

"Consumer Goods"

Berentzen-Gruppe AG

WKN: 520160 | ISIN: DE0005201602 | Bloomberg: BEZ GR

Q1/21: Weak start to 2021 as expected / Guidance confirmed

All key financial indicators below Q1/20: Yesterday, the Berentzen Group published financial figures for Q1/21. As already communicated by the management, all key financial indicators were adversely affected by the still ongoing pandemic and further deteriorated with revenues down by -13.2% to EUR 31.4m (Q1/20: EUR 36.2m). EBITDA decreased to EUR 2.7m (Q1/20: EUR 3.2m) and EBIT declined to EUR 0.5m (Q1/20: EUR 1.1m). A less advantageous segment mix caused gross profit to shrink. This reduction in operational profitability was partly offset by the other operating result on the EBIT level.

The company reported that all segments experienced sales contractions with fresh juice systems segment (Q1/21 revenues down by -27.3% yoy) still suffering the most from the measures taken to contain the pandemic. This business performance mirrored sector activity. According to data published by the Federal Statistical Office, total turnover in the German beverage manufacturing industry contracted significantly during January (-21.8% yoy) and February (-15.0% yoy) this year (data for March not available yet). Moreover, whereas Berentzen's spirit segment (Q1/21 revenues down by -9.9% yoy) likely developed better that the respective German subsector (January: -30.3% yoy; February: -10.0%) the non-alcoholic beverages segment (Q1/21 revenues down by -14.9% yoy) probably lost more than its respective German subsector (January: -13.1% yoy; February: -10.1%).

All eyes on H2/21: We expect Q2/21 to still be negatively affected, but with successively decreasing pandemic effects. By 30 April, 26.9% of the German population had received at least one vaccine dose. About 7.7% of the country is fully vaccinated against Covid-19. As vaccination coverage increases, it is expected that curfews or restrictions on social gatherings will be lifted and daily life will gradually return to normal. Accordingly, Berentzen continues to expect stronger business momentum in H2/21 and confirms its guidance for 2021.

We confirm our BUY recommendation and leave the price target unchanged at EUR 8.00. The peer group valuation shows a fair value of EUR 7.79 per share whereas our DCF model indicates a fair value of EUR 9.98 per share.

FY End: 31.12.; in EURm	CAGR (18-23e)	2018	2019	2020	2021e	2022e	2023e
Revenue	1.0%	162.2	167.4	154.6	156.0	166.0	170.6
Adj. EBITDA	0.3%	17.3	18.4	14.1	14.2	17.4	17.6
Adj. EBITDA Margin		10.7%	11.0%	9.1%	9.1%	10.5%	10.3%
Adj. EBIT	-3.5%	9.8	9.8	5.2	5.3	8.1	8.2
Adj. EBIT Margin		6.0%	5.9%	3.4%	3.4%	4.9%	4.8%
Net result	-2.2%	5.2	4.9	1.2	2.6	4.6	4.6
EPS	-2.2%	0.55	0.52	0.13	0.28	0.49	0.49
Dividend per share		0.28	0.28	0.13	0.14	0.24	0.25
EV/Sales		0.38	0.38	0.27	0.37	0.37	0.33
EV/EBITDA		4.59	3.49	3.32	2.88	4.02	3.33
P/E		10.98	11.48	45.86	21.67	12.34	12.25
Net debt/EBITDA		-0.01	0.11	-0.18	-0.48	0.04	0.08
Source: Berentzen, FMR							

Published: 05.05.2021

BUY

Before: BUY

Price target EUR 8.00 (8.00) Share price EUR 6.02 (**+33%**)

*last XETRA closing price

Change	2021e	2022e	20236
Revenue	-	-	
Adj. EBIT	-	-	
FPS	_	_	



Source: Factset

Basic share data

Number of shares (million)	9.39
Free float and others (in %)	79.40%
Market cap (EURm)	56.6
Trading volume (Ø)	19,812
High (EUR, 52 weeks)	6.4
Low (EUR, 52 weeks)	5.0

Shareholder structure

Monolith (NL)	4.90%
MainFirst (LU)	8.50%
Lazard Frères Gestion (FR)	5.10%
Treasury shares	2.10%
Free float and others	79 40%

Corporate calendar

Virtual General Meeting	11.05.2021
Half-Yearly Financial Report	11.08.2021

Analyst

Enid Omerovic Equity Research Analyst

enid.omerovic@fmr-research.de +49 (0) 69 – 247 4272 73

Contact us

FMR Frankfurt Main Research AG Kleiner Hirschgraben 10-12 60311 Frankfurt am Main Germany

> +49 (0) 69 – 247 4272 70 www.fmr-research.de

In cooperation with





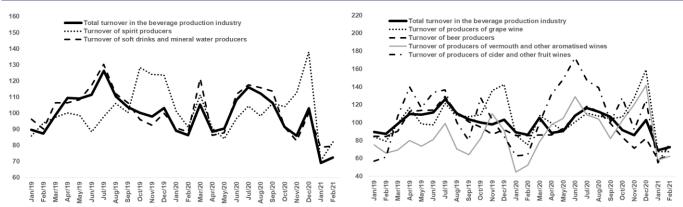
Appendix

German beverage industry overview & sales markets

Employees/hours worked and turnover in the German beverage industry (turnover in EURm) 55,500 7600 300 7400 55,000 250 54,500 7000 200 53,500 6600 150 1,000 6400 53,000 6200 otal turnover in the beverage production industry 52,500 ·····Employees in the beverage production industry · · · · · Domestic turnover in the beverage production industry 6000 50 Hours worked in beverage production industry (right scale) 52,000 Foreign turnover (right scale) in the beverage production industry measured in 1.000 hours) 51.500 5600 May/19 Jul/19 Jul/19 Aug/19 Jul/19 Aug/19 Jan/20 Jan/20 Jul/20 Ju

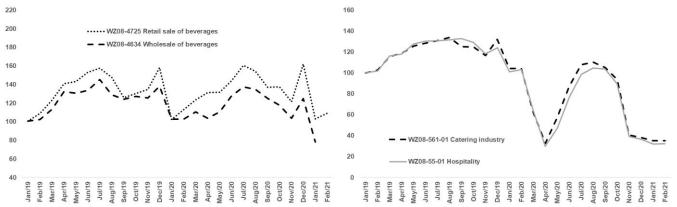
Source: © Statistisches Bundesamt (Destatis), FMR

Turnover in subsectors of the German beverage production industry (volume index; 2015=100)



Source: © Statistisches Bundesamt (Destatis), FMR

Retail/wholesale of beverages and turnover in the hospitality/catering industry (2015=100 in real values)



Source: © Statistisches Bundesamt (Destatis), FMR



Discounted Cash Flow Mod	dell										
	F	PHASE 1					PHASE 2				PHASE 3
in EURm	2021E	2022E	2023E	2024E	2025E	2026E	2027E	2028E	2029E	2030E	œ
Sales	156.0	166.0	170.6	174.8	178.8	183.2	187.4	191.1	194.0	195.9	
Sales growth YoY in %	0.9%	6.4%	2.8%	2.5%	2.3%	2.5%	2.3%	2.0%	1.5%	1.0%	
EBIT	5.3	8.1	8.2	9.1	9.5	9.8	10.2	10.5	10.7	10.8	
EBIT margin in %	3.4%	4.9%	4.8%	5.2%	5.3%	5.4%	5.5%	5.5%	5.5%	5.5%	
Income tax on EBIT Depreciation and amortisation	-1.6 8.9	-2.4 9.2	-2.5 9.4	-2.7 9.1	-2.8 8.4	-2.9 8.1	-3.1 8.3	-3.2 8.5	-3.2 8.6	-3.2 9.0	
·											
Change in net working capital Net capital expenditure	-3.2 -8.3	-2.9 -8.6	-0.9 -9.0	-0.8 -9.1	-0.7 -8.4	-0.6 -8.4	-0.5 -8.6	-0.4 -8.8	-0.3 -8.9	-0.2 -9.0	
Free cash flow	1.2	3.5	5.3	5.6	5.9	5.9	6.3	6.6	6.8	7.3	
Present values	1.1	3.1	4.2	4.1	4.0	3.7	3.6	3.5	3.3	3.3	52.4
Present value Phase 1	8.4	16%			Risk free rate	e	2.0%	Tar	get equity ra	itio	77.6%
Present value Phase 2	25.5	30%			Equity risk p		6.0%		shield		30.0%
Present value Phase 3	52.4	61%			Debt risk pre		3.0%		ta (fundamer	ital)	1.30
Total present value	86.3	100%			CAGR Sales Ø EBIT-marg		1.9% 5.4%		ACC rminal grow	/th	8.35% 2.0%
+ Net cash	7.4			[Ser	sitivity ana	ysis		
- Minority interest (est. market value)	0.0							Termin	al growth (F	Phase 3)	
							1.0%	1.5%	2.0%	2.5%	3.0%
Fair value of equity	93.7					3.4%	6.18	6.40	6.66	6.97	7.34
					EBIT	4.4%	7.63	7.93	8.27	8.67	9.15
Number of shares (m)	9.4				margin	5.4%	9.09	9.46	9.98	10.38	10.97
					-	6.4%	10.55	10.98	11.49	12.08	12.78
Fair value per share (EUR)	9.98			L		7.4%	12.00	12.51	13.10	13.78	14.60

Source: FMR



Company name			P/E			EV/EBITD/	4		EV/EBIT			EV/Sales	
		2021e	2022e	2023e	2021e	2022e	2023e	2021e	2022e	2023e	2021e	2022e	2023e
Davide Campari-Milano N.V.		43.5x	36.9x	32.6x	26.6x	23.5x	21.3x	31.9x	27.7x	24.9x	6.5x	6.1x	5.7x
Altia Oyj		9.5x	8.2x	n.a.	5.0x	4.2x	n.a.	7.1x	6.0x	n.a.	0.8x	0.6x	n.a.
Arcus ASA		n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
A.G. BARR p.l.c.		21.8x	19.8x	18.9x	11.3x	10.6x	10.1x	15.1x	14.0x	13.5x	2.3x	2.2x	2.2x
Olvi Oyj Class A		22.4x	20.7x	18.6x	12.0x	11.2x	10.3x	17.1x	15.7x	14.2x	2.4x	2.3x	2.1x
Remy Cointreau SA		60.1x	48.7x	42.1x	33.3x	28.3x	25.3x	38.0x	31.9x	28.3x	8.7x	7.6x	7.0x
Schloss Wachenheim AG		13.0x	12.4x	12.3x	6.7x	6.4x	6.4x	11.3x	10.8x	10.6x	0.7x	0.7x	0.7x
Stock Spirits Group Plc		16.9x	14.4x	13.0x	9.2x	8.6x	7.9x	12.2x	10.7x	9.8x	1.9x	1.8x	1.7x
Diageo plc		28.7x	25.6x	23.5x	21.7x	19.8x	18.4x	24.4x	22.1x	20.4x	7.3x	7.0x	6.6x
Average		27.0x	23.3x	23.0x	15.7x	14.1x	14.2x	19.7x	17.4x	17.4x	3.8x	3.5x	3.7x
Median		22.1x	20.2x	18.9x	11.7x	10.9x	10.3x	16.1x	14.8x	14.2x	2.4x	2.2x	2.2x
			Net income)		EBITDA			EBIT			Sales	
in Mio. EUR, außer EPS (in EUR)		2021e	2022e	2023e	2021e	2022e	2023e	2021e	2022e	2023e	2021e	2022e	2023e
Berentzen-Gruppe AG (FMRe)		2.61	4.58	4.62	14.2	17.4	17.6	5.3	8.1	8.2	156.0	166.0	170.6
Applied multiples: mean Altia Oyj & Schloss Wachenheim AG	;	11.2	10.3	12.3	5.8	5.3	6.4	9.2	8.4	10.6	0.7	0.6	0.7
Enterprise value (derived)		29.3	47.3	56.6	82.9	92.6	112.2	49.1	68.3	87.1	114.5	106.8	112.4
- Financial net debt & minority interests	-7.4												
		-	47.3	-	-	85.1	-	-	60.9	-	-	99.4	-
Market capitalisation (derived)	73.2												
Premium (discount) vs. Peer Group	0%												
•	73.2												
Fair market capitalisation Number of shares (m) Fair value per share (EUR)	73.2 9.4 7.79												

Source: FMR, FactSet

Valuation summary

Valuation method	Fair value per share (EUR)	Mcap (in EURm)
DCF	9.98	93.72
Average	8.88	83.45
Peer group	7.79	73.18

Source: FMR, FactSet



Berentzen Group AG - Income Statement

in EURm IFRS	2018	2019	2020	2021e	2022e	2023
Revenues	162.2	167.4	154.6	156.0	166.0	170.
YoY growth	1.1%	3.2%	-7.7%	0.9%	6.4%	2.8
Increase or decrease in inventory of finished goods	1.4	0.0	0.1	0.8	0.8	0
and work in progress as % of revenues	0.9%	0.0%	0.0%	0.5%	0.5%	0.5
Total operating income	163.6	167.4	154.6	156.8	166.8	171
YoY growth	0.7%	2.3%	-7.6%	1.4%	6.4%	2.8
Cost of materials	-91.9	-92.7	-87.5	-85.8	-89.5	-91
as % of revenues	-56.7%	-55.4%	-56.6%	-55.0%	-53.9%	-53.8
Gross profit	71.7	74.7	67.1	71.0	77.4	79
as % of revenues	44.2%	44.6%	43.4%	45.5%	46.6%	46.7
Other operating income	4.7	4.1	3.1	0.0	0.0	(
as % of revenues	2.9%	2.5%	2.0%	0.0%	0.0%	0.
Personnel expenses as % of revenues	-24.6 -15.2%	-25.6 -15.3%	-25.0 -16.2%	-23.3 -14.9%	-24.2 -14.6%	-2 -14.
Other operating expenses as % of revenues	-35.3 -21.8%	-35.9 -21.5%	-31.2 -20.2%	-33.5 -21.5%	-35.8 -21.5%	-3 -21
Exceptional effects	0.8	1.1	1.5	0.0	0.0	21
· · · · · · · · · · · · · · · · · · ·						
Adj. EBITDA as % of revenues	17.3 10.7%	18.4 11.0%	14.1 9.1%	14.2 9.1%	17.4 10.5%	1
Depreciation of property, plant and equipment,						
and amortisation of intangible assets	-7.5	-8.5	-8.9	-8.9	-9.2	-
as % of revenues	-4.6%	-5.1%	-5.8%	-5.7%	-5.6%	-5
Adj. EBIT	9.8	9.8	5.2	5.3	8.1	
as % of revenues	6.0%	5.9%	3.4%	3.4%	4.9%	4
Exceptional effects	-0.8	-1.1	-1.5	0.0	0.0	
Financial result	-1.6	-1.5	-1.5	-1.6	-1.6	-
EBT (Earnings before income taxes)	7.4	7.2	2.3	3.7	6.5	
as % of revenues	4.6%	4.3%	1.5%	2.4%	3.9%	3
Income taxes	-2.3	-2.3	-1.0	-1.1	-2.0	_
as % of EBT	30.5%	31.6%	-45.3%	-30.0%	-30.0%	-30
Net income	5.2	4.9	1.2	2.6	4.6	
as % of revenues	3.2%	2.9%	0.8%	1.7%	2.8%	2
Other comprehensive income	-0.3	-0.5	-0.6	0.0	0.0	
Consolidated comprehensive income	4.9	4.4	0.7	2.6	4.6	
as % of revenues	3.0%	2.6%	0.4%	1.7%	2.8%	2
Shares outstanding (in m)	9.4	9.4	9.4	9.4	9.4	
Basic earnings per share (EUR)	0.55	0.52	0.13	0.28	0.49	0
Dividends per share (EUR)	0.28	0.28	0.13	0.14	0.24	0

Source: Berentzen-Gruppe AG; FMR



EURm IFRS	2018	2019	2020	2021e	2022e	2023e
ssets						
Non-current assets	59.4	59.7	56.1	55.5	54.8	54.4
as % of total assets	41.0%	39.4%	38.6%	39.0%	38.2%	37.0%
Intangible assets	12.1	11.6	10.7	10.4	9.9	9.
Property, plant and equipment	45.8	45.4	42.2	41.9	41.8	41.
Investment property	0.7	0.7	0.0	0.0	0.0	0.
Deferred tax assets	0.0	0.0	0.1	0.1	0.1	0.
Right-of-use assets	0.0	1.3	2.1	2.1	2.1	2.
Other financial assets	0.8	0.7	0.9	0.9	0.9	0.
Current assets	85.5	91.9	89.1	86.8	88.8	92.
as % of total assets	59.0%	60.6%	61.4%	61.0%	61.8%	63.0
Inventories	39.9	40.6	39.4	40.0	40.7	41.
Trade receivables	16.4	14.8	11.8	14.1	16.8	17.
Income tax assets	0.3	0.1	0.8	0.8	0.8	0.
Cash and cash equivalents	15.8	22.7	26.3	18.1	16.7	19.
Assets held for sale	0.0	0.0	0.7	0.0	0.0	0.
Other current financial and non-financial assets	13.1	13.8	10.0	13.8	13.8	13.
otal assets	145.0	151.6	145.2	142.3	143.6	146.8
otal assets hareholders´equity and liabilities	145.0	151.6	145.2	142.3	143.6	146.
	145.0 47.4	151.6 49.2	145.2 47.2	142.3 48.6	143.6 51.9	146. 54.
hareholders´equity and liabilities						
hareholders´ equity and liabilities Shareholders´ equity	47.4	49.2	47.2	48.6	51.9	54.
hareholders' equity and liabilities Shareholders' equity as % of total equity and liabilities	47.4 32.7%	49.2 32.4%	47.2 32.5%	48.6 34.2%	51.9 36.1%	54. 36.9
hareholders' equity and liabilities Shareholders' equity as % of total equity and liabilities Subscribed capital	47.4 32.7% 24.4	49.2 32.4% 24.4	47.2 32.5% 24.4	48.6 34.2% 24.4	51.9 36.1% 24.4	54 . 36.9 24.
hareholders' equity and liabilities Shareholders' equity as % of total equity and liabilities Subscribed capital Additional paid-in capital	47.4 32.7% 24.4 6.8	49.2 32.4% 24.4 6.8	47.2 32.5% 24.4 6.8	48.6 34.2% 24.4 6.8	51.9 36.1% 24.4 6.8	54. 36.9 24.
hareholders´ equity and liabilities Shareholders´ equity as % of total equity and liabilities Subscribed capital Additional paid-in capital Retained earning	47.4 32.7% 24.4 6.8 16.2	49.2 32.4% 24.4 6.8 18.0	47.2 32.5% 24.4 6.8 16.0	48.6 34.2% 24.4 6.8 17.4	51.9 36.1% 24.4 6.8 20.7	54. 36.9 24. 6 23.
hareholders´ equity and liabilities Shareholders´ equity as % of total equity and liabilities Subscribed capital Additional paid-in capital Retained earning Non-current provisions and liabilities as % of total equity and liabilities	47.4 32.7% 24.4 6.8 16.2	49.2 32.4% 24.4 6.8 18.0	47.2 32.5% 24.4 6.8 16.0	48.6 34.2% 24.4 6.8 17.4	51.9 36.1% 24.4 6.8 20.7	54 36.9 24 6 23 16
hareholders' equity and liabilities Shareholders' equity as % of total equity and liabilities Subscribed capital Additional paid-in capital Retained earning Non-current provisions and liabilities	47.4 32.7% 24.4 6.8 16.2 19.0 13.1% 9.9	49.2 32.4% 24.4 6.8 18.0 19.5 12.9% 9.9	47.2 32.5% 24.4 6.8 16.0 18.7 12.9% 8.9	48.6 34.2% 24.4 6.8 17.4 18.1 12.7% 8.3	51.9 36.1% 24.4 6.8 20.7 17.5 12.2%	54 36.9 24 6 23 16 11.5
hareholders´ equity and liabilities Shareholders´ equity as % of total equity and liabilities Subscribed capital Additional paid-in capital Retained earning Non-current provisions and liabilities as % of total equity and liabilities Non-current provisions	47.4 32.7% 24.4 6.8 16.2 19.0	49.2 32.4% 24.4 6.8 18.0 19.5 12.9%	47.2 32.5% 24.4 6.8 16.0 18.7 12.9%	48.6 34.2% 24.4 6.8 17.4 18.1 12.7%	51.9 36.1% 24.4 6.8 20.7 17.5	54 36.9 24 6 23 16 11.5
hareholders' equity and liabilities Shareholders' equity as % of total equity and liabilities Subscribed capital Additional paid-in capital Retained earning Non-current provisions and liabilities as % of total equity and liabilities Non-current provisions Non-current financial liabilities	47.4 32.7% 24.4 6.8 16.2 19.0 13.1% 9.9 7.1	49.2 32.4% 24.4 6.8 18.0 19.5 12.9% 9.9 7.9	47.2 32.5% 24.4 6.8 16.0 18.7 12.9% 8.9 8.6	48.6 34.2% 24.4 6.8 17.4 18.1 12.7% 8.3 8.6	51.9 36.1% 24.4 6.8 20.7 17.5 12.2% 7.7 8.6	54 36.9 24 6 23 16 11.5 7 8
hareholders´ equity and liabilities Shareholders´ equity as % of total equity and liabilities Subscribed capital Additional paid-in capital Retained earning Non-current provisions and liabilities as % of total equity and liabilities Non-current provisions Non-current financial liabilities Deferred income tax liabilities	47.4 32.7% 24.4 6.8 16.2 19.0 13.1% 9.9 7.1 2.0	49.2 32.4% 24.4 6.8 18.0 19.5 12.9% 9.9 7.9 1.8	47.2 32.5% 24.4 6.8 16.0 18.7 12.9% 8.9 8.6 1.2	48.6 34.2% 24.4 6.8 17.4 18.1 12.7% 8.3 8.6 1.2	51.9 36.1% 24.4 6.8 20.7 17.5 12.2% 7.7 8.6 1.2	54 36.9 24 6 23 16 11.5 7 8 1
hareholders' equity and liabilities Shareholders' equity as % of total equity and liabilities Subscribed capital Additional paid-in capital Retained earning Non-current provisions and liabilities as % of total equity and liabilities Non-current provisions Non-current financial liabilities Deferred income tax liabilities Current liabilities and provisions	47.4 32.7% 24.4 6.8 16.2 19.0 13.1% 9.9 7.1 2.0	49.2 32.4% 24.4 6.8 18.0 19.5 12.9% 9.9 7.9 1.8	47.2 32.5% 24.4 6.8 16.0 18.7 12.9% 8.9 8.6 1.2	48.6 34.2% 24.4 6.8 17.4 18.1 12.7% 8.3 8.6 1.2	51.9 36.1% 24.4 6.8 20.7 17.5 12.2% 7.7 8.6 1.2	54 36.9 24 6 23 16 11.5 7 8 1
hareholders´ equity and liabilities Shareholders´ equity as % of total equity and liabilities Subscribed capital Additional paid-in capital Retained earning Non-current provisions and liabilities as % of total equity and liabilities Non-current provisions Non-current financial liabilities Deferred income tax liabilities Current liabilities and provisions as % of total equity and liabilities	47.4 32.7% 24.4 6.8 16.2 19.0 13.1% 9.9 7.1 2.0 78.5 54.2%	49.2 32.4% 24.4 6.8 18.0 19.5 12.9% 9.9 7.9 1.8 82.9 54.7%	47.2 32.5% 24.4 6.8 16.0 18.7 12.9% 8.9 8.6 1.2 79.3 54.6%	48.6 34.2% 24.4 6.8 17.4 18.1 12.7% 8.3 8.6 1.2 75.6 53.1%	51.9 36.1% 24.4 6.8 20.7 17.5 12.2% 7.7 8.6 1.2 74.3 51.7%	54 36.9 24 6 23 16 11.5 7 8 1 7 51.6
hareholders´ equity and liabilities Shareholders´ equity as % of total equity and liabilities Subscribed capital Additional paid-in capital Retained earning Non-current provisions and liabilities as % of total equity and liabilities Non-current provisions Non-current financial liabilities Deferred income tax liabilities Current liabilities and provisions as % of total equity and liabilities Alcohol tax liabilities	47.4 32.7% 24.4 6.8 16.2 19.0 13.1% 9.9 7.1 2.0 78.5 54.2% 42.3	49.2 32.4% 24.4 6.8 18.0 19.5 12.9% 9.9 7.9 1.8 82.9 54.7% 43.6	47.2 32.5% 24.4 6.8 16.0 18.7 12.9% 8.9 8.6 1.2 79.3 54.6% 42.6	48.6 34.2% 24.4 6.8 17.4 18.1 12.7% 8.3 8.6 1.2 75.6 53.1% 40.6	51.9 36.1% 24.4 6.8 20.7 17.5 12.2% 7.7 8.6 1.2 74.3 51.7% 39.1	54 36.9 24 6 23 16 11.5 7 8 1 75 51.6 39
hareholders´ equity and liabilities Shareholders´ equity as % of total equity and liabilities Subscribed capital Additional paid-in capital Retained earning Non-current provisions and liabilities as % of total equity and liabilities Non-current provisions Non-current financial liabilities Deferred income tax liabilities Current liabilities and provisions as % of total equity and liabilities Alcohol tax liabilities Current provisions	47.4 32.7% 24.4 6.8 16.2 19.0 13.1% 9.9 7.1 2.0 78.5 54.2% 42.3 0.7	49.2 32.4% 24.4 6.8 18.0 19.5 12.9% 9.9 7.9 1.8 82.9 54.7% 43.6 0.3	47.2 32.5% 24.4 6.8 16.0 18.7 12.9% 8.9 8.6 1.2 79.3 54.6% 42.6 0.1	48.6 34.2% 24.4 6.8 17.4 18.1 12.7% 8.3 8.6 1.2 75.6 53.1% 40.6 0.1	51.9 36.1% 24.4 6.8 20.7 17.5 12.2% 7.7 8.6 1.2 74.3 51.7% 39.1 0.1	54. 36.9 24 6 23. 16. 11.5 7 8 1 75. 51.6 39 0
hareholders´ equity and liabilities Shareholders´ equity as % of total equity and liabilities Subscribed capital Additional paid-in capital Retained earning Non-current provisions and liabilities as % of total equity and liabilities Non-current provisions Non-current financial liabilities Deferred income tax liabilities Current liabilities and provisions as % of total equity and liabilities Alcohol tax liabilities Current provisions Income tax liabilities	47.4 32.7% 24.4 6.8 16.2 19.0 13.1% 9.9 7.1 2.0 78.5 54.2% 42.3 0.7 2.8	49.2 32.4% 24.4 6.8 18.0 19.5 12.9% 9.9 7.9 1.8 82.9 54.7% 43.6 0.3 1.5	47.2 32.5% 24.4 6.8 16.0 18.7 12.9% 8.9 8.6 1.2 79.3 54.6% 42.6 0.1	48.6 34.2% 24.4 6.8 17.4 18.1 12.7% 8.3 8.6 1.2 75.6 53.1% 40.6 0.1 0.3	51.9 36.1% 24.4 6.8 20.7 17.5 12.2% 7.7 8.6 1.2 74.3 51.7% 39.1 0.1 0.3	54 . 36.9 24. 6 23.

Source: Berentzen-Gruppe AG; FMR



Berentzen-Gruppe AG - Cash Flow Statement

in EURm IFRS	2018	2019	2020	2021e	2022e	2023
Consolidated profit	5.2	4.9	1.2	2.6	4.6	4.
Income tax expenses	2.3	2.3	1.0	1.1	2.0	2.
Interest income	-0.1	-0.1	-0.1	0.0	-0.1	-0.
Interest expenses	1.6	1.6	1.6	1.6	1.7	1.
Amortisation and depreciation of assets	7.5	8.5	8.9	8.9	9.2	9.
Impairments / write-ups of assets	0.0	0.0	1.4	0.0	0.0	0.
Other non-cash effects	-0.5	-0.9	-0.8	0.0	0.0	0.
Increase/decrease in provisions	-0.4	-0.6	-1.1	-0.6	-0.6	-0
Gains/losses on disposals of property, plant and equipment	0.0	0.0	0.0	0.0	0.0	0
Increase/decrease in receivables assigned under factoring agreements	-1.0	8.6	-7.7	-2.3	-2.7	-0
Decrease/increase in other assets	-5.5	-8.1	15.7	-4.3	-0.7	-0
Increase/decrease in alcohol tax liabilities	-1.0	1.3	-0.9	-2.0	-1.5	C
Increase/decrease in other liabilities	0.0	3.7	-0.6	-1.7	0.2	(
Cash and cash equivalents generated from operating activities	8.1	21.4	18.6	3.3	12.0	17
Income taxes paid	-1.2	-3.4	-3.7	-1.1	-2.0	-2
Interest received	0.1	0.1	0.1	0.0	0.1	(
Interest paid	-1.4	-1.4	-1.4	-1.6	-1.7	
Cash flow from operating activities	5.6	16.6	13.6	0.5	8.5	1:
Proceeds from disposals of intangible assets	0.1	0.1	0.0	0.0	0.0	(
Payments for investments in intangible assets	-0.8	-1.0	-0.5	-1.3	-1.3	-
Proceeds from disposals of property, plant and equipment	0.2	0.1	0.1	0.7	0.0	
Payments for investments in property, plant and equipment	-6.0	-6.2	-4.7	-7.0	-7.3	_
Proceeds from disposals of financial assets	0.0	0.0	0.1	0.0	0.0	
Proceeds from government grants	0.0	0.0	0.0	0.0	0.0	
Payments for additions to the consolidated group	0.0	0.0	-0.4	0.0	0.0	
Cash flow from investing activities	-6.5	-6.9	-5.4	-7.5	-8.6	_
Cash inflows from the utilization of loan agreements	0.0	0.3	0.0	0.0	0.0	
Repayment of Bonds	0.0	-0.1	-0.1	0.0	0.0	
Payments related to the issuance of bonds	0.0	0.0	0.0	0.0	0.0	
Dividend payments	-2.1	-2.6	-2.6	-1.2	-1.3	_
Payments for the purchase of treasury shares	0.0	0.0	0.0	0.0	0.0	
Lease liability repayments	0.0	-0.7	-1.2	0.0	0.0	
Cash flow from financing activities	-2.1	-3.2	-3.9	-1.2	-1.3	-
Total change in cash and cash equivalents	-3.0	6.6	4.3	-8.2	-1.4	
Cash and cash equivalents at the start of the period	18.4	15.5	22.0	26.3	18.1	1
Cash and cash equivalents at year's end	15.5	22.0	26.3	18.1	16.7	1
Overdraft facilities with banks	0.3	0.7	0.0	0.0	0.0	
Cash and cash equivalents	15.8	22.7	26.3	18.1	16.7	1:

Source: Berentzen-Gruppe AG; FMR

Berentzen-Gruppe AG



Declaration of liability (disclaimer) and mandatory details pursuant to Section 85 Securities Trading Act (WpHG), EU Market Abuse Regulation (EU Regulation No. 596/2014), Delegated Regulation 2016/958 and Delegated Regulation 2017/565 including details of possible conflicts of interest (disclosures), the author and the responsible supervisory authority

The following details inform the reader about the legal provisions that are to be observed when compiling financial analyses.

1. Declaration of liability

When producing an analysis, we have procured the actual details from the sources available to us that are generally deemed to be reliable. We cannot make any claim regarding the accuracy and completeness of such information. The recommendations and/or prognoses made by us on the basis of these actual details constitute non-binding value judgments made at the time of compilation of the study and represent the opinion of the author. Subsequent changes cannot be taken into account. FMR Frankfurt Main Research AG shall not be liable for damages of any kind in relation to any incomplete or incorrect information and FMR Frankfurt Main Research AG shall not be liable for indirect and/or direct damages and/or consequential damages. In particular, FMR Frankfurt Main Research AG shall not be liable for statements, plans or other details contained in this investment advice in relation to the company being investigated, its affiliated companies, strategies, market and/or competition situation, economic and/or legal framework conditions etc. Although the investment advice was compiled using full diligence, errors or omissions cannot be excluded. FMR Frankfurt Main Research AG, its shareholders and employees shall not be liable for the correctness or completeness of statements, assessments, recommendations or conclusions derived from the information contained in this analysis.

If an investment recommendation is provided in the context of an existing contractual relationship, e.g. financial advice or a similar service, FMR Frankfurt Main Research AG's liability shall be limited to gross negligence and intent. Should key details be omitted, FMR Frankfurt Main Research AG shall be liable for ordinary negligence. The liability of FMR Frankfurt Main Research AG shall be restricted to the amount of typical and foreseeable damages.

The study does not constitute an offer or request to acquire shares. Our information and recommendations in this study do not constitute individual investment advice and may therefore not be suitable, or may only be of limited suitability, for individual investors depending on the specific investment goals, the investment horizon or individual investment situation. With the compilation and distribution of this study we are not engaged in an investment advisor or portfolio management capacity for any persons. This study cannot replace the need for investment advice in any case.

The estimates, particularly prognoses and price expectations, may not be achieved. The work and all parts thereof are protected by copyright. All use outside the scope of copyright law is impermissible and prosecutable. This shall apply in particular to duplications, translations, microfilms, the saving and processing of the entire content or parts of the content on electronic media.

It is possible that shareholders, managers or employees of FMR Frankfurt Main Research AG or its affiliated companies have a position of responsibility in the companies named in the analysis, e.g. as a member of the supervisory board. The opinions contained in this investment advice may be amended without notice. All rights are reserved.

2. Mandatory details

- a) First publication: 05.05.2021,
- b) Time conditions of expected updates: quarterly
- c) Supervisory authority: Federal Financial Supervisory Authority (Bundesanstalt für Finanzdienstleistungsaufsicht), Lurgiallee 12, 60439 Frankfurt am Main
- d) Previous analyses: No analysis was published in the 12 months before publication of this analysis that contains a recommendation for a specific investment decision which contradicts this analysis.
- e) The analysis was made available to the issuer, to the extent that is legally permissible, before publication and was not amended thereafter.
- f) All prices and price developments listed in the analysis are based on closing prices insofar as no contradictory details were provided about prices and price developments.

3. Disclosures

- a) Neither FMR Frankfurt Main Research AG nor an affiliated company, nor any person who contributed to the compilation
- (i.) has an involvement in the share capital of the issuer of at least 5 per cent;
- (ii.) was involved in the management of a syndicate within the past five months that issued financial instruments of the issuer in the context of a public tender;
- (iii.) managed financial instruments of the issuer on a market by means of concluding purchase or sale agreements:
- (iv.) has, within the past twelve months, concluded an agreement regarding services in connection with investment banking business or received a service or performance promise from such agreement, with issuers which either themselves or the financial instruments thereof, are the subject of the financial analysis;

Berentzen-Gruppe AG



- (v.) is in possession of a net sales or purchase position which exceeds the threshold of 0.5% of the total issued share capital of the issuer;
- (vi.) has concluded an agreement regarding the preparation of investment recommendations with the issuer.
- (vii.) has other significant interests with regard to the company being analysed, for example clients with the company being analysed.

Company Disclosure(s)

Berentzen-Gruppe AG

b) FMR Frankfurt Main Research AG has concluded a cooperation agreement with ODDO BHF Corporates & Markets AG, on the basis of which this financial analysis is compiled. ODDO BHF Corporates & Markets AG is acting as the agent of the issuer, which is either the subject of the financial analysis itself or its financial instruments are the subject of the financial analysis.

Neither ODDO BHF Corporates & Markets AG nor an affiliated company, nor any person who contributed to the compilation

- (i.) has an involvement in the share capital of the issuer of at least 5 per cent;
- (ii.) was involved in the management of a syndicate within the past five months that issued financial instruments of the issuer in the context of a public tender;
- (iii.) managed financial instruments of the issuer on a market by means of concluding purchase or sale agreements:
- (iv.) has, within the past twelve months, concluded an agreement regarding services in connection with investment banking business or received a service or performance promise from such agreement, with issuers which either themselves or the financial instruments thereof, are the subject of the financial analysis;
- (v.) is in possession of a net sales or purchase position which exceeds the threshold of 0.5% of the total issued share capital of the issuer;
- (vi.) has concluded an agreement regarding the preparation of investment recommendations with the issuer.
- (vii.) has other significant interests with regard to the company being analysed, for example clients with the company being analysed.

Company Disclosure(s)

Berentzen Group AG iii, vi

Recommendation history over last 12 months:

Date	Recommendation	Share price at publication date	Price target
22.08.2019	BUY	6.08 EUR	10.00 EUR
25.10.2019	BUY	6.56 EUR	10.00 EUR
04.02.2020	BUY	7.60 EUR	10.00 EUR
26.03.2020	BUY	5.32 EUR	10.00 EUR
06.05.2020	BUY	5.34 EUR	10.00 EUR
23.06.2020	BUY	6.10 EUR	9.00 EUR
23.07.2020	BUY	5.92 EUR	9.00 EUR
11.08.2020	BUY	5.58 EUR	9.00 EUR
22.10.2020	BUY	5.30 EUR	9.00 EUR
20.11.2020	BUY	5.22 EUR	8.50 EUR
04.02.2021	BUY	5.72 EUR	8.00 EUR
26.03.2021	BUY	5.86 EUR	8.00 EUR
05.05.2021	BUY	6.02 EUR	8.00 EUR

4. Creation and distribution

a) Responsibility for creation and distribution

FMR Frankfurt Main Research AG

Registered office: Frankfurt am Main; Commercial Register No. HRB 113537, Frankfurt am Main district court; Chairman: Marcus Silbe

b) Issuer

Enid Omerovic, Senior Analyst

c) This study may only be used for the internal purposes of the addressee within the EEA or Switzerland.



5. Investment recommendation details

Investment recommendation details - stocks:

BUY: In our opinion, the stock will demonstrate an absolute price gain of at least 10 % in a 12-month period.

HOLD: In our opinion, the stock will not exceed or fall below an absolute price gain or loss of 10% in a 12-month period.

Sell: In our opinion, the stock will demonstrate an absolute price loss of at least 10 % in a 12-month period.

6. Sensitivity of the evaluation parameters

The figures from profit and loss calculations, cash flow statements and balance sheets which form the basis of the company evaluation are date-related estimates and therefore subject to risks. These may change at any time without prior notice. Regardless of the evaluation methods used, there are significant risks that the price goal/trend will not be achieved within the expected time frame. The risks include unforeseeable changes with regard to competition pressure, demand for the products of an issuer and the offer situation with respect to materials required for production as well as non-occurrence of the assumed development. Such deviations may be the result of changes relating to technology and changes relating to the economy, legal situation and exchange rates. No claim is made that this statement of evaluation methods and risk factors is complete.

7. Key sources of information

We have acquired the information upon which this document is based from sources that we consider in principle to be reliable. However, we have not verified all this information. Therefore, we cannot guarantee or ensure the accuracy, completeness or correctness of the information or opinions contained in this document. National and international media and information services (e.g. Factset, Bloomberg etc.), the financial press (e.g. BörsenZeitung, FAZ, Handelsblatt, Wallstreet Journal, etc.), specialist press, published statistics, the internet, as well as publications, details and information of the issuer that is the subject of the analysis.

8. Summary of the basis for evaluation

Individual issuers: Current and recognised evaluation methods (e.g. DCF method and Peer Group Analysis) are used for company analysis purposes. The DCF method calculates the value of the issuer based on the sum of the discounted cash flows, i.e. the cash value of the future cash flows of the issuer. The value is therefore determined on the basis of expected future cash flows and the applied discount rate. In Peer Group Analysis, issuers listed on the stock exchange are evaluated by comparing ratios (e.g. price/profit ratio, Enterprise Value/turnover, Enterprise Value/EBITDA, Enterprise Value/EBIT). The comparability of the ratios is primarily determined with reference to the business activity and economic prospects.

9. Internal organisational and regulatory measures for the prevention or management of conflicts of interest

Employees of FMR Frankfurt Main Research AG who are involved with the compilation and/or presentation of financial analyses are subject to the internal compliance regulations. The internal compliance regulations correspond to the provisions of the directive for the substantiation of the organisational obligations of investment service companies pursuant to Section 80 Securities Trading Act and EU/ESMA legislation on the basis of the Market Abuse Regulation.

The analysts of FMR Frankfurt Main Research AG do not receive any direct or indirect remuneration from the investment banking business of FMR Frankfurt Main Research AG.

On acceptance of the financial analysis, the recipient accepts that the above restrictions are binding.