

# Company Update

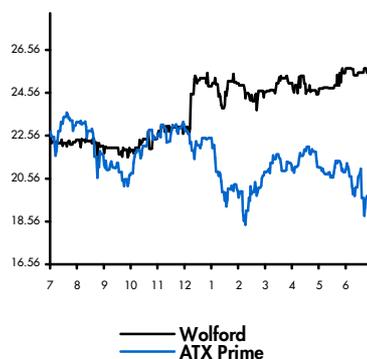
## Wolford

July 1, 2016

Consumer, Cyclical/Austria

### Reduce (Hold)

Price 30.06.16*	25.50
Price target	25.00
Volatility risk	medium
Year high/low	25.70/21.35
Currency	EUR
EUR/EUR	1.00
GDR rate	n.a.
Shares outstanding eoy in mn	4.90
Market capitalisation (total shares) in EUR mn	125.0
Free float	33.0%
Free float in EUR mn	41.2
Avg. daily turnover (12 m) in EUR mn	0.01
Index	ATX Prime
ISIN code	AT0000834007
Bloomberg	WOLF AV
Reuters	WLF.D.VI
www.wolford.com	



Source: Raiffeisen Centrobank

### We expect the FY target to be met but the outlook worsens

Ahead of the release of Wolford's 4Q 15/16e results on July 15, we update our estimates and confirm the TP of EUR 25.0 while we downgrade the shares to REDUCE following the recent appreciation of the share price. On a positive note we now expect the company to actually meet its annual target of a positive operating profit, due to significant improvements in inventory management most of which will be realized in the final quarter of the year. On the other hand looking ahead the international consumer environment for luxury products looks uninspiring which could prevent a more enthusiastic market reception of the achieving the EBIT target.

**4Q 15/16:** Already the numbers generated during the key gift-giving season of November-January showed a worsening of the trends following the Paris attacks and escalating terrorism threats affecting the tourism industry. We expect the top line trends to have weakened further in the final quarter of 15/16e (February-April 16) resulting in a significant top line decline (-8% yoy). However we expect the EBITDA to improve to EUR 1.8 mn due to improved management of the inventory level (less outdated stock, less discounted sales). Our 4Q operating loss estimate of EUR -0.62 mn should keep the FY 15/16 EBIT at EUR 1.54 mn well in positive territory. We expect the 4Q bottom line to be in the red at EUR 0.27 mn. We highlight that deferred tax assets grew to EUR 10 mn over the last quarters and there is a risk of income tax one-offs, typically at the time of the fiscal year-end.

**Outlook:** While the company completed many milestones in its restructuring process, such as centralizing its European marketing and sales, negotiating with potential master franchisees for CEE and ME, stocking up for US online sales and making progress with the new store concept and online channels, the pay-off still lies ahead. The new store concept has been prepared and the first location will be launched in September in Berlin. Wolford aims to launch new B2C and B2B platforms in September which should allow to further streamline the sales organization. As Wolford finishes a key year of transition we expect that it will take a couple of quarters until the impact can be more fully assessed. Unfortunately for the company it now faces weakened global tourism (terrorist attacks in Paris and subsequent threats, China and Russia softness) leading to lower traffic, as well as a new challenge from the weak GBP (10% of sales are generated in the UK). In the long-term the company aims to achieve an EBIT margin of 10% which we view as a challenging target.

**Valuation:** We have updated our 4Q 15/16e forecasts, updated our risk-free rates and have tweaked our operating estimates. We base the valuation on our DCF model and confirm our one-year target price of EUR 25.0 per share which results in a REDUCE recommendation.

### Key figures and ratios

EUR	4/2014	4/2015	4/2016e	4/2017e	4/2018e
Sales (mn)	155.9	157.4	162.2	167.0	174.0
EBITDA (mn)	4.0	10.9	10.9	12.6	14.6
EBIT (mn)	-4.7	2.2	1.5	3.2	5.3
Net profit a.m. (mn)	-2.8	1.0	0.4	1.6	3.1
Earnings per share (adj.)	-0.57	0.21	0.09	0.33	0.63
EPS adjusted growth	-2.1%	n.a.	-58.6%	275.9%	92.3%
Adjusted PE ratio	-33.3	113.8	282.6	77.7	40.4
DPS	0.00	0.20	0.00	0.10	0.20
Dividend yield	0.0%	0.8%	0.0%	0.4%	0.8%
EV/EBITDA	27.9	12.3	12.7	11.1	9.4
Price book value	1.3	1.6	1.6	1.6	1.6

Source: Wolford, Raiffeisen Centrobank estimates

Analyst: Jakub Krawczyk

Tel.: +43 1 51 520 - 711

e-mail: krawczyk@rcb.at

Published by: Raiffeisen Centrobank,

A-1015 Vienna, Tegetthoffstrasse 1

Bloomberg: RCBR <GO>

Disclosures: www.rcb.at

Supervisory authority: Financial Market Authority

\* The indicated price is the last price as available at

6.30 AM on 01.07.16, Source: Reuters/Bloomberg

## 4Q 15/16e preview – July 15, 2016

### Wolford 4Q 15/16e preview

in EUR mn	FY 15/16e	4Q 15/16e	4Q 14/15	yoy	3Q 15/16	qoq
Sales	162.2	33.5	36.2	-7.5%	49.5	-32.3%
EBITDA	10.9	1.8	0.4	304.5%	4.8	-62.1%
EBIT	1.5	-0.6	-4.9	n.m.	2.4	n.m.
EBT	0.6	-0.8	-5.2	n.m.	2.2	n.m.
Net profit	0.4	-0.3	-3.4	n.m.	1.6	n.m.
EPS	0.1	-0.1	-0.7	n.m.	0.3	n.m.
EBITDA margin	6.7%	5.4%	1.2%		9.6%	
EBIT margin	0.9%	-1.9%	-13.6%		4.9%	
Net margin	0.3%	-0.8%	-9.4%		3.2%	

Source: Wolford, Raiffeisen Centrobank estimates

- Wolford completed a large part of the restructuring already but we expect most of the benefits to be realized in subsequent quarters/years
- We do expect an improved operating margin in 4Q 15/16e due to better inventory management and less discounted sales due to improved stock aging
- We expect management to be more bearish on 16/17e due to Brexit and persisting terrorism threats
- Given only a minor operating loss at the EBIT level in 4Q we expect the company to meet its FY 15/16e target of delivering a positive operating profit
- We expect the 4Q bottom line to be modestly in the red at EUR 0.27 mn
- We highlight the risk posed by the significant deferred tax asset (EUR 10 mn)

Important: Please read the references at the end of this report to possible conflicts of interest and disclaimers/disclosures.

## DCF Valuation

<i>FCF projection (EUR mn)</i>	<b>2015e</b>	<b>2016e</b>	<b>2017e</b>	<b>2018e</b>	<b>2019e</b>	<b>2020e</b>	<b>TV CF</b>
<b>Consolidated sales</b>	<b>162.2</b>	<b>167.0</b>	<b>174.0</b>	<b>181.0</b>	<b>187.3</b>	<b>192.9</b>	<b>198.7</b>
EBITDA	10.9	12.6	14.6	16.6	18.4	19.7	21.5
EBITA	1.5	3.2	5.3	7.3	9.1	10.4	12.1
Taxes paid on EBITDA	-0.1	-0.2	-1.3	-1.8	-2.2	-2.5	-2.9
<b>NOPLAT</b>	<b>1.2</b>	<b>2.4</b>	<b>4.0</b>	<b>5.6</b>	<b>6.9</b>	<b>7.9</b>	<b>9.2</b>
Adj. NOPLAT	1.2	2.4	4.0	5.6	6.9	7.9	9.2
Depreciation of PPE & intangibles	9.4	9.4	9.3	9.3	9.2	9.2	9.4
Gross investment in PPE & intangibles	-10.5	-9.5	-8.5	-8.4	-8.4	-8.4	-10.1
Change in working capital	0.9	-1.0	-1.9	-0.5	-0.3	-0.3	-0.7
NWC/Sales	20.2%	20.2%	20.5%	20.0%	19.5%	19.1%	17.5%
Change in LT provisions other than tax	1.0	1.0	1.1	1.0	1.0	0.5	0.5
Net acquisitions & disposals	1.1	0.0	0.0	0.0	0.0	0.0	0.0
Free cash flow to firm	3.0	2.4	4.0	7.0	8.4	8.9	8.3
<b>Adj. free cash flow to firm</b>	<b>3.0</b>	<b>2.4</b>	<b>4.0</b>	<b>7.0</b>	<b>8.4</b>	<b>8.9</b>	<b>8.3</b>
<b>EV DCF, mid-year assumption</b>	<b>136.1</b>	<b>141.7</b>					
+ MV of non-operating assets eop	0.0	0.0					
- MV of net debt eop	16.9	15.1					
- MV of minorities eop	0.0	0.0					
Adjustments to EV eop	0.0	0.0					
<b>Fair value of equity</b>	<b>119.2</b>	<b>126.5</b>					
Shares outstanding (mn)	4.9	4.9					
<b>Fair value per share (in EUR)</b>	<b>24.32</b>	<b>25.82</b>					

<i>Value drivers</i>	<b>2015e</b>	<b>2016e</b>	<b>2017e</b>	<b>2018e</b>	<b>2019e</b>	<b>2020e</b>	<b>TV CF</b>
Consolidated sales yoy	3.1%	3.0%	4.2%	4.0%	3.5%	3.0%	2.0%
EBITDA margin	6.7%	7.5%	8.4%	9.2%	9.8%	10.2%	10.8%
Rate of taxes paid	-24.0%	-24.0%	-24.0%	-24.0%	-24.0%	-24.0%	-24.0%
Working capital/sales	20.2%	20.2%	20.5%	20.0%	19.5%	19.1%	17.5%
Capex/depreciation	112.3%	101.2%	91.4%	90.3%	90.9%	91.0%	107.1%
Free cash flow margin	1.9%	1.4%	2.3%	3.9%	4.5%	4.6%	4.2%

<i>WACC</i>	<b>2015e</b>	<b>2016e</b>	<b>2017e</b>	<b>2018e</b>	<b>2019e</b>	<b>2020e</b>	<b>TV CF</b>
Target capital structure (at MV)	75.0%	75.0%	75.0%	75.0%	75.0%	75.0%	75.0%
Debt/equity ratio (at MV)	33.3%	33.3%	33.3%	33.3%	33.3%	33.3%	33.3%
Risk free rate (local)	0.9%	0.9%	1.2%	1.5%	1.7%	2.0%	3.0%
Equity market premium	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%
Levered beta	1.2	1.2	1.2	1.2	1.2	1.2	1.2
Cost of equity	7.0%	7.0%	7.3%	7.6%	7.8%	8.1%	9.1%
Cost of debt	3.0%	3.5%	3.7%	4.1%	4.5%	4.8%	4.8%
Tax rate	-24.0%	-24.0%	-24.0%	-24.0%	-24.0%	-24.0%	-24.0%
<b>WACC</b>	<b>5.8%</b>	<b>5.9%</b>	<b>6.1%</b>	<b>6.4%</b>	<b>6.7%</b>	<b>6.9%</b>	<b>7.7%</b>

## Sensitivity analysis

<i>Growth sensitivity (EUR)</i>	<i>Terminal growth rate</i>						
<b>WACC</b>	<b>0.5%</b>	<b>1.0%</b>	<b>1.5%</b>	<b>2.0%</b>	<b>2.5%</b>	<b>3.0%</b>	<b>3.5%</b>
6.2%	27.0	29.6	32.7	36.5	41.4	47.8	56.5
6.7%	24.5	26.6	29.1	32.2	36.0	40.7	47.0
7.2%	22.4	24.1	26.2	28.7	31.7	35.4	40.1
7.7%	20.5	22.0	23.8	25.8	28.3	31.2	34.9
8.2%	18.9	20.2	21.7	23.4	25.4	27.8	30.8
8.7%	17.5	18.6	19.9	21.4	23.1	25.0	27.4
9.2%	16.3	17.3	18.4	19.6	21.0	22.7	24.7

<i>Margin sensitivity (EUR)</i>	<i>FCF margin TV</i>						
<b>WACC</b>	<b>2.7%</b>	<b>3.2%</b>	<b>3.7%</b>	<b>4.2%</b>	<b>4.7%</b>	<b>5.2%</b>	<b>5.7%</b>
6.2%	24.1	28.3	32.4	36.5	40.6	44.8	48.9
6.7%	21.3	25.0	28.6	32.2	35.8	39.4	43.0
7.2%	19.1	22.3	25.5	28.7	31.9	35.1	38.3
7.7%	17.2	20.1	23.0	25.8	28.7	31.6	34.4
8.2%	15.6	18.2	20.8	23.4	26.0	28.6	31.2
8.7%	14.3	16.7	19.0	21.4	23.7	26.1	28.4
9.2%	13.2	15.3	17.5	19.6	21.7	23.9	26.0

Source: Raiffeisen Centrobank estimates

Important: Please read the references at the end of this report to possible conflicts of interest and disclaimers/disclosures.

<i>Income statement (EUR mn)</i>	<i>4/2013</i>	<i>4/2014</i>	<i>4/2015</i>	<i>4/2016e</i>	<i>4/2017e</i>	<i>4/2018e</i>
<b>Consolidated sales</b>	<b>156.5</b>	<b>155.9</b>	<b>157.4</b>	<b>162.2</b>	<b>167.0</b>	<b>174.0</b>
Changes in inventories & own work capitalised	-0.4	-1.8	2.7	2.0	3.1	2.1
Other operating income	1.9	1.4	9.4	4.8	4.0	3.0
<b>Total revenues</b>	<b>158.0</b>	<b>155.4</b>	<b>169.4</b>	<b>169.0</b>	<b>174.1</b>	<b>179.1</b>
Material costs	-28.9	-25.6	-30.3	-27.2	-29.5	-30.5
Personnel expenses	-73.0	-72.1	-74.2	-75.3	-75.5	-78.0
Other operating expenses	-48.1	-53.7	-54.0	-55.6	-56.5	-56.0
<b>EBITDA</b>	<b>7.9</b>	<b>4.0</b>	<b>10.9</b>	<b>10.9</b>	<b>12.6</b>	<b>14.6</b>
Adjusted EBITDA	7.9	7.1	10.3	10.9	12.6	14.6
Depreciation of PPE and intangibles	-8.8	-8.7	-8.8	-9.4	-9.4	-9.3
<b>EBITA</b>	<b>-0.9</b>	<b>-4.7</b>	<b>2.2</b>	<b>1.5</b>	<b>3.2</b>	<b>5.3</b>
Amortisation, impairment of goodwill	0.0	0.0	0.0	0.0	0.0	0.0
<b>EBIT</b>	<b>-0.9</b>	<b>-4.7</b>	<b>2.2</b>	<b>1.5</b>	<b>3.2</b>	<b>5.3</b>
Adjusted EBIT	-0.9	-1.0	1.6	1.5	3.2	5.3
Investment income	0.1	0.0	0.2	-0.1	0.1	0.1
Net interest income	-0.8	-0.6	-0.6	-0.6	-0.8	-0.7
Other financial result	-0.6	-0.5	-0.5	-0.3	-0.5	-0.5
<b>Financial result</b>	<b>-1.3</b>	<b>-1.2</b>	<b>-1.0</b>	<b>-1.0</b>	<b>-1.2</b>	<b>-1.2</b>
<b>Earnings before taxes</b>	<b>-2.2</b>	<b>-5.9</b>	<b>1.2</b>	<b>0.6</b>	<b>2.0</b>	<b>4.1</b>
Taxes on income	-0.5	3.1	-0.2	-0.1	-0.4	-1.0
Extraordinary result	0.0	0.0	0.0	0.0	0.0	0.0
<b>Net profit before minorities</b>	<b>-2.8</b>	<b>-2.8</b>	<b>1.0</b>	<b>0.4</b>	<b>1.6</b>	<b>3.1</b>
Minority interests	0.0	0.0	0.0	0.0	0.0	0.0
<b>Net profit after minorities</b>	<b>-2.8</b>	<b>-2.8</b>	<b>1.0</b>	<b>0.4</b>	<b>1.6</b>	<b>3.1</b>
Adjusted Net profit	-2.8	-2.8	1.0	0.4	1.6	3.1
<b>Changes yoy</b>	<b>4/2013</b>	<b>4/2014</b>	<b>4/2015</b>	<b>4/2016e</b>	<b>4/2017e</b>	<b>4/2018e</b>
Consolidated sales yoy	1.6%	-0.4%	0.9%	3.1%	3.0%	4.2%
EBITDA yoy	-48.0%	-49.8%	176.0%	-0.4%	15.7%	15.9%
EBITA yoy	-113.2%	-421.0%	n.a.	-29.0%	108.8%	65.0%
EBIT yoy	-113.2%	-421.0%	n.a.	-29.0%	108.8%	65.0%
EBT yoy	-144.6%	-162.1%	n.a.	-52.7%	252.4%	105.1%
Net profit after minorities yoy	-318.8%	-2.1%	n.a.	-58.6%	275.9%	92.3%
<b>Margins</b>	<b>4/2013</b>	<b>4/2014</b>	<b>4/2015</b>	<b>4/2016e</b>	<b>4/2017e</b>	<b>4/2018e</b>
Material costs margin	-18.5%	-16.4%	-19.3%	-16.8%	-17.7%	-17.5%
EBITDA margin	5.0%	2.5%	7.0%	6.7%	7.5%	8.4%
EBITA margin	-0.6%	-3.0%	1.4%	0.9%	1.9%	3.0%
EBIT margin	-0.6%	-3.0%	1.4%	0.9%	1.9%	3.0%
EBT margin	-1.4%	-3.8%	0.8%	0.4%	1.2%	2.4%
Net margin	-1.8%	-1.8%	0.7%	0.3%	1.0%	1.8%
<b>Profitability</b>	<b>4/2013</b>	<b>4/2014</b>	<b>4/2015</b>	<b>4/2016e</b>	<b>4/2017e</b>	<b>4/2018e</b>
Return on assets	-1.2%	-1.8%	1.1%	0.6%	1.5%	2.4%
Return on equity	-3.4%	-3.7%	1.4%	0.6%	2.1%	4.0%
Return on capital employed	-1.6%	-2.5%	1.6%	0.9%	2.3%	3.7%
<b>Cash flow statement (EUR mn)</b>	<b>4/2013</b>	<b>4/2014</b>	<b>4/2015</b>	<b>4/2016e</b>	<b>4/2017e</b>	<b>4/2018e</b>
<b>Earnings before taxes</b>	<b>-2.2</b>	<b>-5.9</b>	<b>1.2</b>	<b>0.6</b>	<b>2.0</b>	<b>4.1</b>
Taxes paid	-2.2	-0.1	-0.4	-0.1	-0.2	-0.9
Amortisation and depreciation	8.8	8.1	8.8	9.4	9.4	9.3
Other non-cash items	0.3	1.6	-3.0	1.0	1.0	1.1
<b>Cash flow from result</b>	<b>4.7</b>	<b>3.7</b>	<b>6.5</b>	<b>10.8</b>	<b>12.2</b>	<b>13.6</b>
Change in working capital	1.6	2.6	-2.8	-0.2	-1.0	-1.9
<b>Operating cash flow</b>	<b>6.3</b>	<b>6.3</b>	<b>3.7</b>	<b>10.6</b>	<b>11.2</b>	<b>11.7</b>
Capex PPE and intangible assets	-6.0	-7.9	-11.0	-10.5	-9.5	-8.5
Acquisitions	0.0	0.0	0.0	0.0	0.0	0.0
Disposal of fixed assets (total)	0.0	0.2	7.0	1.1	0.0	0.0
Other items (investments)	0.2	0.4	-0.1	-0.0	0.0	0.0
<b>Investing cash flow</b>	<b>-5.8</b>	<b>-7.2</b>	<b>-4.2</b>	<b>-9.4</b>	<b>-9.5</b>	<b>-8.5</b>
Dividend payments	-2.0	0.0	0.0	-1.0	0.0	-0.5
Other changes in equity	0.0	0.0	0.0	0.0	0.0	0.0
Change in financial liabilities	1.6	0.7	0.3	-0.2	-0.9	-1.7
Other items	0.0	0.0	0.0	0.0	0.0	0.0
<b>Financing cash flow</b>	<b>-0.4</b>	<b>0.7</b>	<b>0.3</b>	<b>-1.2</b>	<b>-0.9</b>	<b>-2.2</b>

Source: Wolford, Raiffeisen Centrobank estimates

Important: Please read the references at the end of this report to possible conflicts of interest and disclaimers/disclosures.

<b>Balance sheet (EUR mn)</b>	<b>4/2013</b>	<b>4/2014</b>	<b>4/2015</b>	<b>4/2016e</b>	<b>4/2017e</b>	<b>4/2018e</b>
<b>Current assets</b>	<b>63.5</b>	<b>62.9</b>	<b>66.2</b>	<b>66.5</b>	<b>69.2</b>	<b>72.8</b>
Liquid funds	5.0	4.7	4.8	4.8	5.7	6.7
Receivables	15.8	14.4	18.9	17.8	18.4	19.1
Inventories	42.7	40.1	42.2	43.8	45.1	47.0
Other assets	0.0	3.7	0.3	0.0	0.0	0.0
<b>Fixed assets</b>	<b>73.3</b>	<b>67.3</b>	<b>70.8</b>	<b>70.9</b>	<b>71.0</b>	<b>70.2</b>
Property, plant & equipment	59.7	53.0	53.5	53.0	52.6	51.3
Intangible assets	9.6	10.2	12.3	12.8	13.3	13.8
Goodwill	1.2	1.2	1.3	1.3	1.3	1.3
Financial assets	2.8	2.9	3.8	3.8	3.8	3.8
<b>Deferred tax assets</b>	<b>5.6</b>	<b>7.9</b>	<b>10.4</b>	<b>10.4</b>	<b>10.2</b>	<b>10.0</b>
<b>Total assets</b>	<b>142.3</b>	<b>138.1</b>	<b>147.4</b>	<b>147.7</b>	<b>150.3</b>	<b>153.0</b>
<b>Current liabilities</b>	<b>28.4</b>	<b>40.4</b>	<b>47.3</b>	<b>46.5</b>	<b>46.4</b>	<b>45.5</b>
Short-term borrowings	3.3	16.8	18.6	17.6	16.8	15.1
Notes & trade payables, payments received	4.6	5.4	5.2	5.5	5.7	5.9
Other current liabilities	20.5	18.3	23.6	23.3	24.0	24.5
<b>Long-term liabilities</b>	<b>35.6</b>	<b>23.2</b>	<b>25.2</b>	<b>26.9</b>	<b>27.9</b>	<b>29.0</b>
Long-term borrowings	19.1	6.4	4.9	5.7	5.7	5.7
Long-term provisions	15.2	15.7	19.2	20.2	21.2	22.2
Other long-term liabilities	1.2	1.1	1.1	1.1	1.1	1.1
<b>Hybrid &amp; other mezzanine capital</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>
<b>Shareholders' equity</b>	<b>78.1</b>	<b>74.4</b>	<b>74.8</b>	<b>74.3</b>	<b>75.9</b>	<b>78.5</b>
<b>Minority interests</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>
<b>Deferred tax liabilities</b>	<b>0.1</b>	<b>0.1</b>	<b>0.1</b>	<b>0.1</b>	<b>0.1</b>	<b>0.1</b>
<b>Total liabilities</b>	<b>142.3</b>	<b>138.1</b>	<b>147.4</b>	<b>147.7</b>	<b>150.3</b>	<b>153.0</b>
<b>Balance sheet (EUR mn)</b>	<b>4/2013</b>	<b>4/2014</b>	<b>4/2015</b>	<b>4/2016e</b>	<b>4/2017e</b>	<b>4/2018e</b>
Net working capital	33.4	34.5	32.6	32.8	33.8	35.7
Net interest-bearing debt	15.9	16.9	17.1	16.9	15.1	12.5
Capital employed	100.6	97.5	98.3	97.6	98.3	99.3
Market capitalisation	101.0	93.6	117.6	120.9	125.0	125.0
Enterprise value	116.9	110.5	134.7	137.8	140.1	137.4
<b>Financing (x)</b>	<b>4/2013</b>	<b>4/2014</b>	<b>4/2015</b>	<b>4/2016e</b>	<b>4/2017e</b>	<b>4/2018e</b>
Interest cover	9.1	5.9	16.3	18.2	15.8	18.8
Internal financing ratio	1.1	0.8	0.9	1.1	1.2	1.4
Net gearing	20.4%	22.8%	22.9%	22.7%	20.0%	15.9%
Quick ratio	0.7	0.6	0.5	0.5	0.5	0.6
Fixed assets cover	1.6	1.4	1.4	1.4	1.5	1.5
Capex / depreciation	0.7	1.0	1.3	1.1	1.0	0.9
Equity ratio	54.9%	53.9%	50.8%	50.3%	50.5%	51.3%
<b>Per share data (EUR)</b>	<b>4/2013</b>	<b>4/2014</b>	<b>4/2015</b>	<b>4/2016e</b>	<b>4/2017e</b>	<b>4/2018e</b>
Weighted avg. no. of shares (mn)	4.9	4.9	4.9	4.9	4.9	4.9
EPS reported	-0.56	-0.57	0.21	0.09	0.33	0.63
Earnings per share (adj.)	-0.56	-0.57	0.21	0.09	0.33	0.63
Operating cash flow per share	1.29	1.29	0.75	2.17	2.29	2.38
Book value per share	15.95	15.18	15.27	15.16	15.49	16.02
DPS	0.00	0.00	0.20	0.00	0.10	0.20
Payout ratio	0.0%	0.0%	94.9%	0.0%	30.5%	31.7%
<b>Valuation (x)</b>	<b>4/2013</b>	<b>4/2014</b>	<b>4/2015</b>	<b>4/2016e</b>	<b>4/2017e</b>	<b>4/2018e</b>
PE reported	-36.6	-33.3	113.8	282.6	77.7	40.4
Adjusted PE ratio	-36.6	-33.3	113.8	282.6	77.7	40.4
Price cash flow	16.0	14.8	32.0	11.4	11.1	10.7
Price book value	1.3	1.3	1.6	1.6	1.6	1.6
Dividend yield	0.0%	0.0%	0.8%	0.0%	0.4%	0.8%
Free cash flow yield	0.3%	-1.4%	-0.3%	1.0%	1.4%	2.5%
EV/sales	0.7	0.7	0.9	0.8	0.8	0.8
EV/EBITDA	14.8	27.9	12.3	12.7	11.1	9.4
EV/EBIT	-129.0	-23.4	62.2	89.5	43.6	25.9
EV/operating cash flow	18.5	17.5	36.6	13.0	12.5	11.8
Adjusted EV/CE	1.2	1.2	1.4	1.5	1.5	1.5
Adjusted EV/CE vs. ROCE/WACC				9.5	3.8	2.4

Source: Wolford, Raiffeisen Centrobank estimates

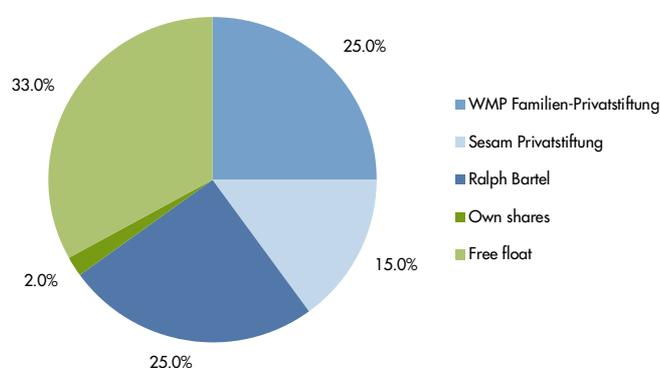
Important: Please read the references at the end of this report to possible conflicts of interest and disclaimers/disclosures.

## Fact Sheet

### Company description

Vienna-listed Wolford Group manufactures and distributes women's bodywear, lingerie, swimwear and legwear in the luxury fashion segment. Based in Austria, the company is comprised of 14 subsidiaries worldwide. Wolford distributes its products in 70 countries through a network of over 270 own and partner-run boutiques, factory outlets, concession shop-in-shops and 3,000 retail partners (department stores & specialist shops).

### Shareholder structure



### Strengths/Opportunities

- Global luxury brand with a strong retail network
- High quality products & highly innovative goods in the legwear segment
- High growth potential in currently low penetrated Asian market
- Currently benefits from FX environment
- High equity ratio
- Strong growth of online sales channel

### Weaknesses/Threats

- High production costs due to manufacturing in Austria
- High inventory level
- Foreign currency risk (especially USD)
- Low profitability
- Restructuring needed to turn-around operating performance

Income statement (EUR mn)	4/2015	4/2016e	4/2017e	4/2018e
Consolidated sales	157.4	162.2	167.0	174.0
EBITDA	10.9	10.9	12.6	14.6
EBIT	2.2	1.5	3.2	5.3
EBT	1.2	0.6	2.0	4.1
Net profit bef. min.	1.0	0.4	1.6	3.1
Net profit after min.	1.0	0.4	1.6	3.1

Balance sheet	4/2015	4/2016e	4/2017e	4/2018e
Total assets	147.4	147.7	150.3	153.0
Shareholders' equity	74.8	74.3	75.9	78.5
Goodwill	1.3	1.3	1.3	1.3
NIBD	17.1	16.9	15.1	12.5

Cash flow statement	4/2015	4/2016e	4/2017e	4/2018e
Operating cash flow	3.7	10.6	11.2	11.7
Investing cash flow	-4.2	-9.4	-9.5	-8.5
Change NIBD	-0.2	0.2	1.7	2.7

Source: Wolford, Raiffeisen Centrobank estimates

Per share data (EUR)	4/2015	4/2016e	4/2017e	4/2018e
EPS pre-goodwill	0.21	0.09	0.33	0.63
Adj. EPS diluted	0.21	0.09	0.33	0.63
Operating cash flow	0.75	2.17	2.29	2.38
Book value	15.27	15.16	15.49	16.02
Dividend	0.20	0.00	0.10	0.20
Payout ratio	94.9%	0.0%	30.5%	31.7%

Valuation (x)	4/2015	4/2016e	4/2017e	4/2018e
PE pre-goodwill	113.8	282.6	77.7	40.4
Adj. PE diluted	113.8	282.6	77.7	40.4
Price cash flow	32.0	11.4	11.1	10.7
Price book value	1.6	1.6	1.6	1.6
Dividend yield	0.8%	0.0%	0.4%	0.8%
FCF yield	-0.3%	1.0%	1.4%	2.5%
EV/EBITDA	12.3	12.7	11.1	9.4
EV/EBIT	62.2	89.5	43.6	25.9
EV/operating CF	36.6	13.0	12.5	11.8

Important: Please read the references at the end of this report to possible conflicts of interest and disclaimers/disclosures.

## Publication schedule

Date	Publication
15.07.2016	4Q Earnings release
09.09.2016	1Q Earnings release
14.09.2016	Annual General Meeting
19.09.2016	Ex-Dividend
21.09.2016	Dividend Payment
16.12.2016	2Q Earnings release

## Recommendation history

01.02.2002 (Initiation date)	Rating	Target Price	Prev. day's close	Upside
05.04.2016	Hold	25.00	25.00	0.0%
18.12.2015	Hold	25.50	25.00	2.0%
21.08.2015	Hold	22.50	22.41	0.4%
26.03.2015	Hold	22.50	21.26	5.8%
04.02.2015	Hold	22.00	21.00	4.8%

## Coverage universe recommendation overview

	buy	hold	reduce	sell	suspended	UR
Universe	47	59	10	1	11	2
Universe %	36%	45%	8%	1%	8%	2%
Investment banking services	19	26	3	0	3	0
Investment banking services %	37%	51%	6%	0%	6%	0%

Source: Raiffeisen Centrobank, rounding differences may occur

Important: Please read the references at the end of this report to possible conflicts of interest and disclaimers/disclosures.

# Acknowledgements

Date of completion of this report: 01.07.2016 13:32 UTC+2

Date of email-distribution of this report: 01.07.2016 13:34 UTC+2

## Disclaimer Financial Analysis

Publisher: Raiffeisen Centrobank AG (hereinafter "RCB")

RCB is a credit institution according to §1 of the Austrian Banking Act (Bankwesengesetz) with its registered office at 1010 Vienna, Tegethoffstrasse 1, Austria. RCB is an indirect subsidiary of Raiffeisen Bank International AG.

Supervisory authorities: Austrian Financial Market Authority (FMA), 1090 Vienna, Otto-Wagner-Platz 5, Austria and Oesterreichische Nationalbank, 1090 Vienna, Otto-Wagner-Platz 3, Austria. Unless otherwise explicitly set out herein, references to legal acts refer to acts which have been enacted by the Republic of Austria.

This research report (hereinafter, "Report" or "Document") is for information purposes only and may not be reproduced or distributed to other persons without RCB's permission. This Document neither constitutes a solicitation of an offer nor is it a prospectus in the sense of the Austrian Capital Market Act (Kapitalmarktgesetz) or the Austrian Stock Exchange Act (Börsegesetz) or any other applicable law.

Any investment decision in respect of securities, financial products or investments may only be made on the basis of (i) an approved and published prospectus or (ii) the complete documentation that will be or has been published in connection with the securities, financial products or investments in question, and must not be made on the basis of this Document. This Document does not constitute a personal recommendation in the sense of the Austrian Securities Supervision Act (Wertpapieraufsichtsgesetz) to buy or sell financial instruments.

Neither this Document nor any of its components shall form the basis for any kind of contract or commitment whatsoever. This Document is not a substitute for the necessary advice on the purchase or sale of securities, investments or other financial products. In respect of the sale or purchase of securities, investments or financial products, a banking advisor may provide individualised advice which might be suitable for investments and financial products. This Document is fundamentally based on generally available information and not on any confidential information which the author that has prepared this Document has obtained exclusively on the basis of his/her client relationship with a third person. Unless otherwise expressly stated in this Document, RCB deems all of the information included herein to be reliable, but does not make any warranties regarding its accuracy and completeness.

In emerging markets, there may be higher settlement and custody risk as compared to markets with an established infrastructure. The liquidity of stocks/financial instruments may be influenced by the number of market makers. Both of these circumstances may result in a higher risk in relation to the safety of the investments that will be, or may have been, made on the basis of the information contained in this Document. This Report constitutes the current judgment of the analyst as of the date of this Report and is subject to change without notice. It may be outdated by future developments, without the Document being changed or amended.

Unless otherwise expressly stated herein, the analyst, that has drafted (or contributed to) this Report, is not compensated by RCB for specific investment banking transactions. Compensation of the analyst or analysts of this Report is based (among other things) on the overall profitability of RCB, which includes, inter alia, earnings from investment banking and other transactions of RCB. In general, RCB prohibits its analysts and persons contributing to the Report to acquire securities or other financial instruments of any company which is covered by the analysts (and contributing persons), unless such acquisition is authorised by RCB's compliance department in advance.

RCB has established the following organisational and administrative agreements, including Chinese walls, to impede or prevent conflicts of interest in relation to recommendations: RCB has designated fundamentally binding confidentiality zones. Confidentiality zones are units within credit institutions, which are isolated from other units by organisational measures governing the exchange of information, because compliance-relevant information is continuously or temporarily processed in these zones. Compliance-relevant information must not leave a confidentiality zone and is to be treated as strictly confidential in internal business operations, including interaction with other units. This is not applicable to the transfer of information necessary for usual business operations. Such transfer of information is limited, however, to what is absolutely necessary (need-to-know principle). The exchange of compliance-relevant information between two confidentiality zones must only be conducted with the involvement of the compliance officer. RCB may have effected a proprietary transaction in any investments mentioned herein or in related investments and or may have a position or holding in such investments as a result. RCB may have acted, or might be acting, as a manager or co-manager in a public offering of any securities mentioned in this Report or in any related security.

## Risk Notifications and Explanations

Kindly note that research is done and recommendations are given only in respect of financial instruments which are not affected by the sanctions under EU regulation no 833/2014 as amended, i.e. financial instruments which have been issued before 1 August 2014. We may remind you that the acquisition of financial instruments with a term exceeding 30 days issued after 31 July 2014 is prohibited under EU regulation no 833/2014 as amended. No opinion is given with respect to such prohibited financial instruments. Figures on performance refer to the past. Past performance is not a reliable indicator for future results and developments of a financial instrument, a financial index or a securities service. This is particularly true in cases when the financial instrument, financial index or securities service has been offered for less than 12 months. In particular, this very short comparison period is not a reliable indicator for future results. Performance of a financial instrument, a financial index or a securities service is reduced by commissions, fees and other charges, which depend on the individual circumstances of the investor. The return on an investment can rise or fall due to exchange rate fluctuations. Forecasts of future performance are based solely on estimates and assumptions. Actual future performance may deviate from the forecast. Consequently, forecasts are not a reliable indicator for future results and development of a financial instrument, a financial index or a securities service.

Please follow this link for viewing RCB's concepts & methods: <https://www.rcb.at/en/the-bank/business-segments/cr/concept-and-methods/>

## RCB's Rating and Risk Classification System

Risk ratings: indicators of potential price fluctuations are: low, medium, high. Risk ratings take into account volatility. Fundamental criteria might lead to a change in the risk classification. The classification may also change over the course of time. Investment rating: Investment ratings are based on expected total return within a 12-month period from the date of the initial rating.

**Buy:** Buy stocks are expected to have a total return of at least 15% (20% for stocks with a high volatility risk/10% for stocks with a low volatility risk) and are the most attractive stocks in the coverage universe of RCB in a 12 month horizon.

**Hold:** Hold stocks are expected to deliver a positive total return of up to 15% (20% for stocks with a high volatility risk/10% for stocks with a low volatility risk) within a 12-month period.

**Reduce:** Reduce stocks are expected to achieve a negative total return up to -10% within a 12-month period.

**Sell:** Sell stocks are expected to post a negative total return of more than -10% within a 12-month period.

Price targets are determined by the fair value derived from commonly used valuation methods (inter alia peer group comparison, DCF model and/or dividend discount). Other fundamental factors (M&A activities, capital markets transactions, share buybacks, sector sentiment etc.) are taken into account as well. Upon the release of a Report, investment ratings are determined by the ranges described above. Interim deviations from the above mentioned ranges will not cause a change in the recommendation automatically but will become subject to review. Save as otherwise stated, the indicated prices are the closing prices of the relevant stock exchanges as available at 6.30 a.m. as of the date of this Report. Indicated prices refer to the stock exchange according to the Bloomberg/Reuters code stated.

## Disclosure und Regulation (EU) No 596/2014

Important: Please read the references at the end of this report to possible conflicts of interest and disclaimers/disclosures.

# Acknowledgements

1. RCB or its affiliated companies or a natural person involved in the preparation of the financial analysis owns a net long or short position exceeding the threshold of 0.5% of the total issued share capital of the issuer; in the case the threshold is exceeded a statement to that effect specifying whether the net position is long or short is provided.
2. The issuer holds more than 5% of the entire issued share capital of RCB or one of its affiliated legal entities.
3. RCB or one of its affiliated legal entities is a market maker or specialist or designated sponsor or stabilisation manager or liquidity provider in the financial instruments of the issuer.
4. During the last 12 months, RCB or one of its affiliated legal entities played a major role or was co-leader (e.g. as lead manager or co-lead manager) in any publicly disclosed offer of financial instruments of the issuer.
5. During the last 12 months, RCB or one of its affiliated legal entities has entered into an agreement relating to the provision of services of investment firms set out in Sections A (investment services and activities) and B (ancillary services) of Annex I of Directive 2014/65/EU of the European Parliament and of the Council or has given rise during the same period to the payment of a compensation or to the promise to get compensation paid for such services; in this case, a disclosure only occurs if it does not breach confidentiality in relation to business information.
6. RCB or one of its affiliated legal entities has entered into an agreement with the issuer on the provision of investment recommendations.
7. The responsible analyst or a person involved in the production of the financial analysis owns financial instruments of the issuer which she/he analyses.
8. The responsible analyst or a person involved in the production of the financial analysis is a member of the executive board, the board of directors or supervisory board of the issuer which she/he analyses.
9. The responsible analyst or a natural or legal person involved in the production of the financial analysis, received or acquired shares in the issuer she/he analyses prior to the public offering of such shares. The price at which the shares were acquired and the date of acquisition will be disclosed.
10. The compensation of the responsible analyst or a natural or legal person involved in the production of the financial analysis is (i) linked to the provision of services of investment firms set out in Sections A (investment services and activities) and B (ancillary services) of Annex I of Directive 2014/65/EU of the European Parliament and of the Council provided by RCB or one of its affiliated legal entities resp. is (ii) linked to trading fees, that RCB or one of its affiliated legal entities receives.

Applicable disclosures: 3

If not already disclosed in 1-10: RCB or one of its affiliated legal entities resp. the relevant analyst or a natural or legal person involved in the production of the financial analysis discloses all relationships, circumstances or interests that may reasonably be expected to impair the objectivity of the financial analysis, or which represent a substantial conflict of interest concerning any financial instrument or the issuer to which the recommendation directly or indirectly relates. The relationships, circumstances or interests include for example significant financial interests with respect to the issuer or other received incentives for taking into consideration third party interests.

Interests or conflict of interests (as described in the preceding paragraph) of persons belonging to one of RCB's affiliated legal entities are known or could reasonably have been known to the persons involved in the production of the financial analysis.

The same applies to interests or conflict of interests of persons who, although not involved in the production of the financial analysis, have or could reasonably be expected to have access to the financial analysis prior to its publication.

## Special additional Regulations for the United States of America:

This report and any recommendation (including any opinion, projection, forecast or estimate; hereinafter referred to as "Report" or "Document") contained herein have been prepared by Raiffeisen Centrobank AG (a non-US affiliate of RB International Markets (USA) LLC) or any of its affiliated companies (Raiffeisen Centrobank AG shall hereinafter be referred to as "RCB") and are distributed in the United States by RCB's affiliate, RB International Markets (USA) LLC ("RBIM"), a broker-dealer registered with FINRA® and RCB. This Report constitutes the current judgment of the author as of the date of this Report and is subject to change without notice. RCB and/or its employees have no obligation to update, modify or amend or otherwise notify a recipient of this Report if the information or recommendation stated herein changes or subsequently becomes inaccurate. The frequency of subsequent reports, if any, remains in the discretion of the author and RCB. This Report was prepared outside the United States by one or more analysts who may not have been subject to rules regarding the preparation of reports and the independence of research analysts comparable to those in effect in the United States. The analyst or analysts who prepared this research Report (i) are not registered or qualified as research analysts with the Financial Industry Regulatory Authority ("FINRA") in the United States, and (ii) are not allowed to be associated persons of RBIM and are therefore not subject to FINRA regulations, including regulations related to the conduct or independence of research analysts.

## RCB's Rating and Risk Classification System (please consider the definition given before)

This Report does not constitute an offer to purchase or sell securities and neither shall this Report nor anything contained herein form the basis of, or be relied upon in connection with, any contract or commitment whatsoever. The information contained herein is not a complete analysis of every material fact regarding the respective company, industry or security. This Report may contain forward-looking statements, which involve risks and uncertainties, does not guarantee future performances whatsoever and is, accordingly, subject to change. Though the information and opinions contained in this Report are based on sources believed to be reliable, neither RCB nor RBIM has independently verified the facts, assumptions and estimates contained in this report. Accordingly, no representation or warranty, expressed or implied, is made to, and reliance should not be placed on, the fairness, accuracy, completeness or correctness of the information and opinions contained in this Report. Although the opinions and estimates stated reflect the current judgment of RCB and RBIM, opinions and estimates are subject to change without notice. This Report is being furnished to you for informational purposes only and investors should consider this Report as only a single factor in making their investment decision. Investors must make their own determination of the appropriateness of an investment in any securities referred to in this Report based on the tax, or other considerations applicable to such investor and its own investment strategy.

## Investment Risks

Investments in securities generally involve various and numerous risks and may even result in the complete loss of the invested capital. This Report does not take into account the investment objectives, financial situation or particular needs of any specific client of RBIM. Before making an investment decision on the basis of this Report, the recipients of this Report should consider whether this Report or any information contained herein are appropriate or suitable with regard to their own investment needs, objectives and suitability. Any recommendation contained in this Report may not be suitable for all investors. Past performance of securities and other financial instruments are not indicative of future performance. RBIM can be neither a price guarantor nor an insurer of market conditions.

For individual company report:

Given the cyclical nature of the sector in which this company, Wolford, operates, consumer cyclicals can be regarded as very volatile. The main risks are the overall health of the global economy as well as the macroeconomic conditions of the countries the companies operate in. This also includes currency, interest rate and political risks. In addition, fashion trends and brand perception by consumers and changes of consumer behavior are among sector specific risks. Changes in the regulatory environment may limit the scope and profitability of the business and require additional expenditures or capital. Finally, given the volatility of input and product prices and the high capital intensity of this industry, it is crucial to evaluate counterparty risk to mitigate default risk.

Important: Please read the references at the end of this report to possible conflicts of interest and disclaimers/disclosures.

# Acknowledgements

For sector report:

Given the cyclical nature of this sector, consumer cyclicals can be regarded as very volatile. The main risks are the overall health of the global economy as well as the macroeconomic conditions of the countries the companies operate in. This also includes currency, interest rate and political risks. In addition, fashion trends and brand perception by consumers and changes of consumer behavior are among sector specific risks. Changes in the regulatory environment may limit the scope and profitability of the business and require additional expenditures or capital. Finally, given the volatility of input and product prices and the high capital intensity of this industry, it is crucial to evaluate counterparty risk to mitigate default risk.

This Report may cover numerous securities, some of which may not be qualified for sale in certain states and may therefore not be offered to investors in such states. This Document should not be construed as providing investment advice. Investing in non-U.S. securities, including ADRs, involves significant risks such as fluctuation of exchange rates that may have adverse effects on the value or price of income derived from the security. Securities of some foreign companies may be less liquid and prices more volatile than securities of U.S. companies. Securities of non-U.S. issuers may not be registered with or subject to Securities and Exchange Commission reporting requirements; therefore, information regarding such issuers may be limited. Securities which are not registered in the United States may not be offered or sold, directly or indirectly, within the United States or to U.S. persons (within the meaning of Regulation S under the Securities Act of 1933 [the 'Securities Act']), except pursuant to an exemption under the Securities Act. This Report and the contents therein are the copyright product, and property of, RBIM or RCB. It is intended solely for those to whom RBIM directly distributes this Report. Any reproduction, republication dissemination, and/or other use of this Report by any recipient of it, or by any third party, without the express written consent of RBIM, is strictly prohibited.

**U.S. persons receiving the research and wishing to effect any transactions in any security discussed in the Report should do so through RBIM, and not the issuer of the research. RBIM can be reached at 1133 Avenue of the Americas, 16th Floor, New York, NY 10036, 212-600-2588.**

RCB is a stock corporation, incorporated under the laws of the Republic of Austria and registered in the companies register of the commercial court in Vienna, Austria. The principal executive office of RCB is at Tegetthoffstraße 1, 1010 Vienna, Austria. The shares of RCB are not listed on any stock exchange. RCB strives to offer a wide spectrum of services and products associated with stock, derivatives, and equity capital transactions. RCB's research department (non-cash generating unit) covers Austrian and Eastern European companies from the business fields: steel & materials, industry, banking, construction and building materials, IT & technology, oil & gas, real estate, telecommunications, utilities and cyclical and defensive consumer sectors. In addition, RCB covers a range of services to be provided in connection with mergers and acquisitions as well as privatisations.

Supervisory authorities: Austrian Financial Market Authority (FMA), 1090 Vienna, Otto-Wagner-Platz 5, Austria and Oesterreichische Nationalbank, 1090 Vienna, Otto-Wagner Platz 3, Austria, as well as the European Central Bank (ECB), 60640 Frankfurt am Main, Germany, the latter within the context of Single Supervisory Mechanism (SSM), which consists of the ECB and the national responsible authorities (Council Regulation (EU) No 1024/2013 of the Council of the European Union).

## Disclosure Aspects

The following disclosures apply to the security when stated under the applicable disclosures section (RB International Markets (USA) LLC is hereinafter being referred to as "RBIM"):

21. RBIM, or an affiliate, has acted as manager, co-manager, or underwriting participant of a public offering for this company in the past 12 months.
22. RBIM, or an affiliate, has performed investment banking, capital markets, or other comparable services for this company or its officers in the past 12 months.
23. RBIM, or an affiliate, expects to receive or intends to seek compensation for investment banking services from the subject company in the next 3 months.
24. Securities, or derivatives thereof, of this company are owned either directly by the securities analyst or an affiliate, covering the stock, or a member of his/her team, or indirectly by the household family members.
25. An officer, or a household family member of an officer, of RBIM, or an affiliate, is a director or an officer of the company.
26. RBIM, or an affiliate, beneficially owns 1% or more of any class of this company(ies) common equity.

Applicable disclosures: No disclosures

RBIM's ultimate parent company is Raiffeisen Bank International AG ("RBI") (Vienna Stock Exchange; ticker RBI AV). RBI is a corporate investment bank and domiciled in Austria. For many years RBI has been operating in Central and Eastern Europe (CEE), where it maintains a network of subsidiary banks, leasing companies and numerous financial service providers in several markets. As a result of its position within Austria and CEE, RBI has an established course of dealing, stretching in some cases over many decades, with participants in the following industries: oil & gas, technology, utilities, real estate, telecommunications, financials, basic materials, cyclical and non-cyclical consumers, healthcare and industrials. Although RBI or its affiliated entities may have concluded transactions for products or services (including but not limited to investment banking services) with the subject company, Wolford, or companies in the past 12 months, no employee of RBI or of its affiliates has the ability to influence the substance of the research reports prepared by the research analysts of RCB or RBIM. RBIM is a broker-dealer registered with the SEC, FINRA and SIPC.

## Special Regulations for the United Kingdom of Great Britain and Northern Ireland (UK):

This Document does neither constitute a public offer in the meaning of the Austrian Capital Market Act (Kapitalmarktgesetz; hereinafter, "KMG") nor a prospectus in the meaning of the KMG or of the Austrian Stock Exchange Act (Börsegesetz). Furthermore this Document is not intended to recommend the purchase or the sale of securities or investments in the meaning of the Austrian Securities Supervision Act (Wertpapieraufsichtsgesetz). This Document does not replace the necessary advice concerning the purchase or the sale of securities or investments. For any advice concerning the purchase or the sale of securities or investments kindly contact Raiffeisen Centrobank AG (Global Equity Sales). Special regulations for the United Kingdom of Great Britain and Northern Ireland (UK): this Document has either been approved or issued by Raiffeisen Centrobank AG (hereinafter, "RCB") in order to promote its investment business. RCB is supervised by the Austrian Financial Market Authority. This Document is not intended for investors who are Retail Customers within the meaning of the FCA rules and should therefore not be distributed to them. Neither the information nor the opinions expressed herein constitute or are to be construed as an offer or solicitation of an offer to buy (or sell) investments. RCB may have effected an Own Account Transaction within the meaning of FCA rules in any investment mentioned herein or related investments and or may have a position or holding in such investments as a result. RCB might have acted, or might be acting, as a manager or co-manager of a public offering of any securities mentioned in this Report or in any related security.

## Information regarding the Principality of Liechtenstein:

COMMISSION DIRECTIVE 2003/125/EC of 22 December 2003 implementing Directive 2003/6/EC of the European Parliament and of the Council as regards the fair presentation of investment recommendations and the disclosure of conflicts of interest has been incorporated into national law in the Principality of Liechtenstein by the Finanzanalyse-Marktmissbrauchs-Verordnung.

If any term of this disclaimer is found to be illegal, invalid or unenforceable under any applicable law, such term shall, insofar as it is severable from the remaining terms, be deemed omitted from this disclaimer; it shall in no way affect the legality, validity or enforceability of the remaining terms.

## Imprint/Information pursuant to the Austrian E-Commerce Act:

Raiffeisen Centrobank AG, 1010 Vienna, Tegetthoffstrasse 1, Austria  
T: +431 51520 0

Important: Please read the references at the end of this report to possible conflicts of interest and disclaimers/disclosures.

# Acknowledgements

F: +431 5134396

E: office(at)rcb.at

Registered at the Austrian Companies Register under FN117507f with the Commercial Court of Vienna

Austrian Data Processing Number (DVR): 0008389

VAT Identification number: ATU 15355005

Legal Entity Identifier (LEI): 529900M2F7D5795H1A49

S.W.I.F.T.-Code BIC CENBATWW

Membership: Austrian Federal Economic Chamber, Austrian Bankers Association

**Statement pursuant to the Austrian Media Act:**

Publisher / Producer and editorial office of this publication: Raiffeisen Centrobank AG, 1010 Vienna, Tegetthoffstrasse 1, Austria

Media Owner of this publication: Raiffeisen RESEARCH - Verein zur Verbreitung von volkswirtschaftlichen Analysen und Finanzmarktanalysen, Am Stadtpark 9, A- 1030 Vienna, Austria

Please follow this link for further information on the Imprint pursuant to the Austrian Media Act: <https://www.rcb.at/index.php?id=911>

Important: Please read the references at the end of this report to possible conflicts of interest and disclaimers/disclosures.

## Raiffeisen Centrobank AG - Your contacts

**A-1015 Vienna, Tegetthoffstrasse 1, Internet: <http://www.rcb.at>**

### Equity Sales

Tel.: +43/1515 20-0

**Klaus della Torre (Global Head)**

dellatorre@rcb.at

### Sales & Sales Trading

**Ozgur Guyuldar (Head)**

guyuldar@rcb.at

Nicolas Bley  
bley@rcb.at

Reinhard Haushofer  
haushofer@rcb.at

Simon Huber  
simon.huber@rcb.at

Anita Thurnberger  
thurnberger@rcb.at

Wojciech Kolacz  
kolacz@rcb.at

Tomislav Pasalic  
pasalic@rcb.at

Tomasz Sachajko +48/22347 7734  
tomasz.sachajko@raiffeisen.pl

Christof Wallner  
wallner@rcb.at ext. 457

### Execution & Electronic Trading

**Günter Englhart (Head)**

ext. 472 englhart@rcb.at

Bernhard Loicht (DMA)  
loicht@rcb.at

ext. 336 Cedric Monnier (DMA)  
monnier@rcb.at

ext. 462 Lana Soldo (DMA)  
soldo@rcb.at

ext. 477 Daniel Stippl (DMA)  
stippl@rcb.at

ext. 494 Theodor Till (DMA)  
till@rcb.at

ext. 496

ext. 436

ext. 435

### RO Equity Sales

Tel.: +40/21306-

**Cristina Boicu**

ext. 1253

cristina.boicu@raiffeisen.ro

Florin Cazan  
florin.cazan@raiffeisen.ro ext. 1237

Adrian Ene  
adrian.ene@raiffeisen.ro ext. 1207

Bogdan Niculae  
bogdan.niculae@raiffeisen.ro ext. 1234

### Company Research AT/PL

**Austria**

Tel.: +43/1515 20-0

**Stefan Maxian (Head)**

ext. 710

maxian@rcb.at

Christian Bader  
bader@rcb.at

ext. 497

Oleg Galbur  
galbur@rcb.at

ext. 466

Bernd Maurer  
maurer@rcb.at

ext. 485

Markus Remis  
remis@rcb.at

ext. 458

Teresa Schinwald  
schinwald@rcb.at

ext. 498

Jovan Sikimic  
sikimic@rcb.at

**Poland**

Tel.: +43/1515 20-0

Jakub Krawczyk  
krawczyk@rcb.at

ext. 711

Dominik Niszc  
niszc@rcb.at

+48/22347 7311

### Company Research CEE

**Croatia**

Tel.: +385/16174-0

ext. 710

Nada Harambaši Néreau  
nada.harambasic-nereau@rba.hr

ext. 703

Ana Turudic  
ana.turudic@rba.hr

ext. 401

ext. 714

**Romania** Tel.: +40/21306-0  
Iuliana Mocanu  
iuliana-simona.mocanu@raiffeisen.ro

ext. 1202

ext. 706

Alexandru Combei  
alexandru.combei@raiffeisen.ro

ext. 1239

ext. 718

Catalin Diaconu  
catalin.diaconu@raiffeisen.ro

ext. 1229

ext. 709

**Russia**

Tel.: +7/495 221

ext. 713

Natalya Kolupaeva  
natalya.kolupaeva@raiffeisen.ru

ext. 9852

Fedor Kornachev  
fedor.kornachev@raiffeisen.ru

ext. 9851

Sergey Libin  
sergey.libin@raiffeisen.ru

ext. 9838

Andrey Polischuk  
andrey.polischuk@raiffeisen.ru

ext. 9849

Konstantin Yuminov  
konstantin.yuminov@raiffeisen.ru

ext. 9842

### US Equity Sales

Tel.: +1/212-600-2588

**Stefan Gabriele (Head)**

stefan.gabriele@rbimusa.com

Stefan Niton  
stefan.niton@rbimusa.com

Marianne Rafferty  
marianne.rafferty@rbimusa.com

Important: Please read the references at the end of this report to possible conflicts of interest and disclaimers/disclosures.