

Buy EUR 17.50 (EUR 16.50) Price EUR 13.50 Upside 29.6 %	Value Indicators: EUR DCF: 17.40 FCF-Value Potential 22e: 21.10	Warburg ESG Risk Score: 3.0 ESG Score (MSCI based): 3.0 Balance Sheet Score: 5.0 Market Liquidity Score: 1.0	Description: PLM and EIM specialist; worldwide biggest Dassault VAR
	Market Snapshot: EUR m Market cap: 113.0 No. of shares (m): 8.4 EV: 79.8 Freefloat MC: 96.0 Ø Trad. Vol. (30d): 38.72 th	Shareholders: Freefloat 85.0 % Primepulse 15.0 %	Key Figures (WRe): 2021e Beta: 1.2 Price / Book: 2.0 x Equity Ratio: 67 %

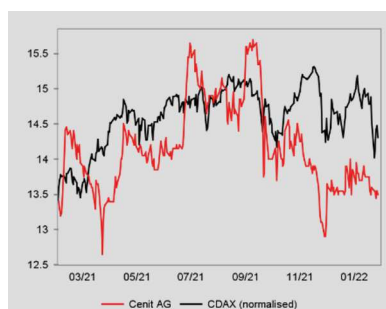
Proprietary software sales drive EBIT

- On Friday, Cenit published key figures for 2021.
- Management expects revenues of EUR 153m to EUR 155m. EBIT is expected to reach EUR 6.3m to EUR 6.9m (vs. WRe EUR 149m and EUR 5.2m respectively).
- These preliminary results indicate a strong year-end which significantly exceeded our estimates and was also ahead of the 2021 guidance which targeted revenues of EUR 152m and an EBIT of EUR 4.9m.
- Management highlighted a strong performance by Cenit's proprietary software which is accompanied by high incremental profitability.
- The annual report will be published on March 31.

Estimates have been reworked and the model rolled forward, leading to a higher PT of EUR 17.50.

Changes in Estimates:			Comment on Changes:			
FY End: 31.12. in EUR m	2021e (old)	+ / -	2022e (old)	+ / -	2023e (old)	+ / -
Sales	149.0	3.4 %	153.9	3.4 %	160.1	3.4 %
EBIT	5.2	28.5 %	5.9	27.6 %	7.4	30.4 %
EPS	0.40	30.0 %	0.46	30.4 %	0.58	32.8 %

Estimates raised to reflect a strong Q4.

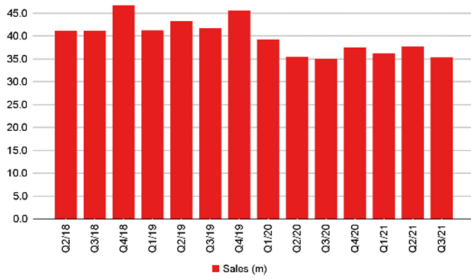


Rel. Performance vs CDAX:	
1 month:	1.1 %
6 months:	-6.0 %
Year to date:	1.1 %
Trailing 12 months:	-8.6 %

Company events:
31.03.22 FY 2021

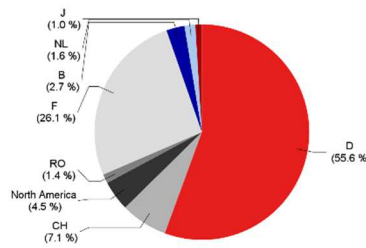
FY End: 31.12. in EUR m	CAGR (20-23e)	2017	2018	2019	2020	2021e	2022e	2023e
Sales	4.0 %	151.7	170.0	171.7	147.2	154.0	159.1	165.4
Change Sales yoy		22.6 %	12.1 %	1.0 %	-14.3 %	4.6 %	3.3 %	4.0 %
Gross profit margin		54.3 %	50.4 %	49.8 %	48.8 %	50.4 %	51.0 %	51.0 %
EBITDA	21.7 %	15.3	11.9	15.2	9.6	14.3	15.2	17.3
Margin		10.1 %	7.0 %	8.9 %	6.5 %	9.3 %	9.6 %	10.4 %
EBIT	38.3 %	12.8	9.0	9.2	3.6	6.6	7.6	9.6
Margin		8.5 %	5.3 %	5.4 %	2.5 %	4.3 %	4.8 %	5.8 %
Net income	40.5 %	8.8	5.9	6.9	2.3	4.4	5.0	6.4
EPS	40.1 %	1.05	0.71	0.82	0.28	0.52	0.60	0.77
EPS adj.	40.1 %	1.05	0.71	0.82	0.28	0.52	0.60	0.77
DPS	2.1 %	1.00	0.60	0.00	0.47	0.30	0.40	0.50
Dividend Yield		4.7 %	3.3 %	n.a.	4.2 %	2.2 %	3.0 %	3.7 %
FCFPS		0.28	0.95	0.70	0.95	0.57	0.51	0.97
FCF / Market cap		1.3 %	5.2 %	5.1 %	8.4 %	4.2 %	3.8 %	7.1 %
EV / Sales		1.0 x	0.8 x	0.6 x	0.5 x	0.5 x	0.5 x	0.4 x
EV / EBITDA		10.1 x	11.3 x	6.3 x	7.3 x	5.9 x	5.2 x	4.2 x
EV / EBIT		12.0 x	15.0 x	10.5 x	19.4 x	12.6 x	10.6 x	7.5 x
P / E		20.2 x	25.7 x	16.5 x	40.4 x	26.0 x	22.5 x	17.5 x
P / E adj.		20.2 x	25.7 x	16.5 x	40.4 x	26.0 x	22.5 x	17.5 x
FCF Potential Yield		6.6 %	5.7 %	11.5 %	11.0 %	12.6 %	14.0 %	17.6 %
Net Debt		-23.5	-17.9	-17.0	-24.5	-29.1	-33.1	-41.0
ROCE (NOPAT)		74.2 %	32.0 %	31.9 %	11.5 %	19.6 %	18.0 %	23.8 %
Guidance:		2021: sales approx. EUR 152m; EBIT approx. EUR 4.9m.						

Sales development
in EUR m



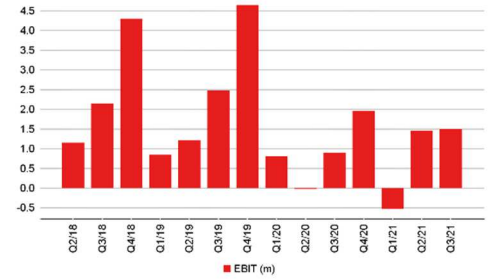
Source: Warburg Research

Sales by regions
2020; in %



Source: Warburg Research

EBIT development
in EUR m



Source: Warburg Research

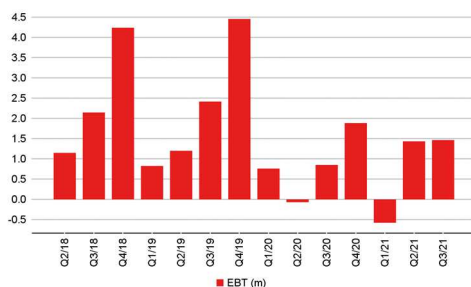
Company Background

- Cenit is an independent software reseller 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 provides its customers with the full range of consulting, software and IT service offerings which are a necessity for operating an integrated PLM infrastructure.
- In the Enterprise Information Management (EIM) segment, Cenit addresses customer needs in trade and commerce, banks, insurance companies as well as utilities. IBM is an important software partner.
- PLM and EIM comprise submarkets such as Computer-aided Design (CAD), collaborative Product Definition Management (cPDM), Digital Manufacturing (DM), Enterprise Content Management (ECM) and Business Intelligence (BI).

Competitive Quality

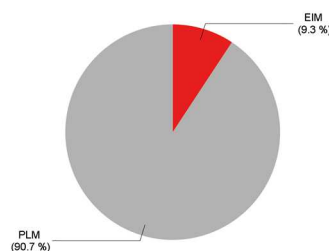
- Cenit is Dassault's worldwide biggest value-added reseller
- Dassault's dominant market position in the PLM software market is reflected in its market share north of 30% laying the foundation for Cenit's competitive quality.
- Proprietary add-on software refines off-the-shelf products and provides bridges to industry standard software such as SAP.
- Cenit is IBM's top-3 European partner for Cognos and FileNet

EBT development
in EUR m



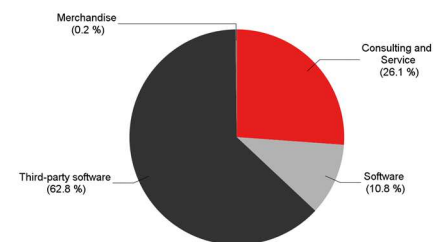
Source: Warburg Research

Sales by segments
2020; in %



Source: Warburg Research

Revenue types
2020



Source: Warburg Research

DCF model

Figures in EUR m	Detailed forecast period			Transitional period										Term. Value
	2021e	2022e	2023e	2024e	2025e	2026e	2027e	2028e	2029e	2030e	2031e	2032e	2033e	
Sales	154.0	159.1	165.4	170.4	174.3	178.3	182.4	186.6	190.9	195.3	199.8	204.4	208.5	
Sales change	4.6 %	3.3 %	4.0 %	3.0 %	2.3 %	2.3 %	2.3 %	2.3 %	2.3 %	2.3 %	2.3 %	2.3 %	2.0 %	2.0 %
EBIT	6.6	7.6	9.6	10.2	10.5	10.7	10.9	11.2	11.5	11.7	12.0	12.3	12.5	
EBIT-margin	4.3 %	4.8 %	5.8 %	6.0 %	6.0 %	6.0 %	6.0 %	6.0 %	6.0 %	6.0 %	6.0 %	6.0 %	6.0 %	
Tax rate (EBT)	30.0 %	30.0 %	30.0 %	31.0 %	31.0 %	31.0 %	31.0 %	31.0 %	31.0 %	31.0 %	31.0 %	31.0 %	31.0 %	
NOPAT	4.7	5.3	6.7	7.1	7.2	7.4	7.6	7.7	7.9	8.1	8.3	8.5	8.6	
Depreciation	7.7	7.7	7.7	5.1	5.2	5.4	5.5	5.6	5.7	5.9	6.0	6.1	6.3	
in % of Sales	5.0 %	4.8 %	4.6 %	3.0 %	3.0 %	3.0 %	3.0 %	3.0 %	3.0 %	3.0 %	3.0 %	3.0 %	3.0 %	
Changes in provisions	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
Change in Liquidity from														
- Working Capital	1.9	3.1	0.7	-3.7	0.3	0.4	0.4	0.4	0.4	0.4	0.4	0.4	0.4	
- Capex	2.0	2.0	2.0	5.1	5.2	5.4	5.5	5.6	5.7	5.9	6.0	6.1	6.3	
Capex in % of Sales	1.3 %	1.3 %	1.2 %	3.0 %	3.0 %	3.0 %	3.0 %	3.0 %	3.0 %	3.0 %	3.0 %	3.0 %	3.0 %	
- Other	3.4	3.4	3.4	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)	5.0	4.5	8.3	10.7	6.9	7.1	7.2	7.4	7.6	7.7	7.9	8.1	8.3	8
PV of FCF	5.0	4.1	7.1	8.6	5.1	4.8	4.6	4.4	4.1	3.9	3.7	3.5	3.4	59
share of PVs	13.40 %			38.02 %										48.58 %

Model parameter

Derivation of WACC:		Derivation of Beta:	
Debt ratio	2.00 %	Financial Strength	1.20
Cost of debt (after tax)	2.1 %	Liquidity (share)	1.20
Market return	7.00 %	Cyclicalilty	1.20
Risk free rate	1.50 %	Transparency	1.10
		Others	1.15
WACC	7.82 %	Beta	1.17

Valuation (m)

Present values 2033e	62		
Terminal Value	59		
Financial liabilities	0		
Pension liabilities	2		
Hybrid capital	0		
Minority interest	1		
Market val. of investments	0		
Liquidity	26	No. of shares (m)	8.4
Equity Value	145	Value per share (EUR)	17.37

Sensitivity Value per Share (EUR)

Beta	WACC	Terminal Growth							Beta	WACC	Delta EBIT-margin						
		1.25 %	1.50 %	1.75 %	2.00 %	2.25 %	2.50 %	2.75 %			-1.5 pp	-1.0 pp	-0.5 pp	+0.0 pp	+0.5 pp	+1.0 pp	+1.5 pp
1.36	8.8 %	14.81	14.98	15.16	15.35	15.55	15.77	16.01	1.36	8.8 %	12.14	13.21	14.28	15.35	16.42	17.49	18.56
1.26	8.3 %	15.62	15.83	16.04	16.28	16.53	16.80	17.10	1.26	8.3 %	12.83	13.98	15.13	16.28	17.43	18.58	19.73
1.22	8.1 %	16.08	16.30	16.54	16.80	17.08	17.39	17.73	1.22	8.1 %	13.21	14.41	15.60	16.80	17.99	19.19	20.38
1.17	7.8 %	16.56	16.81	17.08	17.37	17.68	18.03	18.41	1.17	7.8 %	13.63	14.88	16.12	17.37	18.61	19.85	21.10
1.12	7.6 %	17.08	17.36	17.66	17.98	18.34	18.73	19.16	1.12	7.6 %	14.09	15.39	16.69	17.98	19.28	20.58	21.88
1.08	7.3 %	17.65	17.96	18.29	18.66	19.06	19.51	20.00	1.08	7.3 %	14.59	15.95	17.30	18.66	20.02	21.37	22.73
0.98	6.8 %	18.94	19.33	19.75	20.22	20.74	21.32	21.98	0.98	6.8 %	15.75	17.24	18.73	20.22	21.71	23.20	24.69

- We expect Cenit to return to its historical margin levels.

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	2017	2018	2019	2020	2021e	2022e	2023e	
Net Income before minorities	9.0	6.1	7.0	2.3	4.5	5.2	6.6	
+ Depreciation + Amortisation	2.4	2.9	6.0	6.0	7.7	7.7	7.7	
- Net Interest Income	-0.2	-0.1	-0.3	-0.2	-0.2	-0.2	-0.2	
- Maintenance Capex	1.4	1.5	2.3	0.7	1.8	1.8	1.8	
+ Other	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
= Free Cash Flow Potential	10.2	7.7	11.0	7.7	10.6	11.2	12.6	
FCF Potential Yield (on market EV)	6.6 %	5.7 %	11.5 %	11.0 %	12.6 %	14.0 %	17.6 %	
WACC	7.82 %	7.82 %	7.82 %	7.82 %	7.82 %	7.82 %	7.82 %	
= Enterprise Value (EV)	154.0	135.1	96.3	70.3	83.9	79.8	72.0	
= Fair Enterprise Value	130.3	97.9	141.3	98.9	135.2	143.4	161.7	
- Net Debt (Cash)	-26.1	-26.1	-26.1	-26.1	-30.6	-34.7	-42.6	
- Pension Liabilities	1.6	1.6	1.6	1.6	1.6	1.6	1.6	
- Other	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
- Market value of minorities	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
+ Market value of investments	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
= Fair Market Capitalisation	154.7	122.4	165.7	123.4	164.3	176.5	202.7	
Number of shares, average	8.4	8.4	8.4	8.4	8.4	8.4	8.4	
= Fair value per share (EUR)	18.49	14.63	19.81	14.75	19.63	21.09	24.23	
premium (-) / discount (+) in %					45.4 %	56.3 %	79.5 %	
Sensitivity Fair value per Share (EUR)								
	10.82 %	14.18	11.38	15.13	11.47	15.15	16.34	18.87
	9.82 %	15.32	12.24	16.37	12.34	16.34	17.60	20.29
	8.82 %	16.73	13.30	17.89	13.41	17.80	19.15	22.04
WACC	7.82 %	18.49	14.63	19.81	14.75	19.63	21.09	24.23
	6.82 %	20.78	16.34	22.28	16.48	22.00	23.61	27.06
	5.82 %	23.84	18.65	25.61	18.82	25.18	26.98	30.87
	4.82 %	28.19	21.91	30.32	22.11	29.69	31.76	36.26

- Business model with low capex requirements and high FCF...
- ...provides scope for acquisitions and a shareholder-friendly dividend policy.
- FCF-Value-CAGR 2017-2023e: 5%

Valuation	2017	2018	2019	2020	2021e	2022e	2023e
Price / Book	4.5 x	4.0 x	2.8 x	2.3 x	2.0 x	1.8 x	1.7 x
Book value per share ex intangibles	2.96	2.90	3.30	3.70	5.53	5.99	6.63
EV / Sales	1.0 x	0.8 x	0.6 x	0.5 x	0.5 x	0.5 x	0.4 x
EV / EBITDA	10.1 x	11.3 x	6.3 x	7.3 x	5.9 x	5.2 x	4.2 x
EV / EBIT	12.0 x	15.0 x	10.5 x	19.4 x	12.6 x	10.6 x	7.5 x
EV / EBIT adj.*	12.0 x	15.0 x	10.5 x	19.4 x	12.6 x	10.6 x	7.5 x
P / FCF	75.1 x	19.1 x	19.5 x	11.9 x	23.6 x	26.6 x	14.0 x
P / E	20.2 x	25.7 x	16.5 x	40.4 x	26.0 x	22.5 x	17.5 x
P / E adj.*	20.2 x	25.7 x	16.5 x	40.4 x	26.0 x	22.5 x	17.5 x
Dividend Yield	4.7 %	3.3 %	n.a.	4.2 %	2.2 %	3.0 %	3.7 %
FCF Potential Yield (on market EV)	6.6 %	5.7 %	11.5 %	11.0 %	12.6 %	14.0 %	17.6 %

*Adjustments made for: -

Company Specific Items	2017	2018	2019	2020	2021e	2022e	2023e
Consulting and Service	51.62	49.78	49.49	38.49	39.00	53.00	53.00
Software	17.56	15.45	16.54	15.93	16.50	18.00	18.00
Third-party software	82.36	104.30	105.63	92.51	94.00	112.00	112.00
Merchandise	0.16	0.47	0.24	0.31	0.70	0.70	0.70

Consolidated profit & loss

In EUR m	2017	2018	2019	2020	2021e	2022e	2023e
Sales	151.7	170.0	171.7	147.2	154.0	159.1	165.4
Change Sales yoy	22.6 %	12.1 %	1.0 %	-14.3 %	4.6 %	3.3 %	4.0 %
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	151.7	170.0	171.7	147.2	154.0	159.1	165.4
Material expenses	69.3	84.2	86.3	75.4	76.4	78.0	81.1
Gross profit	82.4	85.8	85.5	71.9	77.6	81.1	84.4
<i>Gross profit margin</i>	<i>54.3 %</i>	<i>50.4 %</i>	<i>49.8 %</i>	<i>48.8 %</i>	<i>50.4 %</i>	<i>51.0 %</i>	<i>51.0 %</i>
Personnel expenses	53.1	58.6	60.3	54.8	56.5	59.0	60.0
Other operating income	1.5	1.9	1.3	1.2	2.5	2.6	2.7
Other operating expenses	15.5	17.1	11.3	8.6	9.3	9.5	9.8
Unfrequent items	0.0	0.0	0.0	0.0	0.0	0.0	0.0
EBITDA	15.3	11.9	15.2	9.6	14.3	15.2	17.3
<i>Margin</i>	<i>10.1 %</i>	<i>7.0 %</i>	<i>8.9 %</i>	<i>6.5 %</i>	<i>9.3 %</i>	<i>9.6 %</i>	<i>10.4 %</i>
Depreciation of fixed assets	0.9	1.1	4.4	6.0	6.0	6.0	6.0
EBITA	14.3	10.9	10.9	3.6	8.3	9.2	11.3
Amortisation of intangible assets	1.5	1.9	1.7	0.0	1.7	1.7	1.7
Goodwill amortisation	0.0	0.0	0.0	0.0	0.0	0.0	0.0
EBIT	12.8	9.0	9.2	3.6	6.6	7.6	9.6
<i>Margin</i>	<i>8.5 %</i>	<i>5.3 %</i>	<i>5.4 %</i>	<i>2.5 %</i>	<i>4.3 %</i>	<i>4.8 %</i>	<i>5.8 %</i>
EBIT adj.	12.8	9.0	9.2	3.6	6.6	7.6	9.6
Interest income	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Interest expenses	0.2	0.1	0.3	0.2	0.2	0.2	0.2
Other financial income (loss)	0.0	0.0	0.0	0.0	0.0	0.0	0.0
EBT	12.7	9.0	8.9	3.4	6.5	7.4	9.5
<i>Margin</i>	<i>8.4 %</i>	<i>5.3 %</i>	<i>5.2 %</i>	<i>2.3 %</i>	<i>4.2 %</i>	<i>4.7 %</i>	<i>5.7 %</i>
Total taxes	3.7	2.8	1.9	1.1	1.9	2.2	2.8
Net income from continuing operations	9.0	6.1	7.0	2.3	4.5	5.2	6.6
Income from discontinued operations (net of tax)	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net income before minorities	9.0	6.1	7.0	2.3	4.5	5.2	6.6
Minority interest	0.2	0.2	0.1	0.0	0.2	0.2	0.2
Net income	8.8	5.9	6.9	2.3	4.4	5.0	6.4
<i>Margin</i>	<i>5.8 %</i>	<i>3.5 %</i>	<i>4.0 %</i>	<i>1.6 %</i>	<i>2.8 %</i>	<i>3.1 %</i>	<i>3.9 %</i>
Number of shares, average	8.4	8.4	8.4	8.4	8.4	8.4	8.4
EPS	1.05	0.71	0.82	0.28	0.52	0.60	0.77
EPS adj.	1.05	0.71	0.82	0.28	0.52	0.60	0.77

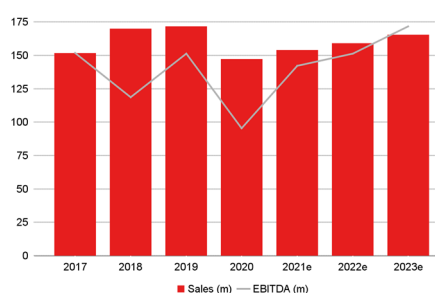
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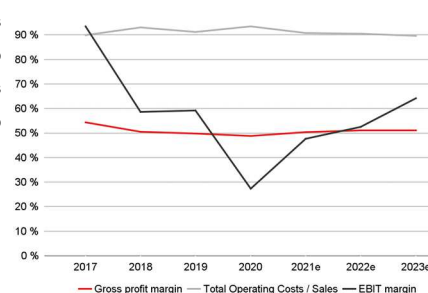
Financial Ratios

	2017	2018	2019	2020	2021e	2022e	2023e
Total Operating Costs / Sales	89.9 %	93.0 %	91.1 %	93.5 %	90.7 %	90.4 %	89.6 %
Operating Leverage	0.4 x	-2.5 x	1.8 x	4.2 x	18.1 x	4.2 x	6.8 x
EBITDA / Interest expenses	92.0 x	168.3 x	51.1 x	47.5 x	86.2 x	91.8 x	104.1 x
Tax rate (EBT)	29.1 %	31.6 %	21.8 %	33.1 %	30.0 %	30.0 %	30.0 %
Dividend Payout Ratio	93.1 %	81.9 %	0.0 %	171.5 %	55.3 %	64.6 %	63.2 %
Sales per Employee	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.

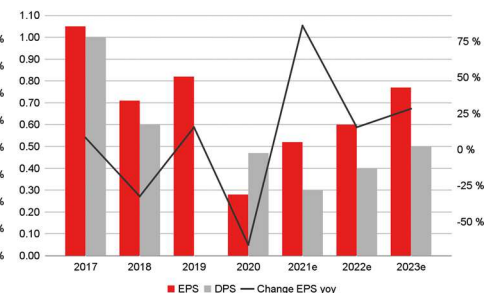
Sales, EBITDA
in EUR m



Operating Performance
in %



Performance per Share



Source: Warburg Research

Source: Warburg Research

Source: Warburg Research

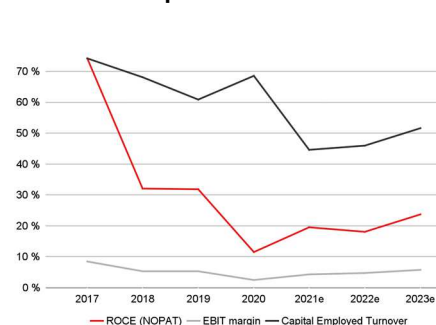
Consolidated balance sheet

In EUR m	2017	2018	2019	2020	2021e	2022e	2023e
Assets							
Goodwill and other intangible assets	14.8	13.5	12.2	11.1	11.4	11.7	12.1
thereof other intangible assets	2.0	1.6	1.3	0.1	0.5	0.8	1.1
thereof Goodwill	6.6	6.6	6.6	6.6	6.6	6.6	6.6
Property, plant and equipment	2.7	2.7	16.5	13.7	10.9	8.1	5.3
Financial assets	0.1	2.6	2.7	3.1	3.1	3.1	3.1
Other long-term assets	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Fixed assets	17.6	18.7	31.4	27.9	25.4	22.9	20.5
Inventories	0.1	0.0	0.3	0.0	0.1	0.1	0.1
Accounts receivable	28.6	25.0	24.1	17.0	19.0	22.2	23.1
Liquid assets	23.7	18.0	18.5	26.1	30.6	34.7	42.6
Other short-term assets	17.3	17.3	15.1	12.4	12.4	12.4	12.4
Current assets	69.7	60.3	58.0	55.5	62.2	69.4	78.2
Total Assets	87.3	79.1	89.3	83.4	87.6	92.3	98.6
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	13.7	14.1	14.2	14.2	14.6	17.1	20.2
Other equity components	16.5	14.3	16.2	18.4	33.6	35.3	37.9
Shareholders' equity	39.6	37.8	39.8	42.1	57.7	61.9	67.6
Minority interest	1.2	1.3	1.1	0.7	0.7	0.7	0.7
Total equity	40.9	39.1	40.9	42.7	58.3	62.5	68.2
Provisions	0.7	0.9	1.9	2.8	2.8	2.8	2.8
thereof provisions for pensions and similar obligations	0.2	0.1	1.5	1.6	1.6	1.6	1.6
Financial liabilities (total)	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Short-term financial liabilities	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Accounts payable	7.9	7.9	6.0	3.3	3.4	3.5	3.7
Other liabilities	37.8	31.1	40.5	34.7	23.1	23.5	23.9
Liabilities	46.4	40.0	48.4	40.7	29.3	29.8	30.4
Total liabilities and shareholders' equity	87.3	79.1	89.3	83.4	87.6	92.3	98.6

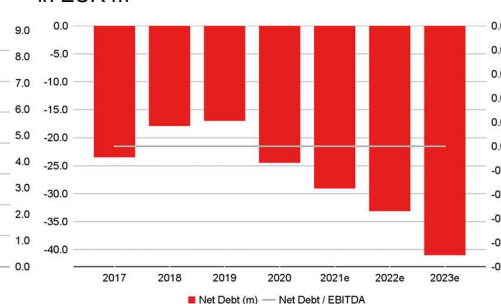
Financial Ratios

	2017	2018	2019	2020	2021e	2022e	2023e
Efficiency of Capital Employment							
Operating Assets Turnover	7.5 x	9.9 x	5.2 x	5.5 x	6.0 x	6.1 x	6.9 x
Capital Employed Turnover	8.7 x	8.0 x	7.2 x	8.1 x	5.3 x	5.4 x	6.1 x
ROA	50.0 %	31.8 %	21.9 %	8.3 %	17.2 %	21.8 %	31.4 %
Return on Capital							
ROCE (NOPAT)	74.2 %	32.0 %	31.9 %	11.5 %	19.6 %	18.0 %	23.8 %
ROE	22.2 %	15.4 %	17.7 %	5.7 %	8.7 %	8.4 %	9.9 %
Adj. ROE	22.2 %	15.4 %	17.7 %	5.7 %	8.7 %	8.4 %	9.9 %
Balance sheet quality							
Net Debt	-23.5	-17.9	-17.0	-24.5	-29.1	-33.1	-41.0
Net Financial Debt	-23.7	-18.0	-18.5	-26.1	-30.6	-34.7	-42.6
Net Gearing	-57.5 %	-45.8 %	-41.5 %	-57.3 %	-49.8 %	-53.0 %	-60.1 %
Net Fin. Debt / EBITDA	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
Book Value / Share	4.7	4.5	4.8	5.0	6.9	7.4	8.1
Book value per share ex intangibles	3.0	2.9	3.3	3.7	5.5	6.0	6.6

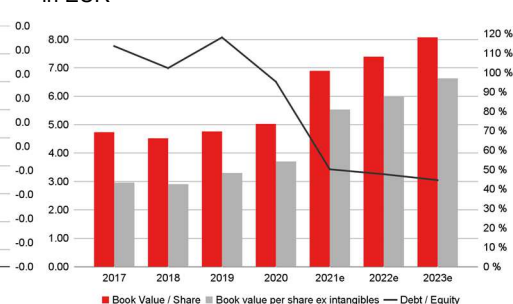
ROCE Development



Net debt in EUR m



Book Value per Share in EUR



Source: Warburg Research

Source: Warburg Research

Source: Warburg Research

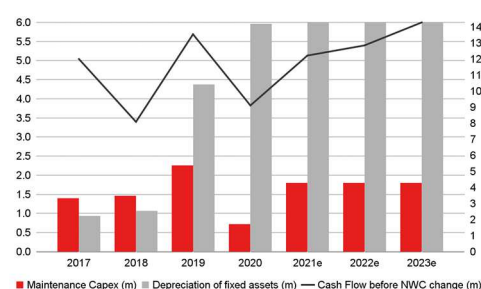
Consolidated cash flow statement

In EUR m	2017	2018	2019	2020	2021e	2022e	2023e
Net income	9.0	6.1	7.0	2.3	4.5	5.2	6.6
Depreciation of fixed assets	0.9	1.1	4.4	6.0	6.0	6.0	6.0
Amortisation of goodwill	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Amortisation of intangible assets	1.5	1.9	1.7	0.0	1.7	1.7	1.7
Increase/decrease in long-term provisions	0.0	0.0	0.7	0.0	0.0	0.0	0.0
Other non-cash income and expenses	0.6	-1.0	-0.2	0.9	0.0	0.0	0.0
Cash Flow before NWC change	12.0	8.1	13.5	9.1	12.2	12.8	14.3
Increase / decrease in inventory	0.4	0.1	-0.2	0.2	-0.1	0.0	0.0
Increase / decrease in accounts receivable	-2.5	4.5	3.0	9.0	-2.0	-3.2	-0.9
Increase / decrease in accounts payable	-6.0	-3.1	-4.6	-6.0	0.1	0.1	0.2
Increase / decrease in other working capital positions	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Increase / decrease in working capital (total)	-8.1	1.5	-1.9	3.2	-1.9	-3.1	-0.7
Net cash provided by operating activities [1]	3.9	9.6	11.7	12.3	10.3	9.7	13.6
Investments in intangible assets	-1.6	-1.6	-2.5	-0.8	-2.0	-2.0	-2.0
Investments in property, plant and equipment	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Payments for acquisitions	-6.2	-0.2	-0.1	-0.1	0.0	0.0	0.0
Financial investments	0.0	2.0	0.1	0.0	0.0	0.0	0.0
Income from asset disposals	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net cash provided by investing activities [2]	-7.7	-3.8	-2.8	-0.9	-2.0	-2.0	-2.0
Change in financial liabilities	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Dividends paid	-8.4	-8.4	-5.0	0.0	-3.9	-2.5	-3.3
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	-0.1	-0.1	-3.6	-3.7	-6.5	-6.5	-6.5
Net cash provided by financing activities [3]	-8.5	-8.5	-8.6	-3.7	-3.7	-3.7	-3.7
Change in liquid funds [1]+[2]+[3]	-12.3	-2.7	0.3	7.7	4.6	4.0	7.9
Effects of exchange-rate changes on cash	-0.7	0.2	0.1	-0.1	0.0	0.0	0.0
Cash and cash equivalent at end of period	20.5	21.2	18.5	26.1	30.6	34.7	42.6

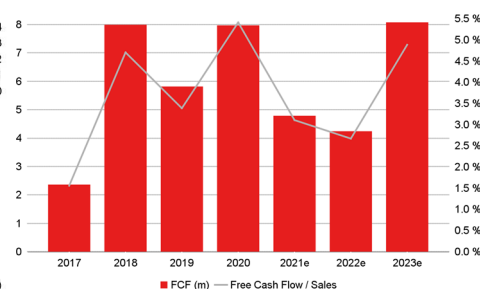
Financial Ratios

	2017	2018	2019	2020	2021e	2022e	2023e
Cash Flow							
FCF	2.4	8.0	5.8	8.0	4.8	4.2	8.1
Free Cash Flow / Sales	1.6 %	4.7 %	3.4 %	5.4 %	3.1 %	2.7 %	4.9 %
Free Cash Flow Potential	10.2	7.7	11.0	7.7	10.6	11.2	12.6
Free Cash Flow / Net Profit	26.8 %	134.3 %	84.6 %	343.5 %	109.9 %	84.9 %	125.6 %
Interest Received / Avg. Cash	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Interest Paid / Avg. Debt	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
Management of Funds							
Investment ratio	1.0 %	1.0 %	1.5 %	0.5 %	1.3 %	1.3 %	1.2 %
Maint. Capex / Sales	0.9 %	0.9 %	1.3 %	0.5 %	1.2 %	1.1 %	1.1 %
Capex / Dep	63.9 %	55.7 %	41.5 %	13.4 %	26.1 %	26.1 %	26.1 %
Avg. Working Capital / Sales	11.2 %	9.5 %	9.1 %	10.0 %	9.1 %	10.3 %	11.1 %
Trade Debtors / Trade Creditors	360.4 %	315.4 %	404.5 %	520.8 %	558.8 %	634.3 %	624.3 %
Inventory Turnover	796.8 x	2807.9 x	334.3 x	6281.6 x	878.0 x	896.0 x	931.8 x
Receivables collection period (days)	69	54	51	42	45	51	51
Payables payment period (days)	42	34	25	16	16	16	17
Cash conversion cycle (Days)	11	9	19	23	25	31	31

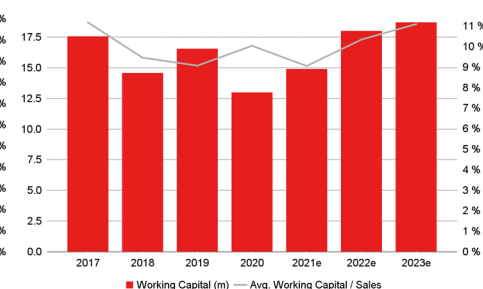
CAPEX and Cash Flow
in EUR m



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	http://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	159	74
Hold	49	23
Sell	3	1
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	52	85
Hold	7	11
Sell	0	0
Rating suspended	2	3
Total	61	100

PRICE AND RATING HISTORY CENIT AS OF 31.01.2022


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 Rüschemier +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

Jonas Blum +49 40 309537-240
Telco, Media, Construction jblum@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 pkaiser@warburg-research.com

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

Eggert Kuls +49 40 309537-256
Engineering ekuls@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 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

Alexander Eschweiler +49 40 3282-2669
Germany, Luxembourg aeschweiler@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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Capital IQ www.capitaliq.com

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