

<h2>Buy</h2> <p>EUR 17.00 (EUR 18.00)</p> <p>Price EUR 9.05</p> <p>Upside 87.8 %</p>	Value Indicators: EUR DCF: 17.31 FCF-Value Potential 25e: 11.10 Peer group 25e: 14.30	Warburg Risk Score: 2.4 Balance Sheet Score: 3.8 Market Liquidity Score: 1.0	Description: PLM and EIM specialist; worldwide biggest Dassault partner
	Market Snapshot: EUR m Market cap: 75.7 No. of shares (m): 8.4 EV: 110.1 Freefloat MC: 46.5 Ø Trad. Vol. (30d): 121.67 th	Shareholders: Freefloat 61.37 % Primepulse 28.07 % LBBW 5.60 % Mainfirst 4.95 %	Key Figures (WRE): 2024e Beta: 1.4 Price / Book: 1.7 x Equity Ratio: 29 % Net Fin. Debt / EBITDA: 1.7 x Net Debt / EBITDA: 1.7 x

Q3 results reflect challenging environment

Stated Figures Q3/2024:											
in EUR m	Q3/24	Q3/24e	Δ WR	Q3/23	yoy	9M/24	9M/24e	Δ WR	9M/23	yoy	
Sales	52.0	49.6	4.8%	45.8	13.5%	151.4	149.0	1.6%	133.3	13.6%	
EBIT margin	2.0	1.5	32.5%	2.0	-1.0%	4.0	3.5	13.8%	4.6	-13.8%	
	3.8%	3.0%		4.3%		2.6%	2.3%		3.4%		
PLM	42.1	40.6	3.5%	35.8	17.5%	121.3	119.93	1.2%	104.8	15.7%	
EIM	10.0	9.0	11.0%	10.1	-0.8%	30.1	29.07	3.4%	28.5	5.5%	

Comment on Figures:

- Q2 revenue was slightly ahead of our estimates. Organic growth is estimated at -1.1% yoy following positive organic growth rates in previous quarters.
- EBIT was also slightly ahead of expectations, but margins contracted yoy despite cost-saving measures.

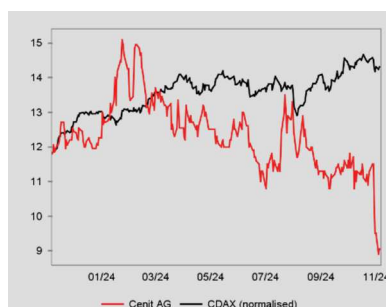
Cenit published third-quarter results yesterday (5 November) after adjusting its FY24 guidance last week (31 October).

The company is facing a number of headwinds in the current **subdued macroeconomic environment**, which impacted organic growth and profitability in the third quarter. Revenue growth in the EIM (Enterprise Information Management) segment was flattish in Q3. The PLM (Product Lifecycle Management) business grew by 17.7% to EUR 42.1m, including acquisitions. However, PLM EBIT decreased by 29.4% (margin of 2.1% vs. 3.5% last year), primarily due to lower profitability in the Dassault business and acquisition effects.

In addition to persisting **headwinds in the automotive and manufacturing sectors**, large **aerospace** customers have delayed projects and order decisions. Furthermore, the recently acquired **Analysis Prime is affected by project delays** (due to the US presidential election, according to management), resulting in lower-than-projected revenue and EBIT contributions in FY24. As a result, Analysis Prime's revenue is no longer expected to offset M&A costs and PPA effects this year, which should lead to a negative EBIT effect. The headwinds are negatively impacting the EBIT potential in Q4, which is typically the most important quarter for EBIT. This is reflected in the recently adjusted FY24 guidance.

We have fine-tuned our model, resulting in a DCF-based PT of EUR 17.00. Given the upside to our PT, the Buy rating is confirmed.

Changes in Estimates:				Comment on Changes:			
FY End: 31.12. in EUR m	2024e (old)	+ / -	2025e (old)	+ / -	2026e (old)	+ / -	
Sales	208.9	0.0 %	232.8	0.0 %	237.2	0.0 %	Higher interest payments and minority interests reflected in estimates.
EBIT	8.2	-0.9 %	12.5	0.0 %	14.9	0.0 %	Beta assumptions increased from 1.3 to 1.4 due to higher operating uncertainty as key customer verticals face headwinds.
EPS	0.41	-17.1 %	0.76	-22.4 %	0.97	-18.6 %	



Rel. Performance vs CDAX:

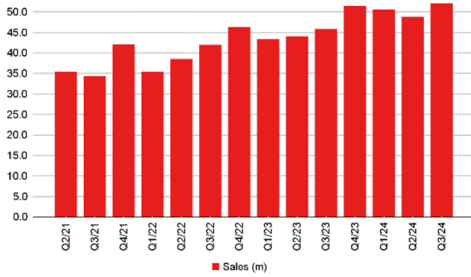
1 month:	-20.5 %
6 months:	-31.4 %
Year to date:	-36.2 %
Trailing 12 months:	-46.7 %

Company events:

Net Debt	-24.5	-25.0	3.9	17.0	31.7	32.1	30.7
ROCE (NOPAT)	11.5 %	22.6 %	13.4 %	12.1 %	8.2 %	10.9 %	12.5 %
Guidance:	2024: sales EUR 205-210m; EBIT EUR 8.0-8.5m						

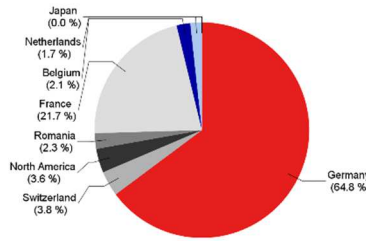
FY End: 31.12. in EUR m	CAGR (23-26e)	2020	2021	2022	2023	2024e	2025e	2026e
Sales	8.7 %	142.1	146.1	162.2	184.7	208.9	232.8	237.2
Change Sales yoy		-17.2 %	2.8 %	11.0 %	13.9 %	13.1 %	11.4 %	1.9 %
Gross profit margin		50.6 %	53.0 %	55.9 %	58.3 %	57.5 %	55.0 %	55.0 %
EBITDA	12.3 %	9.6	11.3	11.9	16.4	18.7	21.1	23.2
Margin		6.8 %	7.7 %	7.4 %	8.9 %	8.9 %	9.1 %	9.8 %
EBIT	17.4 %	3.6	6.2	6.3	9.2	8.2	12.5	14.9
Margin		2.6 %	4.3 %	3.9 %	5.0 %	3.9 %	5.3 %	6.3 %
Net income	13.8 %	2.3	4.3	6.3	4.5	2.8	4.9	6.6
EPS	13.5 %	0.28	0.51	0.75	0.54	0.34	0.59	0.79
EPS adj.	13.5 %	0.28	0.51	0.75	0.54	0.34	0.59	0.79
DPS	146.6 %	0.47	0.75	0.50	0.04	0.04	0.30	0.60
Dividend Yield		4.2 %	5.3 %	3.5 %	0.3 %	0.4 %	3.3 %	6.6 %
FCFPS		0.95	0.51	0.79	-0.03	0.27	0.42	0.88
FCF / Market cap		8.4 %	3.6 %	5.5 %	-0.2 %	3.0 %	4.6 %	9.7 %
EV / Sales		0.5 x	0.7 x	0.8 x	0.7 x	0.5 x	0.5 x	0.5 x
EV / EBITDA		7.6 x	8.5 x	10.5 x	7.8 x	5.9 x	5.2 x	4.7 x
EV / EBIT		20.1 x	15.5 x	20.0 x	13.9 x	13.5 x	8.9 x	7.3 x
P / E		40.4 x	27.8 x	19.0 x	24.1 x	26.6 x	15.3 x	11.5 x
P / E adj.		40.4 x	27.8 x	19.0 x	24.1 x	26.6 x	15.3 x	11.5 x
FCF Potential Yield		6.3 %	5.5 %	3.8 %	6.1 %	9.4 %	10.6 %	11.9 %
Net Debt		-24.5	-25.0	3.9	17.0	31.7	32.1	30.7
ROCE (NOPAT)		11.5 %	22.6 %	13.4 %	12.1 %	8.2 %	10.9 %	12.5 %
Guidance:	2024: sales EUR 205-210m; EBIT EUR 8.0-8.5m							

Sales development
in EUR m



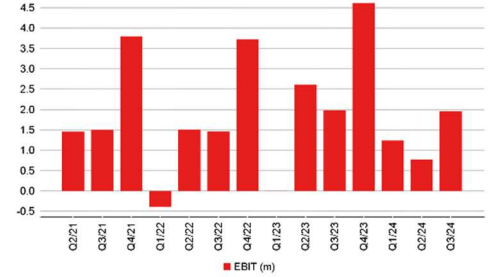
Source: Warburg Research

Sales by regions
2023; in %



Source: Warburg Research

EBIT development
in EUR m



Source: Warburg Research

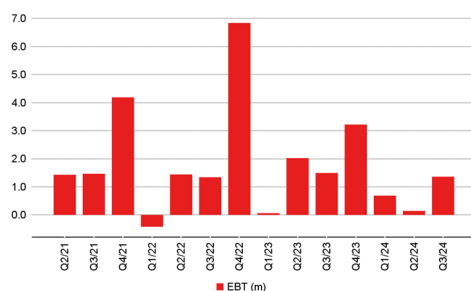
Company Background

- Cenit has evolved from an independent value-added software reseller to a system integrator providing complementary IT services and proprietary software.
- The business activities are divided into two segments: Product Lifecycle Management (PLM) and Enterprise Information Management (EIM).
- In the PLM segment, Cenit operates in the three business fields Dassault reselling and system integration, SAP-Dassault integration solutions and the proprietary software solution FastSuite.
- In the Enterprise Information Management (EIM) segment, Cenit implements document management and analytics software from IBM in addition to its add-on solutions.
- Cenit's fifth business field Digital Business Services provides application managed services, improving operational performance.

Competitive Quality

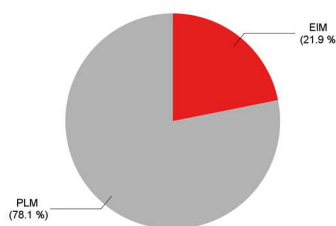
- Cenit is Dassault's biggest partner worldwide.
- Dassault's dominant market position in the PLM software market is reflected in its market share north of 30%, which lays the foundation for Cenit's competitive quality.
- Proprietary add-on software refines off-the-shelf products and provides bridges to industry standard software such as SAP S/4 HANA.
- The high level of industry expertise in verticals such as aerospace, discrete manufacturing and automotive underlines Cenit's reputation built up over 30 years.
- Cenit's M&A strategy is supported by the strong buy-and-build experience of CEO Peter Schneck and the extensive network of active anchor investor Primepulse.

EBT development
in EUR m



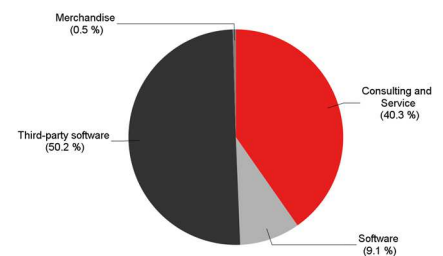
Source: Warburg Research

Sales by segments
2023; in %



Source: Warburg Research

Revenue types
2023



Source: Warburg Research

DCF model

Figures in EUR m	Detailed forecast period			Transitional period										Term. Value
	2024e	2025e	2026e	2027e	2028e	2029e	2030e	2031e	2032e	2033e	2034e	2035e	2036e	
Sales	208.9	232.8	237.2	241.9	246.8	251.7	256.8	261.9	267.1	272.5	277.9	282.1	284.9	
Sales change	13.1 %	11.4 %	1.9 %	2.0 %	2.0 %	2.0 %	2.0 %	2.0 %	2.0 %	2.0 %	2.0 %	1.5 %	1.0 %	1.0 %
EBIT	8.2	12.5	14.9	15.7	17.3	20.1	21.3	21.7	22.2	23.2	23.6	24.0	24.2	
EBIT-margin	3.9 %	5.3 %	6.3 %	6.5 %	7.0 %	8.0 %	8.3 %	8.3 %	8.3 %	8.5 %	8.5 %	8.5 %	8.5 %	
Tax rate (EBT)	30.0 %	30.0 %	30.0 %	32.0 %	32.0 %	32.0 %	32.0 %	32.0 %	32.0 %	32.0 %	32.0 %	32.0 %	32.0 %	
NOPAT	5.7	8.7	10.4	10.7	11.7	13.7	14.5	14.8	15.1	15.7	16.1	16.3	16.5	
Depreciation	10.5	8.7	8.3	8.5	7.9	7.6	7.2	6.3	5.3	5.4	5.6	5.6	5.7	
in % of Sales	5.0 %	3.7 %	3.5 %	3.5 %	3.2 %	3.0 %	2.8 %	2.4 %	2.0 %	2.0 %	2.0 %	2.0 %	2.0 %	
Changes in provisions	0.0	0.0	0.0	0.4	0.0	0.0	1.3	0.1	0.1	0.1	0.1	0.0	0.0	
Change in Liquidity from														
- Working Capital	3.1	3.0	0.5	-0.9	0.4	0.4	0.5	0.5	0.5	0.5	0.5	0.4	0.3	
- Capex	3.0	2.9	2.9	3.4	3.5	3.5	4.6	5.2	5.3	5.4	5.6	5.6	5.7	
Capex in % of Sales	1.4 %	1.2 %	1.2 %	1.4 %	1.4 %	1.4 %	1.8 %	2.0 %	2.0 %	2.0 %	2.0 %	2.0 %	2.0 %	
- Other	4.0	4.0	4.3	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
Free Cash Flow (WACC Model)	6.1	7.5	11.0	17.0	15.8	17.3	17.9	15.4	14.7	15.3	15.6	16.0	16.2	16
PV of FCF	6.1	6.9	9.3	13.1	11.1	11.2	10.6	8.4	7.3	7.0	6.5	6.1	5.7	71
share of PVs	12.35 %			48.27 %										39.38 %

Model parameter

Derivation of WACC:		Derivation of Beta:	
Debt ratio	20.00 %	Financial Strength	1.30
Cost of debt (after tax)	4.2 %	Liquidity (share)	1.30
Market return	8.25 %	Cyclicality	1.50
Risk free rate	2.75 %	Transparency	1.30
		Others	1.50
WACC	9.11 %	Beta	1.38

Valuation (m)

Present values 2036e	109		
Terminal Value	71		
Financial liabilities	40		
Pension liabilities	1		
Hybrid capital	0		
Minority interest	19		
Market val. of investments	0		
Liquidity	24	No. of shares (m)	8.4
Equity Value	145	Value per share (EUR)	17.31

Sensitivity Value per Share (EUR)

Beta	WACC	Terminal Growth							Beta	WACC	Delta EBIT-margin						
		0.25 %	0.50 %	0.75 %	1.00 %	1.25 %	1.50 %	1.75 %			-1.5 pp	-1.0 pp	-0.5 pp	+0.0 pp	+0.5 pp	+1.0 pp	+1.5 pp
1.61	10.1 %	14.44	14.60	14.78	14.96	15.15	15.35	15.56	1.61	10.1 %	11.37	12.57	13.76	14.96	16.15	17.35	18.54
1.49	9.6 %	15.46	15.65	15.85	16.07	16.29	16.53	16.79	1.49	9.6 %	12.28	13.54	14.81	16.07	17.33	18.59	19.85
1.44	9.4 %	16.01	16.22	16.44	16.67	16.92	17.18	17.46	1.44	9.4 %	12.78	14.08	15.37	16.67	17.97	19.26	20.56
1.38	9.1 %	16.59	16.82	17.06	17.31	17.58	17.87	18.18	1.38	9.1 %	13.31	14.64	15.98	17.31	18.65	19.98	21.32
1.32	8.9 %	17.21	17.46	17.72	18.00	18.29	18.61	18.95	1.32	8.9 %	13.87	15.25	16.62	18.00	19.37	20.75	22.12
1.27	8.6 %	17.87	18.13	18.42	18.72	19.05	19.40	19.77	1.27	8.6 %	14.47	15.89	17.31	18.72	20.14	21.56	22.98
1.15	8.1 %	19.30	19.62	19.97	20.33	20.73	21.15	21.61	1.15	8.1 %	15.79	17.31	18.82	20.33	21.85	23.36	24.87

- We expect Cenit to increase margins going forward.
- The higher depreciation expense from leased objects in the detailed forecast period is adjusted for in Other.

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	2020	2021	2022	2023	2024e	2025e	2026e	
Net Income before minorities	2.3	4.4	6.6	5.0	4.0	6.9	8.6	
+ Depreciation + Amortisation	6.0	5.0	5.6	7.2	10.5	8.7	8.3	
- Net Interest Income	-0.2	0.3	2.9	-2.4	-2.4	-2.6	-2.6	
- Maintenance Capex	0.4	0.5	1.0	2.5	2.4	2.3	2.3	
+ Other	-3.5	-3.3	-3.6	-4.2	-4.2	-4.2	-4.2	
= Free Cash Flow Potential	4.6	5.3	4.7	7.9	10.4	11.7	13.0	
FCF Potential Yield (on market EV)	6.3 %	5.5 %	3.8 %	6.1 %	9.4 %	10.6 %	11.9 %	
WACC	9.11 %	9.11 %	9.11 %	9.11 %	9.11 %	9.11 %	9.11 %	
= Enterprise Value (EV)	72.9	96.4	125.8	128.4	110.1	110.5	109.1	
= Fair Enterprise Value	50.1	58.3	51.9	86.3	113.6	127.9	142.9	
- Net Debt (Cash)	16.1	16.1	16.1	16.1	30.9	31.2	29.8	
- Pension Liabilities	0.9	0.9	0.9	0.9	0.9	0.9	0.9	
- Other	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
- Market value of minorities	2.7	2.7	2.7	2.7	2.7	2.7	2.7	
+ Market value of investments	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
= Fair Market Capitalisation	30.5	38.7	32.3	66.7	79.2	93.2	109.5	
Number of shares, average	8.4	8.4	8.4	8.4	8.4	8.4	8.4	
= Fair value per share (EUR)	3.64	4.62	3.86	7.97	9.47	11.13	13.09	
premium (-) / discount (+) in %					4.6 %	23.0 %	44.6 %	
Sensitivity Fair value per Share (EUR)								
	12.11 %	2.16	2.90	2.32	5.42	6.11	7.35	8.86
	11.11 %	2.56	3.37	2.74	6.12	7.02	8.38	10.02
	10.11 %	3.05	3.94	3.24	6.95	8.13	9.62	11.40
WACC	9.11 %	3.64	4.62	3.86	7.97	9.47	11.13	13.09
	8.11 %	4.38	5.48	4.62	9.24	11.14	13.02	15.19
	7.11 %	5.33	6.58	5.60	10.87	13.29	15.43	17.89
	6.11 %	6.58	8.05	6.90	13.04	16.14	18.64	21.47

- Business model with low capex requirements and high FCF...
- ...provides scope for acquisitions and a shareholder-friendly dividend policy.
- FCF-Value-CAGR 2020-2026e: 24%

Valuation	2020	2021	2022	2023	2024e	2025e	2026e
Price / Book	2.3 x	2.8 x	2.8 x	2.6 x	1.7 x	1.6 x	1.5 x
Book value per share ex intangibles	3.70	3.90	0.62	-0.63	-2.19	-1.79	-1.37
EV / Sales	0.5 x	0.7 x	0.8 x	0.7 x	0.5 x	0.5 x	0.5 x
EV / EBITDA	7.6 x	8.5 x	10.5 x	7.8 x	5.9 x	5.2 x	4.7 x
EV / EBIT	20.1 x	15.5 x	20.0 x	13.9 x	13.5 x	8.9 x	7.3 x
EV / EBIT adj.*	20.1 x	15.5 x	17.8 x	13.3 x	10.6 x	7.4 x	6.2 x
P / FCF	11.9 x	27.6 x	18.1 x	n.a.	33.4 x	21.8 x	10.3 x
P / E	40.4 x	27.8 x	19.0 x	24.1 x	26.6 x	15.3 x	11.5 x
P / E adj.*	40.4 x	27.8 x	19.0 x	24.1 x	26.6 x	15.3 x	11.5 x
Dividend Yield	4.2 %	5.3 %	3.5 %	0.3 %	0.4 %	3.3 %	6.6 %
FCF Potential Yield (on market EV)	6.3 %	5.5 %	3.8 %	6.1 %	9.4 %	10.6 %	11.9 %

*Adjustments made for: -

Company Specific Items	2020	2021	2022	2023	2024e	2025e	2026e
Consulting and Service	38.5	39.8	55.7	74.4	85.0	88.4	91.5
Software	15.9	17.7	17.7	16.8	19.2	19.8	20.5
Third-party software	87.4	88.5	88.1	92.7	103.8	107.5	111.2
Merchandise	0.3	0.0	0.6	0.9	0.9	0.5	0.5

Consolidated profit & loss

In EUR m	2020	2021	2022	2023	2024e	2025e	2026e
Sales	142.1	146.1	162.2	184.7	208.9	232.8	237.2
Change Sales yoy	-17.2 %	2.8 %	11.0 %	13.9 %	13.1 %	11.4 %	1.9 %
Increase / decrease in inventory	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Own work capitalised	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Total Sales	142.1	146.1	162.2	184.7	208.9	232.8	237.2
Material expenses	70.3	68.6	71.5	77.0	88.9	104.8	106.7
Gross profit	71.9	77.5	90.6	107.7	120.0	128.0	130.5
<i>Gross profit margin</i>	<i>50.6 %</i>	<i>53.0 %</i>	<i>55.9 %</i>	<i>58.3 %</i>	<i>57.5 %</i>	<i>55.0 %</i>	<i>55.0 %</i>
Personnel expenses	54.8	59.7	67.3	78.6	88.2	93.2	94.4
Other operating income	1.2	2.3	1.4	2.9	1.5	2.6	2.6
Other operating expenses	8.6	8.8	12.8	15.6	14.7	16.3	15.4
Unfrequent items	0.0	0.0	0.0	0.0	0.0	0.0	0.0
EBITDA	9.6	11.3	11.9	16.4	18.7	21.1	23.2
<i>Margin</i>	<i>6.8 %</i>	<i>7.7 %</i>	<i>7.4 %</i>	<i>8.9 %</i>	<i>8.9 %</i>	<i>9.1 %</i>	<i>9.8 %</i>
Depreciation of fixed assets	4.4	4.1	4.3	4.8	7.5	5.4	4.8
EBITA	5.2	7.2	7.7	11.6	11.2	15.8	18.4
Amortisation of intangible assets	1.6	1.0	1.4	2.4	3.0	3.3	3.5
Goodwill amortisation	0.0	0.0	0.0	0.0	0.0	0.0	0.0
EBIT	3.6	6.2	6.3	9.2	8.2	12.5	14.9
<i>Margin</i>	<i>2.6 %</i>	<i>4.3 %</i>	<i>3.9 %</i>	<i>5.0 %</i>	<i>3.9 %</i>	<i>5.3 %</i>	<i>6.3 %</i>
EBIT adj.	3.6	6.2	7.1	9.6	10.4	15.0	17.6
Interest income	0.0	0.0	0.0	0.2	0.2	0.0	0.0
Interest expenses	0.2	0.2	0.4	1.8	2.6	2.6	2.6
Other financial income (loss)	0.0	0.4	3.3	-0.7	0.0	0.0	0.0
EBT	3.4	6.5	9.2	6.8	5.8	9.9	12.3
<i>Margin</i>	<i>2.4 %</i>	<i>4.5 %</i>	<i>5.7 %</i>	<i>3.7 %</i>	<i>2.8 %</i>	<i>4.2 %</i>	<i>5.2 %</i>
Total taxes	1.1	2.2	2.6	1.9	1.7	3.0	3.7
Net income from continuing operations	2.3	4.4	6.6	4.9	4.0	6.9	8.6
Income from discontinued operations (net of tax)	0.0	0.0	0.0	0.1	0.0	0.0	0.0
Net income before minorities	2.3	4.4	6.6	5.0	4.0	6.9	8.6
Minority interest	0.0	0.1	0.3	0.5	1.2	2.0	2.0
Net income	2.3	4.3	6.3	4.5	2.8	4.9	6.6
<i>Margin</i>	<i>1.6 %</i>	<i>2.9 %</i>	<i>3.9 %</i>	<i>2.4 %</i>	<i>1.4 %</i>	<i>2.1 %</i>	<i>2.8 %</i>
Number of shares, average	8.4	8.4	8.4	8.4	8.4	8.4	8.4
EPS	0.28	0.51	0.75	0.54	0.34	0.59	0.79
EPS adj.	0.28	0.51	0.75	0.54	0.34	0.59	0.79

*Adjustments made for:

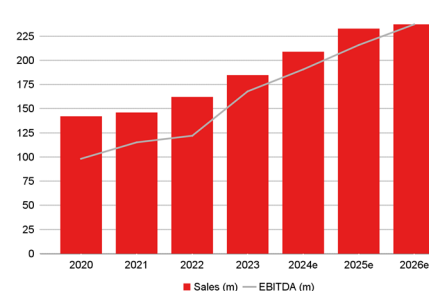
Guidance: 2024: sales EUR 205-210m; EBIT EUR 8.0-8.5m

Financial Ratios

	2020	2021	2022	2023	2024e	2025e	2026e
Total Operating Costs / Sales	93.2 %	92.3 %	92.6 %	91.1 %	91.1 %	90.9 %	90.2 %
Operating Leverage	3.5 x	25.8 x	0.1 x	3.3 x	-0.9 x	4.6 x	10.4 x
EBITDA / Interest expenses	47.5 x	70.0 x	31.9 x	9.0 x	7.2 x	8.1 x	8.9 x
Tax rate (EBT)	33.2 %	33.2 %	28.2 %	27.6 %	30.0 %	30.0 %	30.0 %
Dividend Payout Ratio	171.6 %	144.1 %	63.3 %	6.8 %	8.3 %	36.4 %	58.3 %
Sales per Employee	199,900	213,242	188,330	206,853	206,853	206,853	206,853

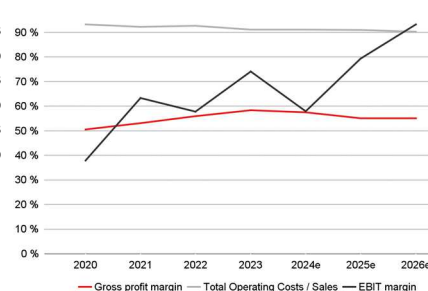
Sales, EBITDA

in EUR m

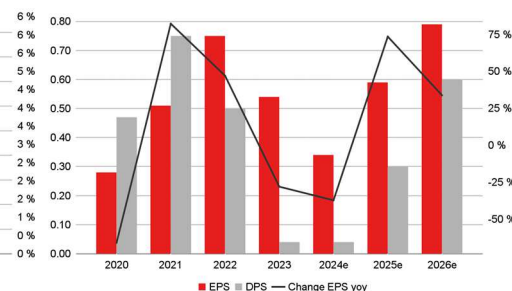


Operating Performance

in %



Performance per Share



Source: Warburg Research

Source: Warburg Research

Source: Warburg Research

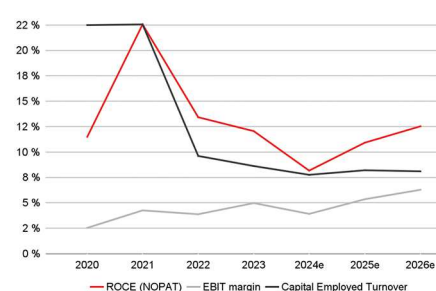
Consolidated balance sheet

In EUR m	2020	2021	2022	2023	2024e	2025e	2026e
Assets							
Goodwill and other intangible assets	11.1	10.3	37.6	47.6	61.8	62.3	62.6
thereof other intangible assets	0.9	0.6	3.7	4.4	4.5	20.7	23.7
thereof Goodwill	6.6	6.6	27.8	34.2	34.2	34.2	34.2
Property, plant and equipment	1.8	1.4	2.0	2.1	0.7	1.4	3.0
Financial assets	2.6	3.2	10.0	8.3	8.3	8.3	8.3
Other long-term assets	11.9	10.5	11.3	10.9	11.3	11.8	12.3
Fixed assets	27.3	25.4	61.0	68.9	82.0	83.7	86.1
Inventories	0.0	0.0	0.1	0.0	0.1	0.1	0.1
Accounts receivable	17.0	26.8	27.7	36.5	41.2	45.9	46.8
Liquid assets	26.1	26.4	19.9	24.3	9.5	9.2	10.6
Other short-term assets	13.0	14.2	18.3	24.0	24.0	24.0	24.0
Current assets	56.1	67.4	66.0	84.8	74.8	79.2	81.4
Total Assets	83.4	92.8	127.0	153.6	156.8	162.9	167.5
Liabilities and shareholders' equity							
Subscribed capital	8.4	8.4	8.4	8.4	8.4	8.4	8.4
Capital reserve	1.1	1.1	1.1	1.1	1.1	1.1	1.1
Retained earnings	14.2	14.5	14.2	13.4	15.8	20.4	24.5
Other equity components	18.4	19.0	19.2	19.6	18.2	17.5	17.2
Shareholders' equity	42.1	42.9	42.8	42.3	43.4	47.3	51.1
Minority interest	0.7	0.8	2.0	2.7	2.7	2.7	2.7
Total equity	42.7	43.6	44.8	45.0	46.1	50.0	53.8
Provisions	2.8	2.0	1.5	2.2	2.2	2.2	2.2
thereof provisions for pensions and similar obligations	1.6	1.4	0.8	0.9	0.9	0.9	0.9
Financial liabilities (total)	0.0	0.0	23.0	40.4	40.4	40.4	40.4
Short-term financial liabilities	0.0	0.0	21.4	0.0	0.0	0.0	0.0
Accounts payable	3.3	6.0	11.2	13.2	14.9	16.6	17.0
Other liabilities	34.7	41.2	46.6	52.8	53.3	53.7	54.2
Liabilities	40.7	49.2	82.3	108.6	110.8	112.9	113.8
Total liabilities and shareholders' equity	83.4	92.8	127.0	153.6	156.8	162.9	167.5

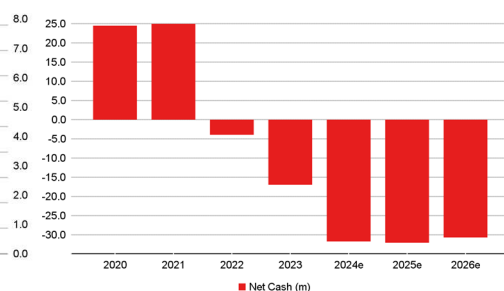
Financial Ratios

	2020	2021	2022	2023	2024e	2025e	2026e
Efficiency of Capital Employment							
Operating Assets Turnover	10.9 x	7.7 x	10.8 x	10.2 x	10.5 x	9.9 x	9.2 x
Capital Employed Turnover	7.8 x	7.8 x	3.3 x	3.0 x	2.7 x	2.8 x	2.8 x
ROA	8.5 %	16.7 %	10.3 %	6.5 %	3.4 %	5.8 %	7.7 %
Return on Capital							
ROCE (NOPAT)	11.5 %	22.6 %	13.4 %	12.1 %	8.2 %	10.9 %	12.5 %
ROE	5.7 %	10.0 %	14.7 %	10.6 %	6.6 %	10.8 %	13.5 %
Adj. ROE	5.7 %	10.0 %	14.7 %	10.6 %	6.6 %	10.8 %	13.5 %
Balance sheet quality							
Net Debt	-24.5	-25.0	3.9	17.0	31.7	32.1	30.7
Net Financial Debt	-26.1	-26.4	3.1	16.1	30.9	31.2	29.8
Net Gearing	-57.3 %	-57.2 %	8.8 %	37.7 %	68.8 %	64.2 %	57.1 %
Net Fin. Debt / EBITDA	n.a.	n.a.	26.0 %	98.1 %	165.5 %	147.9 %	128.6 %
Book Value / Share	5.0	5.1	5.1	5.1	5.2	5.7	6.1
Book value per share ex intangibles	3.7	3.9	0.6	-0.6	-2.2	-1.8	-1.4

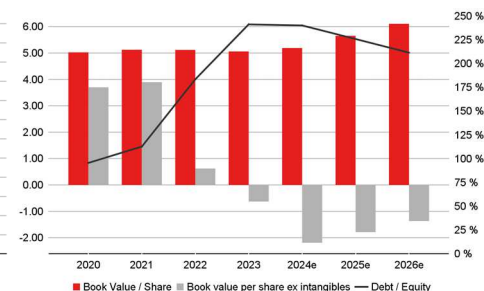
ROCE Development



Net cash in EUR m



Book Value per Share in EUR



Source: Warburg Research

Source: Warburg Research

Source: Warburg Research

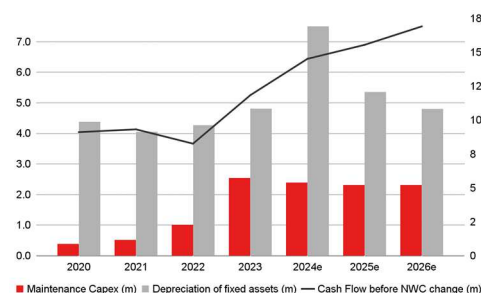
Consolidated cash flow statement

In EUR m	2020	2021	2022	2023	2024e	2025e	2026e
Net income	2.3	4.4	6.6	5.0	4.0	6.9	8.6
Depreciation of fixed assets	4.4	4.1	4.3	4.8	7.5	5.4	4.8
Amortisation of goodwill	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Amortisation of intangible assets	1.6	1.0	1.4	2.4	3.0	3.3	3.5
Increase/decrease in long-term provisions	0.0	0.3	-0.2	-0.6	0.0	0.0	0.0
Other non-cash income and expenses	0.9	-0.4	-3.8	0.3	0.0	0.0	0.0
Cash Flow before NWC change	9.1	9.3	8.3	11.8	14.5	15.6	16.9
Increase / decrease in inventory	0.2	0.0	-0.1	0.0	0.0	0.0	0.0
Increase / decrease in accounts receivable	9.0	-11.4	-0.1	-10.6	-4.7	-4.7	-0.9
Increase / decrease in accounts payable	-6.0	10.3	3.4	4.5	1.7	1.7	0.4
Increase / decrease in other working capital positions	0.0	0.0	0.0	-0.4	-2.0	-2.0	-2.0
Increase / decrease in working capital (total)	3.2	-1.1	3.2	-6.5	-5.1	-5.0	-2.5
Net cash provided by operating activities [1]	12.3	8.2	11.5	5.3	9.4	10.6	14.4
Investments in intangible assets	-0.4	-0.2	-0.5	-1.1	-0.9	-0.8	-0.8
Investments in property, plant and equipment	-0.4	-0.4	-0.7	-2.1	-2.1	-2.1	-2.1
Payments for acquisitions	-0.1	0.0	-27.9	-8.0	-16.3	-3.0	-3.0
Financial investments	0.0	0.3	0.0	0.0	0.0	0.0	0.0
Income from asset disposals	0.0	0.0	0.0	1.2	0.0	0.0	0.0
Net cash provided by investing activities [2]	-0.9	-0.9	-29.2	-8.2	-19.2	-5.9	-5.9
Change in financial liabilities	0.0	0.0	21.4	16.0	0.0	0.0	0.0
Dividends paid	0.0	-3.9	-6.3	-4.2	-0.3	-0.3	-2.5
Purchase of own shares	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Capital measures	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other	-3.7	-3.3	-4.1	-4.7	-4.7	-4.7	-4.7
Net cash provided by financing activities [3]	-3.7	-7.2	10.9	7.2	-5.0	-5.0	-7.2
Change in liquid funds [1]+[2]+[3]	7.7	0.1	-6.8	4.4	-14.8	-0.3	1.4
Effects of exchange-rate changes on cash	-0.1	0.2	0.3	0.0	0.0	0.0	0.0
Cash and cash equivalent at end of period	26.1	26.4	19.9	24.3	9.5	9.2	10.6

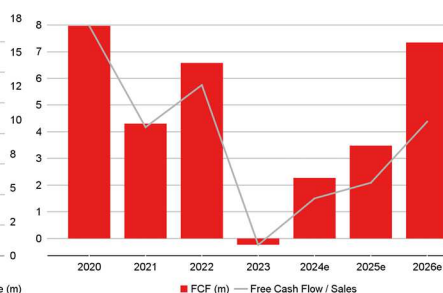
Financial Ratios

	2020	2021	2022	2023	2024e	2025e	2026e
Cash Flow							
FCF	8.0	4.3	6.6	-0.2	2.3	3.5	7.3
Free Cash Flow / Sales	5.6 %	2.9 %	4.1 %	-0.1 %	1.1 %	1.5 %	3.1 %
Free Cash Flow Potential	4.6	5.3	4.7	7.9	10.4	11.7	13.0
Free Cash Flow / Net Profit	343.7 %	101.2 %	104.7 %	-5.2 %	80.2 %	71.0 %	111.0 %
Interest Received / Avg. Cash	0.0 %	0.0 %	0.0 %	0.7 %	1.2 %	0.0 %	0.0 %
Interest Paid / Avg. Debt	n.a.	16100.0 %	3.3 %	5.8 %	6.4 %	6.4 %	6.4 %
Management of Funds							
Investment ratio	0.6 %	0.4 %	0.8 %	1.7 %	1.4 %	1.2 %	1.2 %
Maint. Capex / Sales	0.3 %	0.4 %	0.6 %	1.4 %	1.1 %	1.0 %	1.0 %
Capex / Dep	13.4 %	12.8 %	22.4 %	44.2 %	28.5 %	33.4 %	34.8 %
Avg. Working Capital / Sales	9.8 %	9.9 %	9.4 %	7.9 %	8.4 %	8.9 %	9.4 %
Trade Debtors / Trade Creditors	520.8 %	444.2 %	247.9 %	276.2 %	276.5 %	276.5 %	275.3 %
Inventory Turnover	5855.7 x	4573.0 x	993.3 x	1749.8 x	1021.7 x	1204.1 x	1226.9 x
Receivables collection period (days)	44	67	62	72	72	72	72
Payables payment period (days)	17	32	57	63	61	58	58
Cash conversion cycle (Days)	14	18	-13	-25	-19	-11	-11

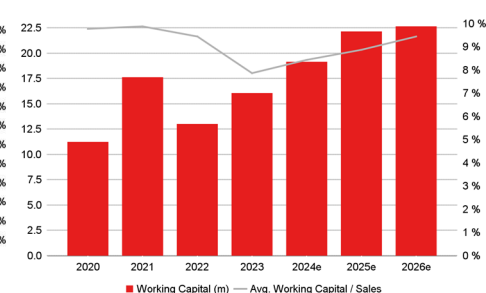
CAPEX and Cash Flow
in EUR m



Free Cash Flow Generation



Working Capital



Source: Warburg Research

Source: Warburg Research

Source: Warburg Research

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Company	Disclosure	Link to the historical price targets and rating changes (last 12 months)
CENIT	5	https://www.mmwarburg.com/disclaimer/disclaimer_en/DE0005407100.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	140	70
Hold	45	22
Sell	10	5
Rating suspended	6	3
Total	201	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	41	75
Hold	10	18
Sell	2	4
Rating suspended	2	4
Total	55	100

PRICE AND RATING HISTORY CENIT AS OF 06.11.2024



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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