

Rating	Buy
Price target	9.00 EUR
Potential	123%
Share data	
Share price (last closing price in EUR)	4.04
Number of shares (in m)	9.4
Market cap. (in EUR m)	37.9
Trading vol. (Ø 3 months; in k shares)	7.0
Enterprise Value (in EUR m)	53.1
Ticker	BEZ
Guidance 2025	
Sales (in EUR m)	165-169
EBIT (in EUR m)	8.0-9.5

Share price (EUR)



Shareholder	
Free float	73.7%
own shares	2.1%
Marchmain Invest N.V.	7.3%
Lazard Frères Gestion	7.0%
Aevum Fondation de Prévoyance	9.9%

Calendar	
EKF	November 24-26, 2025
-	
-	

Changes in estimates			
	2025e	2026e	2027e
Sales (old)	168.7	176.4	185.1
Δ	-	-	-
EBIT (old)	8.6	10.8	12.3
Δ	-	-	-
EPS (old)	0.23	0.41	0.69
Δ	-	-	-

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Publication	
Comment	October 27, 2025

Berentzen maintains earnings level in Q3 despite declining sales

The detailed 9-month figures published on 10/23 confirm the preliminary results (see comment from 10/15) and underline the margin stability achieved in Q3. With a group revenue of EUR 119.4m, an EBITDA of EUR 12.0m, and an EBIT of EUR 5.6m, the 9-month key figures remain below the previous year's levels. At the same time, the Q3 EBIT remained almost stable despite declining sales – a clear indication of operational discipline and cost efficiency.

Berentzen	Q3/25	Q3/24	yoy	9M/25	9M/24	yoy
Sales in EURm	39.5	45.5	-13.2%	119.4	133.9	-10.8%
EBIT in EURm	2.4	2.5	-4.0%	5.6	7.6	-26.2%

Source: Company

Spirits under Pressure: The spirits segment remains the main drag on performance. The core brands Berentzen (sales 9M: -6.9% yoy) and Puschkin (-18.2% yoy) suffered from continued consumer restraint and unrealized marketing measures in food retail. Only the premium private label brands showed slight growth (+2.9%), highlighting the selective demand for higher-value assortments. Overall, the segment recorded a sales decline of 6.2% yoy.

Non-Alcoholic Beverages as Key Strategic Drivers: The 21.6% sales decline to EUR 26.2m was mainly due to the divestment of the Grüneberg mineral spring operation and the discontinuation of the St. Ansgari brand. Adjusted, the decline is significantly more moderate. It is worth highlighting the focus brand Mio Mio (+7.6% yoy), whose rollout of canned packaging and planned product innovations for 2026 further solidify its strategic importance as a growth and margin driver.

Financial Situation and Outlook: Despite previously lowered sales guidance to EUR 165-169m, management maintains the EBIT guidance of EUR 8.0-9.5m unchanged. The stabilization of margins in Q3, the improved equity ratio (36.7%), and the decreased debt ratio (0.89) underscore the financial robustness of the group. For Q4, an EBIT at the previous year's level (EUR 3.0m) is expected, confirming the expectation of continued operational discipline.

Strategic Realignment from 2026: The announced realignment focuses even more on high-margin brands, the development of new distribution channels, and targeted portfolio innovations. Particularly the effects of portfolio streamlining – especially the exit from the mineral water business – are likely to increasingly positively impact profitability from 2026. Assuming a sustainable recovery in margins, the medium-term growth story of the Berentzen Group remains fully intact.

Conclusion: The detailed figures confirm the trend of increasing result stability seen in Q3 despite declining sales. Berentzen demonstrates cost discipline and a stronger focus on profitable brands in a challenging market environment. In the short term, profitability is likely to benefit from consistent efficiency improvements, while from 2026, structural effects from portfolio streamlining and brand focus should provide additional margin impetus. We reiterate our positive view on the stock with a price target of EUR 9.00.

FYend: 31.12.	2023	2024	2025e	2026e	2027e
Sales	185.7	181.9	168.7	176.4	185.1
Growth yoy	6.6%	-2.0%	-7.3%	4.6%	4.9%
EBITDA	16.0	17.3	16.2	18.5	20.4
EBIT	7.7	5.8	8.6	10.8	12.3
Net income	0.9	-1.3	2.2	3.9	6.5
Gross profit margin	41.6%	44.2%	43.6%	44.4%	44.3%
EBITDA margin	8.6%	9.5%	9.6%	10.5%	11.0%
EBIT margin	4.2%	3.2%	5.1%	6.1%	6.7%
Net Debt	15.1	13.8	9.7	8.9	6.6
Net Debt/EBITDA	0.9	0.8	0.6	0.5	0.3
ROCE	14.0%	9.4%	14.6%	18.6%	20.4%
EPS	0.09	-0.13	0.23	0.41	0.69
FCF per share	-1.33	0.06	0.54	0.21	0.44
Dividend	0.09	0.11	0.12	0.21	0.35
Dividend yield	2.2%	2.7%	3.0%	5.2%	8.7%
EV/Sales	0.3	0.3	0.3	0.3	0.3
EV/EBITDA	3.3	3.1	3.3	2.9	2.6
EV/EBIT	6.9	9.2	6.2	4.9	4.3
PER	44.9	n.m.	17.6	9.9	5.9
P/B	0.8	0.8	0.8	0.8	0.7

Source: Company data, Montega, Capital IQ

Figures in EUR m, EPS in EUR, Price: 4.04 EUR

Company Background

Founded in 1758, Berentzen looks back on a history of over 250 years and is seen as one of the best-known spirits brands in Germany. Alongside production and sale of spirits, the company has expanded its business activities to non-alcoholic beverages and fresh juice systems through numerous acquisitions over the years. Today, Berentzen can be regarded as an integrated beverages group, which has an attractive brand profile with a very good price-performance ratio.

To maintain its ground in the highly competitive beverages market in the long term, the company has established a promising niche strategy over the last years which is based on the Berentzen, Puschkin, Mio Mio and Citrocasas core brands. In addition to this business, the company has a market-leading position in private label spirits which makes the Berentzen group an appreciated partner for customers such as EDEKA and REWE.

Key Facts

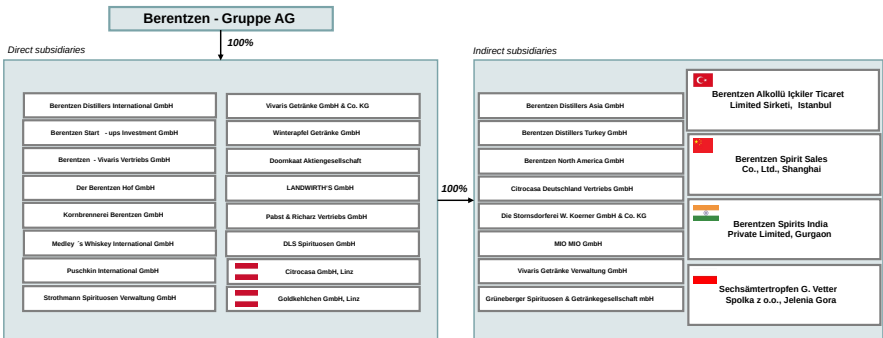
Sector	Beverage
Ticker	BEZ
Employees	approx. 515
Sales	EUR 181.9m
EBITDA	EUR 17.3m
EBITDA-margin	9.5%
Core competence	Production and distribution of spirits, non-alcoholic beverages and fresh juice systems
Locations	Haselünne (headquarters), Minden, Linz(Austria), Istanbul (Turkey)
Customers	Food and beverage retail (90%), Gastronomy (10%)

Source: Company, Montega; Status: FY 2024

Organisational structure and locations

Berentzen-Gruppe Aktiengesellschaft, the holding company of the group, is located in Haselünne. Based on the long history and the vast range of activities, the company has many different direct and indirect subsidiaries which are all fully owned by the group. The table below shows the scope of consolidation divided by direct and indirect subsidiaries.

Corporate structure of Berentzen-Gruppe AG



Source: Company

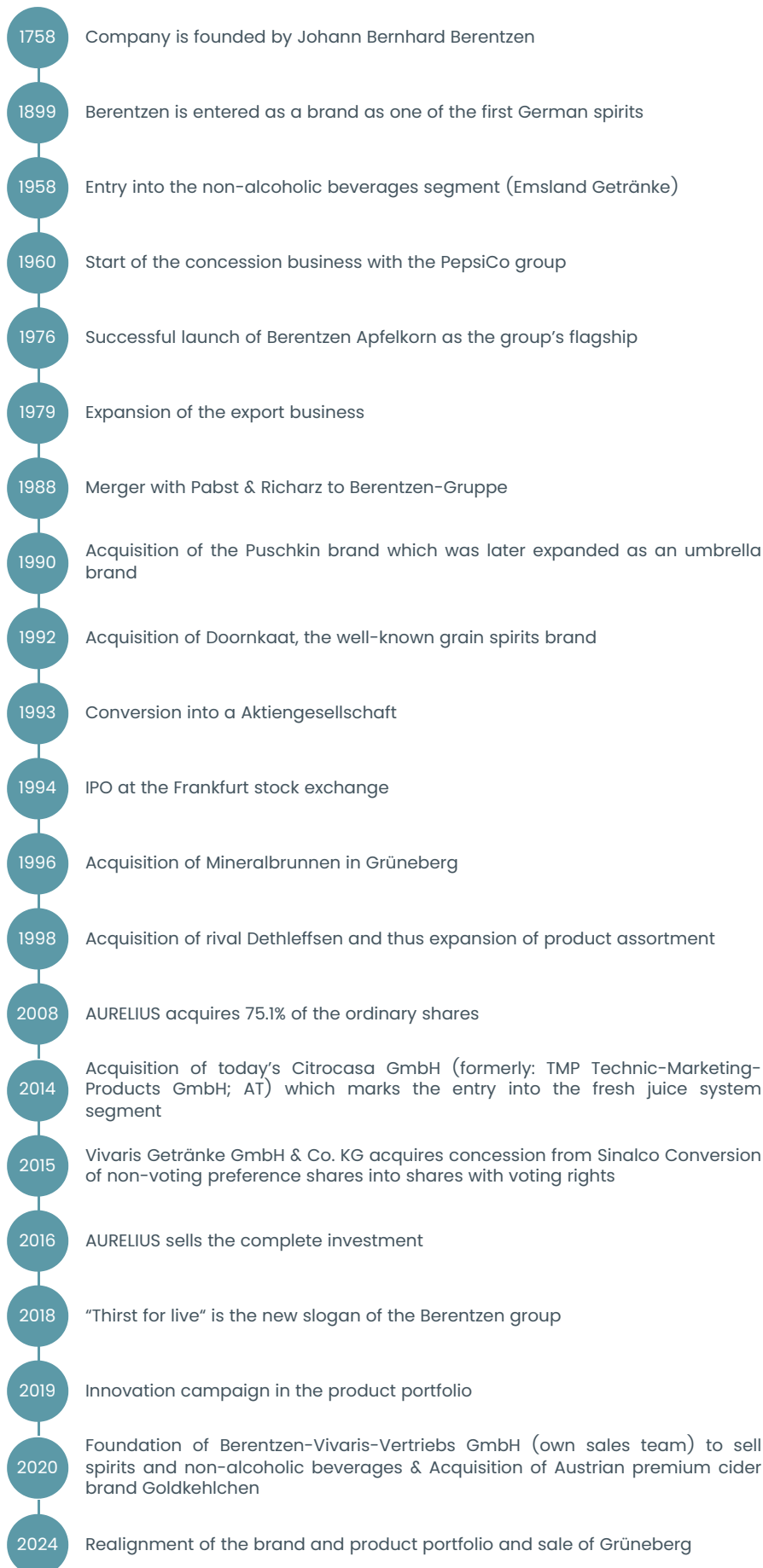
The chart below shows the group's operating locations for production, administration and sale of the goods.

Locations of Berentzen-Gruppe AG



Source: Company

Major events in the company's history



Brand portfolio and segments

The chart below shows the brand portfolio of the Berentzen group in the individual segments (Spirits, Non-alcoholic Beverages, Fresh Juice Systems). The right column displays all those brands which are in the focus of the company's strategy and which therefore play a decisive role in the equity story.

Brand portfolio of the Berentzen-Gruppe AG

	Focus brands/		
Spirits	 Mitsch. Marken. Dürftich gekostet.	 WEIZENKORN	 PABST & RICHARZ
Non-alcoholic Beverages	 SANKT ANSGARI	 EMS-LAND Perle-Liquid EMS-LAND Sonne	
Fresh Juice Systems			

Source: Company, Montega

The four segments below are the basis of reporting pursuant to IFRS 8.

Spirits segment (revenue share: 61%): This segment with its traditional Berentzen brand is the origin of the company. In addition to the Berentzen and Puschkin core brands, the company offers other regional and national spirits brands such as Strothmann, Bommerlunder, Doornkaat or Dirty Harry. In the last years, the company has started a broad innovation campaign for its focus brands and launched various product variations which address different target groups. For instance, the seasonal Berentzen Creamers product line addresses the target group of younger consumers because of the available flavours and the product presentation. The high-quality product design and lower sweetness of Landlikör addresses persons aged 35+. The domestic brand spirits account for roughly one third of revenues in this segment. Subsidiary Pabst & Richarz Vertriebs GmbH is responsible for the business activities of the private label business and bundles the commissioned products of all kinds of spirits for customers such as REWE, EDEKA, or the Schwarz group. Together with the export of the brand spirits, the revenue share of these activities accounts for the remaining two thirds of this segment.

Sample product overview in the spirits segment



Brand spirits



Private - Label

Source: Company

Non-alcoholic Beverages (revenue share: 23%): The non-alcoholic beverages segment is exclusively managed by subsidiary Vivaris Getränke GmbH & Co. KG. Mio Mio is the declared focus brand, which is characterised by a sustainable focus (fully climate-neutral) and additive ingredients such as caffeine, guarana, or mate. At an average growth rate of over 30% p.a., Mio Mio has been the growth driver of this segment in the past few years and meanwhile accounts for a segment share of nearly the half. Regional mineral waters of the brands Emsland and Sankt Ansgari (revenue shares: almost 40%) make up the largest share in the Non-alcoholic Beverages segment in terms of volume. The remaining revenues in this segment are generated with other lemonades and soft drinks, energy drinks and with the concession business for Sinalco. Contract filling for PepsiCo was discontinued at the end of Q1/21.

Sample product overview in the non - alcoholic beverage segment



Source: Company

Fresh Juice Systems (revenue share: 11%): The acquisition of TMP Technic-Marketing-Products GmbH in 2014, which changed its name to Citrocasa GmbH in July 2019, marked the entry into the market for fresh juice systems. The company's range of services include the distribution of juicers but also the supply of oranges and the corresponding bottling systems. This one-stop solution of Citrocasa addresses the retail in Germany and Austria, whilst juicers are sold by distributors on a global scale.

Sample product overview in the fresh juice system segment



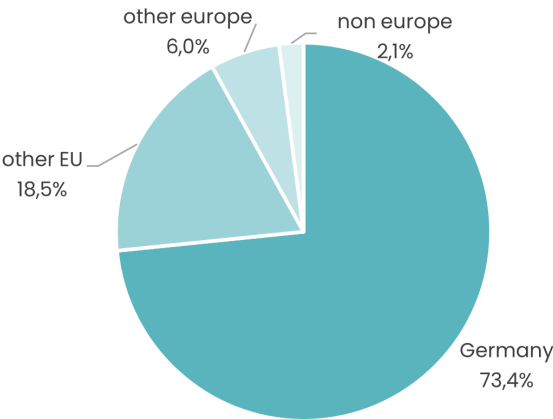
Source: Company

Others (revenue share: 5%): This segment includes the activities of the Turkish subsidiary (segment share c. 90%) and revenues of the Berentzen Hof event location at the company's headquarters in Haselünne. In the years prior to Covid-19, Berentzen Hof had been a popular destination with more than 35,000 visitors per year.

Sales Distribution by Regions and Channels

Regionally, the sales focus of the group is in Germany with a revenue of EUR 133.6m in 2024, accounting for 73.4%. In other countries of the European Union, the company was able to generate a top-line contribution of EUR 33.6m (18.5%). The revenue streams from international business further consist of the rest of Europe with EUR 11.0m (6.0%) and sales outside Europe at a level of EUR 3.8m (2.1%). Regarding the sales channels, Berentzen follows the general market distribution and serves almost exclusively the food retail sector (LEH) with a revenue share of approximately 90% (MONE). Consequently, revenues with catering establishments account for about 10% of the revenues.

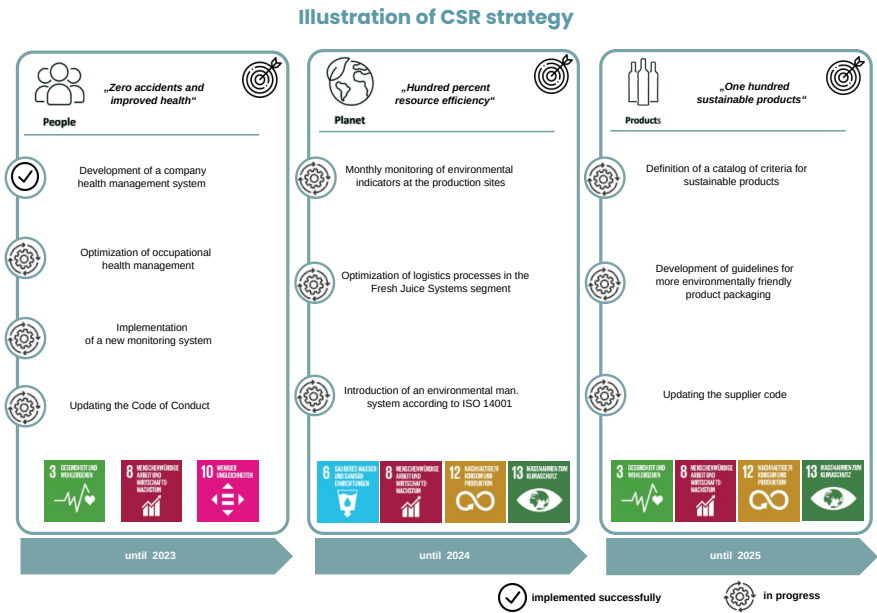
Revenues by region (2024)



Source: Company

CSR strategy

Corporate Social Responsibility is a key priority for the Berentzen group and can be regarded as exemplary for a company of this size regarding the scope of reporting. That the efforts in this area are paying off has been demonstrated by the Gold Medal which the company has been awarded by EcoVadis most recently. Only 5% of the over 100,000 rated company receive this medal. The strategic key aspects and the corresponding measures of the CSR strategy can be seen in the chart below.



Source: Company, Montega

Management

The current Management Board consists of CEO Oliver Schwegmann and CFO Ralf Brühöfner.



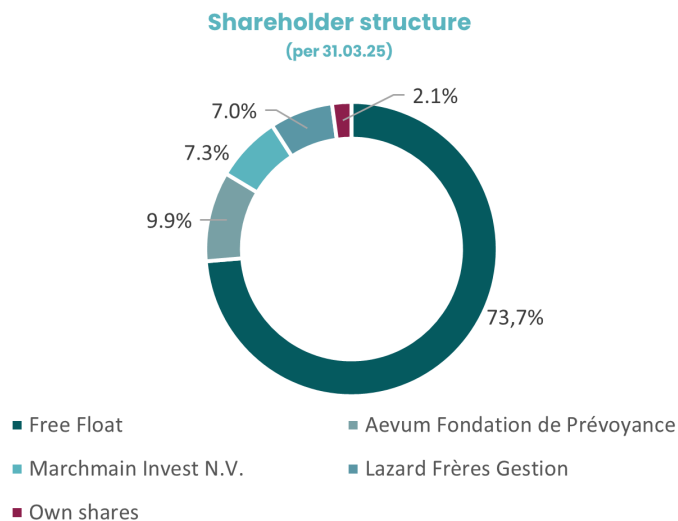
Oliver Schwegmann (CEO) assumed this position in June 2017 and is responsible for marketing, distribution, production & logistics, procurement as well as research & development. The graduate sports economist had held several management positions at prestigious companies prior to this. Most recently, Mr. Schwegmann was Country Managing Director at L'Oréal Suisse SA in Switzerland. Hero AG, Mars GmbH and August Storck KG were other renowned companies, where he held management positions.



Ralf Brühöfner (CFO), a business graduate, started his career at PwC, where he gained experience in investment controlling over several years. In 2001, Mr. Brühöfner joined the Berentzen group as commercial manager and was appointed to the Management Board as CFO in 2007. He has been responsible for finances, controlling, human resources, IT, legal, corporate communications, investor relations and corporate social responsibility since then.

Shareholder structure

The IPO of Berentzen-Gruppe AG took place in June 1994 on the Frankfurt Stock Exchange. Currently, 9.6 million shares are in circulation. The free float is relatively high at approximately 74%. The largest shareholder is Aevum Fondation de Prévoyance (Switzerland) with a 9.9% stake, followed by Marchmain Invest N.V. with 7.3% and Lazard Frères Gestion (France) with around 7%. Additionally, Berentzen-Gruppe AG holds 2.1% of its own shares.



Source: Company

DCF Model

Figures in EUR m

	2025e	2026e	2027e	2028e	2029e	2030e	2031e	Terminal Value
Sales	168.7	176.4	185.1	193.8	202.9	211.3	218.6	222.9
Change yoy	-7.3%	4.6%	4.9%	4.7%	4.7%	4.1%	3.5%	2.0%
EBIT	8.6	10.8	12.3	15.8	16.2	16.9	17.5	12.1
EBIT margin	5.1%	6.1%	6.7%	8.2%	8.0%	8.0%	8.0%	5.5%
NOPAT	5.8	7.4	8.4	10.8	11.0	11.5	11.9	8.3
Depreciation	7.6	7.7	8.0	8.3	8.7	8.9	9.0	8.9
in % of Sales	4.5%	4.4%	4.4%	4.3%	4.3%	4.2%	4.1%	4.0%
Change in Liquidity from								
- Working Capital	4.0	-0.6	-0.9	-1.1	-0.6	-0.9	-1.0	-0.6
- Capex	-8.8	-9.0	-9.4	-9.9	-9.7	-9.3	-9.0	-8.9
Capex in % of Sales	5.2%	5.1%	5.1%	5.1%	4.8%	4.4%	4.1%	4.0%
Other								
Free Cash Flow (WACC model)	8.7	5.4	6.1	8.1	9.8	10.5	11.2	7.8
WACC	9.4%	9.4%	9.4%	9.4%	9.4%	9.4%	9.4%	9.4%
Present value	8.5	4.9	5.0	6.1	6.7	6.5	6.4	55.1
Total present value	8.5	13.4	18.3	24.4	31.1	37.6	44.0	99.1

Valuation

Total present value (Tpv)	99.1
Terminal Value	55.1
Share of TV on Tpv	56%
Liabilities	23.1
Liquidity	9.3
Equity value	85.3

Number of shares (mln)	9.4
Value per share (EUR)	9.1
+Upside / -Downside	125%
Share price	4.04

Model parameter

Debt ratio	25.0%
Costs of Debt	5.5%
Market return	9.0%
Risk free rate	2.5%

Beta	1.4
WACC	9.4%
Terminal Growth	2.0%

Growth: sales and margin

Short term sales growth	2025-2028	4.7%
Mid term sales growth	2025-2031	4.4%
Long term sales growth	from 2032	2.0%
Short term EBIT margin	2025-2028	6.5%
Mid term EBIT margin	2025-2031	7.2%
Long term EBIT margin	from 2032	5.5%

Sensitivity Value per Share (EUR)

Terminal Growth

WACC	1.25%	1.75%	2.00%	2.25%	2.75%
9.89%	8.01	8.31	8.47	8.64	9.03
9.64%	8.27	8.59	8.77	8.96	9.38
9.39%	8.55	8.90	9.09	9.29	9.75
9.14%	8.84	9.22	9.43	9.65	10.15
8.89%	9.16	9.57	9.80	10.04	10.59

Sensitivity Value per Share (EUR)

EBIT-margin from 2032e

WACC	4.95%	5.20%	5.45%	5.70%	5.95%
9.89%	7.95	8.21	8.47	8.73	8.99
9.64%	8.23	8.50	8.77	9.04	9.31
9.39%	8.52	8.80	9.09	9.37	9.66
9.14%	8.83	9.13	9.43	9.73	10.03
8.89%	9.17	9.48	9.80	10.11	10.43

Source: Montega

P&L (in EUR m) Berentzen-Gruppe AG	2022	2023	2024	2025e	2026e	2027e
Sales	174.2	185.7	181.9	168.7	176.4	185.1
Increase / decrease in inventory	4.7	0.5	-1.2	1.0	1.5	1.5
Own work capitalised	0.0	0.0	0.0	0.0	0.0	0.0
Total sales	178.9	186.1	180.7	169.7	177.9	186.6
Material Expenses	99.7	108.9	100.3	96.2	99.7	104.6
Gross profit	79.3	77.3	80.4	73.5	78.2	82.0
Personnel expenses	28.8	30.0	30.5	26.5	27.3	28.3
Other operating expenses	38.6	37.2	39.0	36.3	37.9	38.9
Other operating income	4.7	6.0	6.4	5.4	5.5	5.6
EBITDA	16.7	16.0	17.3	16.2	18.5	20.4
Depreciation on fixed assets	7.5	7.7	10.8	6.9	7.1	7.4
EBITA	9.1	8.3	6.5	9.3	11.4	13.0
Amortisation of intangible assets	0.8	0.6	0.7	0.7	0.6	0.6
Impairment charges and Amortisation of goodwill	1.3	0.0	0.0	0.0	0.0	0.0
EBIT	7.0	7.7	5.8	8.6	10.8	12.3
Financial result	-2.9	-5.6	-6.3	-5.3	-5.2	-2.8
Result from ordinary operations	4.2	2.1	-0.5	3.2	5.7	9.5
Extraordinary result	0.0	0.0	0.0	0.0	0.0	0.0
EBT	4.2	2.1	-0.5	3.2	5.7	9.5
Taxes	2.1	1.2	0.7	1.0	1.8	3.0
Net Profit of continued operations	2.1	0.9	-1.3	2.2	3.9	6.5
Net Profit of discontinued operations	0.0	0.0	0.0	0.0	0.0	0.0
Net profit before minorities	2.1	0.9	-1.3	2.2	3.9	6.5
Minority interests	0.0	0.0	0.0	0.0	0.0	0.0
Net profit	2.1	0.9	-1.3	2.2	3.9	6.5

Source: Company (reported results), Montega (forecast)

P&L (in % of Sales) Berentzen-Gruppe AG	2022	2023	2024	2025e	2026e	2027e
Sales	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
Increase / decrease in inventory	2.7%	0.2%	-0.7%	0.6%	0.9%	0.8%
Own work capitalised	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Total sales	102.7%	100.2%	99.3%	100.6%	100.9%	100.8%
Material Expenses	57.2%	58.6%	55.1%	57.0%	56.5%	56.5%
Gross profit	45.5%	41.6%	44.2%	43.6%	44.4%	44.3%
Personnel expenses	16.5%	16.2%	16.8%	15.7%	15.5%	15.3%
Other operating expenses	22.1%	20.1%	21.4%	21.5%	21.5%	21.0%
Other operating income	2.7%	3.2%	3.5%	3.2%	3.1%	3.0%
EBITDA	9.6%	8.6%	9.5%	9.6%	10.5%	11.0%
Depreciation on fixed assets	4.3%	4.1%	5.9%	4.1%	4.0%	4.0%
EBITA	5.2%	4.5%	3.6%	5.5%	6.5%	7.0%
Amortisation of intangible assets	0.5%	0.3%	0.4%	0.4%	0.4%	0.4%
Impairment charges and Amortisation of goodwill	0.7%	0.0%	0.0%	0.0%	0.0%	0.0%
EBIT	4.0%	4.2%	3.2%	5.1%	6.1%	6.7%
Financial result	-1.6%	-3.0%	-3.5%	-3.2%	-2.9%	-1.5%
Result from ordinary operations	2.4%	1.1%	-0.3%	1.9%	3.2%	5.1%
Extraordinary result	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
EBT	2.4%	1.1%	-0.3%	1.9%	3.2%	5.1%
Taxes	1.2%	0.7%	0.4%	0.6%	1.0%	1.6%
Net Profit of continued operations	1.2%	0.5%	-0.7%	1.3%	2.2%	3.5%
Net Profit of discontinued operations	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Net profit before minorities	1.2%	0.5%	-0.7%	1.3%	2.2%	3.5%
Minority interests	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Net profit	1.2%	0.5%	-0.7%	1.3%	2.2%	3.5%

Source: Company (reported results), Montega (forecast)

Balance sheet (in EUR m) Berentzen-Gruppe AG	2022	2023	2024	2025e	2026e	2027e
ASSETS						
Intangible assets	9.3	9.1	8.8	8.5	8.2	7.9
Property, plant & equipment	46.7	49.6	44.6	46.1	47.7	49.4
Financial assets	1.3	1.5	2.6	2.6	2.6	2.6
Fixed assets	57.3	60.2	56.0	57.2	58.5	59.9
Inventories	51.1	50.9	47.9	44.4	45.8	48.1
Accounts receivable	10.6	13.2	14.2	12.0	12.6	12.9
Liquid assets	13.5	8.7	9.3	13.4	14.2	16.5
Other assets	13.7	12.4	9.4	9.4	9.4	9.4
Current assets	89.0	85.2	80.8	79.2	82.0	86.9
Total assets	146.3	145.4	136.8	136.3	140.5	146.8
LIABILITIES AND SHAREHOLDERS' EQUITY						
Shareholders' equity	50.1	47.4	46.4	47.6	50.4	55.0
Minority Interest	0.0	0.0	0.0	0.0	0.0	0.0
Provisions	7.2	8.4	7.2	7.2	7.2	7.2
Financial liabilities	3.9	15.5	15.9	15.9	15.9	15.9
Accounts payable	45.9	36.6	34.1	32.4	33.8	35.5
Other liabilities	39.2	37.4	33.2	33.2	33.2	33.2
Liabilities	96.2	98.0	90.4	88.7	90.1	91.8
Total liabilities and shareholders' equity	146.3	145.4	136.8	136.3	140.5	146.8

Source: Company (reported results), Montega (forecast)

Balance sheet (in %) Berentzen-Gruppe AG	2022	2023	2024	2025e	2026e	2027e
ASSETS						
Intangible assets	6.4%	6.3%	6.4%	6.2%	5.8%	5.4%
Property, plant & equipment	31.9%	34.1%	32.6%	33.8%	34.0%	33.6%
Financial assets	0.9%	1.0%	1.9%	1.9%	1.9%	1.8%
Fixed assets	39.2%	41.4%	40.9%	42.0%	41.6%	40.8%
Inventories	35.0%	35.0%	35.1%	32.6%	32.6%	32.8%
Accounts receivable	7.3%	9.1%	10.4%	8.8%	9.0%	8.8%
Liquid assets	9.3%	6.0%	6.8%	9.8%	10.1%	11.2%
Other assets	9.3%	8.5%	6.9%	6.9%	6.7%	6.4%
Current assets	60.8%	58.6%	59.1%	58.1%	58.4%	59.2%
Total Assets	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
LIABILITIES AND SHAREHOLDERS' EQUITY						
Shareholders' equity	34.3%	32.6%	33.9%	34.9%	35.8%	37.5%
Minority Interest	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Provisions	4.9%	5.8%	5.3%	5.3%	5.1%	4.9%
Financial liabilities	2.7%	10.7%	11.7%	11.7%	11.3%	10.9%
Accounts payable	31.4%	25.2%	24.9%	23.8%	24.1%	24.2%
Other liabilities	26.8%	25.7%	24.3%	24.4%	23.6%	22.6%
Total Liabilities	65.8%	67.4%	66.1%	65.1%	64.2%	62.6%
Total Liabilities and Shareholders' Equity	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Source: Company (reported results), Montega (forecast)

Statement of cash flows (in EUR m) Berentzen-Gruppe AG	2022	2023	2024	2025e	2026e	2027e
Net income	2.1	0.9	-1.3	2.2	3.9	6.5
Depreciation of fixed assets	7.5	7.7	10.8	6.9	7.1	7.4
Amortisation of intangible assets	2.1	0.6	0.7	0.7	0.6	0.6
Increase/decrease in long-term provisions	0.0	1.2	-1.2	0.0	0.0	0.0
Other non-cash related payments	-1.5	-0.4	-1.3	0.0	0.0	0.0
Cash flow	10.2	9.9	7.8	9.8	11.5	14.5
Increase / decrease in working capital	-5.3	-13.0	-0.7	4.0	-0.6	-0.9
Cash flow from operating activities	4.9	-3.1	7.2	13.8	10.9	13.6
CAPEX	-9.1	-9.5	-6.6	-8.8	-9.0	-9.4
Other	0.0	0.1	2.2	0.0	0.0	0.0
Cash flow from investing activities	-9.0	-9.4	-4.5	-8.8	-9.0	-9.4
Dividends paid	-2.1	-2.1	-0.8	-1.0	-1.1	-1.9
Change in financial liabilities	-6.9	11.6	0.0	0.0	0.0	0.0
Other	-1.9	-3.2	0.5	0.0	0.0	0.0
Cash flow from financing activities	-10.9	6.4	-0.4	-1.0	-1.1	-1.9
Effects of exchange rate changes on cash	0.0	0.0	0.0	0.0	0.0	0.0
Change in liquid funds	-15.0	-6.1	2.3	4.0	0.9	2.2
Liquid assets at end of period	13.0	7.0	9.3	13.4	14.2	16.5

Source: Company (reported results), Montega (forecast)

Key figures Berentzen-Gruppe AG	2022	2023	2024	2025e	2026e	2027e
Earnings margins						
Gross margin (%)	45.5%	41.6%	44.2%	43.6%	44.4%	44.3%
EBITDA margin (%)	9.6%	8.6%	9.5%	9.6%	10.5%	11.0%
EBIT margin (%)	4.0%	4.2%	3.2%	5.1%	6.1%	6.7%
EBT margin (%)	2.4%	1.1%	-0.3%	1.9%	3.2%	5.1%
Net income margin (%)	1.2%	0.5%	-0.7%	1.3%	2.2%	3.5%
Return on capital						
ROCE (%)	16.1%	14.0%	9.4%	14.6%	18.6%	20.4%
ROE (%)	4.3%	1.7%	-2.6%	4.8%	8.1%	12.8%
ROA (%)	1.4%	0.6%	-0.9%	1.6%	2.7%	4.4%
Solvency						
YE net debt (in EUR)	-2.5	15.1	13.8	9.7	8.9	6.6
Net debt / EBITDA	-0.2	0.9	0.8	0.6	0.5	0.3
Net gearing (Net debt/equity)	-0.1	0.3	0.3	0.2	0.2	0.1
Cash Flow						
Free cash flow (EUR m)	-4.1	-12.5	0.5	5.1	1.9	4.2
Capex / sales (%)	5.2%	5.1%	3.7%	5.2%	5.1%	5.1%
Working capital / sales (%)	7.5%	11.7%	15.2%	15.4%	13.8%	13.5%
Valuation						
EV/Sales	0.3	0.3	0.3	0.3	0.3	0.3
EV/EBITDA	3.2	3.3	3.1	3.3	2.9	2.6
EV/EBIT	7.5	6.9	9.2	6.2	4.9	4.3
EV/FCF	-	-	100.5	10.5	27.4	12.7
PE	18.4	44.9	-	17.6	9.9	5.9
P/B	0.8	0.8	0.8	0.8	0.8	0.7
Dividend yield	5.4%	2.2%	2.7%	2.8%	5.1%	8.5%

Source: Company (reported results), Montega (forecast)

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Company	Disclosure (as of 27.10.2025)
Berentzen-Gruppe AG	1, 8, 9

Price history

Recommendation	Date	Price (EUR)	Price target (EUR)	Potential
Buy (Initiation)	06.02.2023	6.52	12.00	+84%
Buy	27.03.2023	6.48	12.00	+85%
Buy	05.05.2023	6.50	12.00	+85%
Buy	01.08.2023	5.95	12.00	+102%
Buy	14.08.2023	5.95	12.00	+102%
Buy	20.10.2023	5.95	12.00	+102%
Buy	26.10.2023	5.90	12.00	+103%
Buy	20.02.2024	5.65	12.00	+112%
Buy	08.04.2024	5.28	9.00	+70%
Buy	13.05.2024	5.54	9.00	+62%
Buy	05.08.2024	5.08	10.00	+97%
Buy	15.08.2024	5.12	10.00	+95%
Buy	28.10.2024	4.40	10.00	+127%
Buy	14.02.2025	4.03	10.00	+148%
Buy	31.03.2025	4.39	10.00	+128%
Buy	08.05.2025	4.38	10.00	+128%
Buy	22.07.2025	4.32	9.00	+108%
Buy	20.08.2025	3.89	9.00	+131%
Buy	15.10.2025	3.91	9.00	+130%
Buy	27.10.2025	4.04	9.00	+123%