

Hold EUR 26.00	Value Indicators: EUR DCF: 26.11 FCF-Value Potential 23e: 27.28	Warburg ESG Risk Score: 2.3 ESG Score (MSCI based): 3.0 Balance Sheet Score: 3.0 Market Liquidity Score: 1.0	Description: Holding
	Market Snapshot: EUR m Market cap: 666 No. of shares (m): 27 EV: 1,137 Freefloat MC: 467 Ø Trad. Vol. (30d): 214.99 th	Shareholders: Freefloat: 70.20 % Versicherungskammer Bayern: 17.70 % H.J.Selzer et al.: 5.70 % Wirtgen Invest: 3.70 % Epina GmbH & Co. KG: 2.70 %	Key Figures (WRe): 2022e Beta: 1.2 Price / Book: 0.7 x Equity Ratio: 46 % Net Fin. Debt / EBITDA: 2.0 x Net Debt / EBITDA: 2.2 x
Price EUR 24.75 Upside 5.1 %			

Strategic update introduces new segment structure

Indus Holding presented an update to its existing "Parkour" strategy at an analyst day in December 2022. The company currently comprises 47 portfolio companies and operates a buy-and-build strategy.

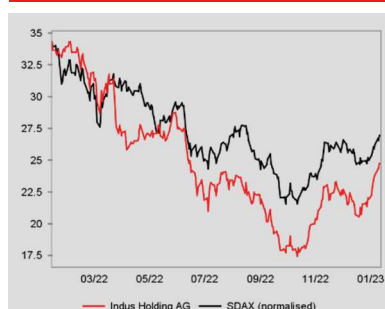
With the elevated strategy, "Parkour Perform", three primary targets will be pursued. Indus will continue to focus on future-oriented fields based on current megatrends, such as energy efficiency, digitalization and infrastructure and it has created management positions within each segment to monitor and support the portfolio companies more closely. Indus is aiming for a more structured portfolio by reducing the number of segments to three (previously five).

A focused new segment structure: The new segment structure became effective as of January 1, 2023. The segments are to be divided into three core segments Infrastructure (32%), Materials (37%) and Engineering (31%). One Executive Board member will be responsible for each segment. Indus is expected to divest two companies in the Automotive Technology segment. Selzer Group and Schäfer GmbH (EUR 60m of sales in FY21) are currently expected to be disposed in FY 2023. Proceeds from the disposals are expected to be used for further acquisitions in the newly defined strategic direction. The segment Medical Engineering/Life Science will be allocated to the new segment Materials.

Free cash flow as new key performance indicator: Indus introduced free cash flow as an additional key performance indicator to sales growth and EBIT margin to improve transparency. Moreover, the free cash flow targets should provide more flexibility to acquire high-margin companies, make dividend payments and reduce debt. On average EUR 50-60m are aimed to be invested in further acquisitions.

Mid-term targets confirmed: Management confirmed its 2025 targets. Portfolio optimization looks set to facilitate earnings improvement, which should put the company on track to achieve its mid-term targets of EUR 2.0bn sales and a 10% EBIT margin in 2025e. Compared to 2022e, this implies c. 2% sales growth p.a. and an EBIT margin improvement of 1.7pp p.a. (adjusted for extraordinary D&A).

Conclusion: The new segment structure should provide for better transparency and a solid portfolio structure. Recent comments by the CEO indicate cautious optimism for FY23. Portfolio companies show a decent order backlog, especially in the Infrastructure segment. After the recent announcement of EUR 61m in goodwill impairments related to the SMA insolvency, the new segment structure looks sensible as Indus reduces its exposure to the cyclical and structurally challenged Automotive segment. At the same time, the company aims to increase its exposure to non-cyclical and more profitable sectors such as Infrastructure and Materials. As disposals still need to be undertaken and there is limited upside potential to our PT based on a DCF model, we maintain our Hold recommendation with an unchanged PT of EUR 26.00.

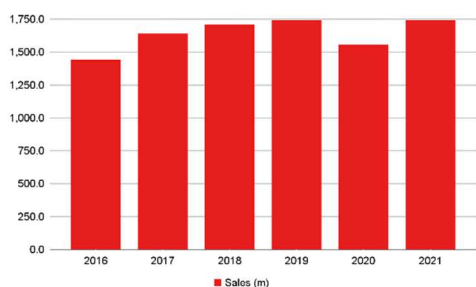


Rel. Performance vs SDAX:	
1 month:	8.1 %
6 months:	1.7 %
Year to date:	5.0 %
Trailing 12 months:	-5.5 %

Company events:	
23.02.23	Prel. FY 2022
23.03.23	FY 2022
11.05.23	Q1
17.05.23	AGM

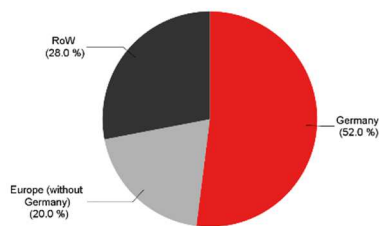
FY End: 31.12. in EUR m	CAGR (21-24e)	2018	2019	2020	2021	2022e	2023e	2024e
Sales	5.6 %	1,711	1,743	1,559	1,742	1,923	1,971	2,051
Change Sales yoy		4.3 %	1.9 %	-10.6 %	11.8 %	10.4 %	2.5 %	4.1 %
Gross profit margin		55.1 %	54.2 %	54.4 %	54.8 %	51.8 %	52.4 %	52.8 %
EBITDA	1.1 %	218	226	192	228	223	207	236
Margin		12.8 %	13.0 %	12.3 %	13.1 %	11.6 %	10.5 %	11.5 %
EBIT	8.6 %	151	118	25	115	20	121	147
Margin		8.8 %	6.8 %	1.6 %	6.6 %	1.0 %	6.2 %	7.2 %
Net income	22.4 %	87	59	-27	46	2	68	85
EPS	22.4 %	3.55	2.43	-1.10	1.73	0.08	2.54	3.17
EPS adj.	22.4 %	4.20	2.26	-1.10	1.73	0.08	2.54	3.17
DPS	12.6 %	1.50	0.80	0.80	1.05	1.40	1.45	1.50
Dividend Yield		2.8 %	2.0 %	2.6 %	3.1 %	5.7 %	5.9 %	6.1 %
FCFPS		-0.66	2.82	4.20	1.52	3.14	2.27	2.81
FCF / Market cap		-1.2 %	7.1 %	13.9 %	4.5 %	12.7 %	9.2 %	11.4 %
EV / Sales		1.1 x	0.9 x	0.8 x	0.8 x	0.6 x	0.6 x	0.5 x
EV / EBITDA		8.5 x	7.0 x	6.8 x	6.4 x	5.2 x	5.5 x	4.7 x
EV / EBIT		12.3 x	13.3 x	52.2 x	12.7 x	58.5 x	9.4 x	7.5 x
P / E		15.2 x	16.3 x	n.a.	19.7 x	309.4 x	9.7 x	7.8 x
P / E adj.		12.8 x	17.6 x	n.a.	19.7 x	309.4 x	9.7 x	7.8 x
FCF Potential Yield		4.2 %	7.4 %	5.7 %	6.9 %	13.1 %	8.7 %	10.8 %
Net Debt		526	599	569	545	491	470	435
ROCE (NOPAT)		8.5 %	5.6 %	n.a.	4.3 %	0.9 %	5.6 %	6.6 %
Guidance:		Sales EUR 1.90 - 2.00bn, EBIT EUR 15- 30m						

Sales development
in EUR m



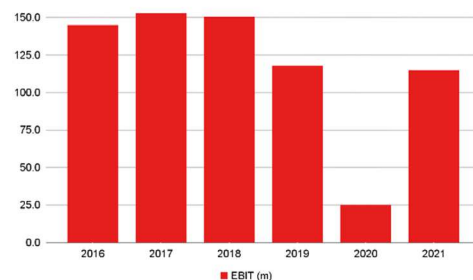
Source: Warburg Research

Sales by regions
2021; in %



Source: Warburg Research

EBIT development
in EUR m



Source: Warburg Research

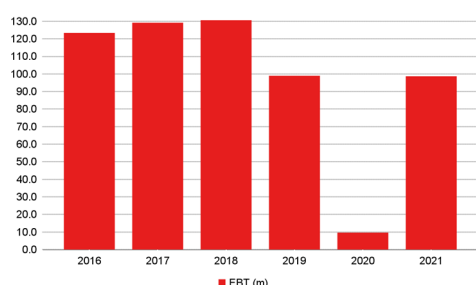
Company Background

- Indus Holding is a holding company which has been building a portfolio since 1986. Today, the holding comprises 47 companies, mainly to 100% and without exit intentions.
- Acquisition candidates have to fulfill a special requirement profile: profitable medium-sized companies with revenues of EUR 20-100m, which operate industrially and generate cash
- Targets are preferably in the sectors construction/infrastructure, automotive engineering, machinery and plant engineering, metal technology or medical and health technologies.
- Acquisitions are mostly solutions to succession problems. Indus Holding provides support with financing and administration and also at strategic level. However, the holdings still operate independently.
- Indus Holding finances itself by means of distributions and holdings fees. Value growth of the portfolio is not realised via exits but is reflected in the operating result.

Competitive Quality

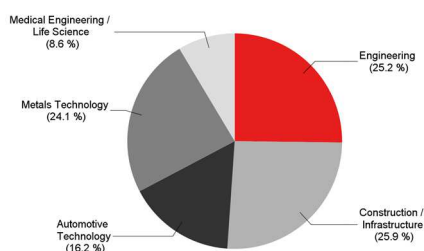
- Indus Holding boasts 30 years of experience in acquiring and controlling medium-sized companies with focus on few, defined industries and good track records.
- For many managing partners, operating independence and long-term commitment are more attractive than the temporary investment of a private equity funds or an industrial partner.
- Small medium-sized companies often need strategic and financial support with the internationalisation of the business or acquisitions. Indus Holding is more capable of providing this than pure financial investors.
- The executive board is not influenced by shareholders in terms of content and is thus more independent than investors belonging to banks, bank authorities or investors in funds.
- Indus Holding is not dependent on successful exits as successful companies remain in the portfolio.

EBT development
in EUR m



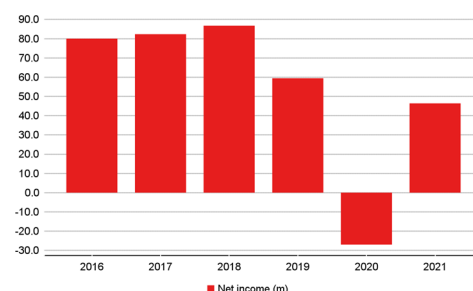
Source: Warburg Research

Sales by segments
2021; in %



Source: Warburg Research

Net income development
in EUR m



Source: Warburg Research

DCF model

Figures in EUR m	Detailed forecast period			Transitional period										Term. Value
	2022e	2023e	2024e	2025e	2026e	2027e	2028e	2029e	2030e	2031e	2032e	2033e	2034e	
Sales	1,923	1,971	2,051	2,113	2,172	2,229	2,282	2,332	2,379	2,422	2,461	2,497	2,535	1.5 %
Sales change	10.4 %	2.5 %	4.1 %	3.0 %	2.8 %	2.6 %	2.4 %	2.2 %	2.0 %	1.8 %	1.6 %	1.5 %	1.5 %	
EBIT	20	121	147	152	154	156	157	158	159	157	155	152	149	1.5 %
EBIT-margin	1.0 %	6.2 %	7.2 %	7.2 %	7.1 %	7.0 %	6.9 %	6.8 %	6.7 %	6.5 %	6.3 %	6.1 %	5.9 %	
Tax rate (EBT)	35.0 %	35.0 %	35.0 %	35.0 %	35.0 %	35.0 %	35.0 %	35.0 %	35.0 %	35.0 %	35.0 %	35.0 %	35.0 %	
NOPAT	13	79	96	99	100	101	102	103	103	102	101	99	97	
Depreciation	203	86	89	85	87	89	89	86	83	80	76	72	76	
in % of Sales	10.6 %	4.3 %	4.3 %	4.0 %	4.0 %	4.0 %	3.9 %	3.7 %	3.5 %	3.3 %	3.1 %	2.9 %	3.0 %	
Changes in provisions	2	2	2	16	2	2	2	2	1	1	1	1	1	
Change in Liquidity from														
- Working Capital	56	18	23	17	16	16	15	14	13	12	11	10	10	
- Capex	75	78	87	87	90	92	94	92	89	86	82	78	74	
Capex in % of Sales	3.9 %	3.9 %	4.2 %	4.1 %	4.1 %	4.1 %	4.1 %	3.9 %	3.7 %	3.5 %	3.3 %	3.1 %	2.9 %	
- Other	0	0	0	0	0	0	0	0	0	0	0	0	0	
Free Cash Flow (WACC Model)	87	71	77	95	83	84	84	85	86	86	85	84	89	117
PV of FCF	82	62	62	71	57	54	49	46	43	40	36	33	33	635
share of PVs	15.80 %			35.44 %										48.76 %

Model parameter

Derivation of WACC:		Derivation of Beta:	
Debt ratio	20.00 %	Financial Strength	1.10
Cost of debt (after tax)	3.3 %	Liquidity (share)	1.20
Market return	8.25 %	Cyclicality	1.40
Risk free rate	2.75 %	Transparency	1.20
		Others	1.20
WACC	8.22 %	Beta	1.22

Valuation (m)

Present values 2034e	668		
Terminal Value	635		
Financial liabilities	681		
Pension liabilities	53		
Hybrid capital	0		
Minority interest	2		
Market val. of investments	0		
Liquidity	135	No. of shares (m)	26.9
Equity Value	702	Value per share (EUR)	26.11

Sensitivity Value per Share (EUR)

Beta	WACC	Terminal Growth							Beta	WACC	Delta EBIT-margin						
		0.75 %	1.00 %	1.25 %	1.50 %	1.75 %	2.00 %	2.25 %			-1.5 pp	-1.0 pp	-0.5 pp	+0.0 pp	+0.5 pp	+1.0 pp	+1.5 pp
1.45	9.2 %	17.89	18.40	18.93	19.51	20.12	20.78	21.48	1.45	9.2 %	9.56	12.88	16.19	19.51	22.82	26.14	29.46
1.33	8.7 %	20.62	21.23	21.88	22.57	23.32	24.12	24.98	1.33	8.7 %	11.93	15.48	19.03	22.57	26.12	29.67	33.21
1.28	8.5 %	22.13	22.79	23.51	24.28	25.10	25.99	26.94	1.28	8.5 %	13.26	16.93	20.60	24.28	27.95	31.62	35.30
1.22	8.2 %	23.74	24.47	25.26	26.11	27.02	28.01	29.08	1.22	8.2 %	14.68	18.49	22.30	26.11	29.92	33.73	37.54
1.16	8.0 %	25.46	26.28	27.15	28.09	29.11	30.21	31.41	1.16	8.0 %	16.22	20.17	24.13	28.09	32.05	36.01	39.96
1.11	7.7 %	27.32	28.22	29.19	30.24	31.37	32.60	33.95	1.11	7.7 %	17.88	22.00	26.12	30.24	34.35	38.47	42.59
0.99	7.2 %	31.48	32.59	33.80	35.11	36.53	38.10	39.82	0.99	7.2 %	21.67	26.15	30.63	35.11	39.58	44.06	48.54

- EBIT margin reaches 7.4% as of 2024 compared to 6.8% in 2019
- Mid-term targets: Sales of at least EUR 2.0bn and EBIT margin of 10% in 2025

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	2018	2019	2020	2021	2022e	2023e	2024e	
Net Income before minorities	71	60	-27	48	3	69	86	
+ Depreciation + Amortisation	68	108	133	105	203	86	89	
- Net Interest Income	-20	-19	-15	-16	-15	-15	-15	
- Maintenance Capex	82	70	47	68	70	71	71	
+ Other	0	0	0	0	0	0	0	
= Free Cash Flow Potential	77	116	74	101	152	99	119	
FCF Potential Yield (on market EV)	4.2 %	7.4 %	5.7 %	6.9 %	13.1 %	8.7 %	10.8 %	
WACC	8.22 %	8.22 %	8.22 %	8.22 %	8.22 %	8.22 %	8.22 %	
= Enterprise Value (EV)	1,847	1,572	1,309	1,464	1,159	1,137	1,103	
= Fair Enterprise Value	938	1,416	900	1,227	1,844	1,205	1,447	
- Net Debt (Cash)	504	504	504	504	448	424	388	
- Pension Liabilities	41	41	41	41	43	45	47	
- Other	0	0	0	0	0	0	0	
- Market value of minorities	2	2	2	2	2	2	2	
+ Market value of investments	0	0	0	0	0	0	0	
= Fair Market Capitalisation	391	869	352	680	1,351	734	1,010	
Number of shares, average	24	24	24	27	27	27	27	
= Fair value per share (EUR)	16.00	35.54	14.41	25.27	50.25	27.28	37.55	
premium (-) / discount (+) in %					103.0 %	10.2 %	51.7 %	
Sensitivity Fair value per Share (EUR)								
	11.22 %	5.21	18.22	4.16	13.07	31.91	15.30	23.16
	10.22 %	7.72	22.00	6.56	16.34	36.82	18.51	27.02
	9.22 %	10.76	26.59	9.47	20.32	42.81	22.42	31.71
WACC	8.22 %	16.00	35.54	14.41	25.27	50.25	27.28	37.55
	7.22 %	19.38	39.60	17.74	31.59	59.75	33.49	45.00
	6.22 %	25.77	49.24	23.86	39.95	72.31	41.70	54.85
	5.22 %	34.61	62.58	32.33	51.50	89.68	53.05	68.47

- EBIT margin reaches 8.2 as of 2022 compared to 9.3% in 2017
- WACC stands at 7.62% (beta of 1.22 at an expected market yield of 7.5% and debt costs of 3.3%)
- D&A in 2019 and 2020 inflated by extraordinary one-off charges due to economic recession

Valuation	2018	2019	2020	2021	2022e	2023e	2024e
Price / Book	1.9 x	1.3 x	1.1 x	1.2 x	0.7 x	0.7 x	0.6 x
Book value per share ex intangibles	8.09	5.46	4.73	5.19	11.67	14.12	17.15
EV / Sales	1.1 x	0.9 x	0.8 x	0.8 x	0.6 x	0.6 x	0.5 x
EV / EBITDA	8.5 x	7.0 x	6.8 x	6.4 x	5.2 x	5.5 x	4.7 x
EV / EBIT	12.3 x	13.3 x	52.2 x	12.7 x	58.5 x	9.4 x	7.5 x
EV / EBIT adj.*	11.1 x	13.8 x	19.6 x	12.7 x	58.5 x	9.4 x	7.5 x
P / FCF	n.a.	14.1 x	7.2 x	22.4 x	7.9 x	10.9 x	8.8 x
P / E	15.2 x	16.3 x	n.a.	19.7 x	309.4 x	9.7 x	7.8 x
P / E adj.*	12.8 x	17.6 x	n.a.	19.7 x	309.4 x	9.7 x	7.8 x
Dividend Yield	2.8 %	2.0 %	2.6 %	3.1 %	5.7 %	5.9 %	6.1 %
FCF Potential Yield (on market EV)	4.2 %	7.4 %	5.7 %	6.9 %	13.1 %	8.7 %	10.8 %

*Adjustments made for: -

Consolidated profit & loss

In EUR m	2018	2019	2020	2021	2022e	2023e	2024e
Sales	1,711	1,743	1,559	1,742	1,923	1,971	2,051
Change Sales yoy	4.3 %	1.9 %	-10.6 %	11.8 %	10.4 %	2.5 %	4.1 %
Increase / decrease in inventory	35	-23	-28	24	33	1	8
Own work capitalised	8	8	6	6	6	6	6
Total Sales	1,754	1,727	1,537	1,772	1,962	1,978	2,066
Material expenses	812	782	690	818	966	945	982
Gross profit	942	945	847	954	996	1,033	1,083
<i>Gross profit margin</i>	<i>55.1 %</i>	<i>54.2 %</i>	<i>54.4 %</i>	<i>54.8 %</i>	<i>51.8 %</i>	<i>52.4 %</i>	<i>52.8 %</i>
Personnel expenses	507	527	501	529	573	579	597
Other operating income	21	34	22	28	23	24	25
Other operating expenses	238	226	211	232	273	270	275
Unfrequent items	0	0	0	0	0	0	0
EBITDA	218	226	192	228	223	207	236
<i>Margin</i>	<i>12.8 %</i>	<i>13.0 %</i>	<i>12.3 %</i>	<i>13.1 %</i>	<i>11.6 %</i>	<i>10.5 %</i>	<i>11.5 %</i>
Depreciation of fixed assets	53	92	116	84	131	69	72
EBITA	165	134	76	144	92	138	164
Amortisation of intangible assets	15	16	17	21	23	17	17
Goodwill amortisation	0	0	34	8	50	0	0
EBIT	151	118	25	115	20	121	147
<i>Margin</i>	<i>8.8 %</i>	<i>6.8 %</i>	<i>1.6 %</i>	<i>6.6 %</i>	<i>1.0 %</i>	<i>6.2 %</i>	<i>7.2 %</i>
EBIT adj.	166	114	67	115	20	121	147
Interest income	0	0	0	0	0	0	0
Interest expenses	20	20	17	18	17	17	17
Other financial income (loss)	0	1	1	1	1	1	1
EBT	131	99	10	99	4	106	132
<i>Margin</i>	<i>7.6 %</i>	<i>5.7 %</i>	<i>0.6 %</i>	<i>5.7 %</i>	<i>0.2 %</i>	<i>5.4 %</i>	<i>6.4 %</i>
Total taxes	44	39	37	52	2	37	46
Net income from continuing operations	87	60	-27	47	3	69	86
Income from discontinued operations (net of tax)	0	0	0	0	0	0	0
Net income before minorities	87	60	-27	47	3	69	86
Minority interest	0	1	0	1	1	1	1
Net income	87	59	-27	46	2	68	85
<i>Margin</i>	<i>5.1 %</i>	<i>3.4 %</i>	<i>-1.7 %</i>	<i>2.7 %</i>	<i>0.1 %</i>	<i>3.5 %</i>	<i>4.2 %</i>
Number of shares, average	24	24	24	27	27	27	27
EPS	3.55	2.43	-1.10	1.73	0.08	2.54	3.17
EPS adj.	4.20	2.26	-1.10	1.73	0.08	2.54	3.17

*Adjustments made for:

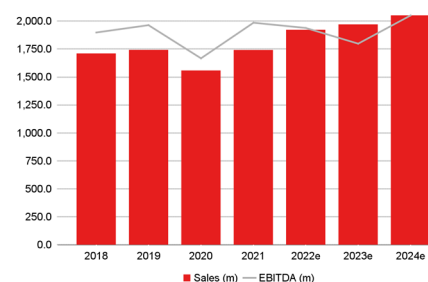
Guidance: Sales EUR 1.90 - 2.00bn, EBIT EUR 15- 30m

Financial Ratios

	2018	2019	2020	2021	2022e	2023e	2024e
Total Operating Costs / Sales	89.7 %	86.2 %	88.5 %	89.0 %	93.0 %	89.9 %	89.2 %
Operating Leverage	-0.3 x	-11.6 x	7.4 x	30.5 x	-8.0 x	205.0 x	5.3 x
EBITDA / Interest expenses	10.8 x	11.3 x	11.6 x	13.0 x	13.5 x	12.5 x	14.3 x
Tax rate (EBT)	33.3 %	39.3 %	379.2 %	52.2 %	35.0 %	35.0 %	35.0 %
Dividend Payout Ratio	42.1 %	32.6 %	n.m.	59.9 %	1322.1 %	56.7 %	47.0 %
Sales per Employee	162,932	159,890	137,925	154,159	170,143	174,396	181,547

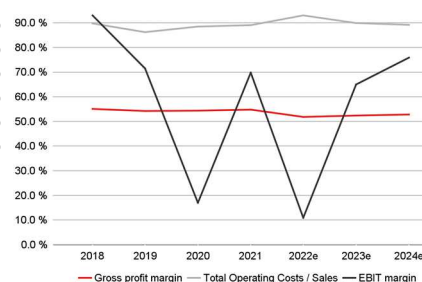
Sales, EBITDA

in EUR m

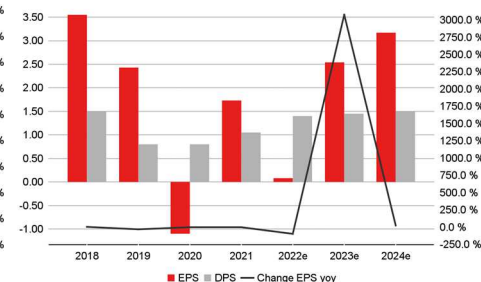


Operating Performance

in %



Performance per Share



Source: Warburg Research

Source: Warburg Research

Source: Warburg Research

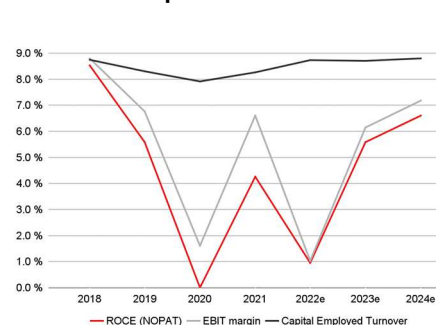
Consolidated balance sheet

In EUR m	2018	2019	2020	2021	2022e	2023e	2024e
Assets							
Goodwill and other intangible assets	509	592	560	646	585	580	575
thereof other intangible assets	91	177	179	236	225	220	215
thereof Goodwill	419	415	381	410	360	360	360
Property, plant and equipment	418	431	405	405	481	510	537
Financial assets	28	16	21	21	21	21	21
Other long-term assets	13	19	16	17	17	17	17
Fixed assets	969	1,058	1,002	1,089	1,103	1,128	1,150
Inventories	409	381	332	404	437	438	446
Accounts receivable	203	203	162	162	195	216	236
Liquid assets	110	135	195	136	193	216	253
Other short-term assets	31	31	38	49	40	40	40
Current assets	752	750	727	751	864	910	975
Total Assets	1,720	1,808	1,729	1,841	1,968	2,038	2,125
Liabilities and shareholders' equity							
Subscribed capital	64	64	64	70	70	70	70
Capital reserve	240	240	240	318	318	318	318
Retained earnings	404	423	372	398	372	402	448
Other equity components	0	0	0	0	139	169	200
Shareholders' equity	707	726	675	786	898	960	1,036
Minority interest	3	2	1	2	2	2	2
Total equity	710	728	676	787	900	961	1,038
Provisions	119	129	128	131	134	137	140
thereof provisions for pensions and similar obligations	44	53	50	41	43	45	47
Financial liabilities (total)	592	681	714	640	640	640	640
Short-term financial liabilities	127	135	160	163	163	163	163
Accounts payable	66	56	49	62	71	75	79
Other liabilities	233	214	162	220	222	224	227
Liabilities	1,010	1,080	1,052	1,053	1,068	1,076	1,086
Total liabilities and shareholders' equity	1,720	1,808	1,729	1,841	1,968	2,038	2,125

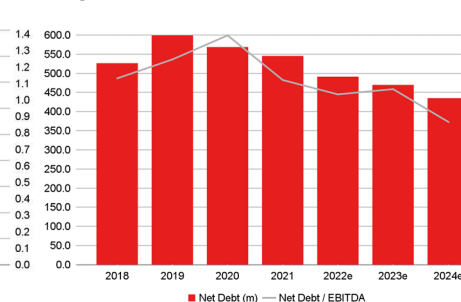
Financial Ratios

	2018	2019	2020	2021	2022e	2023e	2024e
Efficiency of Capital Employment							
Operating Assets Turnover	1.8 x	1.9 x	1.9 x	2.0 x	1.9 x	1.9 x	1.9 x
Capital Employed Turnover	1.4 x	1.3 x	1.3 x	1.3 x	1.4 x	1.4 x	1.4 x
ROA	9.0 %	5.6 %	-2.7 %	4.3 %	0.2 %	6.0 %	7.4 %
Return on Capital							
ROCE (NOPAT)	8.5 %	5.6 %	n.a.	4.3 %	0.9 %	5.6 %	6.6 %
ROE	12.6 %	8.3 %	-3.9 %	6.4 %	0.3 %	7.3 %	8.5 %
Adj. ROE	14.9 %	7.7 %	-3.9 %	6.4 %	0.3 %	7.3 %	8.5 %
Balance sheet quality							
Net Debt	526	599	569	545	491	470	435
Net Financial Debt	483	546	519	504	448	424	388
Net Gearing	74.2 %	82.3 %	84.1 %	69.3 %	54.6 %	48.9 %	41.9 %
Net Fin. Debt / EBITDA	221.1 %	242.0 %	270.8 %	220.9 %	200.8 %	205.1 %	164.4 %
Book Value / Share	28.9	29.7	27.6	29.2	33.4	35.7	38.5
Book value per share ex intangibles	8.1	5.5	4.7	5.2	11.7	14.1	17.2

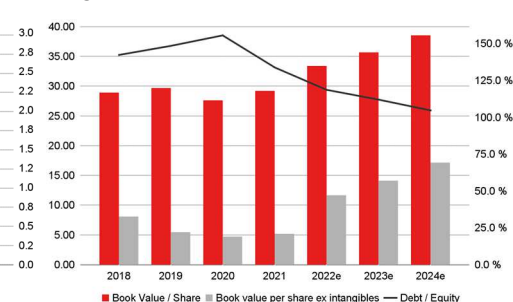
ROCE Development



Net debt in EUR m



Book Value per Share in EUR



Source: Warburg Research

Source: Warburg Research

Source: Warburg Research

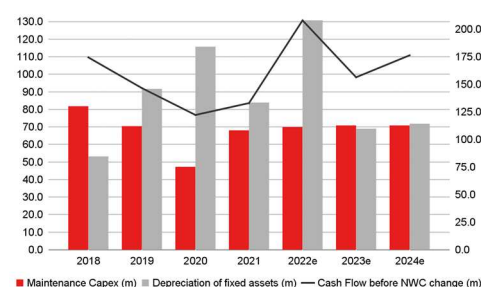
Consolidated cash flow statement

In EUR m	2018	2019	2020	2021	2022e	2023e	2024e
Net income	71	60	-27	48	3	69	86
Depreciation of fixed assets	53	92	116	84	131	69	72
Amortisation of goodwill	16	0	0	0	50	0	0
Amortisation of intangible assets	15	16	17	21	23	17	17
Increase/decrease in long-term provisions	0	9	-3	-8	2	2	2
Other non-cash income and expenses	20	-30	20	-11	0	0	0
Cash Flow before NWC change	175	147	122	133	208	156	176
Increase / decrease in inventory	-70	27	49	-71	-33	-1	-8
Increase / decrease in accounts receivable	-5	0	41	0	-33	-21	-20
Increase / decrease in accounts payable	18	-10	-14	14	10	4	5
Increase / decrease in other working capital positions	-44	-17	-42	41	10	1	1
Increase / decrease in working capital (total)	-100	1	33	-16	-46	-17	-22
Net cash provided by operating activities [1]	75	147	155	117	162	140	154
Investments in intangible assets	-12	-10	-8	-9	-11	-12	-12
Investments in property, plant and equipment	-53	-79	-44	-67	-67	-67	-67
Payments for acquisitions	-12	-29	-1	-67	0	0	0
Financial investments	1	1	1	2	0	0	0
Income from asset disposals	5	32	2	15	0	0	0
Net cash provided by investing activities [2]	-98	-76	-51	-128	-78	-79	-79
Change in financial liabilities	58	-6	1	-107	0	0	0
Dividends paid	-37	-37	-21	-22	-28	-38	-39
Purchase of own shares	0	0	0	0	0	0	0
Capital measures	0	0	0	0	0	0	0
Other	-24	-4	-23	84	0	0	0
Net cash provided by financing activities [3]	-3	-46	-43	-44	-28	-38	-39
Change in liquid funds [1]+[2]+[3]	-26	25	60	-58	56	23	37
Effects of exchange-rate changes on cash	0	0	-1	0	0	0	0
Cash and cash equivalent at end of period	110	135	194	136	193	216	253

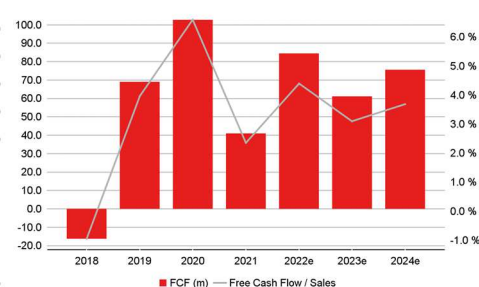
Financial Ratios

	2018	2019	2020	2021	2022e	2023e	2024e
Cash Flow							
FCF	-16	69	103	41	84	61	76
Free Cash Flow / Sales	-0.9 %	4.0 %	6.6 %	2.4 %	4.4 %	3.1 %	3.7 %
Free Cash Flow Potential	77	116	74	101	152	99	119
Free Cash Flow / Net Profit	-18.7 %	116.1 %	-380.6 %	88.4 %	3757.1 %	89.6 %	88.7 %
Interest Received / Avg. Cash	0.2 %	0.2 %	0.2 %	0.1 %	0.2 %	0.1 %	0.1 %
Interest Paid / Avg. Debt	3.6 %	3.1 %	2.4 %	2.6 %	2.6 %	2.6 %	2.6 %
Management of Funds							
Investment ratio	3.8 %	5.1 %	3.4 %	4.3 %	4.0 %	4.0 %	3.8 %
Maint. Capex / Sales	4.8 %	4.0 %	3.0 %	3.9 %	3.6 %	3.6 %	3.5 %
Capex / Dep	96.2 %	82.6 %	31.5 %	66.8 %	38.2 %	91.9 %	88.9 %
Avg. Working Capital / Sales	28.1 %	28.7 %	29.1 %	25.5 %	26.0 %	27.3 %	27.2 %
Trade Debtors / Trade Creditors	308.4 %	362.1 %	331.0 %	260.5 %	274.1 %	289.9 %	300.0 %
Inventory Turnover	2.0 x	2.1 x	2.1 x	2.0 x	2.2 x	2.2 x	2.2 x
Receivables collection period (days)	43	42	38	34	37	40	42
Payables payment period (days)	30	26	26	28	27	29	29
Cash conversion cycle (Days)	181	177	172	173	163	168	166

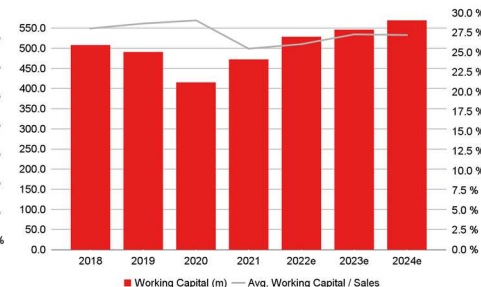
CAPEX and Cash Flow
in EUR m



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)
INDUS Holding	5	http://www.mmwarburg.com/disclaimer/disclaimer_en/DE0006200108.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.

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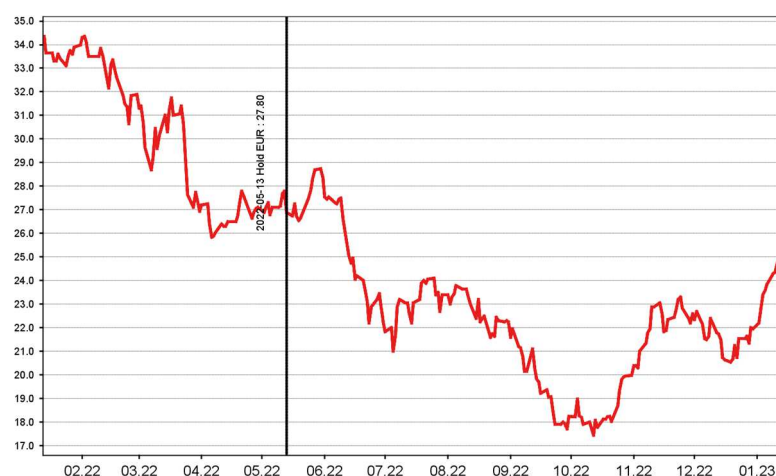
Rating	Number of stocks	% of Universe
Buy	161	75
Hold	44	21
Sell	6	3
Rating suspended	3	1
Total	214	100

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	44	86
Hold	6	12
Sell	0	0
Rating suspended	1	2
Total	51	100

PRICE AND RATING HISTORY INDUS HOLDING AS OF 12.01.2023



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.

EQUITIES

Matthias Rode +49 40 3282-2678
Head of Equities mrode@mmwarburg.com

RESEARCH

Michael Heider +49 40 309537-280
Head of Research mheider@warburg-research.com

Henner Rüschemeyer +49 40 309537-270
Head of Research hrueschmeier@warburg-research.com

Stefan Augustin +49 40 309537-168
Cap. Goods, Engineering saugustin@warburg-research.com

Jan Bauer +49 40 309537-155
Renewables jbauer@warburg-research.com

Christian Cohrs +49 40 309537-175
Industrials & Transportation ccohrs@warburg-research.com

Dr. Christian Ehmann +49 40 309537-167
BioTech, Life Science cehmann@warburg-research.com

Felix Ellmann +49 40 309537-120
Software, IT fellmann@warburg-research.com

Jörg Philipp Frey +49 40 309537-258
Retail, Consumer Goods jfrey@warburg-research.com

Marius Fuhrberg +49 40 309537-185
Financial Services mfuhrberg@warburg-research.com

Mustafa Hidir +49 40 309537-230
Automobiles, Car Suppliers mhidir@warburg-research.com

Philipp Kaiser +49 40 309537-260
Real Estate, Construction pkaiser@warburg-research.com

Thilo Kleibauer +49 40 309537-257
Retail, Consumer Goods tkleibauer@warburg-research.com

Andreas Pläsier +49 40 309537-246
Banks, Financial Services aplaesier@warburg-research.com

Malte Schaumann +49 40 309537-170
Technology mschaumann@warburg-research.com

Oliver Schwarz +49 40 309537-250
Chemicals, Agriculture oschwarz@warburg-research.com

Simon Stippig +49 40 309537-265
Real Estate, Telco sstippig@warburg-research.com

Cansu Tatar +49 40 309537-248
Cap. Goods, Engineering ctatar@warburg-research.com

Marc-René Tonn +49 40 309537-259
Automobiles, Car Suppliers mtonn@warburg-research.com

Robert-Jan van der Horst +49 40 309537-290
Technology rvanderhorst@warburg-research.com

Andreas Wolf +49 40 309537-140
Software, IT awolf@warburg-research.com

INSTITUTIONAL EQUITY SALES

Marc Niemann +49 40 3282-2660
Head of Equity Sales, Germany mniemann@mmwarburg.com

Klaus Schilling +49 69 5050-7400
Head of Equity Sales, Germany kschilling@mmwarburg.com

Tim Beckmann +49 40 3282-2665
United Kingdom tbeckmann@mmwarburg.com

Lea Bogdanova +49 69 5050-7411
United Kingdom, Ireland lbogdanova@mmwarburg.com

Jens Buchmüller +49 69 5050-7415
Scandinavia, Austria jbuchmueller@mmwarburg.com

Matthias Fritsch +49 40 3282-2696
United Kingdom mfritsch@mmwarburg.com

Maximilian Martin +49 69 5050-7413
Austria, Poland mmartin@mmwarburg.com

Christopher Seedorf +49 40 3282-2695
Switzerland cseedorf@mmwarburg.com

Sophie Hauer +49 69 5050-7417
Roadshow/Marketing shauer@mmwarburg.com

Juliane Niemann +49 40 3282-2694
Roadshow/Marketing jniemann@mmwarburg.com

SALES TRADING

Oliver Merckel +49 40 3282-2634
Head of Sales Trading omerckel@mmwarburg.com

Elyaz Dust +49 40 3282-2702
Sales Trading edust@mmwarburg.com

Michael Ilgenstein +49 40 3282-2700
Sales Trading milgenstein@mmwarburg.com

Marcel Magiera +49 40 3282-2662
Sales Trading mmagiera@mmwarburg.com

Bastian Quast +49 40 3282-2701
Sales Trading bquast@mmwarburg.com

Jörg Treptow +49 40 3282-2658
Sales Trading jtreptow@mmwarburg.com

MACRO RESEARCH

Carsten Klude +49 40 3282-2572
Macro Research cklude@mmwarburg.com

Dr. Christian Jasperneite +49 40 3282-2439
Investment Strategy cjasperneite@mmwarburg.com

Our research can be found under:

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For access please contact:

Andrea Schaper +49 40 3282-2632
Sales Assistance aschaper@mmwarburg.com

Kerstin Muthig +49 40 3282-2703
Sales Assistance kmuthig@mmwarburg.com