	104	127	154	184	215	248
Non-controlling interest	0	0	2	2	3	3	3
TOTAL SHAREHOLDERS' EQUITY	78	105	130	156	187	218	251
Long-term portion of leasing	117	117	117	117	117	117	117
TOTAL LONG-TERM LIABILITIES	366	366	366	366	366	355	344
Short-term loans and borrowings	2	2	2	2	2	2	2
Short-term portion of leasing	36	36	36	36	36	36	36
Trade payables	98	114	130	137	144	149	153
TOTAL CURRENT LIABILITIES	174	190	205	213	219	225	229
TOTAL EQUITY AND LIABILITIES	618	661	701	735	772	798	824

CASH-FLOW STATEMENT [EUR MILLION]

Simplified Cash Flow	2022	2023F	2024F	2025F	2026F	2027F	2028F
EBIT	33	42	44	50	55	58	61
D&A	47	52	53	55	56	57	58
Working cap	-5	4	-1	-1	-1	-1	0
Others	-51	-10	-11	-12	-11	-11	-11
Operating Cash-Flow	23	88	85	93	99	104	108
CAPEX (incl. Lease payment)	-58	-92	-84	-60	-61	-60	-58
Investing Cash-Flow	-34	-4	1	32	38	43	50
Financing Cash-Flow	66	-5	-8	-12	-14	-27	-28
Cash at the beginning	59	90	81	75	95	119	136
Cash at the end	90	81	75	95	119	136	158

Source: Concorde's estimate

KPIS

	2022	2023F	2024F	2025F	2026F	2027F	2028F
Price (HUF) (year-end)	1,930	2,550	2,550	2,550	2,550	2,550	2,550
EURHUF (year-end)	400	385	385	385	385	385	385
EPS (HUF)	366	690	716	839	957	1,019	1,093
EPS growth (%)	-3%	88%	4%	17%	14%	6%	7%
EPS (EUR)	0.9	1.8	1.9	2.2	2.5	2.6	2.8
EPS growth (%)	-10%	96%	4%	17%	14%	6%	7%
DPS (HUF)	100.0	174.7	217.5	254.8	290.7	309.6	332.0
DPS (EUR)	0.3	0.5	0.6	0.7	0.8	0.8	0.9
BVPS (HUF)	1,754	2,273	2,774	3,350	4,003	4,677	5,401
BVPS growth (%)	23%	30%	22%	21%	19%	17%	15%
BVPS (EUR)	4.4	5.9	7.2	8.7	10.4	12.1	14.0
BVPS growth (%)	13%	35%	22%	21%	19%	17%	15%
TBVPS (HUF)	1,053	1,599	2,100	2,676	3,329	4,003	4,727
TBVPS growth (%)	46%	52%	31%	27%	24%	20%	18%
TBVPS (EUR)	2.6	4.2	5.5	7.0	8.6	10.4	12.3
TBVPS growth (%)	35%	58%	31%	27%	24%	20%	18%
Total no. of shares (mln)	17.7	17.7	17.7	17.7	17.7	17.7	17.7
Book Value	78	104	127	154	184	215	248
Tangible Book Value	47	74	97	123	153	184	217
Market capitalization (EUR)	85	117	117	117	117	117	117
-Cash & Equivalents	-90	-81	-75	-95	-119	-136	-158
+Minority	0	0	2	2	3	3	3
+Total debt	269	269	269	269	269	258	247
Enterprise value	264	305	314	293	269	242	209
Invested Capital	480	507	532	558	589	609	631

Source: Concorde's estimate

BREAKDOWNS

REVENUE BREAKDOWN	2022	2023F	2024F	2025F	2026F	2027F	2028F
ITS	62%	61%	55%	54%	53%	51%	51%
RCL	28%	28%	34%	35%	37%	39%	39%
Insurance	10%	11%	10%	10%	10%	10%	10%
EBITDA BREAKDOWN	2022	2023F	2024F	2025F	2026F	2027F	2028F
ITS	52%	44%	45%	44%	43%	43%	42%
RCL	32%	36%	39%	41%	42%	42%	43%
Profit margin	16%	21%	16%	15%	15%	15%	15%
EBIT BREAKDOWN	2022	2023F	2024F	2025F	2026F	2027F	2028F
ITS	30%	14%	19%	22%	22%	24%	24%
RCL	33%	40%	47%	47%	49%	47%	48%
Insurance	37%	46%	34%	31%	29%	29%	28%
COST BREAKDOWN	2022	2023F	2024F	2025F	2026F	2027F	2028F
Direct wages	18%	20%	20%	20%	20%	21%	21%
Indirect wages	6%	6%	6%	5%	5%	5%	5%
Fuel	17%	14%	13%	13%	12%	12%	12%
Toll & transit	14%	16%	18%	18%	19%	18%	18%
Subcontractors & reinsurance	18%	21%	21%	22%	23%	23%	23%
Depreciation	7%	8%	7%	7%	7%	7%	7%
Others	20%	14%	15%	14%	14%	14%	14%

Source: Concorde's estimate

MARGINS, MULTIPLES, RATIOS

GROUP margins	2022	2023F	2024F	2025F	2026F	2027F	2028F
Gross margin	20%	22%	21%	21%	21%	21%	21%
EBITDA margin	12%	13%	12%	12%	13%	12%	13%
Adj. EBITDA margin	12%	13%	12%	12%	13%	12%	13%
EBIT margin	5%	6%	5%	6%	6%	6%	6%
Profit margin	2%	4%	4%	5%	5%	5%	5%
ITS margins	2022	2023F	2024F	2025F	2026F	2027F	2028F
Gross margin	16.1%	18.1%	19.3%	19.4%	19.6%	19.8%	19.9%
EBITDA margin	9.8%	9.4%	9.7%	9.9%	10.0%	10.2%	10.3%
Adj. EBITDA margin	9.8%	9.4%	9.7%	9.9%	10.0%	10.2%	10.3%
EBIT margin	2.3%	1.4%	1.9%	2.3%	2.6%	2.9%	3.0%
Profit margin	0.0%	-0.3%	0.1%	0.8%	1.2%	1.5%	1.7%
RCL margins	2022	2023F	2024F	2025F	2026F	2027F	2028F
Gross margin	25%	27%	23%	23%	23%	22%	22%
EBITDA margin	13%	16%	14%	14%	14%	14%	14%
EBIT margin	6%	8%	7%	8%	8%	8%	8%
Profit margin	3%	5%	5%	6%	6%	6%	6%
Insurance margins	2022	2023F	2024F	2025F	2026F	2027F	2028F
Gross margin	22%	24%	19%	19%	19%	19%	19%
EBITDA margin	18%	25%	18%	18%	18%	18%	18%
EBIT margin	17%	25%	18%	18%	18%	18%	18%
Profit margin	16%	24%	17%	17%	17%	17%	17%
Multiples	2022	2023F	2024F	2025F	2026F	2027F	2028F
P/E	5.3x	3.7x	3.6x	3.0x	2.7x	2.5x	2.3x
P/BV	1.1x	1.1x	0.9x	0.8x	0.6x	0.5x	0.5x
P/TBV	1.8x	1.6x	1.2x	1.0x	0.8x	0.6x	0.5x
EV/CF	n.a	n.a	11.7x	0.4x	0.3x	0.3x	0.2x
EV/sales	0.4x	0.4x	0.4x	0.3x	0.3x	0.3x	0.2x
EV/EBITDA	3.3x	3.2x	3.2x	2.8x	2.4x	2.1x	1.7x
Dividend yield (%)	5%	7%	9%	10%	11%	12%	13%
FCF yield (%)	-40%	-4%	1%	28%	32%	37%	43%
Ratios	2022	2023F	2024F	2025F	2026F	2027F	2028F
Sales growth (%)	14%	4%	14%	6%	5%	4%	2%
ROE (%)	22%	35%	28%	27%	26%	23%	22%
ROA (%)	3%	5%	5%	5%	6%	6%	6%
ROIC (%)	7%	8%	8%	8%	9%	9%	9%
Net debt/EBITDA (x)	2.2x	2.0x	2.0x	1.7x	1.3x	1.1x	0.7x
Net debt (mn EUR)	179	187	194	174	150	122	89
CAPEX/Depreciation (x)	1.2x	1.8x	1.6x	1.1x	1.1x	1.1x	1.0x
Depreciation/Sales (%)	7%	7%	7%	6%	6%	6%	6%
Liquidity	2022	2023F	2024F	2025F	2026F	2027F	2028F
Current ratio	1.6x	1.5x	1.4x	1.5x	1.6x	1.7x	1.8x
Interest cover	4.5x	8.4x	8.4x	9.3x	11.5x	13.6x	15.9x
Quick ratio	1.1x	1.1x	1.0x	1.1x	1.2x	1.3x	1.4x
Net debt/Equity ratio	2.3x	1.8x	1.5x	1.1x	0.8x	0.6x	0.4x
Working Cap turnover days	2022	2023F	2024F	2025F	2026F	2027F	2028F
Inventories	2	2	2	2	2	2	2
Receivables	62	62	62	62	62	62	62
Payables	59	59	59	59	59	59	59
Avg. returns [In EUR ths]	2022	2023F	2024F	2025F	2026F	2027F	2028F
ITS EBITDA/Truck	21	20	21	22	23	23	24
RCL EBITDA/Truck	34	43	49	54	59	60	64
ITS Own Fleet Sales/Truck	172	155	157	160	162	164	166
RCL Own Fleet Sales/Truck	98	95	104	109	113	116	120

Source: Concorde's estimate

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