

# HOLD TP: Rs 3,220 | A 1%

robust at 24% YoY

ABB INDIA

Annual report highlights: Agile business model

Capital Goods

12 April 2023

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# 15.3%; retain HOLD, TP unchanged at Rs 3,220

Balance sheet healthy with cash & equivalents at Rs 36.4bn and ROE at

CY22 order inflows strong at Rs 100bn (+31% YoY) and revenue growth

 Portfolio oriented towards short-to-medium-cycle orders with rising revenue share of products (80% vs. 63% in CY16) over projects

**Growth focused:** ABB clocked a 31% rise in order inflows to Rs 100bn in CY22 backed by strong execution. Revenue increased 24% YoY led by growth in sectors such as food & beverages, data centres, transportation, energy efficiency, and building automation. ABB also enhanced its presence in various segments, including AI-enabled city gas distribution networks, advanced process control for lime kilns, and energy efficiency projects with specialised drives and motors. Additionally, the company launched new products such as flame-proof motors for explosive atmospheres and smart electric metering and energy monitoring solutions.

**Agile business:** Over the past five years, ABB has reoriented its focus by paring the projects business to a tenth of the revenue mix from 25% in CY16 via a series of hive-offs. Today, the company has a portfolio that serves short-to-medium-cycle orders with an element of robotics, discrete automation and electrification. As of CY22, its revenue mix has a higher share of products at 80% (63% in CY16), with services at 12% (12%).

**Focus on capex to deepen penetration:** The company has opened three facilities during the year catering to the demand for innovation in various industries. The smart power division added an Industry 5.0 shopfloor using ABB collaborative robots (cobots) while the digital substation products and digital systems factory has been expanded to meet increasing global demand. The measurement & analytics division opened a smart instrumentation factory producing field devices for multiple industries.

**Healthy balance sheet:** Cash & cash equivalents has risen 36% YoY to Rs 36.4bn in CY22 and net D/E is negative (-0.7x). ROE stood at 15.3% (vs. 11.6% in CY21).

**Positives priced in; retain HOLD:** We remain positive on ABB's structural growth story given a portfolio oriented towards short-cycle products focused on digitalisation, electrification and automation. However, current valuations at 69x CY24E earnings price in most of the positives. We maintain our HOLD rating with a TP of Rs 3,220, valuing the stock at an unchanged P/E multiple of 65x on Dec'24E earnings.

#### Key changes

	Target	Rating	
	<►	<►	
Ticke	er/Price	ABB IN/Rs 3,204	
Mark	et cap	US\$ 8.3bn	
Free	Free float 25%		
3M A	DV	US\$ 12.9mn	
52wł	high/low	Rs 3,468/Rs 2,000	
Pron	noter/FPI/DII	75%/4%/9%	

Source: NSE | Price as of 12 Apr 2023

#### Key financials

Y/E 31 Dec	CY22A	CY23E	CY24E
Total revenue (Rs mn)	85,675	1,02,044	1,23,098
EBITDA (Rs mn)	9,619	10,423	13,379
Adj. net profit (Rs mn)	6,864	8,267	10,513
Adj. EPS (Rs)	32.4	39.0	49.6
Consensus EPS (Rs)	31.8	40.3	50.3
Adj. ROAE (%)	15.3	15.6	17.3
Adj. P/E (x)	98.9	82.1	64.6
EV/EBITDA (x)	70.6	65.1	50.7
Adj. EPS growth (%)	54.8	20.5	27.2
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Source: Company, Bloomberg, BOBCAPS Research

#### Stock performance



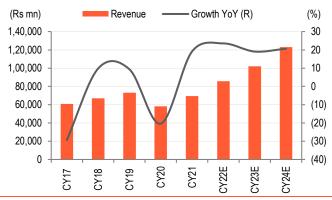
Source: NSE





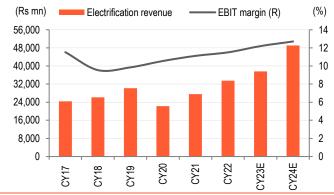
# **Focus charts**

#### Fig 1 – Revenue growth



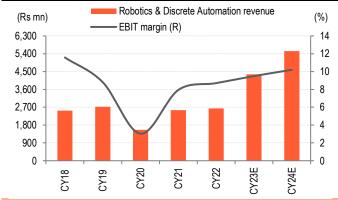
Source: Company, BOBCAPS Research

#### Fig 3 – Electrification: Revenue & margin



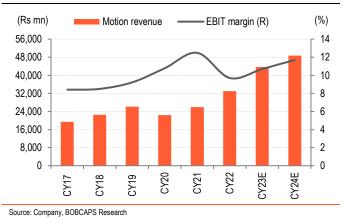
Source: Company, BOBCAPS Research

# Fig 5 – Robotics & discrete automation: Revenue & margin

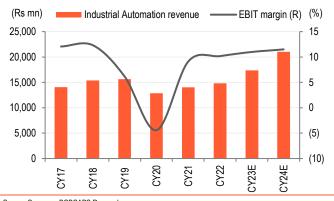


Source: Company, BOBCAPS Research

## Fig 2 – Motion business: Revenue & margin

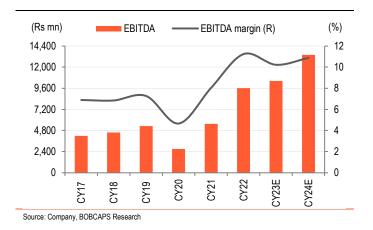


## Fig 4 – Industrial automation: Revenue & margin



Source: Company, BOBCAPS Research

## Fig 6 – EBITDA trend





## Fig 7 – Adj. PAT trend

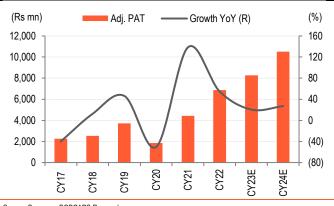
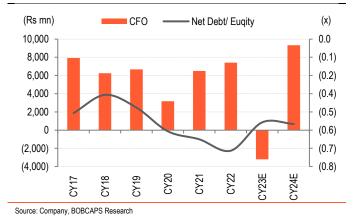
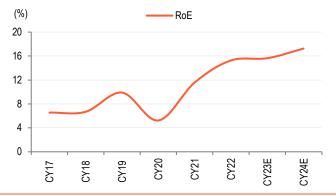


Fig 8 – CFO trend



Source: Company, BOBCAPS Research

Fig 9 – ROE trend

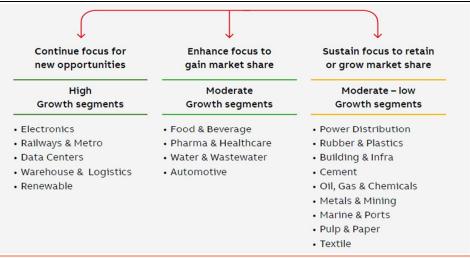




# **Business outlook**

ABB clocked a 31% rise in order inflows to Rs 100bn in CY22 backed by strong execution, leading to revenue growth of 24% YoY. The company expects the Indian government's emphasis on promoting a capex-led recovery to continue, even as production linked incentive (PLI) schemes and other policy measures remain geared towards encouraging growth in its areas of operations – these include data centres, electronics, warehouses, logistics, railways, automotive, food and beverages, pharmaceuticals and healthcare, renewable energy, water and wastewater.

#### Fig 10 – ABB's growth strategy



Source: Company, BOBCAPS Research

## **Electrification business**

ABB registered 22% growth in electrification business revenue in CY22, aided by a stable business environment and focused efforts in key segments such as renewables, data centres, buildings, railways, and food & beverages. In addition to strong local demand, exports reached an all-time high with significant orders from countries such as Brazil, UAE and Oman. Per the company, the pace of capex-led recovery, especially in sectors such as transportation and construction, will be a determining factor for domestic growth momentum.

Fig 11 - Key orders	booked during the year
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SN	Description
1	Indian government building project in the national capital for low voltage portfolio & medium voltage panels, including digital offering
2	Order for low voltage panels with motor protection relays and soft starters from one of the largest steel rolling mill customers in North India
3	33kV gas insulated switchgear (GIS) order for supplying power to the world's highest rail bridge in the northem part of India for a premier rail tunnel project
4	GIS and CSS orders for electrifying India's biggest defence port in the southern part of the country
5	Latest technology breakers supplied to Green & Smart India Development Center for one of the largest software manufacturing companies
6	Low voltage building products supplied to one of the biggest IGBC-certified platinum-rated green buildings, housing a ~25,000 workforce in Hyderabad
7	ABB-make 25kV GIS became operational in CY22 for the first phase of revenue service operations of Pune Metro
Sourco	Company RORCARS Pacaget



гig	rz – Major orders commissioned/supplied during the year
SN	Description
1	Latest technology breakers for Green & Smart India Development Center for one of the largest software manufacturing companies
2	Low voltage building products for one of the biggest IGBC-certified platinum-rated green buildings, housing a ~25,000 workforce in Hyderabad
3	Low voltage electrical switchgear and panels to an IT Park and low-rise apartment building in National Capital Region
4	Electrical switchgears for powering the campus of one of India's oldest universities
5	ABB-make 25kV GIS became operational in CY22 for the first phase of revenue service operations of Pune Metro
6	Installed India's first 11kV Eco-GIS solution at a premier fertilizer organisation in Gujarat
7	Exported 500 units of Safelink CB RMU to Oman; installed ~100 RMUs for premier colocation data centre at Mumbai
8	Installed ABB RMUs for India's flagship Samruddhi expressway from Mumbai to Nagpur

Fig 12 - Major orders commissioned/supplied during the year

Source: Company, BOBCAPS Research

## **Motion business**

Despite facing various challenges in CY22, ABB's motion business demonstrated resilience, growing 27%. Although Covid-related issues shadowed the first half of the year, and supply chain disruptions, energy crises and high inflation impacted prospects, the business's order and revenue growth remained robust with strong profitability. The second half saw a further improvement in performance.

The channel partner business experienced 27% order growth, and the online marketplace, eMart, reached US\$ 1mn in sales. Exports, particularly large motors & generators, continued to spur growth, while orders from railways and metro trains also contributed to maintaining the growth momentum. Per the company, the balance between private and government capex, along with global trade volatilities, will be critical factors in steering growth.

Fig 1	3 – Major orders, key project commissioning, and milestones during the year
SN	Description
1	Multiple traction orders including a retrofit order for 66 locomotives, order for 4 Vande Bharat trains, and

1	Multiple traction orders including a retrofit order for 66 locomotives, order for 4 Vande Bharat trains, and converter order from Chittaranjan Locomotive Works
2	Order for 39 units of high output IE3 motors for a steel major
3	Service team received its single largest order to supply a synchronous motor to a steel major
4	Order for 416 IE3 motors for an e-vehicle steering pump application
5	Order to supply NEMA motors for a mining application in the eastern part of the country
6	Won largest order for ULH drives from a pharma major and supplied over 90 ULH drives to My Home Cement
7	Strengthened footprint in the renewables space with the achievement of 1GW SCADA commissioning covering multiple EPC accounts
8	Successfully commissioned its first automatic power factor correction (APFC) system supplied to a 300MW solar plant and PPC system for a 300MW capacity plant



## **Process automation**

In CY22, the process automation business experienced a significant increase in orders and revenue (+6%) due to the growing demand for digitisation, advanced process controls and sustainable solutions. ABB opened its first smart instrumentation factory in Bengaluru to meet the rising demand.

According to the company, projects and investments in the cement, coal, and steel sectors are on the rise, and the chemical sector is gaining traction. Downstream refinery and water segments are expected to drive growth for the next couple of quarters. Renewable energy offers long-term growth prospects as it is expected to account for 35% of India's electricity mix by 2030.

Fig 14 – Major orders won during the year

SN	Description
1	Large rectifier package for the capacity expansion project of an aluminium smelter unit with a leading aluminium manufacturer in Chhattisgarh
2	Motors, drives and automation package for a major steel manufacturer for their galvanising and annealing line in western India
3	Biggest-ever automation order in the specialty chemicals segment for providing the complete suite of automation and digital solutions for decorative paint manufacturing plant
4	Large order from a leading LNG supplier for deploying ABB Ability SCADAvantage along with technology platform ABB Ability Genix, RTUs and connectivity components across the gas distribution pipeline covering 28 cities in the country
5	Large order from Jal Jeevan Mission, Uttar Pradesh, for an instrumentation and analytical package helping water distribution for the State Water & Sanitization Mission
6	Order for pressure, level and temperature measurement at an energy conglomerate's flue gas desulphurisation plant
7	Order from a steel major to supply a Stressometer system in CGL and CAL Skin Pass Mills

Source: Company, BOBCAPS Research

## **Robotics and discrete automation**

ABB's robotics and discrete automation revenue grew 3% in CY22, and the company expects the demand for flexible robotic automation solutions to remain strong in the coming year. The automotive sector is likely to remain a major contributor, particularly with the increasing demand for electric vehicles. ABB expects other sectors such as chemicals and petrochemicals, food and beverage, consumer segments, and pharmaceuticals to continue their investments towards modernisation of capacities. However, the pace of private consumption, along with the trajectory of supply chain constraints, will be key risk factors to watch out for.

Fig 15 – Major orders booked during the year

SN	Description
1	Capacity increase and refurbishment of existing body-in-white production line of a major auto OEM
2	Robotic automation of production sites of a large paint manufacturer
3	Indirect channel involving system integrators



# Sustainable technology solutions

ABB indicated that its portfolio of sustainable technology solutions was deployed across a wide range of sectors during the year.

Fig 16 – Sustainable technology solutions rolled out during CY22

SN	Description
1	Rectifiers for a global diversified natural resources major
2	Electrification panels and building automation for information technology (IT) campuses in Hyderabad
3	Doubly fed induction generator for the wind sector, solar SCADA automation and switchgears for solar projects
4	Automation package for cold rolling mills for continuous galvanising line for one of the global majors in process industries
5	Power handling systems from the paint industry for the process automation energy industries division
6	Traction converter orders from locomotive companies and electric traction motors for high-capacity electric multiple unit trains
7	Robotic palletising for a paints major, robotic handling in the mining and construction industry, robotic lean palletiser for an FMCG major
8	System drives and motors solutions for tyre and metals (tier 1 and 2) majors
9	Advanced process control solution for a large integrated pulp and paper manufacturer, for efficiency of the highly interactive lime kiln production process
10	Low voltage MNS and ArTuK boards for data centres and document management companies
11	Tool design, simulation, manufacturing, installation, commissioning, cycle time prove out in ABB robotic line for an Indian auto major
12	Medium and low voltage switchgears, UPS (uninterruptible power supply), automatic transfer switching and power distribution packages for one of the biggest data centre companies in the country
13	Distributed control systems (DCS) for a greenfield and brownfield paints major
	Company, BOBCAPS Research



# **Key milestones**

Fig 17 –	<b>Project milestones</b>
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Tran	sforming transportation systems
1	IE3 motors for e-vehicle steering pump application
2	Traction technology for Vande Bharat trains
3	RMUs for India's flagship Samruddhi expressway project (Mumbai- Nagpur)
4	GIS for Pune Metro and for the world's highest rail bridge in North India
5	First of its kind fully automated robotics paint line applications for an Indian auto major
Partr	ering for a greener economy
1	First automatic power factor correction system for 300MW solar plant
2	>1GW of MV air insulated switchgear installation for solar projects
3	Enhanced THINK Gas' network with intelligent automation across 11 states
Auto	mation and digitalisation of Indian industry
1	Motors, drives and automation package for a steel major for galvanising and annealing line
2	Advance process control (APC) at Andhra Paper for efficient lime kiln production
3	Control systems for a paints major
4	Electricals control and implementation package for a cement clinker and waste heat recovery system
5	Smart control system for a major chemical manufacturer in Hyderabad



# **Financial metrics**

#### Fig 18 – Key other expenses

(Rs mn)	CY19	CY20	CY21	CY22
Royalty and technology fees	2,145	1,726	1,987	2,582
% of sales	2.9	3.0	2.9	3.0
Reversal of provision for doubtful debts and advances (net)	(289)	(134)	(492)	(541)
% of sales	(0.4)	(0.2)	(0.7)	(0.6)
Bad debts / advances written off	489	1,195	636	647
% of sales	0.7	2.1	0.9	0.8
Trade-mark fees	807	609	722	973
% of sales	1.1	1.0	1.0	1.1
Information technology expenses	2,079	1,833	1,830	2,027
% of sales	2.8	3.1	2.6	2.4
Exchange and commodity (gain) / loss (net)	42	(48)	-	488
% of sales	0.1	(0.1)	-	0.6
Warranty	490	108	414	453
% of sales	0.7	0.2	0.6	0.5
Others	7,661	5,766	6,525	7,642
Total other expense	13,432	11,066	11,627	14,277
% of sales	18.4	19.0	16.8	16.7

Source: Company, BOBCAPS Research

## Fig 19 – Contingent liabilities

(Rs mn)	CY19	CY20	CY21	CY22
Excise duty /service tax and sales tax liabilities dispute	3,706	3,548	3,925	3,434
Custom duty liabilities in dispute	201	201	201	130
Income tax matters in dispute	144	132	193	192
Other matters	1,761	1,760	1,750	1,738
Total	5,811	5,640	6,068	5,495
% of Net worth	16.5	15.6	15.0	11.1

Source: Company, BOBCAPS Research

#### Fig 20 – Working capital management

(Rs mn)	CY19	CY20	CY21	CY22
Inventory	8,617	8,408	10,091	14,207
Days	43	53	53	61
Receivables	19,475	16,950	16,950	20,930
Days	97	106	89	89
Payable	19,016	17,207	19,613	26,368
Days	95	108	103	112
Net Working capital	9,077	8,151	7,428	8,769
Cash Conversion Cycle (days)	45	51	39	37



#### Fig 21 – Capital management

(Rs mn)	CY19	CY20	CY21	CY22
Borrowings	71	-		
Lease liabilities	-	582	367	331
Trade payables	19,016	17,207	22,337	26,368
Other financial liabilities	12,196	12,777	7,940	4,801
Less: cash and cash equivalents	(15,949)	(22,040)	(7,191)	(31,469)
Net debts	15,333	8,527	23,452	31
Total equity	35,201	36,064	40,452	49,394
Capital and net debt	50,534	44,591	63,904	49,425

Source: Company, BOBCAPS Research

## Fig 22 – Contract balances

(Rs mn)	CY19	CY20	CY21	CY22
Trade receivables	19,475	16,950	18,838	20,930
Advance from customers (Contract liabilities)	2,449	2,423	24,763	44,237
Billing in excess of contract revenue (Contract liabilities)	1,824	2,207	21,186	25,410
Contract assets	1,714	611	540	1,386
Source: Company, BOBCAPS Research				

Source: Company, BOBCAPS Research

#### Fig 23 – Reconciliation of loss account

CY19	CY20	CY21	CY22
5,783	3,677	3,532	3,006
433	1,192	259	248
2,539	1,337	(785)	(740)
3,677	3,532	3,006	2,514
	5,783 433 2,539	5,783 3,677   433 1,192   2,539 1,337	5,783 3,677 3,532   433 1,192 259   2,539 1,337 (785)

Source: Company, BOBCAPS Research

## Fig 24 – Auditor's remuneration

(Rs mn)	CY19	CY20	CY21	CY22
As auditor:				
Audit fee	7	5	6	7
Tax audit fee	3	2	2	2
Limited review	6	6	6	6
In other capacity:				
Group reporting fees	1	2	2	2
Certification, etc	1	1	1	2
Reimbursement of expenses	2	0	0	-
Total	20	16	16	19



# Valuation methodology

We expect ABB to clock a robust revenue/EBITDA/PAT CAGR of 20%/18%/24% over CY22-CY24. Though bullish on the company's structural growth story given a portfolio oriented towards short-cycle products focused on digitalisation, electrification and automation, we think current valuations at 69x CY24E EPS price in most positives – leading us to retain our HOLD rating. We continue to value the stock at 65x Dec'24E P/E – in line with the five-year mean – for an unchanged TP of Rs 3,220.

Fig 25	– Key	assumptions
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(Rs mn)	CY23E	CY24E
Sales	1,02,044	1,23,098
EBITDA	10,423	13,379
PAT	8,267	10,513
EPS (Rs)	39.0	49.6
EBITDA Margin (%)	10.2	10.9

Source: Company, BOBCAPS Research

# Key risks

Downside risks to our estimates include:

- aggressive pricing strategies by peers,
- inability to scale up the motion segment further, and
- increase in royalty to the parent.

Upside risks include:

- sustained momentum in short-cycle orders translating into higher order wins, and
- above-anticipated margin expansion due to surge in exports and services.

## Sector recommendation snapshot

Company	Ticker	Market Cap (US\$ bn)	Price (Rs)	Target (Rs)	Rating
ABB India	ABB IN	8.3	3,204	3,220	HOLD
AIA Engineering	AIAE IN	3.3	2,906	3,300	BUY
Cummins India	KKC IN	5.3	1,560	1,600	HOLD
Hitachi Energy	POWERIND IN	1.6	3,141	3,500	BUY
KEC International	KECI IN	1.5	480	500	HOLD
Larsen & Toubro	LT IN	39.1	2,289	2,440	BUY
Siemens India	SIEM IN	14.5	3,335	3,800	BUY
Thermax	TMX IN	3.3	2,270	2,200	HOLD

Source: BOBCAPS Research, NSE | Price as of 12 Apr 2023



## Financials

Y/E 31 Dec (Rs mn)	CY20A	CY21A	CY22A	CY23E	CY24E
Total revenue	58,210	69,340	85,675	1,02,044	1,23,098
EBITDA	2,712	5,567	9,619	10,423	13,379
Depreciation	1,204	1,027	1,047	1,213	1,266
EBIT	1,508	4,540	8,572	9,210	12,113
Net interest inc./(exp.)	169	107	131	131	131
Other inc./(exp.)	1,116	1,596	1,795	1,974	2,073
Exceptional items	0	0	0	0	0
EBT	2,456	6,029	10,235	11,053	14,054
Income taxes	597	1,597	3,372	2,785	3,542
Extraordinary items	(445)	(892)	(3,393)	0	0
Min. int./Inc. from assoc.	0	0	0	0	0
Reported net profit	2,304	5,325	10,256	8,267	10,513
Adjustments	(445)	(892)	(3,393)	0	0
Adjusted net profit	1,859	4,433	6,864	8,267	10,513
Balance Sheet Y/E 31 Dec (Rs mn)	CY20A	CY21A	CY22A	CY23E	CY24E
Accounts payables	17,207	19,613	26,368	27,957	33,726
Other current liabilities	21,999	20,244	17,015	20,266	24,447
Provisions	0	0	0	0	0
Debt funds	133	181	121	0	0
Other liabilities	502	238	285	285	285
Equity capital	424	424	424	424	424
Reserves & surplus	35,640	40,028	48,970	55,924	65,059
Shareholders' fund	36,064	40,452	49,394	56,348	65,483
Total liab. and equities	75,905	80,727	93,182	1,04,856	1,23,941
Cash and cash eq.	22,066	26,877	36,422	30,913	36,605
Accounts receivables	16,950	16,950	20,930	24,929	30,072
Inventories	8,408	10,091	14,207	16,921	20,412
Other current assets	13,413	12,436	7,427	18,231	21,993
Investments	0	0	0	0	0
Net fixed assets	6,938	8,170	8,992	9,379	9,912
CWIP	749	769	693	825	995
Intangible assets	0	0	0	0	0
Deferred tax assets, net	0	0	0	0	0

Cash Flows					
Y/E 31 Dec (Rs mn)	CY20A	CY21A	CY22A	CY23E	CY24E
Cash flow from operations	3,182	6,492	7,419	(3,196)	9,332
Capital expenditures	(1,137)	(1,358)	(1,479)	(1,600)	(1,800)
Change in investments	0	(19,670)	18,399	(132)	(170)
Other investing cash flows	5,561	950	1,342	853	(292)
Cash flow from investing	4,424	(20,079)	18,262	(880)	(2,262)
Equities issued/Others	0	0	0	0	0
Debt raised/repaid	(337)	(124)	(300)	(121)	0
Interest expenses	0	0	0	0	0
Dividends paid	0	0	0	0	0
Other financing cash flows	(1,186)	(1,144)	(1,102)	(1,314)	(1,377)
Cash flow from financing	(1,523)	(1,268)	(1,402)	(1,434)	(1,377)
Chg in cash & cash eq.	6,084	(14,855)	24,280	(5,510)	5,693
Closing cash & cash eq.	22,066	26,877	36,422	30,913	36,605

5,435

80,727

4,512

93,182

3,659

1,04,856

3,952

1,23,941

7,382

75,905

Per Share					
Y/E 31 Dec (Rs)	CY20A	CY21A	CY22A	CY23E	CY24E
Reported EPS	10.9	25.1	48.4	39.0	49.6
Adjusted EPS	8.8	20.9	32.4	39.0	49.6
Dividend per share	4.8	5.2	5.2	6.2	6.5
Book value per share	170.2	190.9	233.1	265.9	309.
Valuations Ratios					
Y/E 31 Dec (x)	CY20A	CY21A	CY22A	CY23E	CY24E
EV/Sales	11.7	9.8	7.9	6.7	5.5
EV/EBITDA	250.3	121.9	70.6	65.1	50.
Adjusted P/E	365.1	153.1	98.9	82.1	64.
P/BV	18.8	16.8	13.7	12.0	10.4
DuPont Analysis					
Y/E 31 Dec (%)	CY20A	CY21A	CY22A	CY23E	CY24
Tax burden (Net profit/PBT)	75.7	73.5	67.1	74.8	74.
Interest burden (PBT/EBIT)	162.8	132.8	119.4	120.0	116.
EBIT margin (EBIT/Revenue)	2.6	6.5	10.0	9.0	9.
Asset turnover (Rev./Avg TA)	76.1	88.5	98.5	103.1	107.
Leverage (Avg TA/Avg Equity)	2.1	2.0	1.9	1.9	1.
Adjusted ROAE	5.2	11.6	15.3	15.6	17.
Ratio Analysis					
Y/E 31 Dec	CY20A	CY21A	CY22A	CY23E	CY24
Ratio Analysis Y/E 31 Dec YoY growth (%)		-			
Y/E 31 Dec	CY20A (20.4)	<b>CY21A</b> 19.1	23.6	19.1	
Y/E 31 Dec YoY growth (%) Revenue EBITDA	(20.4) (48.9)	19.1 105.3	23.6 72.8	19.1 8.4	20. 28.
Y/E 31 Dec YoY growth (%) Revenue EBITDA Adjusted EPS	(20.4)	19.1	23.6	19.1	20. 28.
Y/E 31 Dec YoY growth (%) Revenue EBITDA Adjusted EPS Profitability & Return ratios (%)	(20.4) (48.9) (50.0)	19.1 105.3 138.4	23.6 72.8 54.8	19.1 8.4 20.5	20. 28. 27.
Y/E 31 Dec YoY growth (%) Revenue EBITDA Adjusted EPS Profitability & Return ratios (%) EBITDA margin	(20.4) (48.9) (50.0) 4.7	19.1 105.3 138.4 8.0	23.6 72.8 54.8 11.2	19.1 8.4 20.5 10.2	20. 28. 27.
Y/E 31 Dec YoY growth (%) Revenue EBITDA Adjusted EPS Profitability & Return ratios (%) EBITDA margin EBIT margin	(20.4) (48.9) (50.0) 4.7 2.6	19.1 105.3 138.4 8.0 6.5	23.6 72.8 54.8 11.2 10.0	19.1 8.4 20.5 10.2 9.0	20. 28. 27. 10. 9.
Y/E 31 Dec YoY growth (%) Revenue EBITDA Adjusted EPS Profitability & Return ratios (%) EBITDA margin EBIT margin Adjusted profit margin	(20.4) (48.9) (50.0) 4.7 2.6 3.2	19.1 105.3 138.4 8.0 6.5 6.4	23.6 72.8 54.8 11.2 10.0 8.0	19.1 8.4 20.5 10.2 9.0 8.1	20. 28. 27. 10. 9. 8.
Y/E 31 Dec YoY growth (%) Revenue EBITDA Adjusted EPS Profitability & Return ratios (%) EBITDA margin EBIT margin Adjusted profit margin Adjusted ROAE	(20.4) (48.9) (50.0) 4.7 2.6 3.2 5.2	19.1 105.3 138.4 8.0 6.5 6.4 11.6	23.6 72.8 54.8 11.2 10.0 8.0 15.3	19.1 8.4 20.5 10.2 9.0 8.1 15.6	20. 28. 27. 10. 9. 8. 17.
Y/E 31 Dec YoY growth (%) Revenue EBITDA Adjusted EPS Profitability & Return ratios (%) EBITDA margin EBIT margin Adjusted profit margin Adjusted ROAE ROCE	(20.4) (48.9) (50.0) 4.7 2.6 3.2	19.1 105.3 138.4 8.0 6.5 6.4	23.6 72.8 54.8 11.2 10.0 8.0	19.1 8.4 20.5 10.2 9.0 8.1	20. 28. 27. 10. 9. 8. 17.
Y/E 31 Dec YoY growth (%) Revenue EBITDA Adjusted EPS Profitability & Return ratios (%) EBITDA margin EBIT margin Adjusted profit margin Adjusted ROAE	(20.4) (48.9) (50.0) 4.7 2.6 3.2 5.2 0.0	19.1 105.3 138.4 8.0 6.5 6.4 11.6 0.0	23.6 72.8 54.8 11.2 10.0 8.0 15.3 0.0	19.1 8.4 20.5 10.2 9.0 8.1 15.6 0.0	20. 28. 27. 10. 9. 8. 17.
Y/E 31 Dec YoY growth (%) Revenue EBITDA Adjusted EPS Profitability & Return ratios (%) EBITDA margin EBIT margin Adjusted profit margin Adjusted ROAE ROCE Working capital days (days) Receivables	(20.4) (48.9) (50.0) 4.7 2.6 3.2 5.2 0.0 106	19.1 105.3 138.4 8.0 6.5 6.4 11.6 0.0 89	23.6 72.8 54.8 11.2 10.0 8.0 15.3 0.0	19.1 8.4 20.5 10.2 9.0 8.1 15.6 0.0	20. 28. 27. 10. 9. 8. 17. 0.
Y/E 31 Dec YoY growth (%) Revenue EBITDA Adjusted EPS Profitability & Return ratios (%) EBITDA margin EBIT margin Adjusted profit margin Adjusted ROAE ROCE Working capital days (days) Receivables Inventory	(20.4) (48.9) (50.0) 4.7 2.6 3.2 5.2 0.0 106 53	19.1 105.3 138.4 8.0 6.5 6.4 11.6 0.0 89 53	23.6 72.8 54.8 11.2 10.0 8.0 15.3 0.0 89 61	19.1 8.4 20.5 10.2 9.0 8.1 15.6 0.0 89 61	20. 28. 27. 10. 9. 8. 17. 0. 8. 8. 6
Y/E 31 Dec YoY growth (%) Revenue EBITDA Adjusted EPS Profitability & Return ratios (%) EBITDA margin EBIT margin Adjusted profit margin Adjusted ROAE ROCE Working capital days (days) Receivables Inventory	(20.4) (48.9) (50.0) 4.7 2.6 3.2 5.2 0.0 106	19.1 105.3 138.4 8.0 6.5 6.4 11.6 0.0 89	23.6 72.8 54.8 11.2 10.0 8.0 15.3 0.0	19.1 8.4 20.5 10.2 9.0 8.1 15.6 0.0	20. 28. 27. 10. 9. 8. 17. 0. 8. 8. 6
Y/E 31 Dec YoY growth (%) Revenue EBITDA Adjusted EPS Profitability & Return ratios (%) EBITDA margin EBIT margin Adjusted profit margin Adjusted ROAE ROCE Working capital days (days) Receivables Inventory Payables Ratios (x)	(20.4) (48.9) (50.0) 4.7 2.6 3.2 5.2 0.0 106 53 108	19.1 105.3 138.4 8.0 6.5 6.4 11.6 0.0 89 53 103	23.6 72.8 54.8 11.2 10.0 8.0 15.3 0.0 89 61 112	19.1 8.4 20.5 10.2 9.0 8.1 15.6 0.0 89 61 100	20. 28. 27. 10. 9. 8. 17. 0. 8. 6 10
Y/E 31 Dec YoY growth (%) Revenue EBITDA Adjusted EPS Profitability & Return ratios (%) EBITDA margin EBIT margin Adjusted profit margin Adjusted ROAE ROCE Working capital days (days) Receivables Inventory Payables	(20.4) (48.9) (50.0) 4.7 2.6 3.2 5.2 0.0 106 53	19.1 105.3 138.4 8.0 6.5 6.4 11.6 0.0 89 53	23.6 72.8 54.8 11.2 10.0 8.0 15.3 0.0 89 61	19.1 8.4 20.5 10.2 9.0 8.1 15.6 0.0 89 61	20. 28. 27. 10. 9. 8. 17. 0. 8. 6 10
Y/E 31 Dec YoY growth (%) Revenue EBITDA Adjusted EPS Profitability & Return ratios (%) EBITDA margin EBIT margin Adjusted profit margin Adjusted ROAE ROCE Working capital days (days) Receivables Inventory Payables Ratios (x)	(20.4) (48.9) (50.0) 4.7 2.6 3.2 5.2 0.0 106 53 108	19.1 105.3 138.4 8.0 6.5 6.4 11.6 0.0 89 53 103	23.6 72.8 54.8 11.2 10.0 8.0 15.3 0.0 89 61 112	19.1 8.4 20.5 10.2 9.0 8.1 15.6 0.0 89 61 100	20.1 28.2 27.1 9.1 9.1 9.1 9.1 9.1 9.1 9.1 9.1 9.1 9
Y/E 31 Dec YoY growth (%) Revenue EBITDA Adjusted EPS Profitability & Return ratios (%) EBITDA margin EBIT margin Adjusted profit margin Adjusted ROAE ROCE Working capital days (days) Receivables Inventory Payables Ratios (x) Gross asset turnover	(20.4) (48.9) (50.0) 4.7 2.6 3.2 5.2 0.0 106 53 108 5.5	19.1 105.3 138.4 8.0 6.5 6.4 11.6 0.0 89 53 103 6.1	23.6 72.8 54.8 11.2 10.0 8.0 15.3 0.0 89 61 112 6.4	19.1 8.4 20.5 10.2 9.0 8.1 15.6 0.0 89 61 100 6.7	CY24 20.0 28.2 27.1 10.9 9.8 8.3 17.3 0.0 88 6 6 100 7.1 1.1 92.2

Other assets

Total assets



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Recommendation scale: Recommendations and Absolute returns (%) over 12 months

BUY – Expected return >+15%

HOLD - Expected return from -6% to +15%

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Note: Recommendation structure changed with effect from 21 June 2021

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