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DACH Capital Market Study

June 30, 2020

Analysis of cost of capital parameters and multiples for the capital markets of
Germany, Austria and Switzerland

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1 Preface & people

DACH Capital Market Study

Preface

Dear business partners and friends of ValueTrust,

We are pleased to release our sixth edition of the **ValueTrust DACH¹⁾ Capital Market Study** powered by **finexpert** and **JKU**. The study was elaborated by ValueTrust Financial Advisors SE (ValueTrust) in cooperation with **finexpert** and the Institute of Auditing and Sustainability Accounting at the Johannes Kepler University Linz **JKU**. With this study, we provide a data compilation of the **capital market parameters** that enables an enterprise valuation in Germany, Austria and Switzerland. It has the purpose to serve as an assistant and data source as well as to show trends of the analyzed parameters.

In this study, we analyze the relevant parameters to calculate the costs of capital based on the Capital Asset Pricing Model (**risk-free rate, market risk premium and beta**). Additionally, we determine **implied as well as historical market and sector returns**. Moreover, this study includes capital structure-adjusted implied sector returns, which serve as an indicator for the **unlevered cost of equity**. The **relevered cost of equity** can be calculated by adapting the company specific debt situation to the **unlevered cost of equity**. This procedure serves as an alternative to the CAPM.

Furthermore, we provide an analysis of empirical (ex-post) costs of equity in the form of **total shareholder returns** which consist of capital gains and dividends. The total shareholder returns can be used as a plausibility check of the implied (ex-ante) returns. Lastly, **trading multiples** frame the end of this study.

We examine the before mentioned parameters for the **German, Austrian and Swiss capital market** (in form of the CDAX²⁾, WBI³⁾ and SPI⁴⁾). These indices have been merged into **twelve finexpert sector indices** (so-called "super sectors") Banking, Insurance, Financial Services, Real Estate, Basic Materials, Consumer Goods, Telecommunication, Industrials, Consumer Service, Pharma & Healthcare, Information Technology and Utilities.

Historical data has been compiled between the reference dates **June 30, 2014 and June 30, 2020** and will be **updated semi-annually**, with the objective that **historical**, as well as **current data**, can be consulted at the same time. Hence, we can understand changes in time, which allows to track the performance of all three capital markets. Additionally, further knowledge and information for financial decision making is provided at www.finexpert.info.

The analyzed cost of capital data is **accessible online** at www.firmvaluation.center by entering the reference date, the relevant sector and country.

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1) D (Germany), A (Austria), CH (Switzerland). 2) German Composite DAX Index. 3) Vienna Stock Index. 4) Swiss Performance Index.

DACH Capital Market Study

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- More than 25 years of experience in corporate valuation and financial advisory
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DACH Capital Market Study

Disclaimer

This study presents an empirical analysis which serves the purpose of illustrating the cost of capital of Germany's, Austria's, and Switzerland's capital markets. Nevertheless, the available information and the corresponding exemplifications do not allow a complete presentation of a proper derivation of costs of capital. Furthermore, the market participant must consider that the company specific costs of capital can vary widely due to individual corporate situations.

The listed information is not specified to anyone and, consequently, it cannot be directed to an individual or juristic person. Although we are always endeavored to present information that is reliable, accurate, and current, we cannot guarantee that the data is applicable to valuation in the present as well as in the future. The same applies to our underlying data from the data provider S&P Capital IQ.


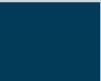

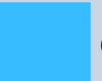
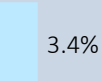




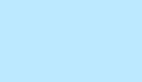



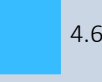
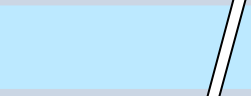


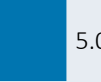

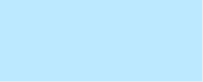

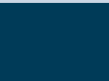
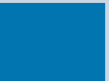
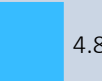
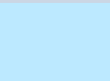

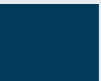

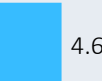
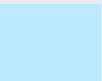
We recommend a self-contained, technical, and detailed analysis of the specific situation and we dissuade from acting based on the provided information only.

ValueTrust and its co-authors do not assume any liability for the up-to-datedness, completeness or accuracy of this study or its contents.

2 Executive summary

Executive Summary (1/2)

Cost of equity per sector according to four different methodologies




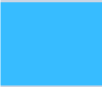




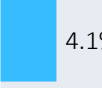
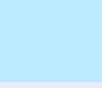

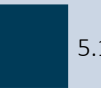

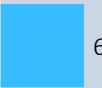
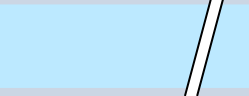



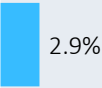
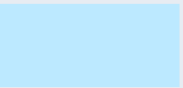



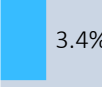


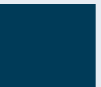
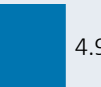

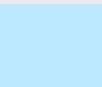
		Implied levered cost of equity	Levered cost of equity (CAPM) ¹⁾	1/PE-ratio (LTM)	Total shareholder return ²⁾ (Ø 6y)
	Banking	 7.7%	 6.4%	 6.7%	 3.4%
	Insurance	 10.0%	 8.8%	 8.6%	 12.1%
	Financial Services	 6.0%	 6.5%	 4.6%	 26.7%
	Real Estate	 5.8%	 5.0%	 7.7%	 16.9%
	Basic Materials	 8.5%	 7.8%	 4.8%	 9.6%
	Consumer Goods	 7.6%	 7.6%	 4.6%	 8.6%

1) Based on 2-year sector beta, risk-free rate of 0.01% and market risk premium of 7.9% for the German market.

2) Total shareholder returns can be viewed as historic, realized cost of equity. However, it has to be considered that total shareholder returns vary widely, depending on the relevant time period.

Executive Summary (2/2)

Cost of equity per sector according to four different methodologies

	Implied levered cost of equity	Levered cost of equity (CAPM) ¹⁾	1/PE-ratio (LTM)	Total shareholder return ²⁾ (Ø 6y)
 Telecommunication	 7.5%	 5.2%	 7.9%	 5.5%
 Industries	 6.6%	 8.3%	 4.1%	 8.8%
 Consumer Service	 5.1%	 6.7%	 6.1%	 23.7%
 Pharma & Healthcare	 7.5%	 7.6%	 2.9%	 13.1%
 Information Technology	 6.1%	 7.8%	 3.4%	 22.1%
 Utilities	 7.1%	 4.9%	 3.5%	 8.9%

1) Based on 2-year sector beta, risk-free rate of 0.01% and market risk premium of 7.9% for the German market.

2) Total shareholder returns can be viewed as historic, realized cost of equity. However, it has to be considered that total shareholder returns vary widely, depending on the relevant time period.

3 Risk-free rate

Risk-Free Rate

Background & approach

The **risk-free rate** is a return available on a security that the market generally regards as free of default risk. It serves as an input parameter for the **CAPM** and to determine the risk-adequate cost of capital.

The risk-free rate is a yield, which is obtained from **long-term government bonds** of countries with top notch rating. By using interest rate data of different maturities, a **yield curve** can be estimated for fictitious zero-coupon bonds (spot rates) for a period of up to 30 years. Therefore, the German Central Bank (Deutsche Bundesbank) and the Swiss National Bank (Schweizer Nationalbank) publish – on a daily basis – the parameters needed to determine the yield curve using the **Svensson method**. Based on the respective yield curve, a **uniform risk-free rate** is derived under the assumption of present value equivalence to an infinite time horizon.

The **German bonds** are internationally classified as **almost risk-free securities** due to their AAA rating according to S&P. As a result, the **Austrian** Chamber of Public Accountants and Tax Consultants also recommends deriving the risk-free rate from the yield curve using the parameters published by the German Central Bank.¹⁾ Likewise, bonds issued by **Switzerland** enjoy a AAA rating and are also considered risk-free according to the Swiss National Bank.²⁾ Hence, a similar approach as for Germany and Austria is in our view appropriate for Switzerland with Swiss parameters.³⁾

To compute the risk-free rate for a specific reference date, the **Institute of Public Auditors** (Institut der Wirtschaftsprüfer, **IDW**) in Germany recommends using an **average value** deduced from the daily yield curves of the **past three months** (IDW S 1).

On the contrary, the **Austrian Expert Opinion (KFS/BW 1)** on company valuation recommends to derive the risk-free rate in line with the evaluated company's cash flow profile from the yield curve that is valid for the **reference date (reference date principle)**. Thus, the KFS/BW 1 and its counterpart, the IDW S 1, differ from each other. Consequently, in the following analyses, we depict the **yield curve** for Germany following IDW S 1 while for Austria we adhere to the recommendations of KFS/BW 1.

For **Switzerland**, there is no generally accepted scheme to determine the risk-free rate. The most widely used risk-free rates in valuation practice are the yield of a **10-year Swiss government bond** as of the reference date as well as the **yield derived from the 3-month average of the daily yield curves** (in accordance with IDW S 1).

Additionally, we illustrate the monthly development of the risk-free rates since June 2014 for all three capital markets.

1) www.bundesbank.de.

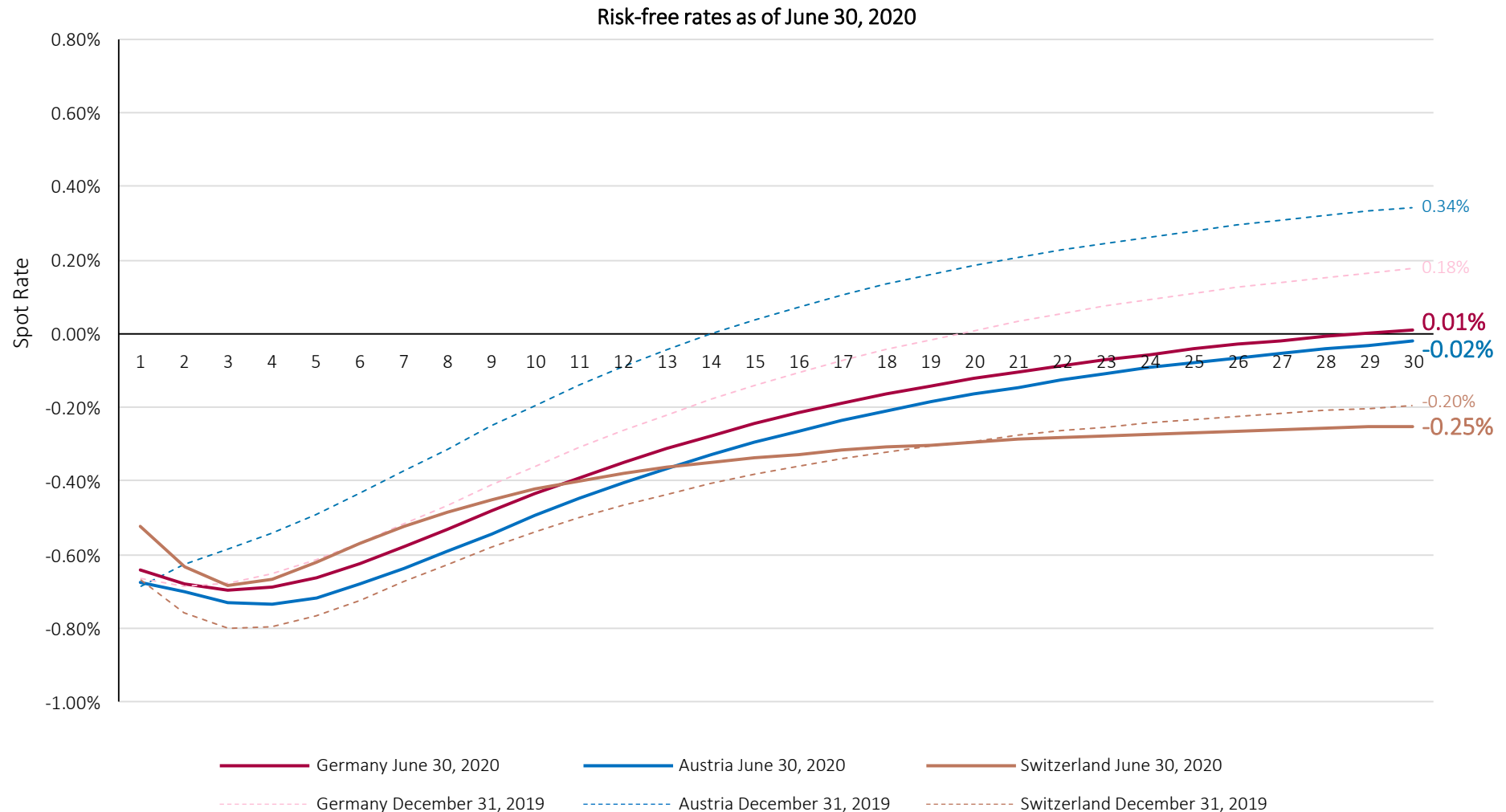
2) Swiss National Bank – Zinssätze und Renditen, p.11.

3) *ibid.*, p.13.

Risk-Free Rate – DACH

Determination according to country specific recommendations

Interest rate curve based on long-term bonds (Svensson method)

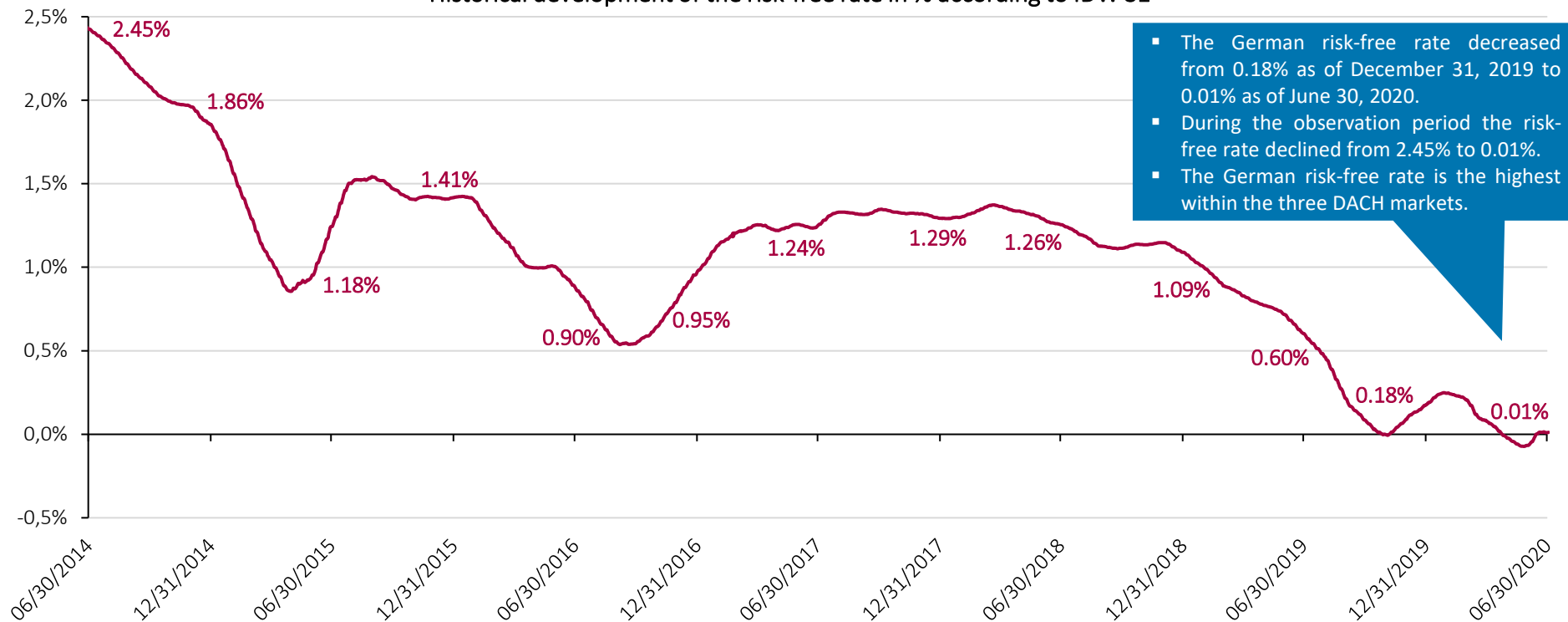


Risk-Free Rate – Germany

Determination following IDW S 1

Historical development of the risk-free rate (Svensson method) since 2014

Historical development of the risk-free rate in % according to IDW S1



- The German risk-free rate decreased from 0.18% as of December 31, 2019 to 0.01% as of June 30, 2020.
- During the observation period the risk-free rate declined from 2.45% to 0.01%.
- The German risk-free rate is the highest within the three DACH markets.

Risk-free rate	January	February	March	April	May	June	July	August	September	October	November	December
2020	0.25%	0.20%	0.08%	-0.02%	-0.07%	0.01%						
2019	1.00%	0.90%	0.83%	0.77%	0.72%	0.60%	0.47%	0.22%	0.09%	0.00%	0.09%	0.18%
2018	1.30%	1.34%	1.36%	1.34%	1.29%	1.26%	1.19%	1.13%	1.11%	1.14%	1.15%	1.09%
2017	1.10%	1.20%	1.25%	1.22%	1.25%	1.24%	1.32%	1.32%	1.35%	1.33%	1.32%	1.29%
2016	1.42%	1.26%	1.12%	1.00%	1.01%	0.90%	0.74%	0.57%	0.54%	0.62%	0.77%	0.95%
2015	1.64%	1.36%	1.07%	0.86%	0.92%	1.18%	1.50%	1.53%	1.49%	1.41%	1.42%	1.41%
2014	2.74%	2.69%	2.63%	2.56%	2.50%	2.45%	2.35%	2.22%	2.10%	2.00%	1.97%	1.86%

Note: Interest rate as of reference date using 3-month average yield curves in accordance with IDW S 1.

Risk-Free Rate – Austria

Determination following KFS/BW 1

Historical development of the risk-free rate (Svensson method) since 2014

Historical development of the risk-free rate in % according to KFS/BW1



- The Austrian risk-free rate decreased from 0.34% as of December 31, 2019 to -0.02% as of June 30, 2020.
- Since June 30, 2014, the risk-free rate declined from 2.30% to -0.02%.
- The Austrian risk-free rate is the second highest within the three DACH markets.

Risk-free rate	January	February	March	April	May	June	July	August	September	October	November	December
2020	0.11%	-0.16%	0.01%	-0.09%	0.04%	-0.02%						
2019	0.84%	0.86%	0.65%	0.78%	0.52%	0.33%	0.24%	-0.17%	-0.03%	0.13%	0.16%	0.34%
2018	1.37%	1.36%	1.23%	1.30%	1.17%	1.12%	1.15%	1.09%	1.15%	1.12%	1.08%	0.95%
2017	1.33%	1.13%	1.24%	1.25%	1.29%	1.33%	1.45%	1.25%	1.38%	1.33%	1.25%	1.33%
2016	1.13%	0.88%	0.91%	1.13%	1.02%	0.49%	0.45%	0.50%	0.48%	0.90%	0.89%	1.04%
2015	1.10%	1.08%	0.71%	0.96%	1.18%	1.67%	1.47%	1.46%	1.39%	1.29%	1.38%	1.57%
2014	2.55%	2.57%	2.55%	2.49%	2.36%	2.30%	2.15%	1.87%	2.00%	1.95%	1.79%	1.59%

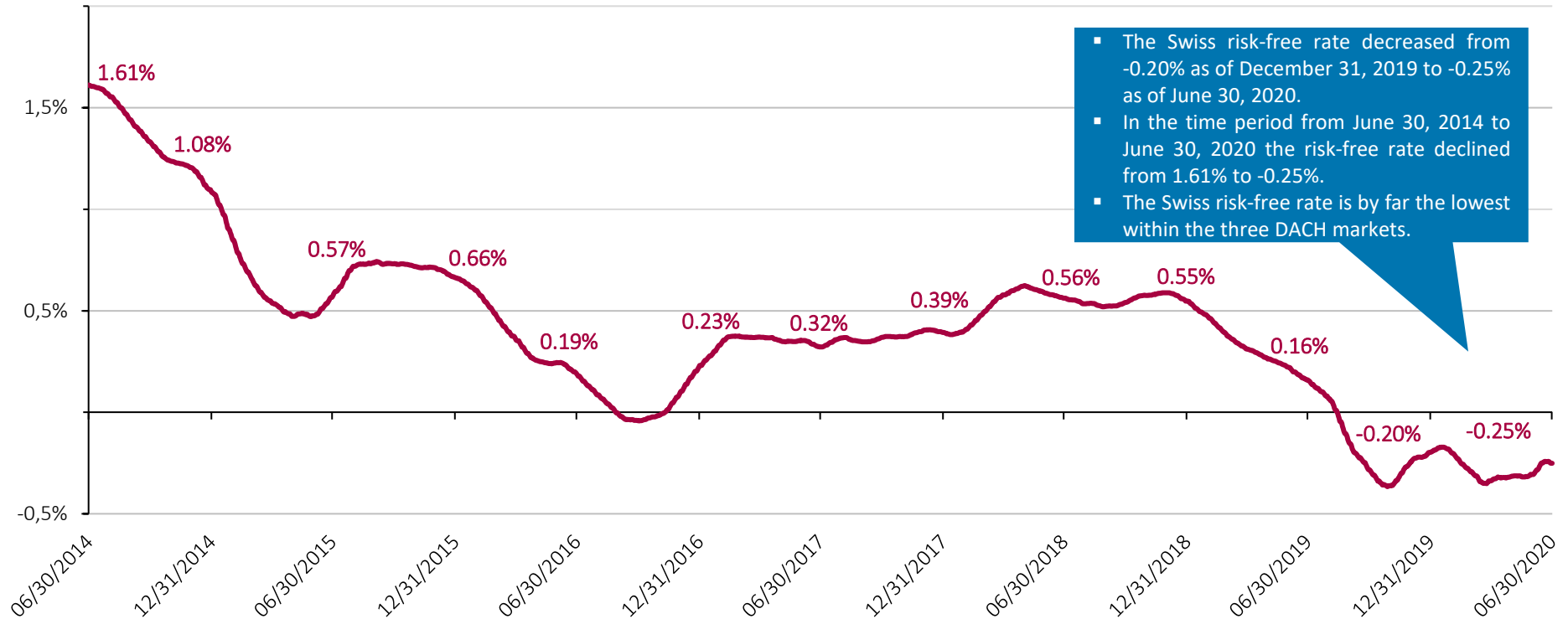
Note: Interest rate calculated using the daily yield curve in accordance with KFS/BW 1 (no 3-month average).

Risk-Free Rate – Switzerland

Determination following IDW S 1

Historical development of the risk-free rate (Svensson method) since 2014

Historical development of the risk-free rate in % according to IDW S 1



Risk-free rate	January	February	March	April	May	June	July	August	September	October	November	December
2020	-0.20%	-0.29%	-0.34%	-0.32%	-0.31%	-0.25%						
2019	0.47%	0.38%	0.31%	0.27%	0.22%	0.16%	0.07%	-0.15%	-0.28%	-0.36%	-0.25%	-0.20%
2018	0.40%	0.48%	0.58%	0.62%	0.59%	0.56%	0.53%	0.52%	0.54%	0.58%	0.59%	0.55%
2017	0.33%	0.37%	0.37%	0.35%	0.36%	0.32%	0.36%	0.35%	0.37%	0.37%	0.40%	0.39%
2016	0.60%	0.49%	0.36%	0.26%	0.25%	0.19%	0.09%	-0.01%	-0.04%	-0.02%	0.08%	0.23%
2015	0.85%	0.66%	0.54%	0.47%	0.47%	0.57%	0.72%	0.74%	0.73%	0.72%	0.71%	0.66%
2014	1.81%	1.80%	1.75%	1.68%	1.63%	1.61%	1.56%	1.44%	1.33%	1.24%	1.20%	1.08%

Note: Interest rate as of reference date using 3-month average yield curves in accordance with IDW S 1.

4 Market returns and market risk premium

a. Implied returns (ex-ante analysis)

Implied Market Returns and Market Premium

Background & approach

The **future-oriented** computation of **implied market returns** and **market risk premiums** is based on profit estimates for public companies and return calculations. This approach is called **ex-ante** analysis and allows to calculate the “**implied cost of capital**”. It is to be distinguished from the **ex-post** analysis.

Particularly, the **ex-ante method** offers an **alternative** to the **ex-post approach** of calculating the costs of capital by means of the regression analysis through the **CAPM**. The ex-ante analysis method seeks costs of capital which represent the **return expectations of market participants**. Moreover, it is supposed that the estimates of financial analysts reflect the expectations of the capital market.

The concept of **implied cost of capital** gained in momentum recently. For example, it was recognized by the German *Fachausschuss für Unternehmensbewertung* “**FAUB**”.¹⁾ It is acknowledged that implied cost of capital capture the **current capital market situation** and are thus able to reflect the effects of the current **low interest rate environment**.

Furthermore, recent **court rulings** with regards to appraisal proceedings appreciate the use of **implied cost of capital** as they are **forward-looking**.²⁾ As of the **reference date**, it offers a more insightful perspective in comparison to the exclusive use of ex-post data.

For the following analysis, we use – simplified to annually – the formula of the Residual Income Valuation Model by *Babbel*:³⁾

$$r_t = \frac{NI_{t+1}}{MC_t} + \left(1 - \frac{BV_t}{MC_t}\right) * g$$

with:

r_t	= Cost of equity at time t
NI_{t+1}	= Expected net income in the following time period t+1
MC_t	= Market capitalization at time t
BV_t	= Book value of equity at time t
g	= Projected growth rate

Through dissolving the models to achieve the cost of capital, we obtain the implied return on equity.⁴⁾ Since *Babbel's* model does not need any explicit assumptions, except for the growth rate, it turns out to be **robust**. We source all data (i.e. the expected annual net income, the market capitalizations, and the company's book value of equity, etc.) of the analyzed companies from the data supplier S&P Capital IQ. Additionally, we apply the European Central Bank target inflation rate of **2.0% as a typified growth rate**.

Henceforth, we determine the **implied market returns** for the entire DAX, ATX and SMI. We consider these indices as a valid approximation for the total markets.⁵⁾ The results build the starting points for the calculations of the **implied market risk premiums** of the three capital markets.

1) cf. Castedello/Jonas/Schieszl/Lenckner, Die Marktrisikoprämie im Niedrigzinsumfeld – Hintergrund und Erläuterung der Empfehlung des FAUB (WPg, 13/2018, p. 806-825).

2) cf. Ruling of the regional court Cologne 02/2018.

3) cf. Babbel, Challenging Stock Prices: Stock prices und implied growth expectations, in: Corporate Finance, N. 9, 2015, p. 316-323, in particular p. 319.

4) cf. Reese, 2007, Estimation of the costs of capital for evaluation purposes; Aders/Aschauer/Dollinger, Die implizite Marktrisikoprämie am österreichischen Kapitalmarkt (RWZ, 6/2016, p. 195-202).

5) Approx. 75% of the total market capitalization (CDAX, WBI, SPI) is covered.

Implied Market Returns and Market Premium

Background & approach in light of the COVID-19 crisis

In the current **COVID-19 crisis**, as well as in other (economic) crises in general, the use of **one-period forecasts** (as opposed to two-period forecasts) can lead to an **underestimation of the implied market return**, since for instance one-period forecasts for the profitability of companies only take into account the crisis-related slump of the current year, but not the **expected recovery in the following year**, which would be **incorporated in the two-year forecasts**.¹⁾

Thus, two-year forecasts might be the more appropriate estimator for the analysis of implied market returns and consequently implied market premia.

Therefore, for the derivation of the implied market return as of June 2020, we apply the formula of the Residual Income Valuation Model based on two-year forecasts:

$$r_t = \frac{NI_{t+2}}{MC_t} + \left(1 - \frac{BV_t}{MC_t}\right) * g$$

Compared to previous specification with:

NI_{t+2} = Expected net income in the time period t+2*

* Note: Analyst consensus forecasts for the year 2021e were applied.

1) cf. Aschauer/Purtscher/Witte, Renditeforderungen in Krisenzeiten – Eine empirische Untersuchung der letzten Krisenereignisse, RWZ 6/2020.

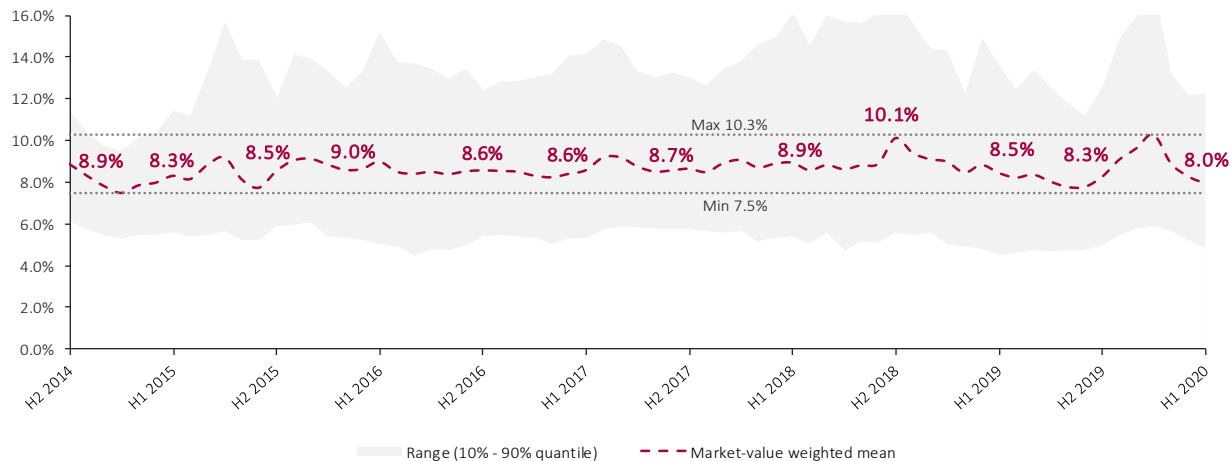
Implied Market Returns

German market – DAX

Implied market returns - DAX

	H2 2014	H1 2015	H2 2015	H1 2016	H2 2016	H1 2017	H2 2017	H1 2018	H2 2018	H1 2019	H2 2019	H1 2020
	12/31/2014	06/30/2015	12/31/2015	06/30/2016	12/31/2016	06/30/2017	12/31/2017	06/30/2018	12/31/2018	06/30/2019	12/31/2019	06/30/20
Minimum	5.1%	5.3%	5.2%	3.3%	3.4%	2.6%	4.2%	1.0%	2.7%	0.4%	-0.9%	-2.3%
Lower quantile	6.1%	5.6%	5.9%	5.0%	5.4%	5.3%	5.8%	5.4%	5.6%	4.5%	5.0%	4.9%
Median	7.8%	7.0%	7.9%	7.6%	7.6%	7.7%	8.0%	7.9%	9.1%	7.8%	7.7%	7.3%
Arithmetic mean	8.3%	7.9%	8.4%	8.7%	8.3%	8.4%	8.4%	8.8%	10.0%	8.3%	8.2%	11.2%
Market-value weighted mean	8.9%	8.3%	8.5%	9.0%	8.6%	8.6%	8.7%	8.9%	10.1%	8.5%	8.3%	8.0%
Upper quantile	11.4%	11.4%	12.0%	15.2%	12.4%	14.3%	13.0%	16.1%	17.5%	13.6%	12.6%	12.3%
Maximum	14.7%	17.0%	18.3%	24.2%	16.3%	16.7%	15.2%	21.5%	20.1%	18.3%	20.0%	120.9%
Market-value weighted debt	175.2%	154.5%	153.6%	200.8%	150.0%	137.0%	123.9%	123.2%	132.3%	124.9%	125.3%	144.0%

Implied market returns - DAX



- The implied market return of the German market shows a lower market-value weighted mean of 8.0% as of June 30, 2020 vs. 8.3% as of December 31, 2019.
- The implied market return as of June 30, 2020, is the lowest in our observation period.
- Compared to the Austrian and Swiss markets, the German market is between the implied Austrian and Swiss market returns as of June 30, 2020.

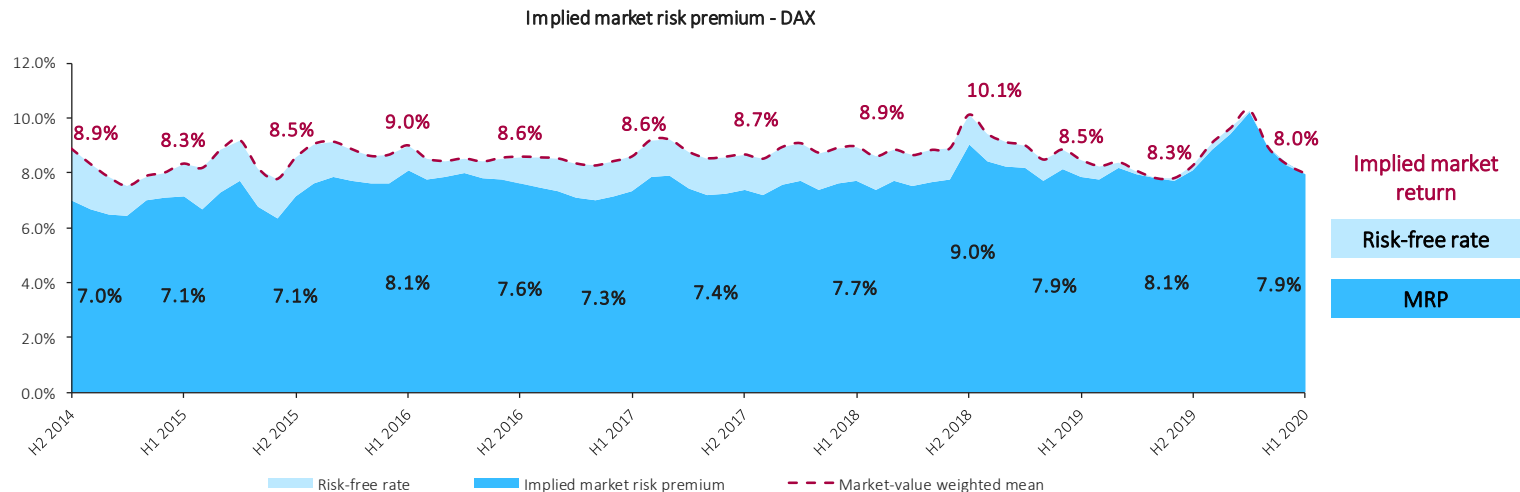
Implied Market Risk Premium

German market – DAX

Knowing the **implied market return** and the daily measured risk-free rate (cf. slide 12 in this study) of the German capital market, we can determine the **implied market risk premium**.

From December 31, 2014 to June 30, 2020 the **implied market returns** were within the range of **8.0% to 10.1%** (cf. slide 19 in this study). Subtracting the risk-free rate from the implied market return, we derive an **implied market risk premium** within the range of **7.0% to 9.0%**.

The **implied market return amounts to 8.0%** as of the reference date June 30, 2020. Taking the **risk-free rate of 0.0%** (cf. slide 13) into account, we determine an **implied market risk premium of 7.9%** (due to rounding). It should be noted that it is important to consider the analysis of historical returns as well when determining the appropriate market risk premium for valuation purposes.



	H2 2014	H1 2015	H2 2015	H1 2016	H2 2016	H1 2017	H2 2017	H1 2018	H2 2018	H1 2019	H2 2019	H1 2020
Market-value weighted mean	8.9%	8.3%	8.5%	9.0%	8.6%	8.6%	8.7%	8.9%	10.1%	8.5%	8.3%	8.0%
Risk-free rate	1.9%	1.2%	1.4%	0.9%	1.0%	1.2%	1.3%	1.3%	1.1%	0.6%	0.2%	0.0%
Implied market risk premium - DAX	7.0%	7.1%	7.1%	8.1%	7.6%	7.3%	7.4%	7.7%	9.0%	7.9%	8.1%	7.9%

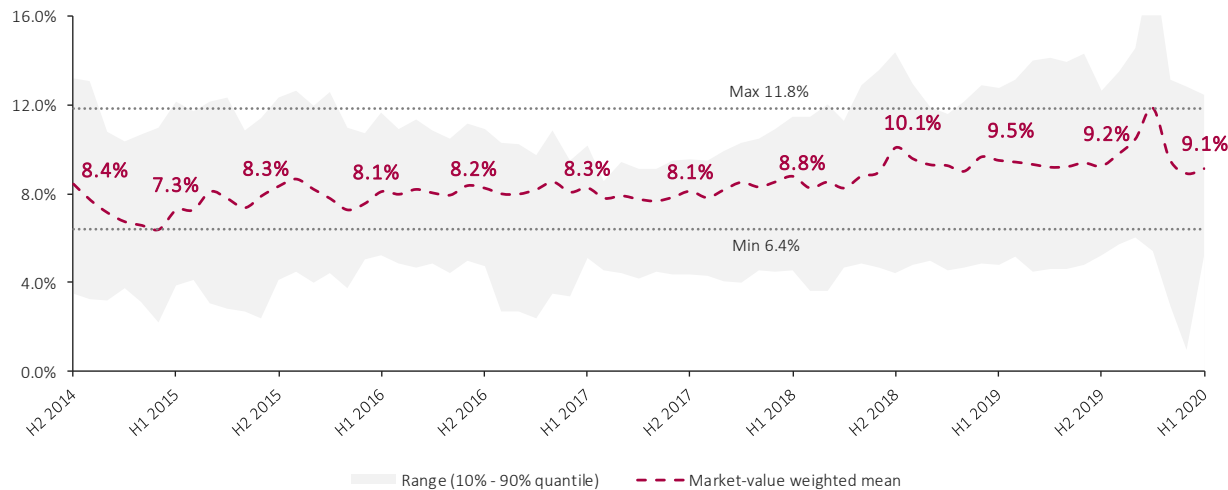
Implied Market Returns

Austrian market – ATX

Implied market returns - ATX

	H2 2014	H1 2015	H2 2015	H1 2016	H2 2016	H1 2017	H2 2017	H1 2018	H2 2018	H1 2019	H2 2019	H1 2020
	12/31/2014	06/30/2015	12/31/2015	06/30/2016	12/31/2016	06/30/2017	12/31/2017	06/30/2018	12/31/2018	06/30/2019	12/31/2019	06/30/2020
Minimum	2.0%	2.0%	3.6%	1.6%	2.1%	1.1%	4.0%	2.8%	4.3%	4.5%	3.8%	0.8%
Lower quantile	3.5%	3.9%	4.1%	5.2%	4.7%	5.1%	4.4%	4.6%	4.4%	4.8%	5.2%	5.2%
Median	7.2%	6.9%	7.7%	8.4%	7.7%	7.7%	7.7%	7.7%	9.8%	9.1%	7.9%	8.6%
Arithmetic mean	7.8%	6.9%	8.0%	8.1%	7.9%	7.5%	7.5%	7.7%	9.6%	9.0%	8.3%	8.7%
Market-value weighted mean	8.4%	7.3%	8.3%	8.1%	8.2%	8.3%	8.1%	8.8%	10.1%	9.5%	9.2%	9.1%
Upper quantile	13.2%	12.1%	12.3%	11.7%	10.9%	10.1%	9.5%	11.5%	14.4%	12.8%	12.6%	12.5%
Maximum	14.4%	13.4%	13.6%	12.3%	11.2%	13.0%	10.3%	12.3%	14.9%	15.1%	14.6%	12.6%
Market-value weighted debt	177.3%	141.8%	149.9%	147.7%	122.7%	101.0%	86.7%	92.3%	99.9%	101.2%	103.8%	146.8%

Implied market returns - ATX



- The implied market return of the Austrian market decreased from 9.2% as of December 31, 2019 to 9.1% as of June 30, 2020 (market-value weighted mean).
- Since December 31, 2014, it fluctuated between 7.3% and 10.1%, reaching its lowest level as of June 30, 2020.
- The Austrian market represents the highest implied market return as of June 30, 2020, compared to Germany and Switzerland.

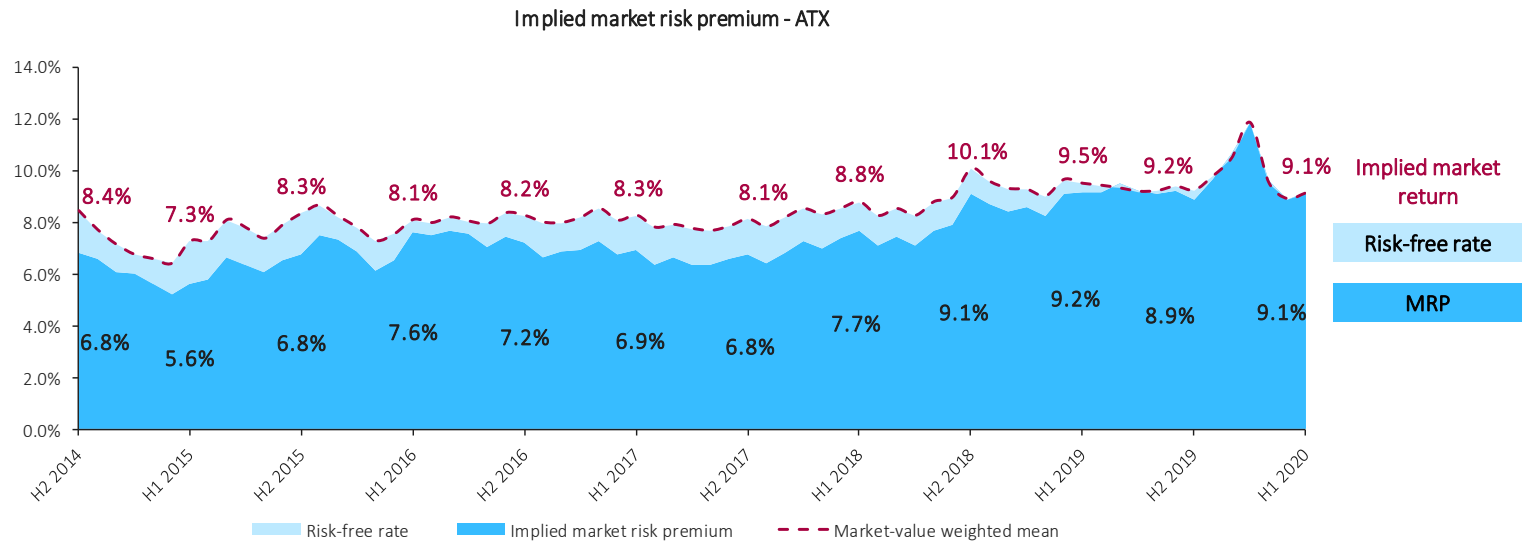
Implied Market Risk Premium

Austrian market – ATX

Knowing the **implied market return** and the daily measured risk-free rate (cf. slide 12 in this study) of the Austrian capital market, we can determine the **implied market risk premium**.

From December 31, 2014 to June 30, 2020 the **implied market returns** were within the range of **7.3% to 10.1%** (cf. slide 21 in this study). Subtracting the risk-free rate from the implied market return, we derive a **market risk premium** within the range of **5.6% to 9.2%**.

The **implied market return** is at **9.1%** as of the reference date June 30, 2020. Taking the **risk-free rate** of **0.0%** (cf. slide 14) into account, we determine an **implied market risk premium** of **9.1%**. To determine the appropriate market risk premium for valuation purposes, it is important to take also the analysis of historical returns into account.



	H2 2014	H1 2015	H2 2015	H1 2016	H2 2016	H1 2017	H2 2017	H1 2018	H2 2018	H1 2019	H2 2019	H1 2020
Market-value weighted mean	8.4%	7.3%	8.3%	8.1%	8.2%	8.3%	8.1%	8.8%	10.1%	9.5%	9.2%	9.1%
Risk-free rate	1.6%	1.7%	1.6%	0.5%	1.0%	1.3%	1.3%	1.1%	0.9%	0.3%	0.3%	0.0%
Implied market risk premium - ATX	6.8%	5.6%	6.8%	7.6%	7.2%	6.9%	6.8%	7.7%	9.1%	9.2%	8.9%	9.1%

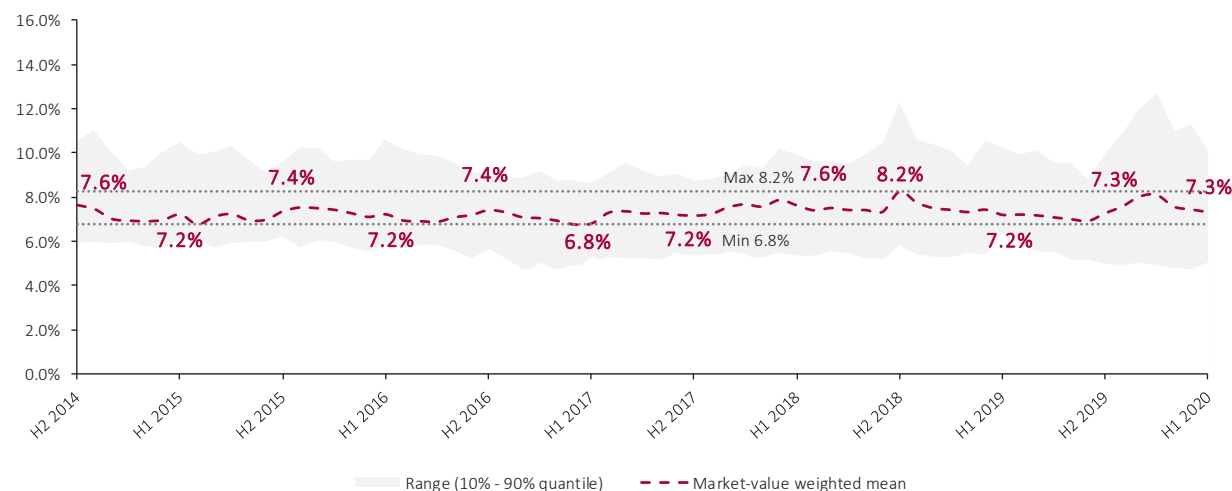
Implied Market Returns

Swiss market – SMI

Implied market returns - SMI

	H2 2014	H1 2015	H2 2015	H1 2016	H2 2016	H1 2017	H2 2017	H1 2018	H2 2018	H1 2019	H2 2019	H1 2020
	12/31/2014	06/30/2015	12/31/2015	06/30/2016	12/31/2016	06/30/2017	12/31/2017	06/30/2018	12/31/2018	06/30/2019	12/31/2019	06/30/2020
Minimum	5.7%	6.0%	5.4%	5.2%	4.5%	5.0%	5.4%	5.3%	5.9%	3.6%	4.2%	3.2%
Lower quantile	6.1%	6.2%	5.9%	5.7%	5.3%	5.3%	5.4%	5.4%	6.4%	5.0%	5.0%	4.2%
Median	7.9%	7.3%	7.7%	7.2%	7.4%	6.3%	7.0%	7.8%	8.1%	7.1%	7.1%	6.5%
Arithmetic mean	7.9%	7.6%	7.6%	7.5%	7.2%	6.8%	7.0%	7.6%	8.7%	7.1%	7.1%	7.1%
Market-value weighted mean	7.6%	7.2%	7.4%	7.2%	7.4%	6.8%	7.2%	7.6%	8.2%	7.2%	7.3%	7.3%
Upper quantile	10.6%	10.5%	9.6%	10.6%	9.1%	8.6%	8.7%	9.9%	12.4%	10.2%	10.0%	10.1%
Maximum	11.0%	10.6%	10.1%	11.0%	9.4%	8.7%	9.1%	10.8%	12.7%	10.3%	10.7%	11.9%
Market-value weighted debt	85.7%	78.3%	74.1%	87.7%	79.4%	71.3%	68.7%	73.3%	73.9%	63.0%	60.9%	67.3%

Implied market returns - SMI



- The implied market return of the Swiss Market stayed constant at 7.3% as of June 30, 2020 compared to December 31, 2019 (market-value weighted mean).
- Since December 31, 2014, it fluctuated between 6.8% and 8.2%.
- The Swiss market represents the lowest implied market return as of June 30, 2020, compared to Germany and Austria.

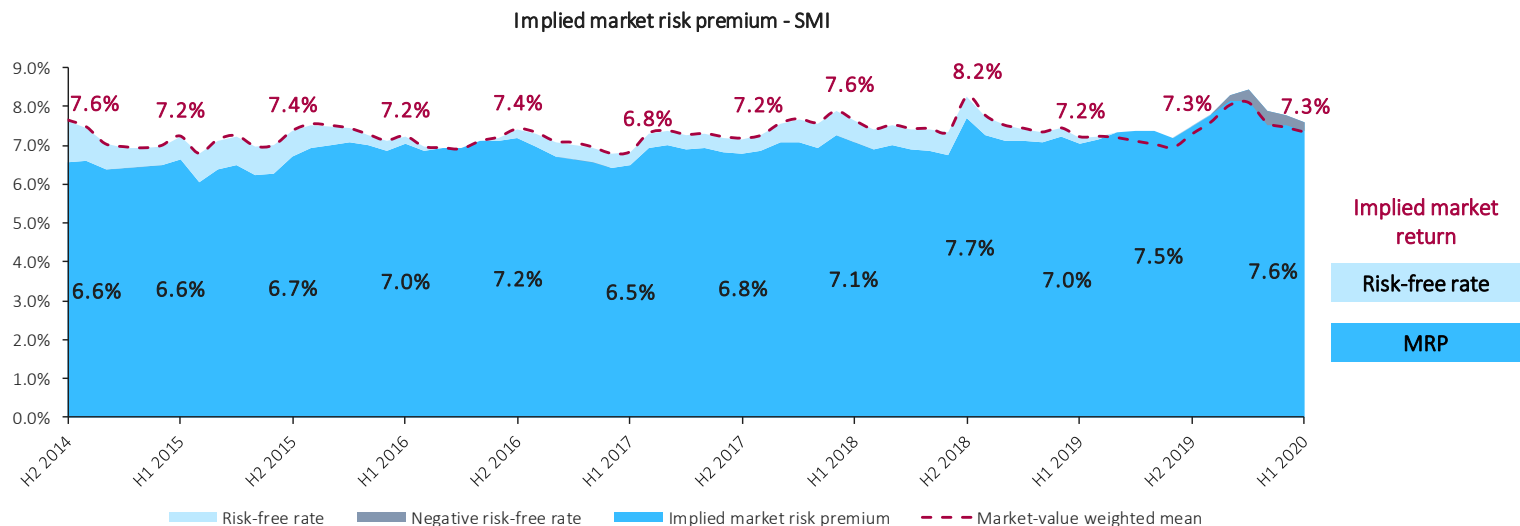
Implied Market Risk Premium

Swiss market – SMI

Knowing the **implied market return** and the daily measured risk-free rate (cf. slide 12 in this study) of the Swiss capital market, we can determine the **implied market risk premium**.

From December 31, 2014 to June 30, 2020 the **implied market returns** fluctuated in a bandwidth between **6.8% and 8.2%** (cf. slide 23 in this study). Subtracting the risk-free rate from the implied market return, we derive an **implied market risk premium** of **6.5% to 7.7%**.

The **implied market return** is at **7.3%** as of the reference date June 30, 2020. Taking the **risk-free rate** of **-0.3%** (cf. slide 15) into account, we determine an **implied market risk premium** of **7.6%**.



	H2 2014	H1 2015	H2 2015	H1 2016	H2 2016	H1 2017	H2 2017	H1 2018	H2 2018	H1 2019	H2 2019	H1 2020
Market-value weighted mean	7.6%	7.2%	7.4%	7.2%	7.4%	6.8%	7.2%	7.6%	8.2%	7.2%	7.3%	7.3%
Risk-free rate	1.1%	0.6%	0.7%	0.2%	0.2%	0.3%	0.4%	0.6%	0.5%	0.2%	-0.2%	-0.3%
Implied market risk premium - SMI	6.6%	6.6%	6.7%	7.0%	7.2%	6.5%	6.8%	7.1%	7.7%	7.0%	7.5%	7.6%

4 Market returns and market risk premium

b. Historical returns (ex-post analysis)

Historical Market Returns

Background & approach

Besides analyzing the implied market returns through the ex-ante analysis, we also analyze **historical (ex-post) returns**. Once this analysis is performed over a **long-term observation period**, an expected **return potential** of the German, Austrian and Swiss capital markets is assessable. Therefore, the analysis of historical returns can be used for **plausibility checks of the costs of capital**, more specifically **return requirements**, which were evaluated through the CAPM.

To further enable a precise analysis of the historical returns of the German, Austrian and Swiss capital markets, we use the so-called **return triangle**.¹⁾ It helps to present the **annually realized returns** from **different investment periods** in a simple and understandable way. Especially the **different buying and selling points in time** and the different annual holding periods are being illustrated comprehensively. To calculate the **average annual returns** over several years, we use both the **geometric and arithmetic mean**.

In this study, we analyze the so-called **total shareholder returns**, which include the **returns on investments** and the **dividend yields**. For our analysis, it is needful to focus on **total return indices** because they include the price and dividend yields. Since **DAX** is a performance index, we already have an index which includes the price and dividend yields. The ATX and SMI only include the price yields, hence we need their specific total return indices. The relevant total return index for Austria is called the **ATX Total Return** and for Switzerland **SMI Total Return**. The composition of both indices are identical to the ATX and the SMI and compromise 20 companies each.

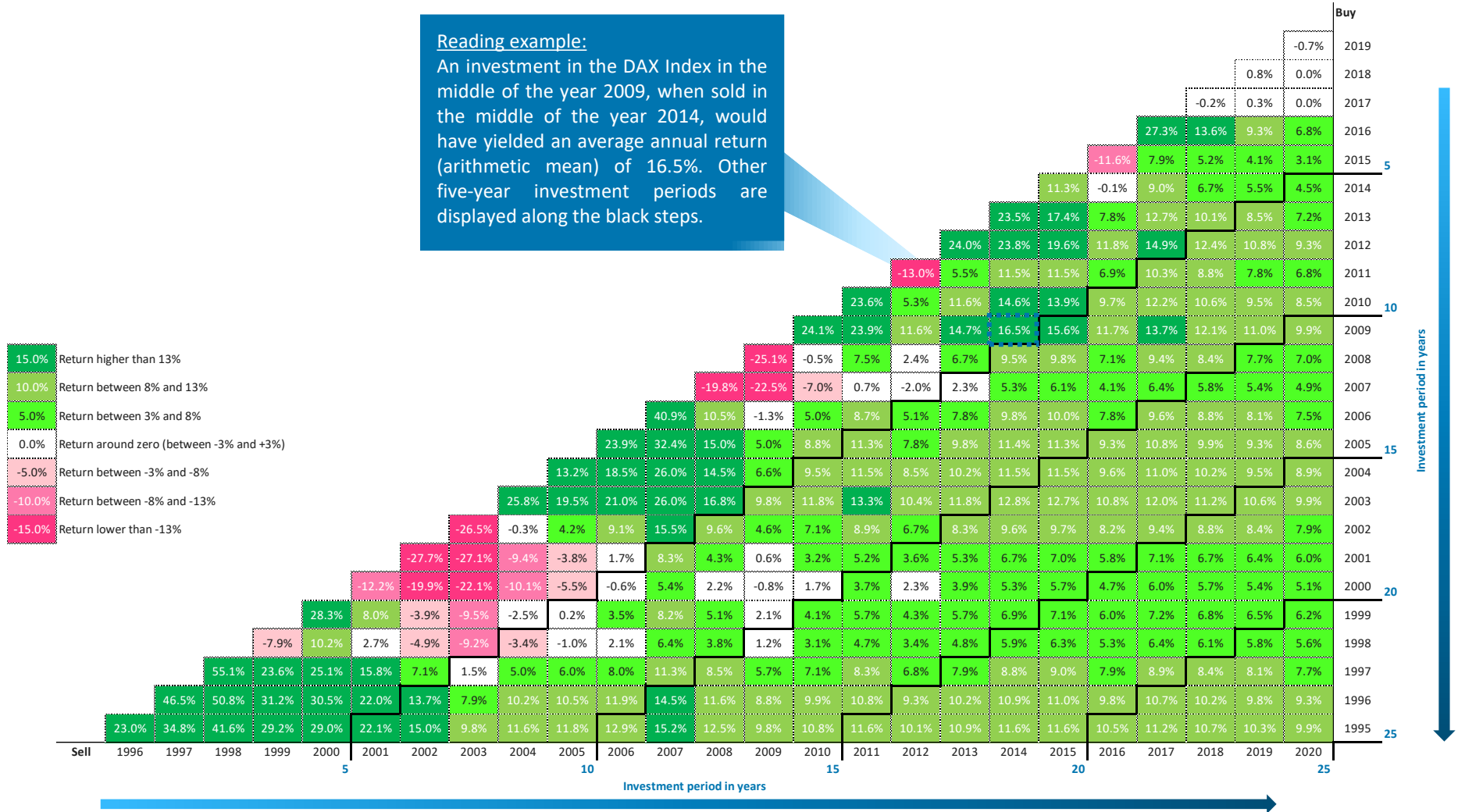
The observation period amounts to 25 years. Therefore, the earliest data of the **DAX and the ATX Total Return** is from the end of 1994. However, the data of the **SMI Total Return** starts from the end of 1995. All ex-post returns are being calculated by using the **data as of the reference date June 30**.

The following slides illustrate how the two calculation methods (arithmetic and geometric) differ from each other for the period between June 30, 1995 and June 30, 2020:

- DAX:
 - the **arithmetic mean** of the historical market returns is **9.9%**
 - the **geometric mean** of the historical market returns is **7.4%**
- ATX:
 - the **arithmetic mean** of the historical market returns is **8.6%**
 - the **geometric mean** of the historical market returns is **5.7%**
- SMI:
 - the **arithmetic mean** of the historical market returns is **9.8%**
 - the **geometric mean** of the historical market returns is **7.8%**

1) The German Stock Institute e.V. (DAI) developed the return triangle for DAX and EURO STOXX.

Historical Market Returns (Arithmetic Mean) – German Market DAX Performance Index Return Triangle

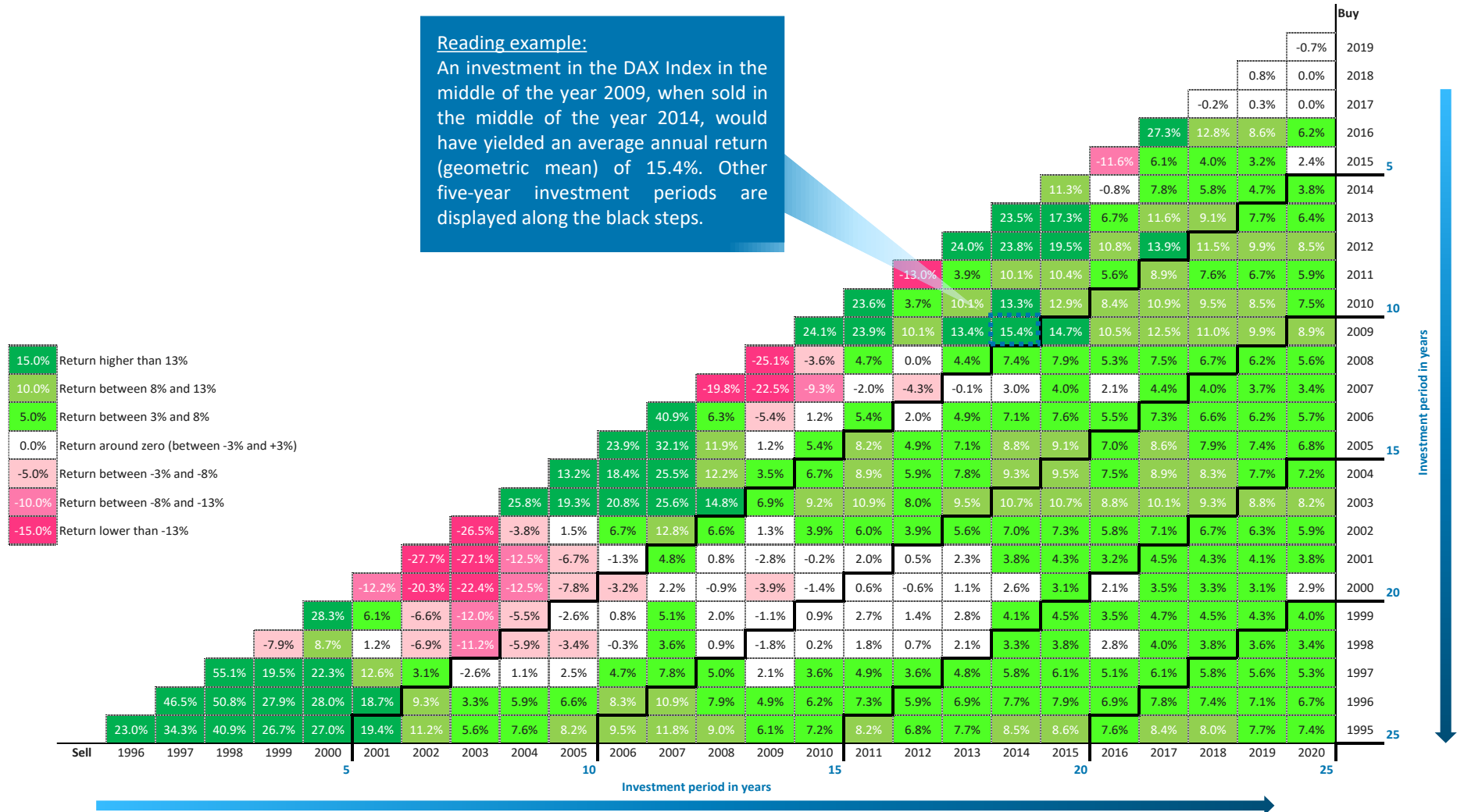


Following: https://www.dai.de/files/dai_usercontent/dokumente/renditedreieck/2015-12-31%20DAX-Rendite-Dreieck%2050%20Jahre%20Web.pdf.

Historical Market Returns (Geometric Mean) – German Market DAX Performance Index Return Triangle

Reading example:

An investment in the DAX Index in the middle of the year 2009, when sold in the middle of the year 2014, would have yielded an average annual return (geometric mean) of 15.4%. Other five-year investment periods are displayed along the black steps.



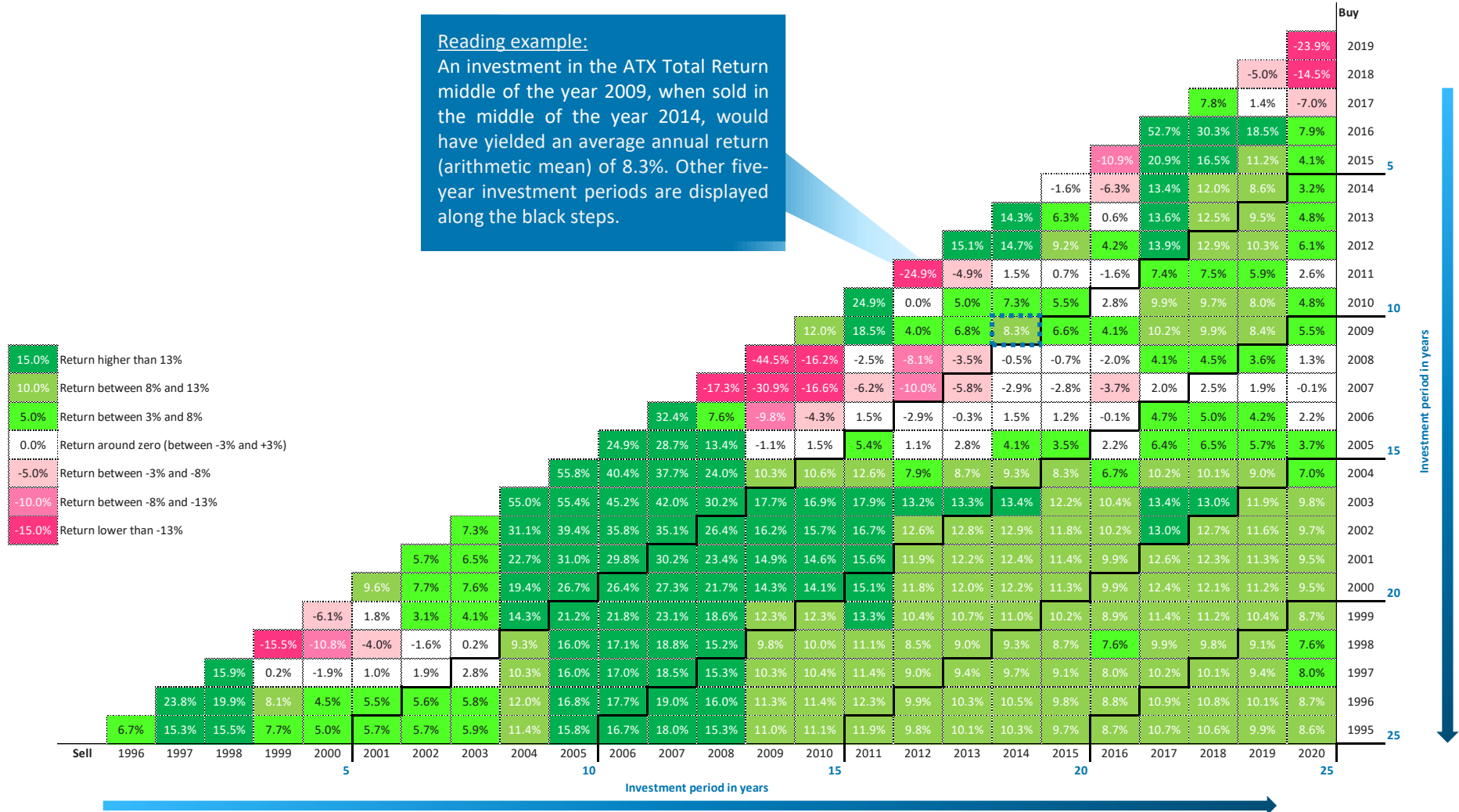
Following: https://www.dai.de/files/dai_usercontent/dokumente/renditedreieck/2015-12-31%20DAX-Rendite-Dreieck%2050%20Jahre%20Web.pdf.

Historical Market Returns (Arithmetic Mean) – Austrian Market

ATX Total Return Index Return Triangle

Reading example:

An investment in the ATX Total Return Index middle of the year 2009, when sold in the middle of the year 2014, would have yielded an average annual return (arithmetic mean) of 8.3%. Other five-year investment periods are displayed along the black steps.



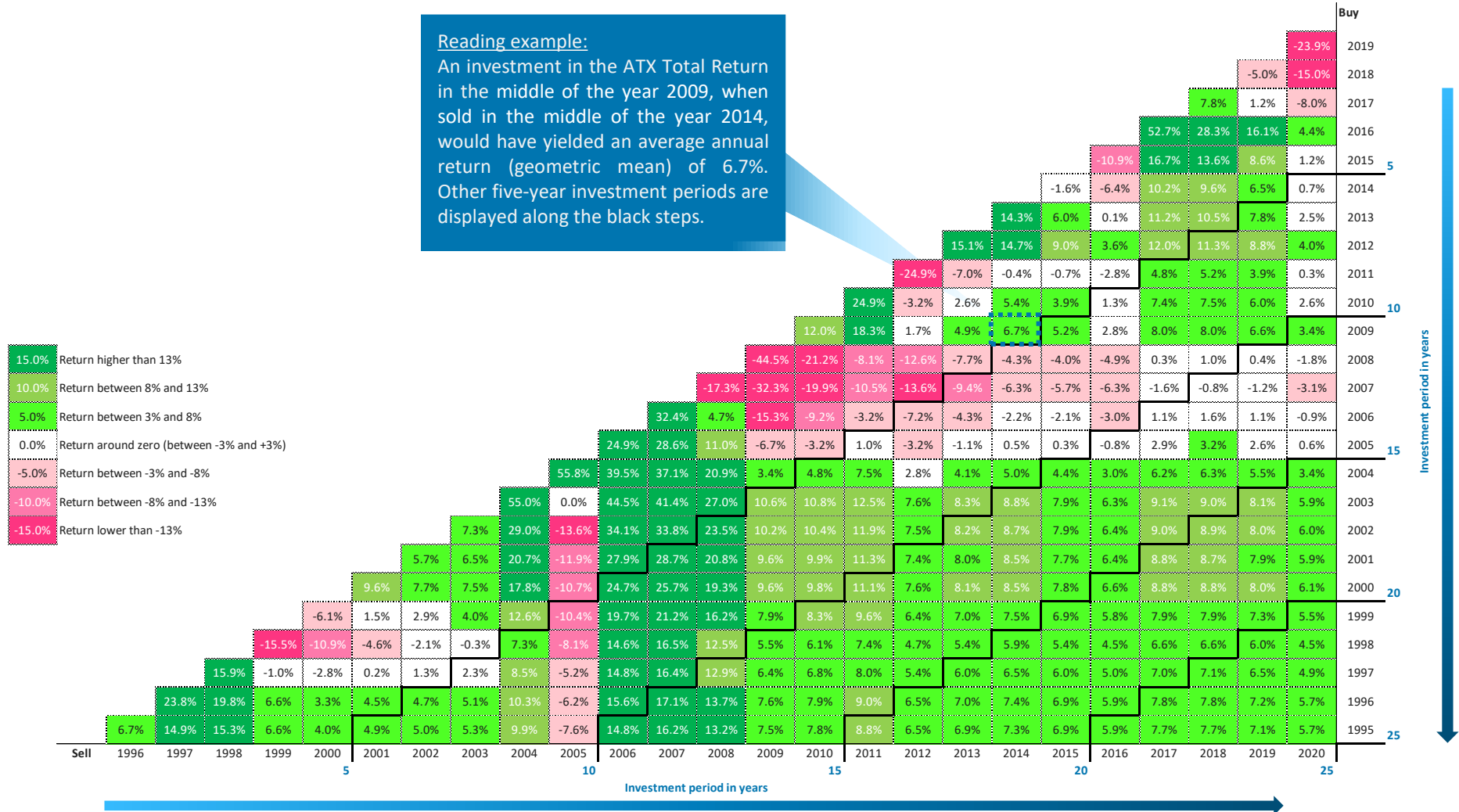
Following: https://www.dai.de/files/dai_usercontent/dokumente/renditedreieck/2015-12-31%20DAX-Rendite-Dreieck%2050%20Jahre%20Web.pdf.

Historical Market Returns (Geometric Mean) – Austrian Market

ATX Total Return Index Return Triangle

Reading example:

An investment in the ATX Total Return Index in the middle of the year 2009, when sold in the middle of the year 2014, would have yielded an average annual return (geometric mean) of 6.7%. Other five-year investment periods are displayed along the black steps.

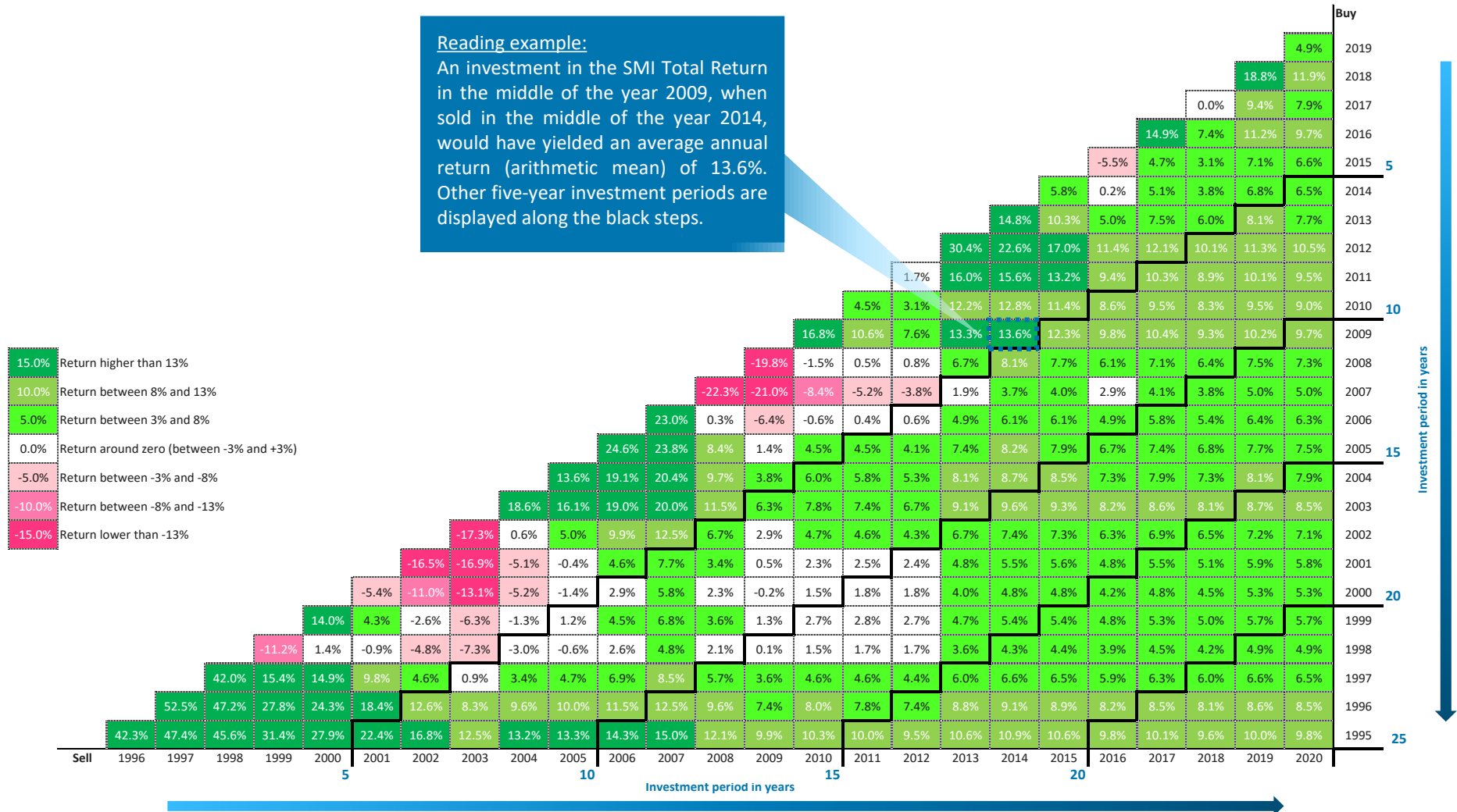


Following: https://www.dai.de/files/dai_usercontent/dokumente/renditedreieck/2015-12-31%20DAX-Rendite-Dreieck%2050%20Jahre%20Web.pdf

Historical Market Returns (Arithmetic Mean) – Swiss Market SMI Total Return Index Return Triangle

Reading example:

An investment in the SMI Total Return Index in the middle of the year 2009, when sold in the middle of the year 2014, would have yielded an average annual return (arithmetic mean) of 13.6%. Other five-year investment periods are displayed along the black steps.

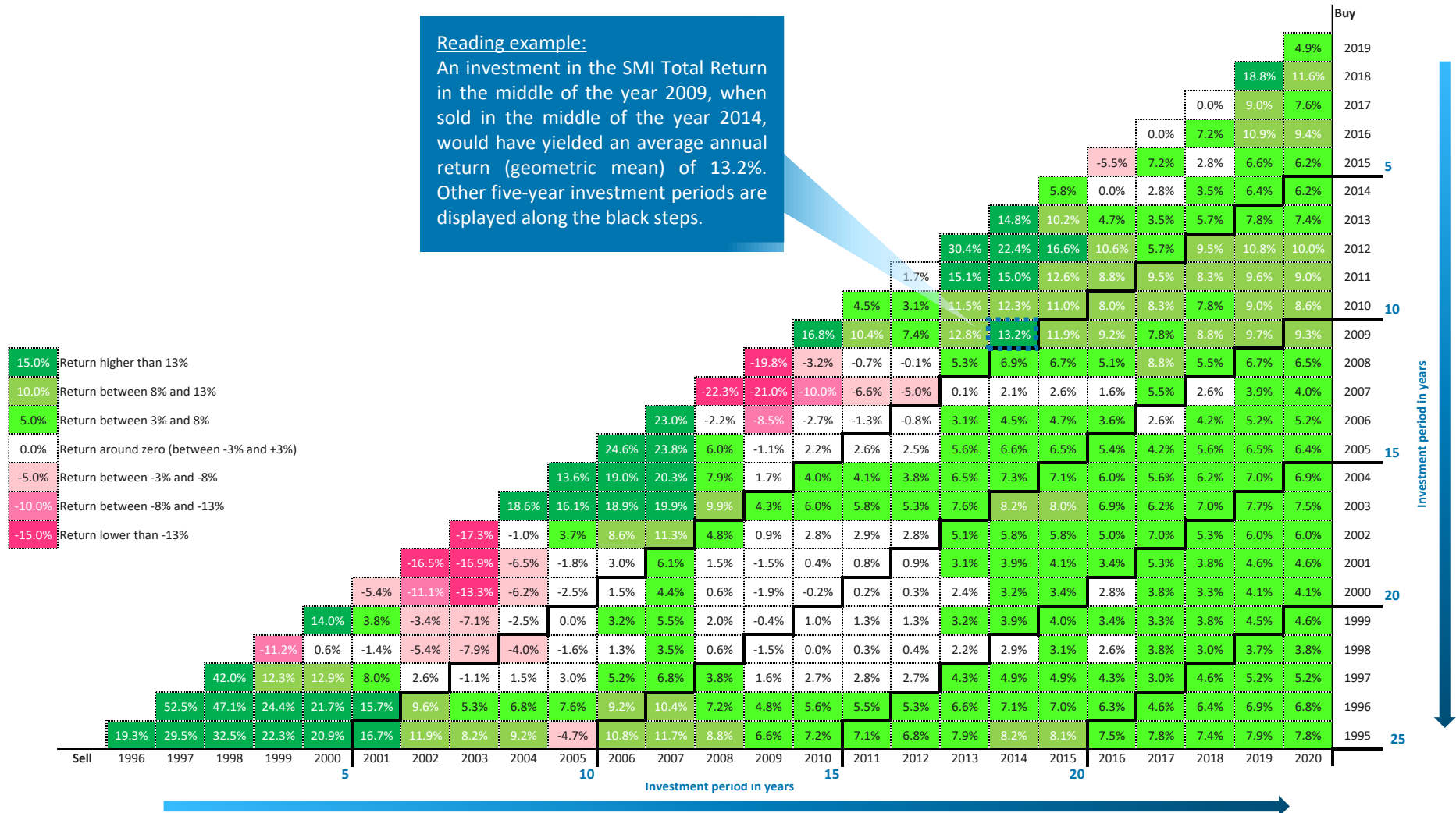


Following: https://www.dai.de/files/dai_usercontent/dokumente/renditedreieck/2015-12-31%20DAX-Rendite-Dreieck%2050%20Jahre%20Web.pdf

Historical Market Returns (Geometric Mean) – Swiss Market SMI Total Return Index Return Triangle

Reading example:

An investment in the SMI Total Return in the middle of the year 2009, when sold in the middle of the year 2014, would have yielded an average annual return (geometric mean) of 13.2%. Other five-year investment periods are displayed along the black steps.



Following: https://www.dai.de/files/dai_usercontent/dokumente/renditedreieck/2015-12-31%20DAX-Rendite-Dreieck%2050%20Jahre%20Web.pdf

5 Sector classification of the DACH region

based on finexpert sector indices

Methodology & approach

The **finexpert** sector indices aim to cover the **whole capital market of the DACH region**. Therefore, this capital market study contains all equities of the **German Composite DAX Index (CDAX)**, **Vienna Stock Exchange Index (WBI)** and **Swiss Performance Index (SPI)**. These three indices contain all shares listed on the **Official** and **Semi-Official Market**.

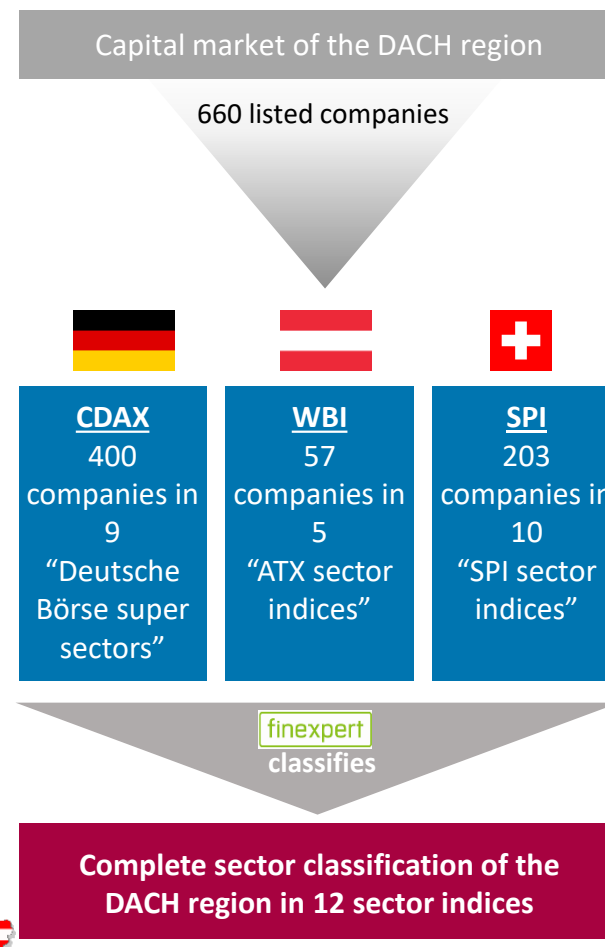
The **660 public companies**, which are listed in the mentioned indices as of June 30, 2020, build the base for the **sector classification** and the **subsequent analyses**:

- The German DAX Sector All Index includes 400 companies listed in the Prime Standard and General Standard and is classified into nine “Deutsche Börse super sectors”.
- The Austrian ATX only has sector five indices, ValueTrust assigns the remaining companies of the WBI to the classified sector indices.
- The Swiss SPI contains ten sector indices that comprise 203 companies.

Eventually, **finexpert** merged all three market indices and the respective sector index classification into twelve **finexpert** sector indices, so-called “super sectors.”

The **twelve sector indices** for this study are defined as follows:

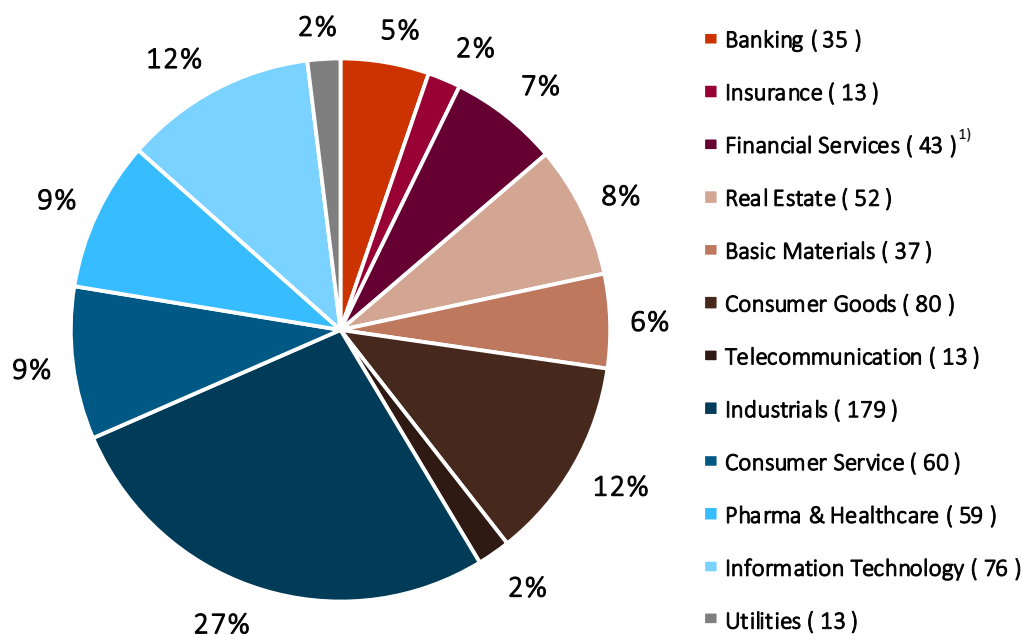
- | | |
|----------------------|--------------------------|
| ▪ Banking | ▪ Telecommunication |
| ▪ Insurance | ▪ Industrials |
| ▪ Financial Services | ▪ Consumer Service |
| ▪ Real Estate | ▪ Pharma & Healthcare |
| ▪ Basic Materials | ▪ Information Technology |
| ▪ Consumer Goods | ▪ Utilities |



1) The DAX Sector All Index contains all equities listed in the Prime and General Standard as well as in the Scale segment of the Frankfurt stock exchange.

Sector distribution and number of companies

Sector classification of the DACH Region



The chart shows the percentage distribution of the 660 listed companies in the twelve “super sectors” (the absolute number of companies is displayed in parentheses).

The twelve defined sectors can be classified in **three different dimensions**.

- nine different sectors represent a proportion of less than 10%,
- two represent a share between 10% and 20%,
- and one represents a portion of more than 20%.

Companies within the **Industrials, Information Technology and Consumer Goods sectors**, hence, represent **more than 50%** of the entire market.

1) Including asset managers, leasing firms and distribution companies for financial products.

6 Betas

Background & approach

Beta is used in the **CAPM** and is also known as the beta coefficient or beta factor. Beta is a measure of **systematic risk** of a security of a specific company (**company beta**) or a specific sector (**sector beta**) in comparison to the market. A beta of less than 1 means that the security is theoretically less **volatile** than the market. A beta of greater than 1 indicates that the security's price is more volatile than the market.

Beta factors are estimated based on **historical returns of securities** in comparison to an **approximate market portfolio**. Since the company valuation is **forward-looking**, it has to be examined whether or what potential risk factors prevailing in the past do also apply for the future. By valuing non-listed companies or companies without meaningful share price performance, it is common to use a beta factor from a group of comparable companies ("**peer group beta**"), a suitable sector ("**sector beta**") or one single listed company in the capital market with a similar business model and a similar risk profile ("**pure play beta**"). Within this capital market study we have used **sector betas** which are computed as **arithmetic means of the statistically significant beta factors of all companies** of a particular sector.

The estimation of beta factors is usually accomplished through a **linear regression analysis**. We use the CDAX, WBI, and SPI as country specific reference indices.

Furthermore, it is important to set a time period for which the data is collected (**benchmark period**) and whether daily, weekly or monthly returns (**return interval**) are analyzed. In practice, it is common to use **observation periods of two years** with the regression of **weekly returns** or a **five-year observation period** with the regression of **monthly returns**. Both alternatives are displayed in our study.

In the CAPM, company specific **risk premiums** include not only **business risk**, but also financial **risk**. The beta factor for levered companies ("**levered beta**") is usually higher compared to a company with an identical business model but without debt (due to financial risk). Hence, **changes in the capital structure** require an **adjustment of the betas** and therefore of the company specific risk premiums.

In order to calculate the **unlevered beta**, adjustment formulas have been developed. We prefer to use the **adjustment formula by Harris/Pringle** which assumes a value-based financing policy, stock-flow adjustments without time delay, uncertain tax shields and a so-called **debt beta**. We calculate the debt beta based on the respective company's rating or the average sector rating (if a company's rating is not available) through the application of the **credit spread** derived from the expected cost of debt. We do not adjust the credit spread for unsystematic risks. The capital market data, in particular historical market prices, is provided by the data supplier S&P Capital IQ.

Betas

Sector specific levered and unlevered betas as of June 30, 2020 (1/2)

Sector	Number of companies ¹⁾ 5-y. m. / 2-y. w.	Aggregation	Beta levered ¹⁾		Debt ratio ²⁾		Debt Beta		Beta unlevered	
			5-years	2-years	5-years	2-years	5-years	2-years	5-years	2-years
			2020-2016 monthly	2020-2019 weekly	2020-2016 monthly	2020-2019 weekly	2020-2016 monthly	2020-2019 weekly	2020-2016 monthly	2020-2019 weekly
Banking ³⁾	26 / 35	Median	0.89	0.70	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
		Arithmetic Mean	0.96	0.81	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
		Market-Value Weighted Mean	1.38	1.20	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
Insurance ³⁾	12 / 12	Median	0.94	1.14	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
		Arithmetic mean	0.93	1.11	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
		Market-value weighted mean	0.97	1.19	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
Financial Services ³⁾	17 / 24	Median	0.79	0.83	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
		Arithmetic mean	1.04	0.82	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
		Market-value weighted mean	0.96	1.03	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
Real Estate	30 / 43	Median	0.56	0.57	48%	47%	0.22	0.22	0.40	0.40
		Arithmetic Mean	0.69	0.63	57%	54%	0.23	0.24	0.44	0.44
		Market-Value Weighted Mean	0.50	0.56	47%	45%	0.20	0.20	0.36	0.40
Basic Materials	30 / 32	Median	1.10	1.02	33%	33%	0.34	0.34	0.84	0.72
		Arithmetic mean	1.06	0.99	35%	38%	0.35	0.36	0.84	0.76
		Market-value weighted mean	1.09	0.99	29%	34%	0.22	0.22	0.84	0.73
Consumer Goods	52 / 60	Median	0.96	0.87	28%	28%	0.15	0.15	0.70	0.60
		Arithmetic Mean	1.07	0.96	38%	60%	0.16	0.16	0.76	0.66
		Market-Value Weighted Mean	0.98	0.98	40%	44%	0.13	0.13	0.70	0.69

1) Statistically not significant (t-test, confidence interval: 95%) betas are not being considered. Consequently, the number of companies is decreased.

2) The debt ratio corresponds to the debt-to-total capital ratio.

3) No display of debt illustration for the sectors Banking, Insurance and Financial Services. We refrained from adjustments of the companies' specific debt (unlevered) because indebtedness is part of the companies' operational activities and economic risk. Therefore, a separation of operational and financial obligations is not possible. In addition, e.g. bank specific regulations about the minimum capital within financial institutions let us assume that the indebtedness degree is widely comparable. For that reason, it is possible to renounce the adaptation of levered betas.

Betas

Sector specific levered and unlevered betas as of June 30, 2020 (2/2)

Sector	Number of companies ¹⁾ 5-y. m. / 2-y. w.		Aggregation	Beta levered ¹⁾		Debt ratio ²⁾		Debt Beta		Beta unlevered	
				5-years	2-years	5-years	2-years	5-years	2-years	5-years	2-years
				2020-2016 monthly	2020-2019 weekly	2020-2016 monthly	2020-2019 weekly	2020-2016 monthly	2020-2019 weekly	2020-2016 monthly	2020-2019 weekly
Telecommunication	11 / 13		Median	0.69	0.62	24%	30%	0.16	0.16	0.56	0.46
			Arithmetic mean	0.80	0.66	30%	31%	0.16	0.17	0.66	0.52
			Market-value weighted mean	0.62	0.67	44%	47%	0.16	0.17	0.43	0.45
Industrials	143 / 153		Median	1.09	1.04	20%	21%	0.23	0.23	0.80	0.81
			Arithmetic mean	1.10	1.05	44%	98%	0.25	0.25	0.86	0.81
			Market-value weighted mean	1.10	1.06	29%	29%	0.20	0.20	0.86	0.83
Consumer Service	42 / 43		Median	0.78	0.78	17%	12%	0.28	0.28	0.67	0.65
			Arithmetic mean	0.97	0.85	32%	34%	0.30	0.29	0.79	0.70
			Market-value weighted mean	0.94	0.78	22%	19%	0.28	0.28	0.84	0.69
Pharma & Healthcare	37 / 48		Median	0.98	0.95	8%	8%	0.17	0.15	0.88	0.90
			Arithmetic mean	1.06	0.96	13%	15%	0.16	0.16	0.96	0.88
			Market-value weighted mean	0.90	0.92	15%	15%	0.13	0.13	0.79	0.82
Information Technology	59 / 66		Median	1.03	0.87	11%	11%	0.16	0.16	0.89	0.75
			Arithmetic mean	1.10	0.98	20%	20%	0.16	0.16	0.95	0.84
			Market-value weighted mean	1.04	1.03	10%	11%	0.14	0.14	0.95	0.94
Utilities	7 / 11		Median	0.82	0.62	44%	30%	0.14	0.14	0.49	0.47
			Arithmetic mean	0.75	0.62	46%	38%	0.15	0.15	0.51	0.46
			Market-value weighted mean	0.82	0.72	42%	35%	0.15	0.15	0.56	0.54
DACH ³⁾			Market-value weighted mean	0.98	0.97						

1) Statistically not significant (t-test, confidence interval: 95%) beta factors are not being considered. Consequently, the number of the companies decreased.

2) The debt ratio corresponds to the debt-to-total capital ratio.

3) The market-value weighted mean of the levered beta for all DACH companies deviates slightly from 1 due to the exclusion of statistically insignificant betas.

7 Sector returns

a. Implied returns (ex-ante analysis)

Implied Sector Returns

Background & approach

Besides the future-oriented calculation of **implied market returns** (cf. slide 16 et seq.), we calculate **implied returns for sectors**. That offers an **alternative** and simplification to the **ex-post analysis** of the company's costs of capital via the **CAPM**. Using this approach, the calculation of sector betas via regression analyses is not necessary.

The **implied sector returns** shown on the following slides can be used as an **indicator** for the **sector specific levered costs of equity**. Those already consider a **sector specific leverage**. Because of this, another simplification is to renounce making adjustments with regards to the capital structure risk.

Comparable to the calculation of the implied market returns, the following return calculations are based on the Residual Income Valuation Model by *Babbel*.¹⁾ The required data (i.e. net income, market capitalization, and book values of equity) are sourced from the data provider S&P Capital IQ. Regarding the profit growth, we assume a growth rate of 2.0%.

We unlever the implied returns with the following **adjusting equation** for the **costs of equity**²⁾ to take the specific leverage into account:³⁾

$$k_E^L = k_E^U + (k_E^U - R_f) * \frac{D}{E}$$

with:

k_E^L = Levered cost of equity

k_E^U = Unlevered cost of equity

R_f = Risk-free rate

$\frac{D}{E}$ = Debt⁴⁾-to-equity ratio

The **implied unlevered sector returns** serve as an indicator for an **aggregated and unlevered cost of equity** for **specific sectors**. The process of relevering a company's cost of capital to reflect a company specific debt situation (cf. calculation example on the next slide) can be worked out without using the CAPM.

1) cf. Babbel, Challenging Stock Prices: Share prices and implied growth expectations (Corporate Finance, n. 9, 2015, p. 316-323, especially p. 319); cf. Aders/Aschauer/Dollinger, Die implizite Marktrisikoprämie am österreichischen Kapitalmarkt (RWZ, 6/2016, p. 195-202).

2) In situations in which the debt betas in the market are distorted, we would have to adjust these betas to avoid unsystematic risks. For simplification reasons, we deviate from our typical analysis strategy to achieve the enterprise value (Debt beta > 0) and assume that the costs of debt are at the level of the risk-free rate. This process is designed by the so-called Practitioners formula (uncertain tax shields, debt beta = 0), cf. Pratt/Grabowski, Cost of Capital, 5th ed., 2014, p. 253.

3) We assume that the cash and cash equivalents are used entirely for operational purposes. Consequently, we do not deduct excess cash from the debt.

4) "Debt" is defined as all interest-bearing liabilities. The debt illustration of the companies in the Banking, Insurance and Financial Services sector only serves an informational purpose. We will not implement an adjustment to these companies' specific debt (unlevered) because their indebtedness is part of their operational activities and economic risk.

Implied Sector Returns

Exemplary calculation to adjust for the company specific capital structure

Calculation example:

As of the reference date June 30, 2020, we observe a sector specific, unlevered cost of equity of **5.1%** (market-value weighted mean) of an exemplary company X, which operates in the German Basic Materials sector. The following assumptions have been made:

- The debt-to-equity ratio of the exemplary company X: **40%**
- The risk-free rate: **0.01%** (cf. slide 12)

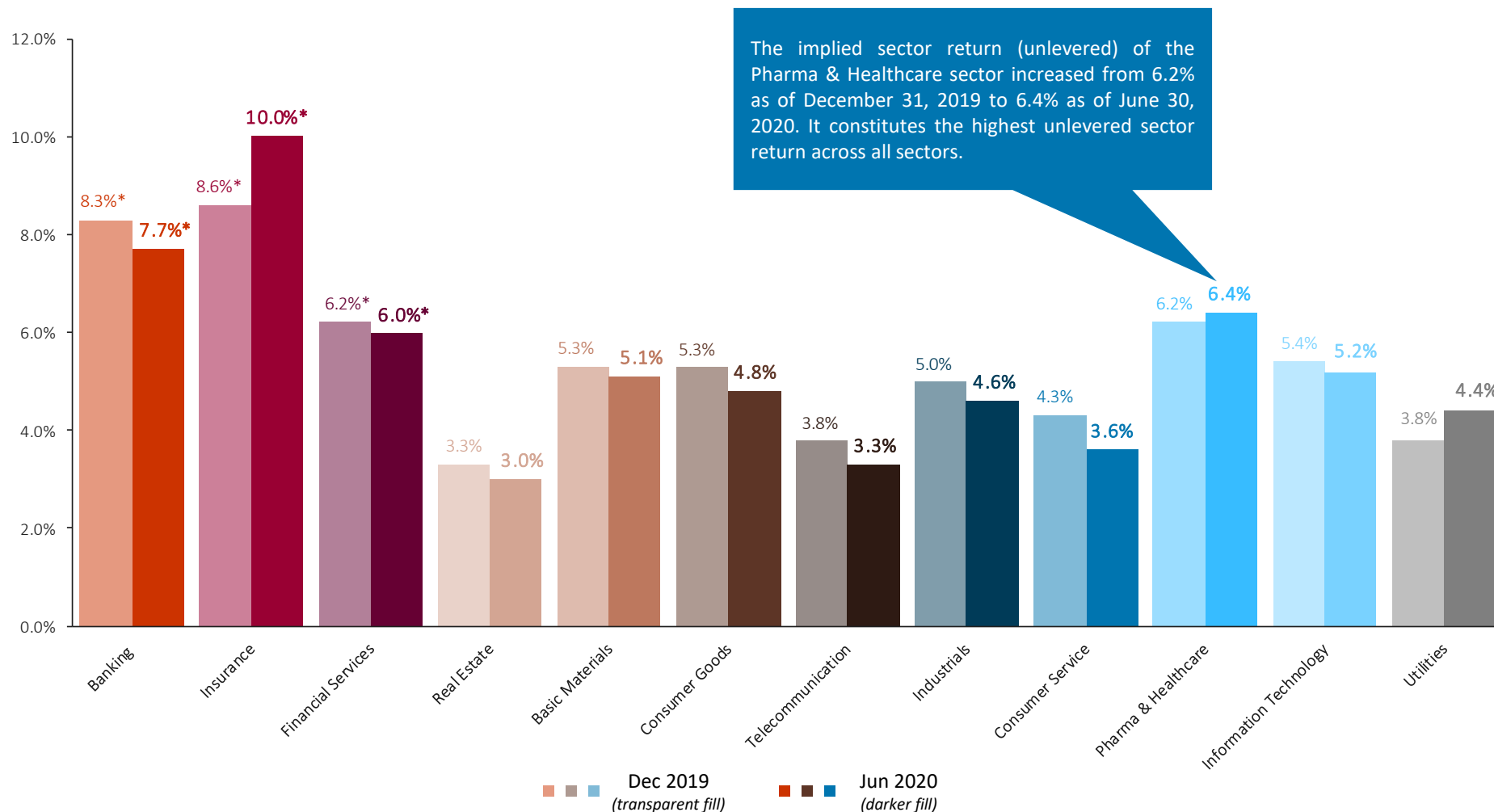
Based on these numbers, we calculate the relevered costs of equity of company X with the adjustment formula:

$$k_E^L = 5.1\% + (5.1\% - 0.01\%) * 40\% = 7.1\%$$

Thus, **7.1%** is the company's relevered cost of equity. In comparison, the levered cost of equity of the Basic Materials sector is **8.5%**, reflecting the sectors' higher average leverage.

Implied Sector Returns (unlevered)*

Overview as of December 31, 2019 vs. June 30, 2020



* The returns for the sectors Banking, Insurance and Financial Services are levered sector returns. For all other sectors unlevered returns are displayed.

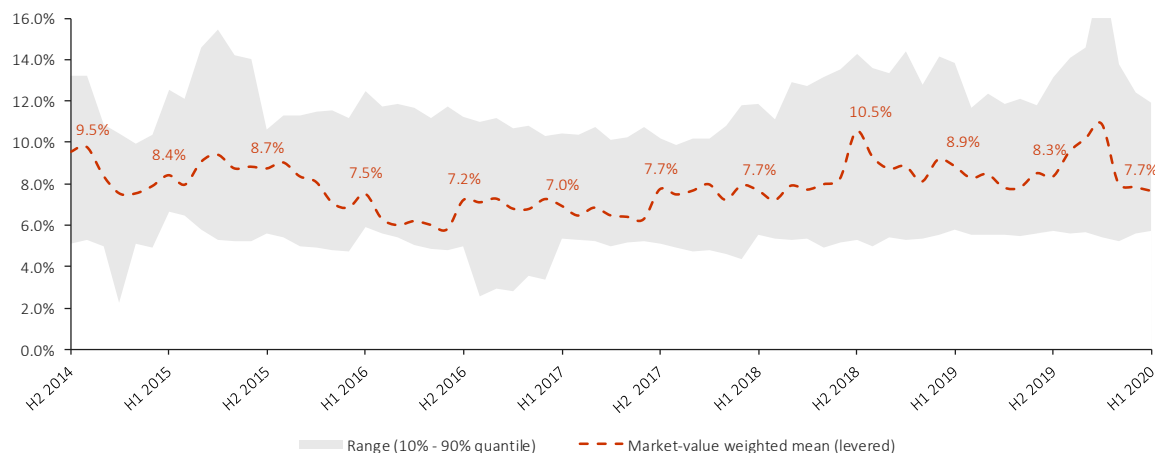
Implied Sector Returns

Banking

Implied sector returns (levered) - DACH - Banking

	H2 2014	H1 2015	H2 2015	H1 2016	H2 2016	H1 2017	H2 2017	H1 2018	H2 2018	H1 2019	H2 2019	H1 2020
	12/31/2014	06/30/2015	12/31/2015	06/30/2016	12/31/2016	06/30/2017	12/31/2017	06/30/2018	12/31/2018	06/30/2019	12/31/2019	06/30/2020
Minimum	6.2%	5.2%	4.8%	3.3%	3.5%	2.6%	4.1%	0.9%	2.7%	0.4%	-0.9%	-2.3%
Lower quantile	6.7%	5.6%	5.9%	5.0%	5.4%	5.1%	5.6%	5.3%	5.8%	5.7%	5.7%	0.1%
Median	8.8%	7.7%	8.4%	7.0%	6.6%	6.6%	7.2%	7.5%	10.1%	8.9%	7.4%	7.7%
Arithmetic mean	10.3%	8.4%	9.0%	8.5%	8.0%	7.6%	8.0%	8.1%	10.1%	8.9%	8.2%	7.6%
Market-value weighted mean	9.5%	8.4%	8.7%	7.5%	7.2%	7.0%	7.7%	7.7%	10.5%	8.9%	8.3%	7.7%
Upper quantile	13.2%	12.5%	10.6%	12.5%	11.3%	10.4%	10.2%	11.9%	14.3%	13.8%	13.1%	11.9%
Maximum	38.6%	21.8%	29.4%	24.3%	24.3%	23.2%	21.1%	22.4%	23.2%	22.0%	14.6%	13.3%
Market-value weighted debt	1157.7%	881.6%	896.6%	1432.2%	931.8%	792.0%	658.5%	731.9%	852.6%	852.6%	727.1%	1007.4%

Implied sector returns - DACH - Banking



- The implied sector return in the banking sector amounts to 7.7% as of June 30, 2020.
- Over the course of time, the market-value weighted mean of the implied sector return fluctuated between 7.0% and 10.5%.

Note: The debt illustration of the companies in the Banking, Insurance and Financial Services sectors only serves an informational purpose. We will not implement an adjustment to these companies' specific debt (unlevered) because their indebtedness is part of their operational activities and economic risk (cf. slide 38 and 41).

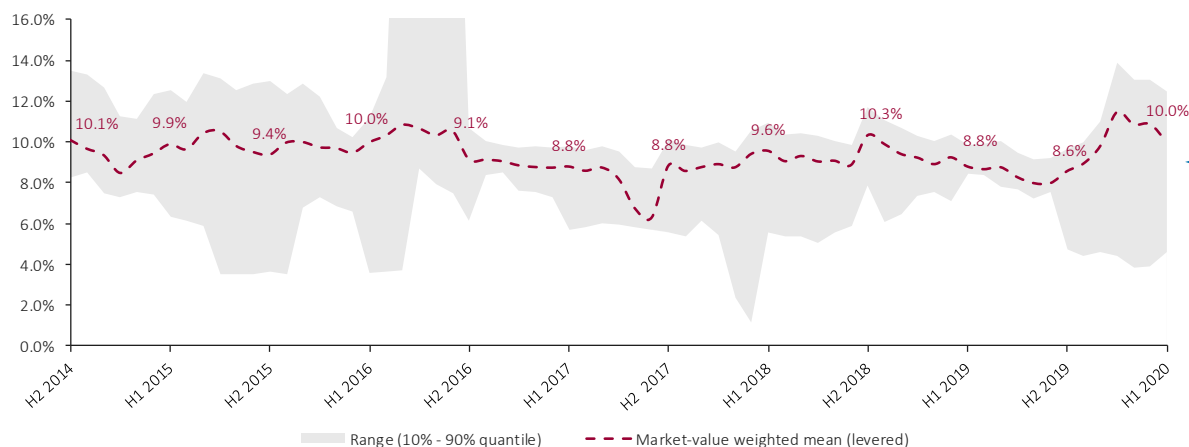
Implied Sector Returns

Insurance

Implied sector returns (levered) - DACH - Insurance

	H2 2014	H1 2015	H2 2015	H1 2016	H2 2016	H1 2017	H2 2017	H1 2018	H2 2018	H1 2019	H2 2019	H1 2020
	12/31/2014	06/30/2015	12/31/2015	06/30/2016	12/31/2016	06/30/2017	12/31/2017	06/30/2018	12/31/2018	06/30/2019	12/31/2019	06/30/2020
Minimum	5.1%	1.8%	1.5%	4.8%	4.2%	4.3%	4.7%	5.4%	8.3%	3.7%	3.5%	3.6%
Lower quantile	6.3%	3.6%	3.6%	6.2%	5.7%	5.6%	5.5%	7.9%	8.4%	4.7%	4.6%	4.9%
Median	10.0%	10.0%	9.3%	9.3%	9.1%	8.5%	8.8%	9.0%	10.0%	8.5%	8.1%	10.1%
Arithmetic mean	10.0%	9.4%	9.2%	9.4%	9.0%	8.3%	8.4%	9.1%	9.9%	8.2%	7.9%	9.8%
Market-value weighted mean	10.1%	9.9%	9.4%	10.0%	9.1%	8.8%	8.8%	9.6%	10.3%	8.8%	8.6%	10.0%
Upper quantile	13.5%	12.5%	13.0%	11.2%	10.7%	9.8%	10.1%	10.9%	11.7%	9.8%	9.6%	12.5%
Maximum	14.4%	13.4%	13.6%	11.4%	10.8%	10.1%	10.4%	11.1%	12.0%	10.0%	9.7%	12.6%
Market-value weighted debt	54.0%	48.0%	56.2%	61.4%	53.1%	42.8%	48.2%	46.8%	41.0%	39.4%	33.8%	47.9%

Implied sector returns - DACH - Insurance



- The implied sector return in the insurance sector increased from 8.6% as of December 31, 2019 to 10.0% as of June 30, 2020, reaching a level close to the highest value in our observation period.
- Over the course of time, the market-value weighted mean of the implied sector return fluctuated between 8.6% and 10.3%.

Note: The debt illustration of the companies in the Banking, Insurance and Financial Services sectors only serves an informational purpose. We will not implement an adjustment to these companies' specific debt (unlevered) because their indebtedness is part of their operational activities and economic risk (cf. slide 38 and 41).

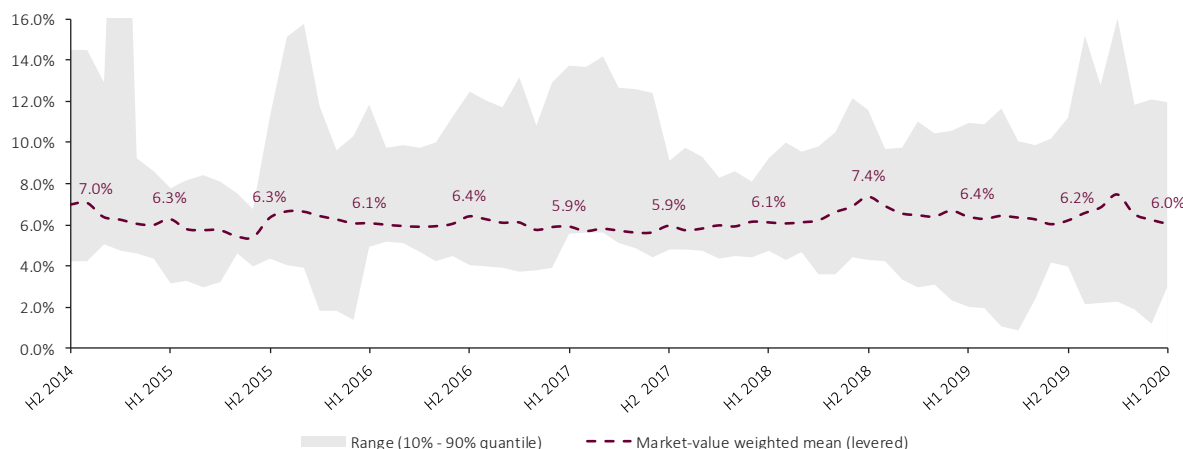
Implied Sector Returns

Financial Services

Implied sector returns (levered) - DACH - Financial Services

	H2 2014	H1 2015	H2 2015	H1 2016	H2 2016	H1 2017	H2 2017	H1 2018	H2 2018	H1 2019	H2 2019	H1 2020
	12/31/2014	06/30/2015	12/31/2015	06/30/2016	12/31/2016	06/30/2017	12/31/2017	06/30/2018	12/31/2018	06/30/2019	12/31/2019	06/30/2020
Minimum	0.4%	3.1%	4.6%	3.8%	5.1%	3.6%	4.6%	3.4%	1.9%	0.8%	1.9%	3.3%
Lower quantile	3.2%	4.4%	5.0%	4.0%	5.6%	4.8%	4.7%	4.3%	2.0%	4.0%	2.9%	4.5%
Median	7.8%	6.3%	6.4%	6.7%	7.1%	6.0%	6.7%	6.9%	7.2%	6.6%	5.8%	6.8%
Arithmetic mean	8.2%	8.8%	7.4%	7.1%	7.8%	7.4%	7.0%	7.1%	7.3%	7.4%	6.6%	7.5%
Market-value weighted mean	7.0%	6.3%	6.3%	6.1%	6.4%	5.9%	5.9%	6.1%	7.4%	6.4%	6.2%	6.0%
Upper quantile	14.5%	7.8%	11.3%	11.8%	12.5%	13.7%	9.1%	9.2%	11.6%	10.9%	11.2%	12.0%
Maximum	15.8%	55.8%	15.2%	12.0%	14.9%	14.2%	13.0%	16.9%	17.1%	20.9%	12.7%	12.8%
Market-value weighted debt	68.2%	58.3%	49.4%	58.3%	59.8%	55.4%	44.4%	46.3%	59.9%	62.5%	37.3%	31.4%

Implied sector returns - DACH - Financial Services



- The implied market return in the Financial Services sector decreased from 6.2% as of December 31, 2019 to 6.0% as of June 30, 2020, reaching its lowest level during our observation period.
- Since the beginning of 2014, the market-value weighted mean fluctuated between 5.9% and 7.4%.

Note: The debt illustration of the companies in the Banking, Insurance and Financial Services sectors only serves an informational purpose. We will not implement an adjustment to these companies' specific debt (unlevered) because their indebtedness is part of their operational activities and economic risk (cf. slide 38 and 41).

Implied Sector Returns

Real Estate (table)

Implied sector returns (levered) - DACH - Real Estate

	H2 2014	H1 2015	H2 2015	H1 2016	H2 2016	H1 2017	H2 2017	H1 2018	H2 2018	H1 2019	H2 2019	H1 2020
	12/31/2014	06/30/2015	12/31/2015	06/30/2016	12/31/2016	06/30/2017	12/31/2017	06/30/2018	12/31/2018	06/30/2019	12/31/2019	06/30/2020
Minimum	1.9%	2.5%	2.2%	1.6%	1.5%	-0.2%	3.1%	2.9%	1.7%	2.9%	1.9%	3.1%
Lower quantile	3.2%	3.3%	3.6%	3.4%	3.2%	3.2%	3.8%	3.0%	3.3%	3.7%	3.2%	4.0%
Median	6.2%	5.9%	6.4%	6.4%	6.7%	6.5%	6.1%	5.2%	6.5%	7.7%	5.7%	5.9%
Arithmetic mean	7.9%	7.3%	7.9%	7.6%	7.9%	7.0%	7.0%	6.0%	7.8%	9.2%	7.7%	8.0%
Market-value weighted mean	5.8%	5.5%	6.3%	6.1%	6.3%	6.2%	5.9%	5.2%	6.2%	6.2%	5.6%	5.8%
Upper quantile	14.1%	16.6%	15.9%	15.3%	18.0%	12.4%	11.4%	10.1%	14.7%	14.9%	13.7%	16.2%
Maximum	32.5%	25.4%	17.2%	19.5%	32.4%	20.4%	21.8%	14.6%	23.5%	44.8%	19.8%	23.9%
Market-value weighted debt	109.3%	112.6%	97.5%	91.6%	90.4%	83.6%	76.9%	84.0%	83.3%	83.7%	77.6%	90.1%

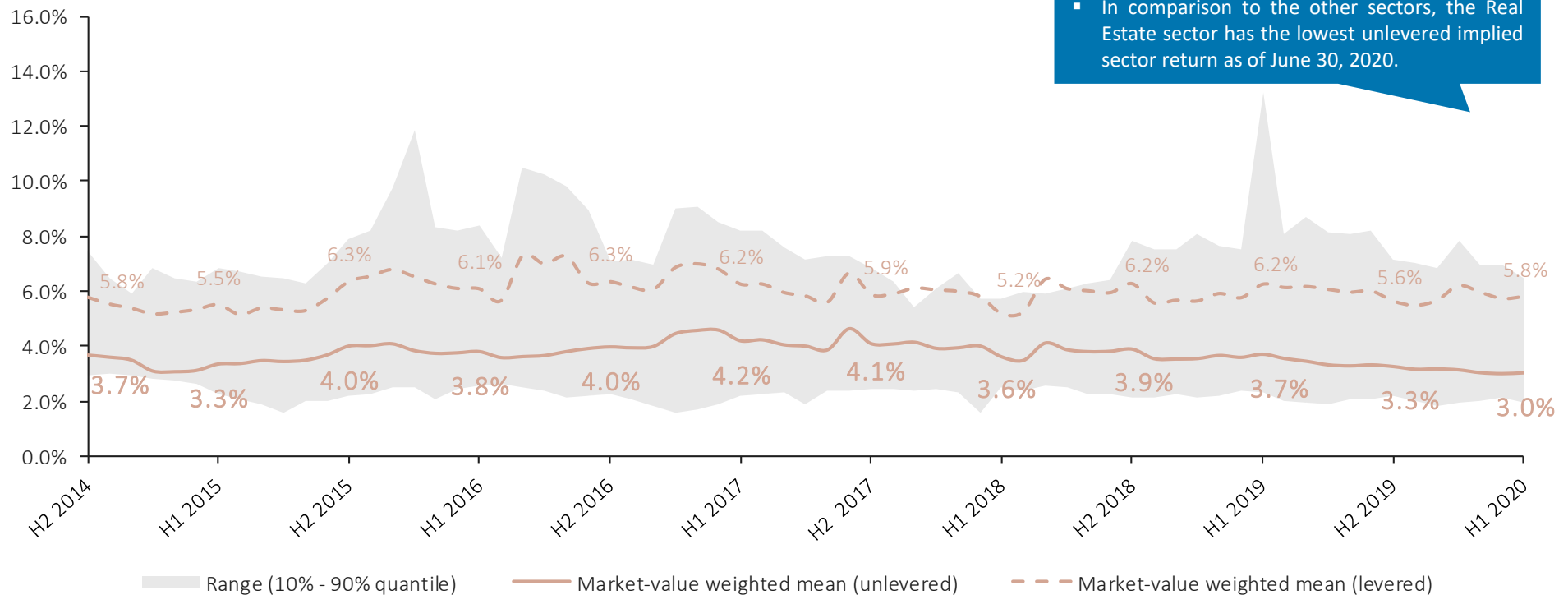
Implied sector returns (unlevered) - DACH - Real Estate

	H2 2014	H1 2015	H2 2015	H1 2016	H2 2016	H1 2017	H2 2017	H1 2018	H2 2018	H1 2019	H2 2019	H1 2020
	12/31/2014	06/30/2015	12/31/2015	06/30/2016	12/31/2016	06/30/2017	12/31/2017	06/30/2018	12/31/2018	06/30/2019	12/31/2019	06/30/2020
Minimum	1.9%	1.5%	2.1%	1.2%	1.6%	0.8%	2.3%	2.0%	1.4%	1.8%	1.3%	1.5%
Lower quantile	2.2%	2.2%	2.6%	2.3%	2.2%	2.5%	2.5%	2.2%	2.4%	2.2%	1.9%	1.9%
Median	3.7%	3.3%	3.8%	3.4%	3.4%	3.7%	3.6%	3.3%	3.9%	4.3%	3.3%	2.8%
Arithmetic mean	4.5%	3.8%	4.8%	4.4%	4.7%	4.6%	4.6%	3.7%	4.5%	5.1%	4.0%	3.5%
Market-value weighted mean	3.7%	3.3%	4.0%	3.8%	4.0%	4.2%	4.1%	3.6%	3.9%	3.7%	3.3%	3.0%
Upper quantile	7.5%	6.8%	7.9%	8.4%	7.1%	8.2%	6.8%	5.7%	7.9%	13.2%	7.2%	6.5%
Maximum	20.0%	7.4%	14.2%	17.4%	17.5%	16.8%	17.9%	6.1%	10.4%	13.7%	8.7%	7.9%
Market-value weighted debt	109.3%	112.6%	97.5%	91.6%	90.4%	83.6%	76.9%	84.0%	83.3%	83.7%	77.6%	90.1%

Implied Sector Returns

Real Estate (chart)

Implied sector returns - DACH - Real Estate



- The implied market return (unlevered) in the Real Estate sector decreased from 3.3% as of December 31, 2019 to 3.0% as of June 30, 2020.
- In comparison to the other sectors, the Real Estate sector has the lowest unlevered implied sector return as of June 30, 2020.

Note: The ranges refer to the implied sector returns (unlevered).

Implied Sector Returns

Basic Materials (table)

Implied sector returns (levered) - DACH - Basic Materials

	H2 2014	H1 2015	H2 2015	H1 2016	H2 2016	H1 2017	H2 2017	H1 2018	H2 2018	H1 2019	H2 2019	H1 2020
	12/31/2014	06/30/2015	12/31/2015	06/30/2016	12/31/2016	06/30/2017	12/31/2017	06/30/2018	12/31/2018	06/30/2019	12/31/2019	06/30/2020
Minimum	0.2%	1.3%	3.6%	0.4%	2.1%	0.6%	1.3%	1.9%	4.9%	2.3%	0.6%	0.1%
Lower quantile	3.8%	1.9%	4.7%	2.6%	4.1%	4.4%	3.3%	4.7%	5.9%	5.0%	4.4%	1.4%
Median	7.6%	6.2%	7.7%	7.6%	6.8%	6.8%	7.0%	7.7%	10.0%	8.4%	7.4%	6.5%
Arithmetic mean	7.8%	6.2%	8.1%	6.7%	7.3%	6.9%	7.6%	8.2%	10.1%	8.1%	7.3%	7.0%
Market-value weighted mean	7.7%	7.0%	7.6%	7.5%	7.4%	7.4%	7.5%	8.1%	9.3%	7.6%	8.0%	8.5%
Upper quantile	11.8%	9.1%	11.1%	9.2%	9.4%	10.6%	9.8%	12.9%	14.5%	11.7%	11.4%	12.5%
Maximum	20.4%	9.9%	20.4%	11.0%	23.3%	13.9%	31.3%	16.8%	19.6%	13.8%	15.1%	12.8%
Market-value weighted debt	38.3%	35.2%	34.9%	43.5%	35.0%	31.9%	29.2%	32.3%	45.8%	45.5%	55.2%	68.8%

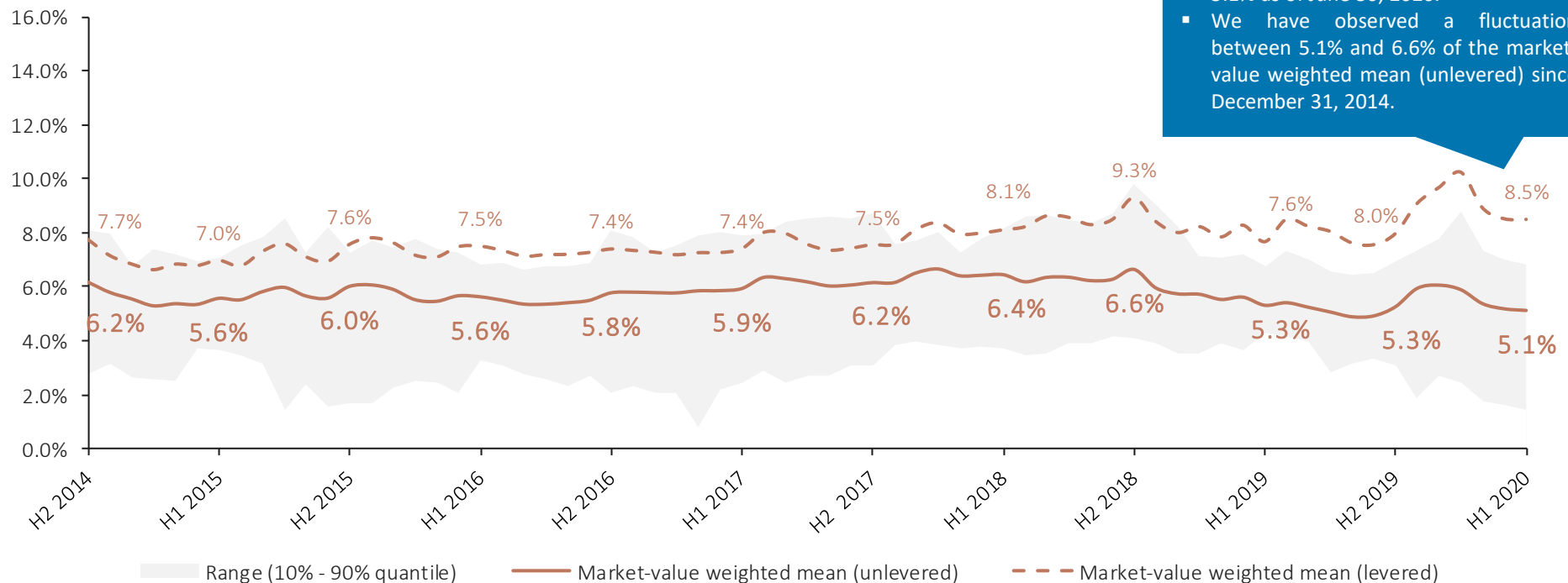
Implied sector returns (unlevered) - DACH - Basic Materials

	H2 2014	H1 2015	H2 2015	H1 2016	H2 2016	H1 2017	H2 2017	H1 2018	H2 2018	H1 2019	H2 2019	H1 2020
	12/31/2014	06/30/2015	12/31/2015	06/30/2016	12/31/2016	06/30/2017	12/31/2017	06/30/2018	12/31/2018	06/30/2019	12/31/2019	06/30/2020
Minimum	1.9%	1.2%	2.6%	0.5%	1.9%	0.9%	2.0%	1.7%	3.1%	1.5%	0.4%	0.0%
Lower quantile	3.6%	1.7%	3.3%	2.1%	2.4%	3.1%	3.7%	4.1%	4.3%	3.1%	1.5%	0.4%
Median	5.9%	5.0%	5.7%	5.4%	5.3%	5.2%	5.9%	5.6%	6.8%	5.3%	5.0%	3.9%
Arithmetic mean	5.9%	4.9%	5.7%	5.0%	5.4%	5.3%	6.0%	5.9%	6.6%	5.1%	4.5%	4.1%
Market-value weighted mean	6.2%	5.6%	6.0%	5.6%	5.8%	5.9%	6.2%	6.4%	6.6%	5.3%	5.3%	5.1%
Upper quantile	8.1%	7.1%	7.3%	6.8%	8.1%	7.9%	8.7%	8.1%	9.8%	6.8%	6.9%	6.8%
Maximum	12.6%	8.3%	12.1%	8.9%	15.0%	9.0%	15.3%	13.0%	11.1%	8.0%	7.5%	8.6%
Market-value weighted debt	38.3%	35.2%	34.9%	43.5%	35.0%	31.9%	29.2%	32.3%	45.8%	45.5%	55.2%	68.8%

Implied Sector Returns

Basic Materials (chart)

Implied sector returns - DACH - Basic Materials



- The implied sector return (unlevered) in the Basic Materials sector decreased from 5.3% as of December 31, 2019 to 5.1% as of June 30, 2020.
- We have observed a fluctuation between 5.1% and 6.6% of the market-value weighted mean (unlevered) since December 31, 2014.

Note: The ranges refer to the implied sector returns (unlevered).

Implied Sector Returns

Consumer Goods (table)

Implied sector returns (levered) - DACH - Consumer Goods

	H2 2014	H1 2015	H2 2015	H1 2016	H2 2016	H1 2017	H2 2017	H1 2018	H2 2018	H1 2019	H2 2019	H1 2020
	12/31/2014	06/30/2015	12/31/2015	06/30/2016	12/31/2016	06/30/2017	12/31/2017	06/30/2018	12/31/2018	06/30/2019	12/31/2019	06/30/2020
Minimum	2.2%	0.5%	2.1%	2.6%	2.5%	2.0%	1.7%	1.8%	2.3%	-26.5%	-1.4%	3.0%
Lower quantile	4.5%	4.6%	4.4%	4.7%	4.8%	3.4%	4.7%	4.3%	4.8%	3.4%	3.7%	4.1%
Median	7.9%	7.6%	7.9%	7.5%	7.6%	6.9%	7.3%	7.3%	9.0%	7.4%	6.9%	6.7%
Arithmetic mean	8.0%	7.4%	7.8%	8.5%	8.1%	7.4%	7.7%	8.0%	10.0%	7.4%	7.7%	18.9%
Market-value weighted mean	8.8%	8.4%	8.4%	9.1%	8.8%	8.8%	8.9%	9.6%	10.5%	8.7%	8.5%	7.6%
Upper quantile	11.3%	10.2%	11.2%	14.7%	12.8%	12.2%	11.7%	14.6%	17.4%	13.6%	12.8%	12.7%
Maximum	16.6%	15.1%	13.4%	21.3%	16.8%	18.9%	16.7%	22.7%	25.0%	21.9%	20.0%	514.8%
Market-value weighted debt	60.6%	59.8%	61.4%	79.6%	70.0%	67.9%	67.4%	75.1%	85.6%	80.7%	82.3%	89.8%

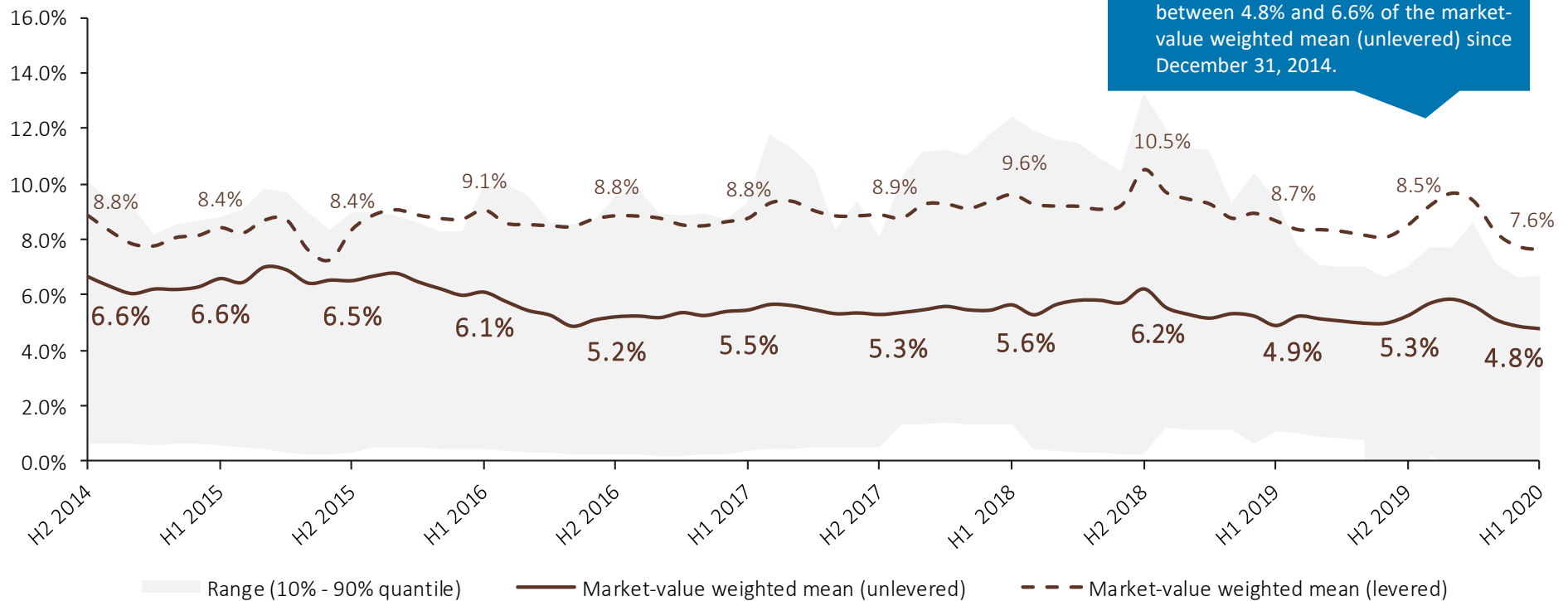
Implied sector returns (unlevered) - DACH - Consumer Goods

	H2 2014	H1 2015	H2 2015	H1 2016	H2 2016	H1 2017	H2 2017	H1 2018	H2 2018	H1 2019	H2 2019	H1 2020
	12/31/2014	06/30/2015	12/31/2015	06/30/2016	12/31/2016	06/30/2017	12/31/2017	06/30/2018	12/31/2018	06/30/2019	12/31/2019	06/30/2020
Minimum	0.6%	0.3%	0.4%	0.2%	0.4%	0.5%	1.3%	0.3%	1.1%	-21.0%	-0.8%	0.5%
Lower quantile	2.3%	2.5%	3.0%	3.0%	2.9%	2.1%	3.0%	1.3%	1.3%	0.6%	2.1%	1.9%
Median	5.7%	5.0%	5.2%	5.2%	5.1%	4.7%	5.5%	5.1%	5.6%	4.6%	4.5%	4.4%
Arithmetic mean	6.5%	5.8%	6.0%	6.1%	5.9%	5.6%	5.7%	5.8%	6.8%	4.4%	4.8%	4.6%
Market-value weighted mean	6.6%	6.6%	6.5%	6.1%	5.2%	5.5%	5.3%	5.6%	6.2%	4.9%	5.3%	4.8%
Upper quantile	10.1%	8.8%	9.0%	9.9%	9.6%	9.3%	8.1%	12.4%	13.2%	9.5%	7.0%	6.7%
Maximum	12.0%	11.1%	10.6%	13.3%	13.3%	14.6%	12.6%	15.1%	17.4%	12.1%	20.0%	22.0%
Market-value weighted debt	60.6%	59.8%	61.4%	79.6%	70.0%	67.9%	67.4%	75.1%	85.6%	80.7%	82.3%	89.8%

Implied Sector Returns

Consumer Goods (chart)

Implied sector returns - DACH - Consumer Goods



- The implied sector return (unlevered) of the Consumer Goods sector decreased from 5.3% to 4.8% from December 31, 2019 to June 30, 2020.
- We have observed a fluctuation between 4.8% and 6.6% of the market-value weighted mean (unlevered) since December 31, 2014.

Note: The ranges refer to the implied sector returns (unlevered).

Implied Sector Returns

Telecommunication (table)

Implied sector returns (levered) - DACH - Telecommunication

	H2 2014	H1 2015	H2 2015	H1 2016	H2 2016	H1 2017	H2 2017	H1 2018	H2 2018	H1 2019	H2 2019	H1 2020
	12/31/2014	06/30/2015	12/31/2015	06/30/2016	12/31/2016	06/30/2017	12/31/2017	06/30/2018	12/31/2018	06/30/2019	12/31/2019	06/30/2020
Minimum	-0.7%	-1.8%	4.0%	2.8%	3.9%	3.4%	3.4%	3.5%	0.7%	4.1%	0.7%	1.0%
Lower quantile	2.8%	1.8%	4.3%	3.2%	4.4%	3.7%	4.8%	4.5%	3.1%	4.1%	3.8%	2.9%
Median	6.4%	6.7%	7.3%	5.9%	6.8%	4.6%	7.1%	7.6%	7.4%	7.8%	7.0%	7.8%
Arithmetic mean	5.9%	5.4%	6.8%	5.9%	6.5%	5.5%	6.5%	7.0%	7.8%	7.7%	6.8%	7.1%
Market-value weighted mean	6.6%	6.3%	6.7%	7.3%	7.3%	6.7%	7.5%	7.8%	7.4%	7.8%	7.7%	7.5%
Upper quantile	8.4%	7.6%	8.4%	8.9%	8.5%	7.8%	7.8%	8.6%	12.4%	11.0%	10.1%	11.0%
Maximum	9.2%	7.7%	9.1%	9.3%	8.7%	8.0%	7.8%	9.5%	12.7%	11.0%	10.3%	12.7%
Market-value weighted debt	79.0%	68.8%	71.3%	80.5%	75.9%	73.1%	70.8%	77.0%	74.7%	100.3%	107.0%	148.9%

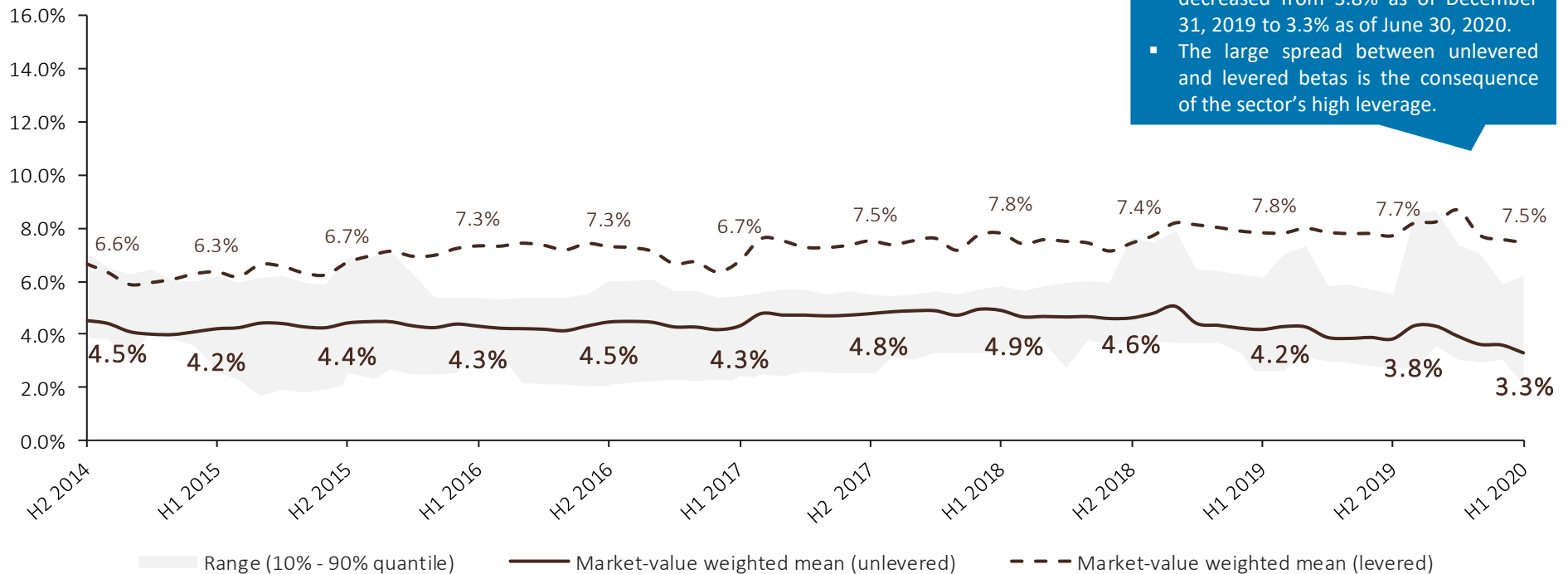
Implied sector returns (unlevered) - DACH - Telecommunication

	H2 2014	H1 2015	H2 2015	H1 2016	H2 2016	H1 2017	H2 2017	H1 2018	H2 2018	H1 2019	H2 2019	H1 2020
	12/31/2014	06/30/2015	12/31/2015	06/30/2016	12/31/2016	06/30/2017	12/31/2017	06/30/2018	12/31/2018	06/30/2019	12/31/2019	06/30/2020
Minimum	0.5%	-0.1%	2.6%	1.6%	2.1%	2.3%	2.6%	2.7%	0.8%	2.6%	0.5%	0.6%
Lower quantile	2.5%	2.1%	3.3%	2.1%	2.4%	2.3%	3.3%	3.8%	2.2%	2.8%	2.1%	2.1%
Median	5.0%	4.5%	4.8%	4.0%	5.3%	4.0%	5.3%	5.3%	5.2%	5.0%	4.1%	4.8%
Arithmetic mean	4.8%	4.3%	4.9%	4.1%	4.7%	4.1%	4.7%	4.9%	5.2%	4.6%	3.9%	4.3%
Market-value weighted mean	4.5%	4.2%	4.4%	4.3%	4.5%	4.3%	4.8%	4.9%	4.6%	4.2%	3.8%	3.3%
Upper quantile	7.1%	6.2%	6.9%	5.4%	6.0%	5.5%	5.5%	5.8%	7.7%	6.1%	5.5%	6.2%
Maximum	8.0%	6.7%	7.1%	6.1%	6.7%	5.7%	5.7%	6.0%	9.5%	6.1%	6.1%	8.5%
Market-value weighted debt	79.0%	68.8%	71.3%	80.5%	75.9%	73.1%	70.8%	77.0%	74.7%	100.3%	107.0%	148.9%

Implied Sector Returns

Telecommunication (chart)

Implied sector returns - DACH - Telecommunication



- The implied sector return (unlevered) of the Telecommunication sector slightly decreased from 3.8% as of December 31, 2019 to 3.3% as of June 30, 2020.
- The large spread between unlevered and levered betas is the consequence of the sector's high leverage.

Note: The ranges refer to the implied sector returns (unlevered).

Implied Sector Returns

Industrials (table)

Implied sector returns (levered) - DACH - Industrials

	H2 2014	H1 2015	H2 2015	H1 2016	H2 2016	H1 2017	H2 2017	H1 2018	H2 2018	H1 2019	H2 2019	H1 2020
	12/31/2014	06/30/2015	12/31/2015	06/30/2016	12/31/2016	06/30/2017	12/31/2017	06/30/2018	12/31/2018	06/30/2019	12/31/2019	06/30/2020
Minimum	0.2%	-0.4%	1.6%	1.7%	2.1%	0.5%	2.7%	0.9%	0.9%	0.1%	-0.7%	-2.0%
Lower quantile	3.3%	2.9%	4.4%	4.3%	4.3%	3.2%	3.5%	3.1%	4.9%	4.0%	4.2%	3.7%
Median	8.0%	6.5%	7.2%	7.4%	7.2%	6.2%	6.7%	6.7%	8.0%	6.9%	6.7%	6.5%
Arithmetic mean	7.9%	6.4%	7.7%	7.8%	7.0%	5.7%	6.3%	6.2%	8.1%	6.9%	7.0%	6.5%
Market-value weighted mean	7.8%	7.0%	7.3%	7.6%	6.9%	6.8%	6.9%	6.7%	8.6%	7.2%	7.0%	6.6%
Upper quantile	10.6%	8.8%	10.3%	9.8%	9.4%	7.6%	8.3%	8.4%	11.2%	9.4%	10.0%	9.6%
Maximum	29.1%	12.8%	40.7%	42.5%	18.1%	9.5%	11.5%	10.9%	20.1%	21.2%	20.1%	20.7%
Market-value weighted debt	40.3%	41.7%	42.6%	47.4%	39.0%	37.4%	34.1%	37.6%	47.0%	46.9%	45.9%	54.9%

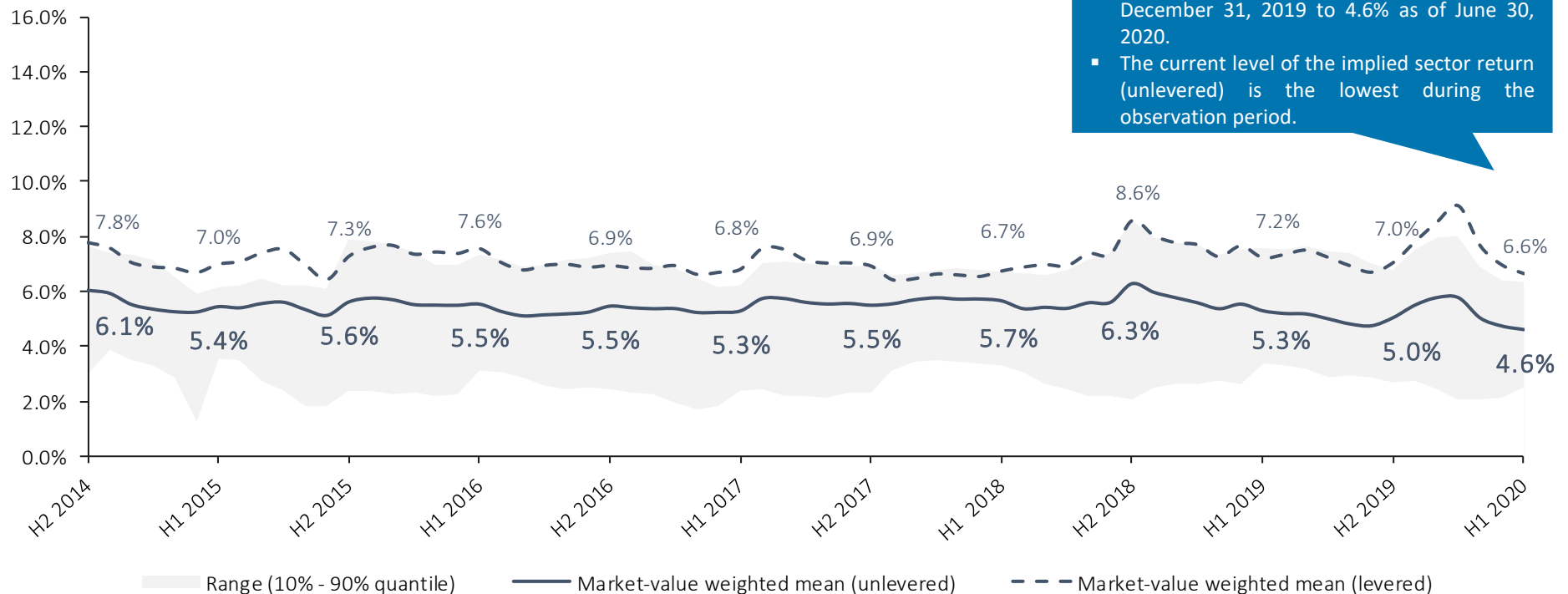
Implied sector returns (unlevered) - DACH - Industrials

	H2 2014	H1 2015	H2 2015	H1 2016	H2 2016	H1 2017	H2 2017	H1 2018	H2 2018	H1 2019	H2 2019	H1 2020
	12/31/2014	06/30/2015	12/31/2015	06/30/2016	12/31/2016	06/30/2017	12/31/2017	06/30/2018	12/31/2018	06/30/2019	12/31/2019	06/30/2020
Minimum	0.6%	0.5%	1.5%	1.5%	1.7%	0.4%	2.4%	1.0%	1.0%	0.2%	-0.1%	-0.7%
Lower quantile	3.6%	2.4%	3.1%	2.4%	2.4%	2.3%	3.3%	2.1%	3.3%	2.7%	2.5%	2.1%
Median	6.4%	4.3%	5.2%	5.1%	5.2%	5.1%	5.4%	5.5%	6.1%	5.5%	5.0%	4.7%
Arithmetic mean	5.9%	4.5%	5.4%	5.1%	5.3%	4.5%	5.2%	4.8%	6.2%	5.3%	4.9%	4.4%
Market-value weighted mean	6.1%	5.4%	5.6%	5.5%	5.5%	5.3%	5.5%	5.7%	6.3%	5.3%	5.0%	4.6%
Upper quantile	7.7%	6.1%	7.9%	7.3%	7.4%	6.2%	6.9%	6.7%	8.6%	7.6%	6.8%	6.4%
Maximum	9.5%	8.0%	8.0%	7.6%	9.7%	6.8%	7.5%	7.7%	10.8%	11.8%	10.6%	9.8%
Market-value weighted debt	40.3%	41.7%	42.6%	47.4%	39.0%	37.4%	34.1%	37.6%	47.0%	46.9%	45.9%	54.9%

Implied Sector Returns

Industrials (chart)

Implied sector returns - DACH - Industrials



- The implied sector return (unlevered) of the Industrials sector decreased from 5.0% as of December 31, 2019 to 4.6% as of June 30, 2020.
- The current level of the implied sector return (unlevered) is the lowest during the observation period.

Note: The ranges refer to the implied sector returns (unlevered).

Implied Sector Returns

Consumer Service (table)

Implied sector returns (levered) - DACH - Consumer Service

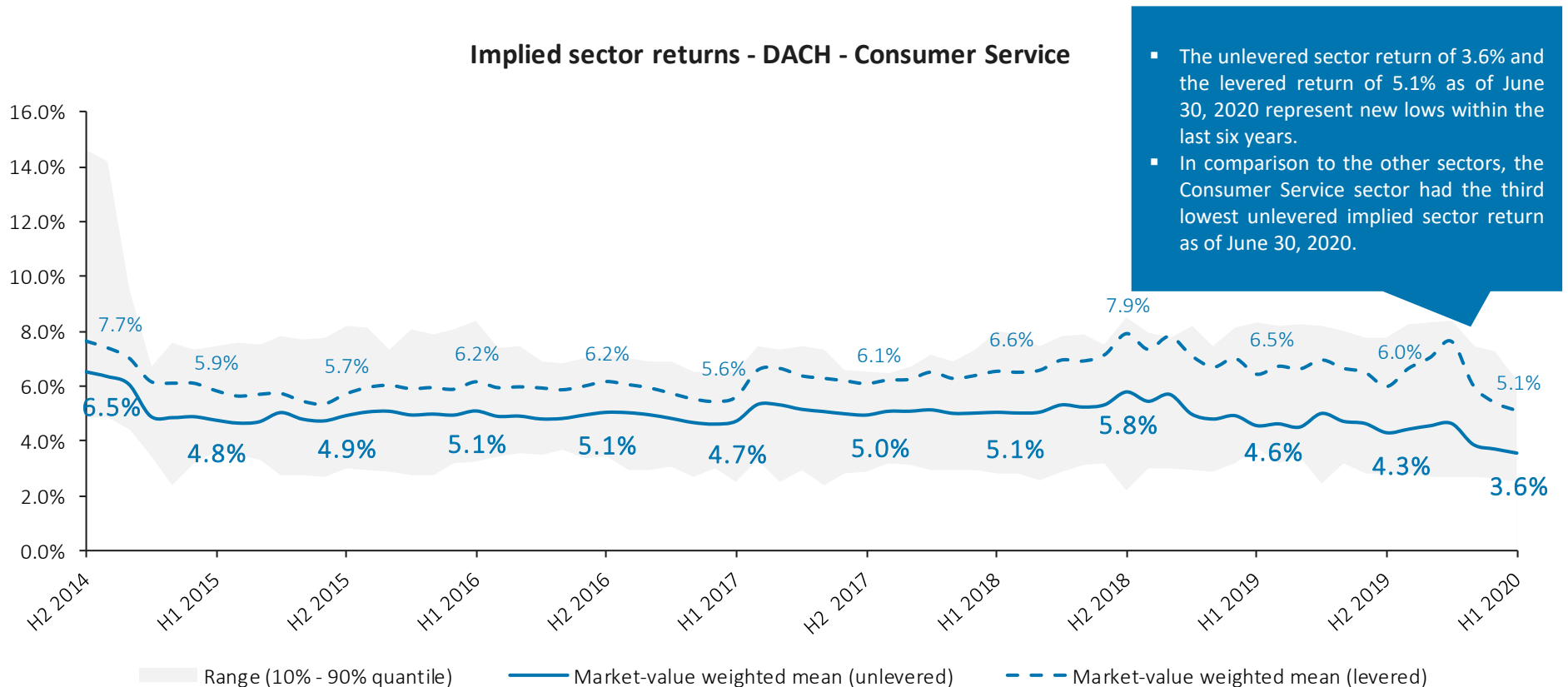
	H2 2014	H1 2015	H2 2015	H1 2016	H2 2016	H1 2017	H2 2017	H1 2018	H2 2018	H1 2019	H2 2019	H1 2020
	12/31/2014	06/30/2015	12/31/2015	06/30/2016	12/31/2016	06/30/2017	12/31/2017	06/30/2018	12/31/2018	06/30/2019	12/31/2019	06/30/2020
Minimum	2.9%	2.7%	1.6%	1.8%	1.3%	2.1%	2.0%	2.0%	2.5%	1.5%	-3.3%	1.9%
Lower quantile	4.3%	3.8%	3.0%	3.4%	3.8%	3.3%	2.9%	2.8%	4.6%	3.4%	3.1%	2.9%
Median	7.5%	5.9%	6.2%	6.4%	6.7%	6.0%	6.2%	6.3%	7.7%	7.3%	6.1%	6.9%
Arithmetic mean	9.8%	7.0%	6.7%	6.6%	6.4%	5.9%	6.1%	6.8%	8.3%	7.6%	6.5%	7.1%
Market-value weighted mean	7.7%	5.9%	5.7%	6.2%	6.2%	5.6%	6.1%	6.6%	7.9%	6.5%	6.0%	5.1%
Upper quantile	20.5%	10.5%	10.7%	8.9%	8.8%	8.2%	8.7%	10.4%	12.0%	10.7%	10.6%	11.6%
Maximum	35.1%	19.0%	14.7%	14.1%	9.5%	10.3%	11.0%	13.8%	17.0%	18.6%	15.1%	15.5%
Market-value weighted debt	20.3%	17.4%	21.5%	25.0%	26.0%	23.9%	32.9%	29.0%	37.0%	41.7%	35.7%	44.4%

Implied sector returns (unlevered) - DACH - Consumer Service

	H2 2014	H1 2015	H2 2015	H1 2016	H2 2016	H1 2017	H2 2017	H1 2018	H2 2018	H1 2019	H2 2019	H1 2020
	12/31/2014	06/30/2015	12/31/2015	06/30/2016	12/31/2016	06/30/2017	12/31/2017	06/30/2018	12/31/2018	06/30/2019	12/31/2019	06/30/2020
Minimum	2.7%	2.1%	1.9%	1.3%	1.2%	2.1%	1.9%	1.7%	2.2%	1.5%	-2.9%	0.5%
Lower quantile	3.6%	3.0%	3.2%	3.4%	2.5%	2.8%	2.8%	2.2%	3.7%	2.8%	2.5%	1.8%
Median	6.4%	5.2%	5.1%	5.0%	5.0%	5.0%	5.2%	5.1%	6.0%	5.1%	4.6%	4.5%
Arithmetic mean	7.9%	5.2%	5.6%	5.3%	5.1%	4.9%	4.9%	5.3%	6.0%	5.7%	4.6%	4.2%
Market-value weighted mean	6.5%	4.8%	4.9%	5.1%	5.1%	4.7%	5.0%	5.1%	5.8%	4.6%	4.3%	3.6%
Upper quantile	14.6%	7.5%	8.2%	8.4%	7.1%	6.5%	6.5%	8.0%	8.5%	8.3%	7.8%	6.2%
Maximum	34.6%	8.3%	11.4%	8.9%	8.3%	8.8%	7.2%	13.1%	9.6%	18.1%	10.7%	10.3%
Market-value weighted debt	20.3%	17.4%	21.5%	25.0%	26.0%	23.9%	32.9%	29.0%	37.0%	41.7%	35.7%	44.4%

Implied Sector Returns

Consumer Service (chart)



Note: The ranges refer to the implied sector returns (unlevered).

Implied Sector Returns

Pharma & Healthcare (table)

Implied sector returns (levered) - DACH - Pharma & Healthcare

	H2 2014	H1 2015	H2 2015	H1 2016	H2 2016	H1 2017	H2 2017	H1 2018	H2 2018	H1 2019	H2 2019	H1 2020
	12/31/2014	06/30/2015	12/31/2015	06/30/2016	12/31/2016	06/30/2017	12/31/2017	06/30/2018	12/31/2018	06/30/2019	12/31/2019	06/30/2020
Minimum	2.0%	1.4%	1.1%	1.4%	1.6%	2.0%	1.9%	1.9%	1.1%	2.4%	1.8%	-0.9%
Lower quantile	3.5%	2.0%	3.7%	3.7%	2.7%	2.9%	2.4%	3.2%	3.3%	3.2%	3.7%	3.0%
Median	6.3%	5.8%	6.1%	6.0%	5.6%	5.8%	5.0%	5.2%	5.7%	5.1%	5.6%	5.1%
Arithmetic mean	6.9%	5.6%	6.6%	5.9%	7.9%	5.9%	5.5%	5.7%	5.8%	5.3%	6.1%	5.4%
Market-value weighted mean	7.4%	6.8%	7.1%	7.1%	7.7%	7.0%	7.1%	7.7%	7.9%	7.1%	7.2%	7.5%
Upper quantile	9.3%	7.5%	8.6%	7.9%	8.0%	7.3%	7.7%	7.9%	9.0%	7.8%	8.0%	8.5%
Maximum	22.2%	11.5%	24.8%	9.2%	76.3%	27.9%	20.2%	23.9%	13.2%	8.9%	14.1%	10.5%
Market-value weighted debt	18.2%	16.8%	18.5%	20.3%	20.6%	20.2%	19.6%	20.2%	20.3%	19.5%	18.4%	19.2%

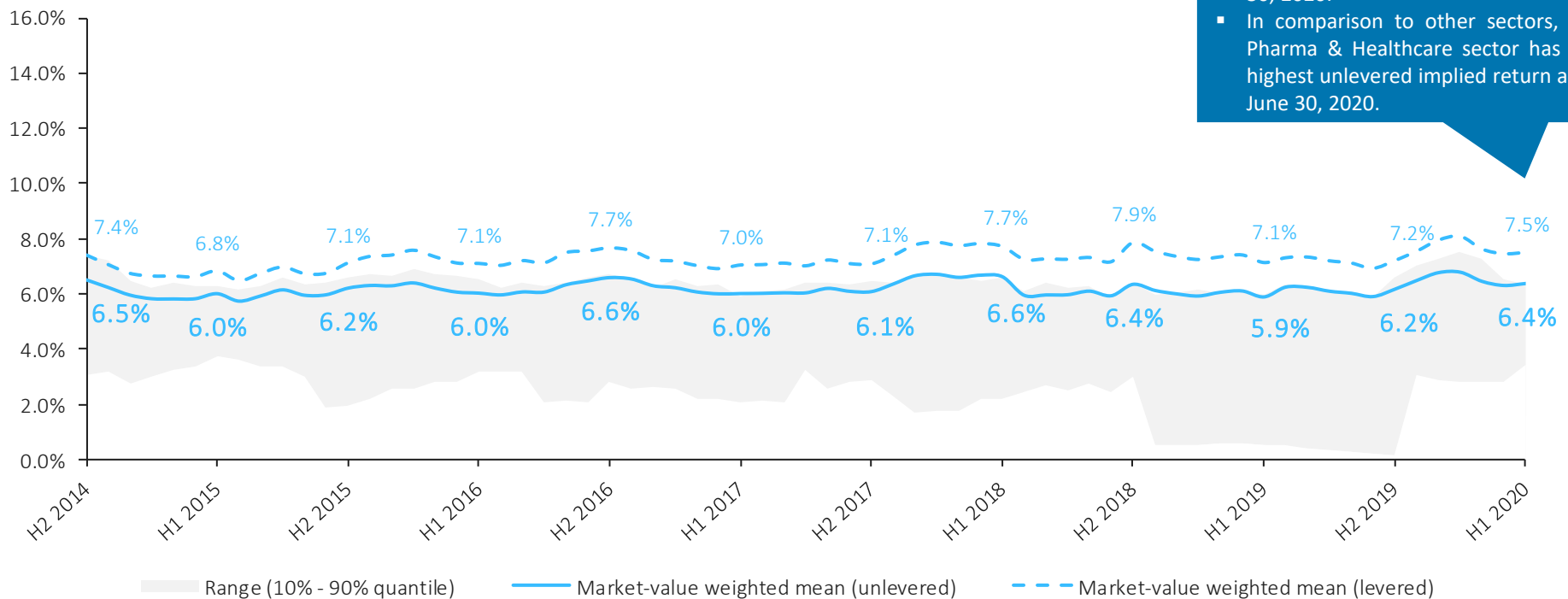
Implied sector returns (unlevered) - DACH - Pharma & Healthcare

	H2 2014	H1 2015	H2 2015	H1 2016	H2 2016	H1 2017	H2 2017	H1 2018	H2 2018	H1 2019	H2 2019	H1 2020
	12/31/2014	06/30/2015	12/31/2015	06/30/2016	12/31/2016	06/30/2017	12/31/2017	06/30/2018	12/31/2018	06/30/2019	12/31/2019	06/30/2020
Minimum	2.0%	1.4%	1.2%	1.3%	1.4%	1.5%	1.4%	1.2%	0.5%	0.2%	1.6%	-0.2%
Lower quantile	3.8%	1.9%	3.2%	2.8%	2.1%	2.9%	2.2%	3.0%	0.5%	0.2%	3.4%	2.6%
Median	5.8%	5.1%	5.2%	4.9%	5.3%	4.8%	4.5%	4.6%	5.0%	4.3%	5.0%	4.5%
Arithmetic mean	5.7%	4.7%	5.0%	4.9%	5.3%	4.6%	5.1%	5.1%	4.2%	3.7%	5.3%	4.5%
Market-value weighted mean	6.5%	6.0%	6.2%	6.0%	6.6%	6.0%	6.1%	6.6%	6.4%	5.9%	6.2%	6.4%
Upper quantile	7.4%	6.3%	6.6%	6.5%	6.7%	5.9%	6.5%	6.6%	6.4%	5.9%	6.6%	6.3%
Maximum	9.2%	6.6%	7.7%	7.6%	18.6%	7.1%	20.1%	21.9%	12.1%	8.0%	14.1%	7.8%
Market-value weighted debt	18.2%	16.8%	18.5%	20.3%	20.6%	20.2%	19.6%	20.2%	20.3%	19.5%	18.4%	19.2%

Implied Sector Returns

Pharma & Healthcare (chart)

Implied sector returns - DACH - Pharma & Healthcare



- The implied sector return (unlevered) of the Pharma & Healthcare sector increased slightly from 6.2% as of December 31, 2019 to 6.4% as of June 30, 2020.
- In comparison to other sectors, the Pharma & Healthcare sector has the highest unlevered implied return as of June 30, 2020.

Note: The ranges refer to the implied sector returns (unlevered).

Implied Sector Returns

Information Technology (table)

Implied sector returns (levered) - DACH - Information Technology

	H2 2014	H1 2015	H2 2015	H1 2016	H2 2016	H1 2017	H2 2017	H1 2018	H2 2018	H1 2019	H2 2019	H1 2020
	12/31/2014	06/30/2015	12/31/2015	06/30/2016	12/31/2016	06/30/2017	12/31/2017	06/30/2018	12/31/2018	06/30/2019	12/31/2019	06/30/2020
Minimum	0.9%	-1.4%	1.0%	1.7%	0.2%	2.1%	0.5%	0.2%	1.3%	0.1%	1.2%	2.0%
Lower quantile	5.0%	4.6%	4.4%	3.8%	4.6%	3.6%	3.6%	3.4%	4.3%	3.3%	3.7%	3.8%
Median	7.6%	6.2%	6.5%	6.2%	6.6%	5.5%	5.5%	5.0%	7.3%	5.4%	5.9%	5.6%
Arithmetic mean	7.6%	6.4%	6.6%	6.3%	7.5%	5.7%	5.7%	5.6%	7.8%	5.8%	6.1%	7.8%
Market-value weighted mean	7.4%	6.9%	6.7%	7.0%	6.6%	6.0%	6.1%	5.7%	7.0%	5.7%	6.1%	6.1%
Upper quantile	10.8%	9.2%	8.7%	7.9%	10.1%	7.6%	6.9%	7.6%	12.1%	9.0%	8.5%	8.6%
Maximum	14.1%	11.7%	18.6%	16.5%	35.0%	15.8%	28.2%	28.2%	26.6%	13.0%	15.5%	120.9%
Market-value weighted debt	16.3%	14.1%	10.7%	11.0%	8.5%	6.8%	5.5%	11.9%	18.0%	13.5%	11.8%	13.4%

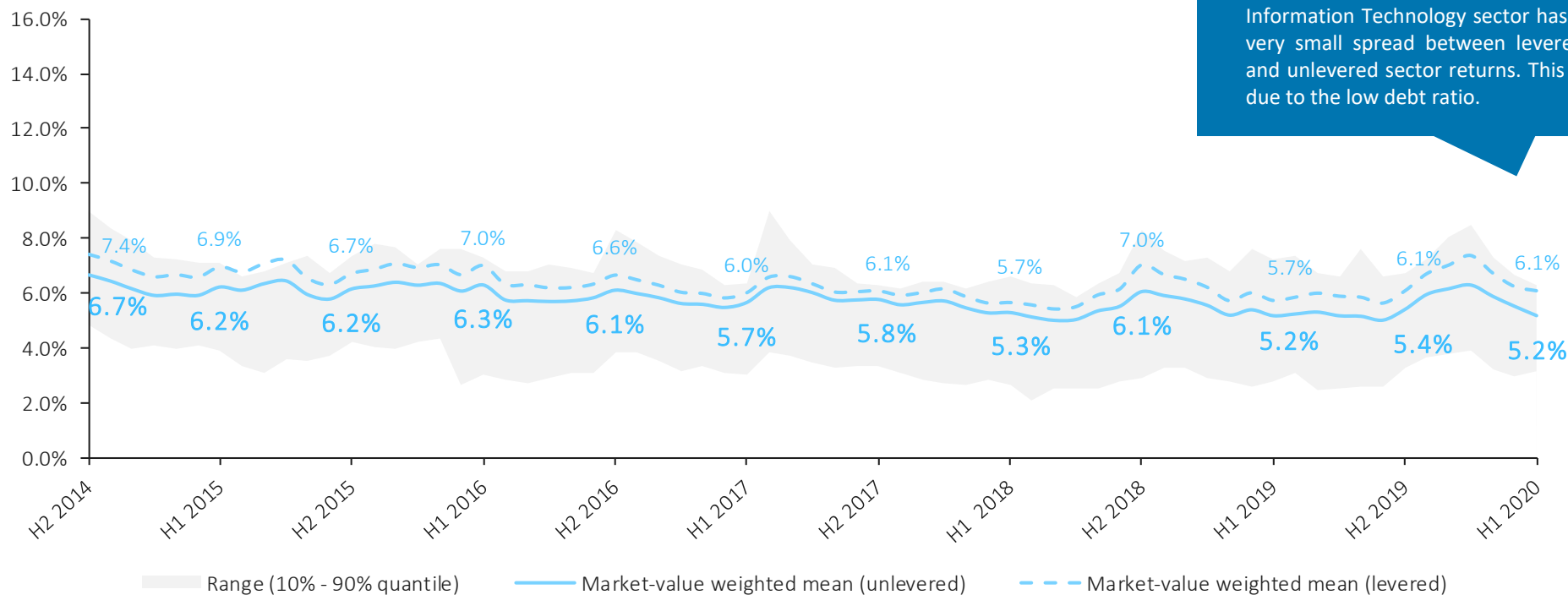
Implied sector returns (unlevered) - DACH - Information Technology

	H2 2014	H1 2015	H2 2015	H1 2016	H2 2016	H1 2017	H2 2017	H1 2018	H2 2018	H1 2019	H2 2019	H1 2020
	12/31/2014	06/30/2015	12/31/2015	06/30/2016	12/31/2016	06/30/2017	12/31/2017	06/30/2018	12/31/2018	06/30/2019	12/31/2019	06/30/2020
Minimum	2.2%	1.3%	1.0%	1.2%	0.2%	2.0%	0.5%	0.7%	0.2%	1.7%	1.2%	0.5%
Lower quantile	4.8%	3.9%	4.2%	3.0%	3.9%	3.0%	3.3%	2.6%	2.9%	2.8%	3.3%	3.1%
Median	6.6%	5.4%	5.4%	5.3%	6.0%	5.0%	5.1%	4.9%	5.6%	4.5%	4.9%	4.6%
Arithmetic mean	6.7%	5.5%	5.7%	5.4%	6.6%	5.0%	4.9%	4.6%	5.7%	4.9%	4.8%	5.1%
Market-value weighted mean	6.7%	6.2%	6.2%	6.3%	6.1%	5.7%	5.8%	5.3%	6.1%	5.2%	5.4%	5.2%
Upper quantile	9.0%	7.1%	7.4%	7.3%	8.3%	6.3%	6.3%	6.6%	8.3%	7.2%	6.7%	6.3%
Maximum	10.6%	9.5%	17.6%	15.4%	33.4%	11.2%	9.5%	7.6%	10.1%	10.6%	8.1%	33.2%
Market-value weighted debt	16.3%	14.1%	10.7%	11.0%	8.5%	6.8%	5.5%	11.9%	18.0%	13.5%	11.8%	13.4%

Implied Sector Returns

Informational Technology (chart)

Implied sector returns - DACH - Information Technology



- The implied sector return (unlevered) of the Information Technology sector decreased from 5.4% as of December 31, 2019 to 5.2% as of June 30, 2020.
- In comparison to other sectors, the Information Technology sector has a very small spread between levered and unlevered sector returns. This is due to the low debt ratio.

Note: The ranges refer to the implied sector returns (unlevered).

Implied Sector Returns

Utilities (table)

Implied sector returns (levered) - DACH - Utilities

	H2 2014	H1 2015	H2 2015	H1 2016	H2 2016	H1 2017	H2 2017	H1 2018	H2 2018	H1 2019	H2 2019	H1 2020
	12/31/2014	06/30/2015	12/31/2015	06/30/2016	12/31/2016	06/30/2017	12/31/2017	06/30/2018	12/31/2018	06/30/2019	12/31/2019	06/30/2020
Minimum	3.8%	3.9%	4.9%	5.2%	4.8%	5.5%	4.5%	4.8%	5.3%	3.9%	5.0%	5.1%
Lower quantile	4.9%	5.4%	5.2%	6.8%	5.7%	5.5%	5.2%	5.6%	5.7%	4.2%	5.0%	5.2%
Median	7.1%	6.5%	7.0%	7.5%	7.4%	7.5%	6.2%	6.6%	7.0%	5.0%	5.9%	6.6%
Arithmetic mean	7.0%	7.8%	7.0%	7.6%	7.7%	7.7%	6.8%	6.9%	7.2%	5.6%	6.1%	6.6%
Market-value weighted mean	6.9%	8.3%	7.6%	8.3%	8.2%	8.6%	7.4%	7.3%	7.3%	5.7%	6.4%	7.1%
Upper quantile	9.4%	11.5%	8.7%	8.9%	10.2%	9.7%	8.6%	8.6%	9.3%	7.4%	7.3%	8.0%
Maximum	10.1%	14.6%	9.7%	9.4%	10.5%	11.8%	10.7%	9.0%	9.6%	8.9%	8.3%	8.7%
Market-value weighted debt	118.4%	107.9%	158.5%	124.5%	139.9%	101.6%	89.8%	80.7%	61.3%	60.2%	76.6%	72.8%

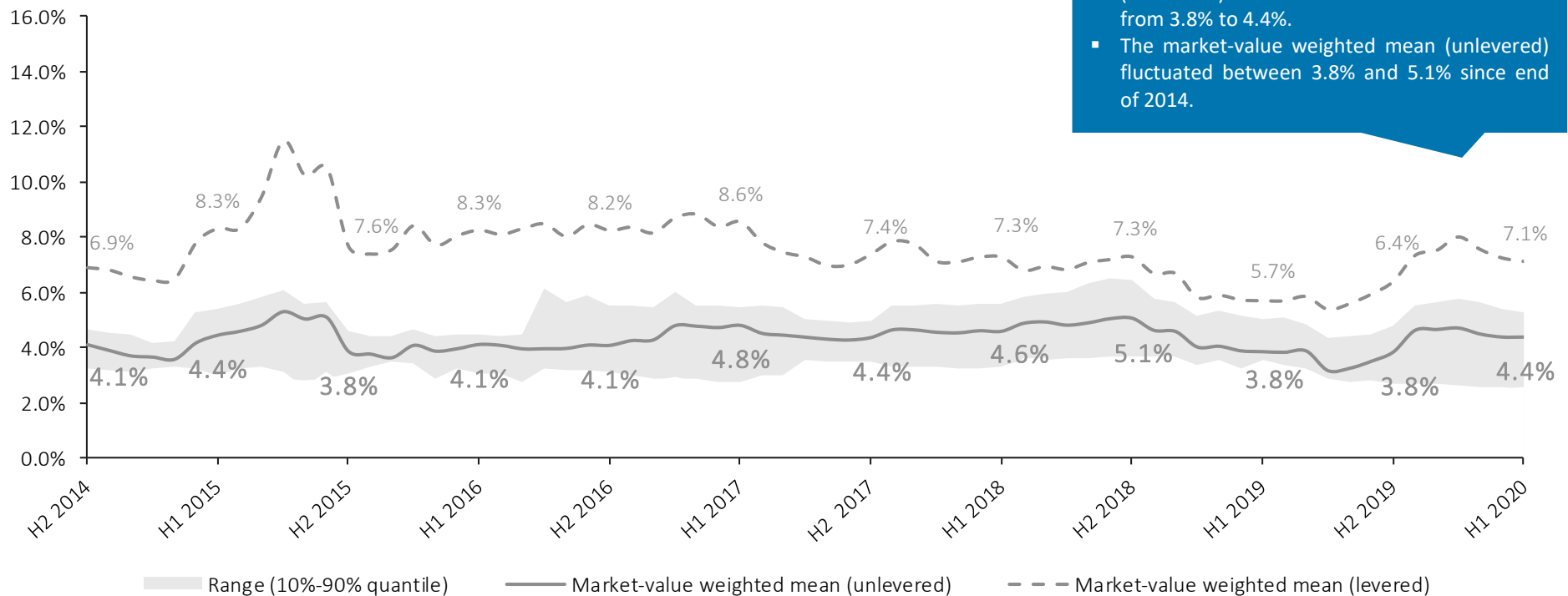
Implied sector returns (unlevered) - DACH - Utilities

	H2 2014	H1 2015	H2 2015	H1 2016	H2 2016	H1 2017	H2 2017	H1 2018	H2 2018	H1 2019	H2 2019	H1 2020
	12/31/2014	06/30/2015	12/31/2015	06/30/2016	12/31/2016	06/30/2017	12/31/2017	06/30/2018	12/31/2018	06/30/2019	12/31/2019	06/30/2020
Minimum	2.8%	3.0%	2.6%	2.9%	2.6%	2.7%	3.0%	2.8%	3.1%	2.5%	2.3%	2.5%
Lower quantile	3.0%	3.0%	3.0%	3.1%	2.7%	3.5%	3.3%	3.6%	3.5%	2.7%	2.6%	3.0%
Median	4.2%	4.0%	3.8%	3.6%	4.1%	4.2%	4.1%	4.1%	4.6%	3.3%	4.0%	4.7%
Arithmetic mean	4.0%	4.2%	3.7%	3.7%	4.1%	4.5%	4.1%	4.4%	4.8%	3.7%	3.8%	4.4%
Market-value weighted mean	4.1%	4.4%	3.8%	4.1%	4.1%	4.8%	4.4%	4.6%	5.1%	3.8%	3.8%	4.4%
Upper quantile	4.7%	5.4%	4.6%	4.5%	5.5%	5.4%	5.0%	5.6%	6.5%	5.0%	4.8%	5.3%
Maximum	4.8%	7.2%	4.7%	4.9%	6.0%	6.9%	5.3%	5.6%	7.6%	5.5%	5.2%	5.3%
Market-value weighted debt	118.4%	107.9%	158.5%	124.5%	139.9%	101.6%	89.8%	80.7%	61.3%	60.2%	76.6%	72.8%

Implied Sector Returns

Utilities (chart)

Implied sector returns - DACH - Utilities



Note: The ranges refer to the implied sector returns (unlevered).

7 Sector returns

b. Historical returns (ex-post analysis)

Historical Sector Returns

Background & approach

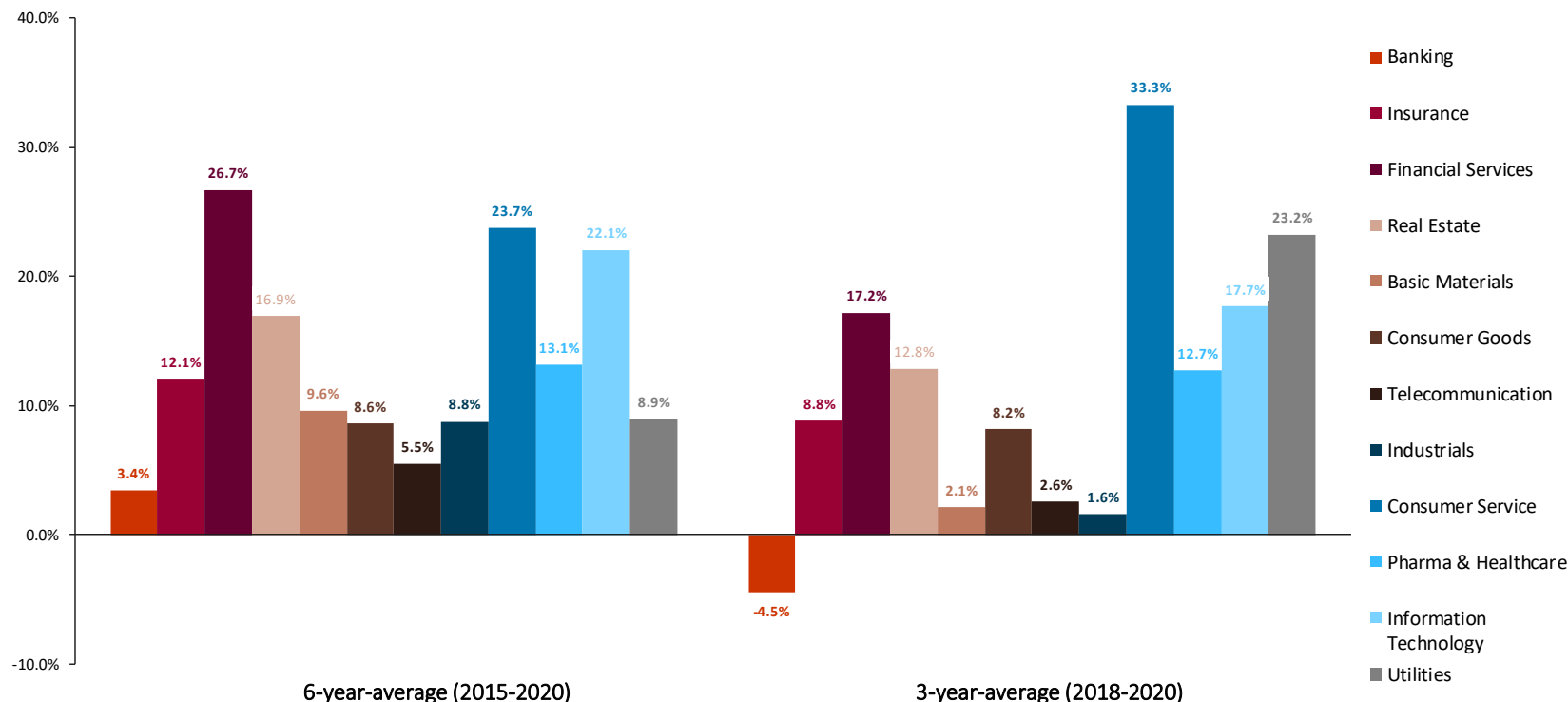
In **addition** to the **determination of historical market returns**, we calculate **historical sector returns**. This option creates an **alternative approach**, like the implied sector returns, to the ex-post analysis of the determination of costs of capital based on regression analyses following the **CAPM**.

Our analysis contains so-called **total shareholder returns** analogous to the return triangles for the German, Austrian and Swiss total return indices. This means, we consider the **share price development** as well as the **dividend yield**, whereas the share price development generally represents the main component of the total shareholder return.

We calculate the **annual total shareholder returns as of June 30**, for every DAX Sector All Index, WBI, and SPI listed company. Afterwards, we aggregate those returns market-value weighted **to sector returns**. Our calculations comprise the time period between 2015 and 2020. Since annual total shareholder returns tend to fluctuate to a great extent, their explanatory power is limited. Therefore, we do not only calculate the 1-year market-value weighted means, but furthermore calculate the 3-year (2018-2020) and the 6-year (2015-2020) averages.

Historical Sector Returns

Annual total shareholder returns as of June 30, 2020



Annual total shareholder returns by sector

	Banking	Insurance	Financial Services	Real Estate	Basic Materials	Consumer Goods	Telecommunication	Industrials	Consumer Service	Pharma & Healthcare	Information Technology	Utilities
June 30, 2015	27.8%	21.6%	45.9%	27.2%	24.0%	14.6%	17.4%	12.0%	23.4%	32.6%	19.8%	-13.3%
June 30, 2016	-29.1%	-3.7%	28.0%	24.9%	-15.6%	-4.8%	-4.0%	3.9%	-0.7%	-1.6%	11.8%	-12.5%
June 30, 2017	35.2%	28.0%	34.7%	10.9%	42.8%	17.5%	11.7%	32.0%	19.7%	9.6%	47.8%	9.7%
June 30, 2018	-2.1%	4.5%	19.9%	16.5%	1.3%	0.6%	-8.7%	-1.1%	9.2%	-3.0%	25.5%	24.1%
June 30, 2019	-9.7%	25.9%	7.2%	6.3%	1.0%	15.5%	12.4%	2.2%	-3.6%	23.4%	16.6%	19.6%
June 30, 2020	-1.7%	-4.0%	24.6%	15.6%	4.2%	8.4%	4.1%	3.7%	94.4%	17.7%	10.8%	26.0%

8 Trading multiples

Trading Multiples

Background & approach

Besides absolute valuation models (earnings value, DCF), the **multiples approach** offers a practical way for an enterprise value estimation. The multiples method estimates a company's value **relative** to another company's value. Following this approach, the enterprise value results from the product of a reference value (revenue or earnings values are frequently used) of the company with the respective multiples of **similar companies**.

Within this capital market study, we analyze **multiples for the "super - sectors"** as well as **multiples for the DACH market** consisting of the German, Austrian and Swiss capital markets (DAX Sector All Index, ATX and SPI). We will look at the following multiples:

- Revenue-Multiples (" EV^1 /Revenue")
- EBIT-Multiples (" EV^1 /EBIT")
- Price-to-Earnings-Multiples (" P/E ")
- Price-to-Book Value-Multiples (" EqV^2 /BV")

Multiples are presented for two different reference values. Firstly, the reference values are based on a company's realized trailing last 12 months, which represent its financial performance for the past 12-month period (so-called **trailing-multiples**, in the following "**LTM**"). Secondly, the reference values are based on one-year forecasts of analysts (so-called **forward-multiples**, in the following "**1yf**"). Both approaches are typically not limited to the end of the fiscal year. The Price-to-Book Value-Multiples are calculated with the book values as of the reference date (June 30, 2020).

1) Enterprise Value.

2) Equity Value.

We present historical multiples since December 31, 2014 in the appendix and will update the applied multiples **semi-annually at the predefined reference date (as of December 31 and as of June 30)**.

We provide a graphical, as well as a tabular illustration of the multiples as of June 30, 2020 on the following slides.

Additional to the **arithmetic mean** and **median** as essential average sizes, we show the minimum, the maximum, the standard deviation and the number of companies. For the purpose of **simplification**, we exclude negative multiples and multiples in the highest quantile (95%). The multiples in the lowest quantile (5%) build the lower limit.

To calculate the multiples, we source the data (i.e. Market Cap., Revenue, EBIT, etc.) from the data provider S&P Capital IQ.

Additionally, we present a **ranking table** of the sector multiples. In a first step, the sector multiples are sorted from highest to lowest for each analyzed multiple. The resulting score in the ranking is displayed in the table and visualized by a color code that assigns a **red color** to the **highest rank** and a dark **green color** to the **lowest rank**. Thus, a red colored high rank indicates a high valuation level, whereas a green colored low rank suggests a low valuation level. In a second step, we aggregate the rankings and calculate an average of all single rankings for each sector multiple. This is shown in the right column of the ranking table. This **average ranking** indicates the overall **relative valuation levels** of the sectors when using multiples.

Trading Multiples

Sector multiples – Median LTM and 1yf as of June 30, 2020

Sector	EV/Revenue		EV/EBIT		P/E		EqV/BV
	LTM	1yf	LTM	1yf	LTM	1yf	
Banking	n.a.	n.a.	n.a.	n.a.	14.9x	14.5x	0.8x
Insurance	n.a.	n.a.	n.a.	n.a.	11.6x	16.6x	0.9x
Financial Services	n.a.	n.a.	n.a.	n.a.	21.8x	24.6x	1.1x
Real Estate	10.8x	14.2x	30.1x	23.0x	12.9x	21.5x	1.1x
Basic Materials	1.3x	1.4x	18.9x	25.8x	21.0x	19.9x	1.2x
Consumer Goods	1.1x	1.3x	27.4x	24.9x	21.6x	28.5x	1.4x
Telecommunication	1.5x	1.7x	20.6x	21.4x	12.6x	20.8x	1.4x
Industrials	1.1x	1.4x	20.9x	23.3x	24.4x	27.8x	1.8x
Consumer Service	1.8x	2.0x	23.5x	38.0x	16.4x	33.5x	1.7x
Pharma & Healthcare	4.7x	5.0x	31.8x	31.2x	34.7x	35.3x	2.8x
Information Technology	1.5x	1.6x	26.7x	28.6x	29.6x	31.2x	2.5x
Utilities	2.2x	2.1x	22.6x	19.7x	28.5x	19.1x	2.1x
DACH	1.5x	1.7x	24.2x	24.7x	20.9x	25.1x	1.5x

Reading example:

The median of the Industrials EV/EBIT ratio calculated on the basis of the last 12 months is 20.9x as of June 30, 2020.

EUR 200 m in EBIT over the last twelve months would hence result in an enterprise value of EUR 4,180 m.

Note: For companies in the Banking, Insurance and Financial Services sectors, Revenue- and EBIT-Multiples are not meaningful and thus are not reported.

Trading Multiples

Sector multiples ranking based on median (LTM and 1yf as of June 30, 2020)

Sector	EV/Revenue		EV/EBIT		P/E		EqV/BV	Ø Ranking
	LTM	1yf	LTM	1yf	LTM	1yf		
Banking	n.a.	n.a.	n.a.	n.a.	9	12	12	11.0
Insurance	n.a.	n.a.	n.a.	n.a.	12	11	11	11.3
Financial Services	n.a.	n.a.	n.a.	n.a.	5	6	9	6.7
Real Estate	1	1	2	7	10	7	10	5.4
Basic Materials	7	8	9	4	7	9	8	7.4
Consumer Goods	8	9	3	5	6	4	6	5.9
Telecommunication	6	5	8	8	11	8	7	7.6
Industrials	9	7	7	6	4	5	4	6.0
Consumer Service	4	4	5	1	8	2	5	4.1
Pharma & Healthcare	2	2	1	2	1	1	1	1.4
Information Technology	5	6	4	3	2	3	2	3.6
Utilities	3	3	6	9	3	10	3	5.3

The Banking and Insurance sectors show the least expensive valuation levels of all sectors.

The Pharma & Healthcare sector shows the highest multiples on average, followed by the Information Technology sector.

The EqV/BV-Multiple of the Utilities sector ranks 3rd highest in a comparison of all sectors. Overall, the average ranking of the Utilities sector is 5.3, indicating a medium to high valuation level.

Note: Multiples are ranked from highest to lowest values: 1 – highest (red), 9/12 – lowest (dark green).

Trading Multiples

Sector multiples detailed (1/4)

LTM and 1yf as of June 30, 2020

		EV/Revenue		EV/EBIT		P/E		EqV/BV
		LTM	1yf	LTM	1yf	LTM	1yf	
DACH	Min	0.4x	0.5x	8.6x	13.4x	3.3x	10.0x	0.3x
	Arithmetic mean	3.2x	3.3x	30.0x	31.0x	26.3x	30.9x	2.3x
	Median	1.5x	1.7x	24.2x	24.7x	20.9x	25.1x	1.5x
	Max	20.0x	20.5x	111.6x	106.1x	118.8x	97.3x	10.3x
	Standard deviation	4.1x	3.8x	19.1x	17.6x	19.7x	17.9x	2.0x
	Number of companies	497	308	356	257	404	251	522
Banking	Min	-	-	-	-	5.7x	10.6x	0.4x
	Arithmetic mean	-	-	-	-	15.6x	14.4x	1.0x
	Median	-	-	-	-	14.9x	14.5x	0.8x
	Max	-	-	-	-	42.2x	18.8x	2.6x
	Standard deviation	-	-	-	-	7.7x	3.2x	0.5x
	Number of companies	-	-	-	-	33	9	28
Insurance	Min	-	-	-	-	8.7x	10.3x	0.5x
	Arithmetic mean	-	-	-	-	13.4x	17.7x	1.3x
	Median	-	-	-	-	11.6x	16.6x	0.9x
	Max	-	-	-	-	19.3x	36.5x	5.2x
	Standard deviation	-	-	-	-	3.7x	7.4x	1.2x
	Number of companies	-	-	-	-	11	10	13
Financial Services	Min	-	-	-	-	4.4x	13.3x	0.4x
	Arithmetic mean	-	-	-	-	26.7x	32.3x	1.9x
	Median	-	-	-	-	21.8x	24.6x	1.1x
	Max	-	-	-	-	107.4x	88.8x	10.1x
	Standard deviation	-	-	-	-	25.3x	20.3x	1.9x
	Number of companies	-	-	-	-	28	10	35

Reading example:

The average (arithmetic mean) DACH EV/Revenue-ratio calculated on the basis of the last 12 months is 3.2x as of the reference date June 30, 2020.

EUR 300 m in revenues over the last twelve months would result in an enterprise value of EUR 960 m.

Note: For companies in the Banking, Insurance and Financial Services sector, Revenues- and EBIT-Multiples are not meaningful and thus are not reported. For historical developments of the multiples please refer to the appendix (cf. 85 et seq.).

Trading Multiples

Sector multiples detailed (2/4)

LTM and 1yf as of June 30, 2020

		EV/Revenue		EV/EBIT		P/E		EqV/BV
		LTM	1yf	LTM	1yf	LTM	1yf	
Real Estate	Min	1.2x	2.2x	3.3x	10.2x	3.3x	10.2x	0.5x
	Arithmetic mean	11.0x	12.4x	34.0x	24.3x	14.0x	21.5x	1.1x
	Median	10.8x	14.2x	30.1x	23.0x	12.9x	21.5x	1.1x
	Max	20.0x	20.5x	47.1x	55.6x	47.1x	55.6x	2.2x
	Standard deviation	4.9x	5.6x	7.7x	9.8x	7.7x	9.8x	0.4x
	Number of companies	38	15	45	27	40	19	48
Basic Materials	Min	0.5x	0.5x	8.7x	14.4x	4.6x	10.0x	0.4x
	Arithmetic mean	2.3x	2.0x	27.6x	33.2x	23.0x	27.4x	2.1x
	Median	1.3x	1.4x	18.9x	25.8x	21.0x	19.9x	1.2x
	Max	14.4x	9.5x	83.1x	76.2x	48.1x	75.4x	10.3x
	Standard deviation	2.9x	1.9x	19.4x	20.0x	14.1x	17.1x	2.4x
	Number of companies	30	26	25	22	23	19	30
Consumer Goods	Min	0.4x	0.5x	9.0x	13.9x	4.0x	15.5x	0.3x
	Arithmetic mean	1.5x	1.5x	34.7x	37.3x	24.7x	37.2x	2.0x
	Median	1.1x	1.3x	27.4x	24.9x	21.6x	28.5x	1.4x
	Max	9.0x	4.9x	105.3x	106.1x	83.4x	97.3x	7.1x
	Standard deviation	1.4x	1.1x	22.4x	24.0x	15.3x	22.9x	1.6x
	Number of companies	71	38	45	29	42	26	64

Reading example:

The median Real Estate EV/EBIT-ratio calculated on the basis of the expected EBIT (1-year forward) is 23.0x as of the reference date June 30, 2020.

An expected EBIT of EUR 30 m would result in an enterprise value of EUR 690 m.

Note: For companies in the Banking, Insurance and Financial Services sector, Revenues- and EBIT-Multiples are not meaningful and thus are not reported. For historical developments of the multiples please refer to the appendix (cf. 85 et seq.).

Trading Multiples

Sector multiples detailed (3/4)

LTM and 1yf as of June 30, 2020

		EV/Revenue		EV/EBIT		P/E		EqV/BV
		LTM	1yf	LTM	1yf	LTM	1yf	
Telecommunication	Min	0.5x	1.1x	11.2x	15.8x	9.9x	10.6x	0.8x
	Arithmetic mean	1.7x	2.2x	28.2x	22.2x	27.1x	22.4x	1.9x
	Median	1.5x	1.7x	20.6x	21.4x	12.6x	20.8x	1.4x
	Max	3.3x	3.3x	62.8x	31.5x	100.0x	37.9x	4.3x
	Standard deviation	1.0x	0.8x	16.9x	5.2x	30.4x	10.4x	1.1x
	Number of companies	13	9	7	5	7	6	11
Industrials	Min	0.4x	0.5x	8.6x	13.6x	4.7x	11.3x	0.5x
	Arithmetic mean	1.8x	2.1x	25.7x	30.3x	29.4x	31.4x	2.4x
	Median	1.1x	1.4x	20.9x	23.3x	24.4x	27.8x	1.8x
	Max	10.7x	9.4x	111.6x	93.7x	118.8x	94.6x	10.0x
	Standard deviation	1.8x	1.8x	17.1x	17.6x	20.6x	15.8x	2.0x
	Number of companies	165	112	116	88	108	76	140
Consumer Service	Min	0.4x	0.6x	8.9x	14.0x	6.6x	10.5x	0.3x
	Arithmetic mean	3.2x	2.6x	31.9x	40.1x	24.6x	39.5x	2.8x
	Median	1.8x	2.0x	23.5x	38.0x	16.4x	33.5x	1.7x
	Max	19.9x	8.8x	96.6x	84.7x	80.9x	77.2x	9.4x
	Standard deviation	4.2x	2.3x	25.1x	21.1x	17.5x	22.7x	2.6x
	Number of companies	49	20	30	14	22	12	38

Reading example:

The average (arithmetic mean) Industrials P/E-ratio calculated on the basis of expected earnings (1-year forward) is 31.4x as of the reference date June 30, 2020.

Expected earnings of EUR 20 m would result in an equity value of EUR 628 m.

Note: For companies in the Banking, Insurance and Financial Services sector, Revenues- and EBIT-Multiples are not meaningful and thus are not reported. For historical developments of the multiples please refer to the appendix (cf. 85 et seq.).

Trading Multiples

Sector multiples detailed (4/4)

LTM and 1yf as of June 30, 2020

		EV/Revenue		EV/EBIT		P/E		EqV/BV
		LTM	1yf	LTM	1yf	LTM	1yf	
Pharma & Healthcare	Min	0.5x	0.6x	9.8x	13.4x	6.5x	15.0x	0.7x
	Arithmetic mean	6.2x	6.9x	35.2x	33.2x	38.2x	37.8x	3.7x
	Median	4.7x	5.0x	31.8x	31.2x	34.7x	35.3x	2.8x
	Max	19.8x	19.9x	98.7x	77.9x	105.6x	90.2x	9.1x
	Standard deviation	5.2x	4.9x	20.0x	16.9x	21.3x	19.9x	2.3x
	Number of companies	50	38	29	24	28	22	46
Information Technology	Min	0.4x	0.5x	10.2x	13.5x	4.7x	15.3x	0.3x
	Arithmetic mean	2.6x	2.7x	29.7x	30.0x	34.4x	36.0x	2.8x
	Median	1.5x	1.6x	26.7x	28.6x	29.6x	31.2x	2.5x
	Max	13.2x	12.9x	76.9x	65.7x	107.0x	76.2x	7.0x
	Standard deviation	2.6x	2.7x	15.5x	12.6x	22.1x	16.0x	1.7x
	Number of companies	69	44	50	41	50	35	58
Utilities	Min	1.1x	1.1x	15.5x	15.2x	8.6x	15.0x	0.7x
	Arithmetic mean	4.3x	4.1x	27.6x	20.3x	31.7x	21.0x	2.2x
	Median	2.2x	2.1x	22.6x	19.7x	28.5x	19.1x	2.1x
	Max	16.7x	12.8x	41.6x	30.4x	66.8x	30.2x	6.0x
	Standard deviation	4.8x	4.0x	9.1x	4.6x	15.9x	5.3x	1.4x
	Number of companies	12	6	9	7	12	7	11

Reading example:

The median Utilities EqV/BV is 2.1x as of the reference date June 30, 2020.

A BV of EUR 100 m would result in an equity value of EUR 210 m.

Note: For companies in the Banking, Insurance and Financial Services sector, Revenues- and EBIT-Multiples are not meaningful and thus are not reported. For historical developments of the multiples please refer to the appendix (cf. 85 et seq.).

Trading Multiples

Country multiples detailed

LTM and 1yf as of June 30, 2020

		EV/Revenue		EV/EBIT		P/E		EqV/BV
		LTM	1yf	LTM	1yf	LTM	1yf	
Germany	Min	0.4x	0.5x	8.6x	13.5x	4.0x	10.0x	0.3x
	Arithmetic mean	3.1x	3.0x	31.7x	32.3x	28.3x	31.6x	2.3x
	Median	1.4x	1.5x	25.7x	25.0x	22.1x	25.2x	1.7x
	Max	20.0x	20.5x	111.6x	106.1x	115.6x	97.3x	9.9x
	Standard deviation	4.0x	3.5x	21.1x	18.9x	21.5x	18.6x	1.9x
	Number of companies	315	184	203	151	211	144	294
Austria	Min	0.6x	0.7x	8.7x	15.3x	4.2x	10.6x	0.4x
	Arithmetic mean	3.0x	4.0x	24.9x	25.7x	18.3x	27.6x	1.3x
	Median	1.2x	1.4x	19.3x	20.4x	15.2x	18.0x	0.9x
	Max	18.3x	19.9x	83.1x	71.8x	46.6x	76.6x	3.5x
	Standard deviation	4.2x	5.4x	16.8x	15.4x	10.6x	20.9x	0.9x
	Number of companies	39	25	34	19	42	20	54
Switzerland	Min	0.4x	0.5x	9.0x	13.4x	3.3x	10.3x	0.4x
	Arithmetic mean	3.5x	3.7x	28.4x	30.0x	25.7x	30.5x	2.5x
	Median	1.9x	2.2x	25.2x	24.9x	20.9x	25.7x	1.5x
	Max	19.8x	19.1x	98.7x	97.5x	118.8x	90.2x	10.3x
	Standard deviation	4.1x	3.9x	15.4x	15.0x	18.3x	15.8x	2.2x
	Number of companies	143	99	119	87	151	87	174

- Austria shows lower (median and mean) valuation levels than Germany and Switzerland. While on the one hand Austrian companies in general have a different regional focus than German and Swiss companies*, on the other hand the lower valuation level can be attributable to the different industry mix of listed companies (e.g. high share of banks and insurance companies in Austria).

* I.e. on average a comparably high exposure to Central Eastern Europe.

Appendix

Composition of the sectors of DAX Sector All Index, WBI and SPI as of June 30, 2020

Appendix

Composition of each **finexpert** sector as of June 30, 2020

Banking

Germany

AAREAL BANK AG
COMMERZBANK AG
DEUTSCHE BANK AG
DT. PFANDBRIEFBK AG
PROCREDIT HOLDING AG
WUESTENROT & WUERTTEMBERG AG

Austria

BANK FUER TIROL UND VBG AG
BAWAG AG
BKS BANK AG
ERSTE GROUP BANK AG
OBERBANK AG
RAIFFEISEN BANK INTERNATIONAL AG

Switzerland

BANK LINTH LLB AG
BASELSTADT. KANTONALBANK AG
BASLER KANTONALBANK SA
BC DE GENEVE SA
BC DU JURA SA
BC VAUDOISE SA
BERNER KANTONALBANK AG
CEMBRA MONEY BANK AG
CREDIT SUISSE GROUP AG
EFG INTERNATIONAL AG
GLARNER KANTONALBANK AG
GRAUB KANTONALBANK AG
HYPOTHEKARBANK LENZBURG AG
JULIUS BAER EUROPE AG
LUZERNER KANTONALBANK AG
SCHWEIZERISCHE NATIONALBANK AG
ST GALLER KANTONALBANK AG
THURGAUER KANTONALBANK AG
UBS GROUP AG
VALIANT BANK AG
VONTOBEL EUROPE AG
WALLISER KANTONALBANK AG
ZUGER KANTONALBANK AG

Insurance

Germany

ALLIANZ SE
DFV DEUTSCHE FAMILIENVERSICHERUNG AG
HANNOVER RUECK SE
MUENCHNER RUECK AG
TALANX AG

Austria

UNIQA INSURANCE GROUP AG
VIENNA INSURANCE GROUP AG

Switzerland

BALOISE HOLDING AG
HELVETIA HOLDING AG
SWISS LIFE HOLDING AG
SWISS RE AG
VAUDOISE VERSICHERUNGEN HOLDING SA
ZURICH INSURANCE AG

Financial Services

Germany

ALBIS LEASING AG
CAPSENIXX AG
COMDIRECT BANK AG
CREDITSHF AG
DEUTSCHE BETEILIGUNGS AG
DEUTSCHE BOERSE AG
DEUTSCHE CANNABIS AG
DF DEUTSCHE FORFAIT AG
DWS GROUP GMBH & CO KGAA
ERWE IMMOBILIEN AG
FORIS AG
FRITZ NOLS AG
GRENKE AG
HEIDELBERGER BETEILIGUNGSHOLDING AG
HESSE NEWMAN CAPITAL AG
HYPOPORT AG
KAP BETEILIGUNGS-AG
MAIER & PARTNER AG
MLP AG
OVB HOLDING AG
PEARL GOLD AG
PONGS & ZAHN AG
SIXT LEASING SE
SPOBAG
VALUE MANAGEMENT & RESEARCH AG
VDN AG
WCM BETEILIGUNGS- UND GRUNDBESITZ-AG
WEBAC HOLDING AG

Austria

ADDIKO BANK AG
BURGENLAND HOLDING AG
UNTERNEHMENS INVEST AG
WIENER PRIVATBANK SE

Switzerland

BANQUE PROFIL DE GESTION SA
BELLEVUE GROUP AG
COMPAGNIE FINANCIERE TRADITION SA
GLOBAL ASSET MGMT AG

LEONTEQ AG
PARTNERS GROUP HOLDING AG
PRIVATE EQUITY HOLDING AG
SPCE PRIVATE EQUITY AG
SWISSQUOTE GROUP HOLDING LTD
VALARTIS GROUP AG
VZ HOLDING AG

Appendix

Composition of each **finexpert** sector as of June 30, 2020

Real Estate

Germany

A.A.A. AG
ACCENTRO REAL ESTATE AG
ADLER REAL ESTATE AG
ALSTRIA OFFICE REIT-AG
DEMIRE DT. MITTELSTAND REAL ESTATE AG
DEUTSCHE EUROSHOP AG
DEUTSCHE INDUSTRIE REIT-AG
DEUTSCHE KONSUM REIT-AG
DEUTSCHE REAL ESTATE AG
DEUTSCHE WOHNEN AG
DIC ASSET AG
EYEMAXX REAL ESTATE AG
FAIR VALUE REIT-AG
GATEWAY REAL ESTATE AG
GSW IMMOBILIEN AG
GWB IMMOBILIEN AG
HAMBORNER REIT AG
INSTONE REAL ESTATE GROUP N.V.
LEG IMMOBILIEN AG
PATRIZIA IMMOBILIEN AG
TAG IMMOBILIEN AG
TLG IMMOBILIEN AG
TTL AG
UNIPROF REAL ESTATE HOLDING AG
VONOVIA SE
YMOS AG

Austria

ATRIUM EUROPEAN REAL ESTATE LTD
CA IMMOBILIEN ANLAGEN AG
IMMOFINANZ AG
S IMMO AG
UBM DEVELOPMENT AG
WARIMPEX FINANZ- UND BETEILIGUNGS AG

Switzerland

ALLREAL HOLDING AG
ARUNDEL AG
BFW LIEGENSCHAFTEN AG
CI COM SA
FUNDAMENTA REAL ESTATE AG
HIAG IMMOBILIEN HOLDING AG
INTERSHOP HOLDING AG
INVESTIS HOLDING SA
MOBIMO HOLDING AG
NOVAVEST REAL ESTATE AG
ORASCOM DEVELOPMENT HOLDING AG
PEACH PROPERTY GROUP AG
PLAZZA AG
PSP SWISS PROPERTY AG
SWISS FINANCE & PROPERTY GROUP AG
SWISS PRIME SITE AG
VARIA US PROPERTIES AG
WARTECK INVEST AG
ZUEBLIN IMMOBILIEN HOLDING AG
ZUG ESTATES HOLDING AG

Basic Materials

Germany

ALTECH ADVANCED MATERIALS AG
ALZCHEM GROUP AG
AURUBIS AG
B.R.A.I.N. AG
BASF SE
BAYER AG
COVESTRO AG
DE RAJ GROUP AG
DECHENG TECHNOLOGY AG
EISEN- & HUETTENWERKE AG
EVONIK INDUSTRIES AG
FUCHS PETROLUB SE
H & R GMBH & CO KGAA
K & S AG
KHD HUMBOLDT WEDAG AG
LANXESS AG
SALZGITTER AG
SGL CARBON SE
SIMONA AG
SURTECO SE
SYMRISE AG
WACKER CHEMIE AG

Austria

AMAG AUSTRIA METALL AG
LENZING AG
OMV AG
PORR AG
SCHOELLER-BLECKMANN AG
STRABAG SE
VOESTALPINE AG
WIENERBERGER AG

Switzerland

CLARIANT AG
CPH CHEMIE & PAPIER HOLDING AG
EMS-CHEMIE AG
GIVAUDAN SA
GURIT HOLDING AG
SCHMOLZ & BICKENBACH AG
ZWAHLEN & MAYR SA

Appendix

Composition of each **finexpert** sector as of June 30, 2020

Consumer Goods

Germany

A.S.CREATION TAPETEN AG
 ADIDAS AG
 ADLER MODEMAERKTE AG
 AHLERS AG
 AKASOL AG
 AUDI AG
 BAWAG AG
 BAYERISCHE MOTOREN WERKE AG
 BBS KRAFTFAHRZEUGTECHNIK AG
 BEIERSDORF AG
 BERENTZEN-GROUP AG
 BERTRANDT AG
 BHS TABLETOP AG
 BORUSSIA DORTMUND GMBH & CO. KGAA
 CEWE STIFTUNG & CO.KGAA
 CONTINENTAL AG
 DAIMLER AG
 DIERIG HOLDING AG
 EINHELL GERMANY AG
 ELRINGKLINGER AG
 GERRY WEBER INTERNATIONAL AG
 GRAMMER AG
 HELLA KGAA HUECK & CO.
 HENKEL AG & CO. KGAA
 HUGO BOSS AG
 IFA HOTEL & TOURISTIK AG
 KAMPA AG
 LEIFHEIT AG
 LEONI AG
 MING LE SPORTS AG
 MUEHL PRODUKT & SERVICE AG
 PFERDEWETTEN.DE AG
 PORSCHE AUTOMOBIL HLD. SE
 PROGRESS-WERK OBERKIRCH AG
 PUMA SE
 ROY ASSET HOLDING SE
 SCHAEFFLER AG
 SCHLOSS WACHENHEIM AG

STEILMANN SE
 STO SE & CO. KGAA
 STS GROUP AG
 SUEDZUCKER AG
 TC UNTERHALTUNGSELEKTRONIK AG
 TOM TAILOR HOLDING AG
 VALENS HOLDING AG
 VERALLIA DTLD AG
 VILLEROY & BOCH AG
 VOLKSWAGEN AG
 WASGAU PRODUNKTIONS & HANDELS AG
 WESTAG & GETALIT AG

Austria

AGRANA BETEILIGUNGS-AG
 DO & CO AG
 GURKTALER AG
 JOSEF MANNER & COMP. AG
 LINZ TEXTIL HOLDING AG
 OTTAKRINGER GETRAENKE AG
 PIERER MOBILITY AG
 POLYTEC HOLDING AG
 STADLAUER MALZFABRIK AG
 WOLFORD AG

Switzerland

AIRESIS SA
 ARYZTA AG
 AUTONEUM AG
 BARRY CALLEBAUT AG
 BELL AG
 BLACKSTONE RESOURCES LTD
 CALIDA HOLDING AG
 EMMI AG
 GM SA
 HOCHDORF HOLDING AG
 LALIQUE GROUP SE
 LECLANCHE SA
 LINDT & SPRUENGLI AG
 METALL ZUG AG
 NESTLE SA

ORIOR AG
 PHARMASGP HOLDING SE
 RICHEMONT SA
 STADLER RAIL AG
 SWATCH GROUP SA

Telecommunication

Germany

11 88 0 SOLUTIONS AG
 3U HOLDING AG
 DEUTSCHE TELEKOM AG
 DRILLISCH AG
 ECOTEL COMMUNICATION AG
 FREENET AG
 LS TELCOM AG
 NFON AG
 TELEFONICA DEUTSCHLAND HOLDING AG
 YOC AG

Austria

TELEKOM AUSTRIA AG

Switzerland

SUNRISE COMMUNICATIONS AG
 SWISSCOM AG

Appendix

Composition of each **finexpert** sector as of June 30, 2020

Industrials (1/2)

Germany

7C SOLARPARKEN AG
A.I.S. AG
ALBA SE
AMADEUS FIRE AG
AUMANN AG
AVES ONE AG
BASLER AG
BAUER AG
BAYWA AG
BILFINGER SE
BOEWE SYSTEC AG
BRENNTAG AG
CENTROTEC SE
CROPENERGIES AG
DEUTSCHE POST AG
DEUTZ AG
DMG MORI AG
DR. HOENLE AG
DUERR AG
ENERGIEKONTOR AG
FRANCOTYP-POSTALIA HOLDING AG
FRAPORT AG
FRIWO AG
FROEHLICH BAU AG
GEA GROUP AG
GESCO AG
HAMBURGER HAFEN & LOGISTIK AG
HANSEYACHTS AG
HAPAG-LLOYD AG
HEIDELBERG.DRUCKMASCHINEN AG
HEIDELBERGCEMENT AG
HOCHTIEF AG
INDUS HOLDING AG
INFAS HLDG AG
ITN NANOVATION AG
JENOPTIK AG
JOST WERKE AG
JUNGHEINRICH AG

KHD HUMBOLDT WEDAG AG
KION GROUP AG
KLOECKNER & CO: SE
KNORR-BREMSE AG
KOENIG & BAUER AG
KROMI LOGISTIK AG
KRONES AG
KSB AG
KUKA AG
KWS SAAT SE
LPKF LASER & ELECTRONICS AG
LUFTHANSA AG
MAN SE
MANZ AG
MASCHINENFABRIK BERTHOLD HERMLE AG
MASTERFLEX AG
MAX AUTOMATION AG
MBB SE
MEDION AG
MS INDUSTRIE AG
MTU AERO ENGINES AG
MUELLER-DIE LILA LOGISTIK AG
NESCHEN AG
NORDEX SE
NORDWEST HANDEL AG
NORMA GROUP SE
ORBIS AG
OSRAM LICHT AG
PFEIFFER VACUUM TECHNOLOGY AG
PHILIPP HOLZMANN AG
PHOENIX SOLAR AG
PITTLER MASCHINENFABRIK AG
PNE WIND AG
PVA TEPLA AG
R. STAHL AG
RATIONAL AG
RHEINMETALL AG
RINGMETALL AG
S & O BETEILIGUNG AG

SCHALTBAU HOLDING AG
SCHUMAG AG
SFC ENERGY AG
SIEMENS AG
SINGULUS TECHNOLOGIES AG
SINO-GERMAN UNITED AG
SIXT SE
SLM SOLUTIONS GROUP AG
SMA SOLAR TECHNOLOGY AG
SMT SCHARF AG
SOFTING AG
SOLAR-FABRIK AG
TECHNOTRANS AG
THYSSENKRUPP AG
TRATON SE
TUFF GROUP AG
UTD POWER TECHNOLOGY AG
UZIN UTZ AG
VA-Q-TEC AG
VARTA AG
VERBIO VEREINIGTE BIOENERGIE AG
VISCOM AG
VOLTABOX AG
VOSSLOH AG
WACKER NEUSON SE
WALTER BAU-AG
WASHTEC AG
ZHONGDE WASTE TECHNOLOGY AG
Austria
ANDRITZ AG
CLEEN ENERGY AG
FACC AG
FLUGHAFEN WIEN AG
FRAUENTHAL HOLDING AG
MAYR-MELNHOF KARTON AG
OESTERREICHISCHE POST AG
PALFINGER AG
ROSENBAUER INTERNATIONAL AG
SEMPERIT AG HOLDING

SW UMWELTTECHNIK AG
ZUMTOBEL GROUP AG
Switzerland
ABB LTD
ADECCO GROUP AG
ADVAL TECH HOLDING AG
ALUFLEXPACK AG
ARBONIA AG
BELIMO AUTOMATION AG
BOBST GROUP SA
BOSSARD HOLDING AG
BUCHER INDUSTRIES AG
BURCKHARDT AG
BURKHALTER HOLDING AG
BVZ HOLDING AG
CICOR MANAGEMENT AG
COMET HOLDING AG
CONZZETA AG
DAETWYLER HOLDING AG
DKSH HOLDING AG
DORMAKABA HOLDING AG
ELMA ELECTRONIC AG
FEINTOOL INTERNATIONAL HOLDING AG
FISCHER AG
FLUGHAFEN ZUERICH AG
FORBO HOLDING AG
GAVAZZI HOLDING AG
GEBERIT AG
IMPLENIA AG
INFICON HOLDING AG
INTERROLL HOLDING AG
KARDEX AG
KLINGELNBERG LTD
KOMAX HOLDING AG
KUEHNE & NAGEL INTERNATIONAL AG
LAFARGEHOLCIM AG
LANDIS+GYR GROUP AG
LEM HOLDING AG
MCH GROUP AG

Appendix

Composition of each **finexpert** sector as of June 30, 2020

Industrials (2/2)

MEDACTA GROUP SA
MEIER TOBLER AG
MEYER BURGER AG
MIKRON SA
OC OERLIKON CORPORATION AG
PERFECT SA
PERROT DUVAL HOLDING SA
PHOENIX AG
POENINA HOLDING AG
RIETER MASCHINENFABRIK AG
SCHAFFNER AG
SCHINDLER AUFZUEGE AG
SCHLATTER HOLDING AG
SCHWEITER TECHNOLOGIES AG
SENSIRION HOLDING AG
SFS GROUP AG
SGS SA
SIG COMBIBLOC GROUP AG
SIKA AG
STARRAG GROUP HOLDING AG
SULZER AG
TORNOS HOLDING AG
VAT GROUP AG
VETROPACK HOLDING AG
VON ROLL HOLDING AG
ZEHNDER GROUP AG

Consumer Service

Germany

ARTNET AG
BASTEI LUEBBE AG
BET-AT-HOME.COM AG
BIJOU BRIGITTE AG
CECONOMY AG
CTS EVENTIM AG & CO. KGAA
DEAG DEUTSCHE ENTERTAINMENT AG
DELIVERY HERO AG
DELTICOM AG
ELANIX BIOTECHNIK AG
ELUMEO SE
EROTIK-ABWICKLUNGSGESELLSCHAFT
FIELMANN AG
HAWESKO HOLDING AG
HELLOFRESH SE
HOME24 SE
HORNBAACH BAUMARKT AG
HORNBAACH HOLDING AG & CO. KGAA
INTERENTAINMENT AG
KLASSIK RADIO AG
LOTTO24 AG
LUDWIG BECK AG
METRO AG
MYBET HOLDING SE
NEXR TECHNOLOGIES SE
ODEON FILM AG
PHICOMM AG
PROSIEBENSAT.1 MEDIA SE
READCREST CAPITAL AG
ROCKET INTERNET SE
SCOUT24 AG
SLEEPZ AG
SNOWBIRD AG
SPLENDID MEDIEN AG
SPORTTOTAL AG
STROEER SE & CO. KGAA
TAKKT AG
TELE COLUMBUS AG

TRAVEL24.COM AG
UNITED LABELS AG
WESTWING GROUP AG
WILD BUNCH AG
WINDELN.DE SE
YOUR FAMILY ENTERTAINMENT AG
ZALANDO SE
ZEAL NETWORK SE
ZOOPLUS AG
Switzerland
APG SGA AG
ASMALLWORLD AG
BERGBAHNEN ENGELBERG-TRUEBSEE-TITLIS AG
DUFREY AG
GALENICA AG
HIGHLIGHT EVENT & ENTERTAINMENT AG
JUNGFRAUBAHN HOLDING AG
MOBILEZONE HOLDING AG
OREL FUESSLI HOLDING AG
TX GROUP
VALORA AG
VILLARS HOLDING SA
ZUR ROSE GROUP AG

Appendix

Composition of each **finexpert** sector as of June 30, 2020

Pharma & Healthcare

Germany

4 SC AG
AAP IMPLANTATE AG
BB BIOTECH AG
BIOFRONTERA AG
BIOTEST AG.
CARL ZEISS MEDITEC AG
CO.DON AG
CURASAN AG
DERMAPHARM HOLDING SE
DRAEGERWERK AG & CO. KGAA
ECKERT & ZIEGLER AG
EPIGENOMICS AG
EVOTEC AG
FRESENIUS MEDICAL CARE AG & CO. KGAA
FRESENIUS SE & CO.KGAA
GERATHERM MEDICAL AG
GERRESHEIMER AG
HEIDELBERG PHARMA AG
MATERNUS-KLINK AG
MEDICLIN AG
MEDIGENE AG
MEDIOS AG
MERCK AG & CO. KGAA
MOLOGEN AG
MORPHOSYS AG
PAION AG
PHARMASGP HOLDING SE
RHOEN-KLINIKUM AG
SARTORIUS AG
SIEMENS HEALTHINEERS AG
STRATEC SE
SYGNIS AG
VITA 34 AG

Austria

MARINOMED BIOTECH AG

Switzerland

ADDEX AG
AEVIS HOLDING SA

ALCON INC.
BACHEM HOLDING AG
BASILEA PHARMACEUTICA AG
COLTENE HOLDING AG
EVOLVA HOLDING SA
IDORSIA LTD
IVF HARTMANN AG
KUIROS BIOSCIENCES AG
LONZA GROUP AG
MEDARTIS HOLDING AG
MOLECULAR PARTNERS AG
NOVARTIS AG
OBSEVA SA
POLYPHOR AG
RELIEF THERAPEUTICS HOLDING AG
ROCHE AG
SANTHERA PHARM. HOLDING AG
SIEGFRIED HOLDING AG
SONOVA HOLDING AG
STRAUMANN HOLDING AG
TECAN GROUP AG
VIFOR PHARMA AG
YPSOMED HOLDING AG

Information Technology (1/2)

Germany

ADESSO AG
ADVA OPTICAL NETWORKING SE
AIXTRON SE
ALL FOR ONE STEEB AG
ALLGEIER SE
ATOSS SOFTWARE AG
B & S BANKSYSTEME AG
BECHTLE AG
CANCOM SE
CENIT AG
COMPUGROUP MEDICAL SE
DATA MODUL AG
EASY SOFTWARE AG
ELMOS SEMICONDUCTOR AG
EUROMICRON AG
FIRST SENSOR AG
FORTEC ELEKTRONIK AG
GFT TECHNOLOGIES SE
GIGASET AG
GK SOFTWARE SE
HOLIDAYCHECK GROUP AG
INFINEON TECHNIK AG
INIT INNOVATION SE
INTERSHOP COMMUNICATIONS AG
INTICA SYSTEMS AG
INVISION AG
ISRA VISION AG
IVU TRAFFIC TECHNOLOGIE AG
KPS AG
M & S ELEKTRONIK AG
MEVIS MEDICAL SOLUTIONS AG
MYHAMMER HOLDING AG
NEMETSCHEK SE
NEW WORK SE
NEXUS AG
NORCOM INFORMATION TECHNOLOGY AG
OHB SE
PANAMAX AG

PARAGON AG
PSI AG
QSC AG
REALTECH AG
RIB SOFTWARE AG
SAP SE
SCHWEIZER ELECTRONIC AG
SECUNET SECURITY AG
SERVICEWARE AG
SILTRONIC AG
SNP AG
SOFTWARE AG
STEMMER IMAGING AG
SUESS MICROTEC AG
SYZYGY AG
TEAMVIEWER AG
TELES AG
TISCON AG
UNITED INTERNET AG
USU SOFTWARE AG
VIVANCO GRUPPE AG
WIRECARD AG
Austria
AT&S AUSTRIA TECH.& SYSTEMTECH. AG
FREQUENTIS AG
KAPSCH TRAFFICOM AG
MASCHINENFABRIK HEID AG
RATH AG
Switzerland
ALSO HOLDING AG
AMS AG
ASCOM HOLDING AG
CREALOGIX HOLDING AG
HUBER+SUHNER AG
KUDELSKI SA
LOGITECH INTERNATIONAL SA
SOFTWAREONE HOLDING AG
TEMENOS GROUP AG
U-BLOX HOLDING AG

Appendix

Composition of each **finexpert** sector as of June 30, 2020

Information Technology (2/2)

WISEKEY INTERNATIONAL HOLDING AG

Utilities

Germany

E.ON SE

ENBW ENERGIE B./W. AG

ENCAVIS AG

GELSENWASSER AG

MAINOVA AG

MVV ENERGIE AG

RWE AG

UNIPER SE

Austria

EVN AG

VERBUND AG

Switzerland

BKW ENERGIE AG

EDISUN POWER EUROPE AG

ROMANDE ENERGIE HOLDING SA

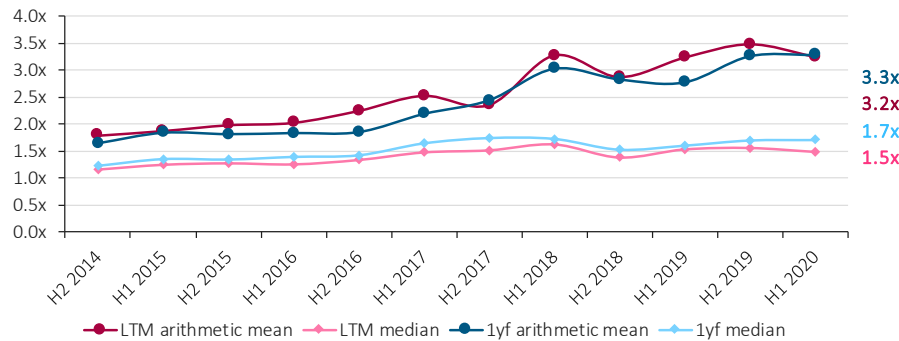
Appendix

Historical development of trading multiples since 2014

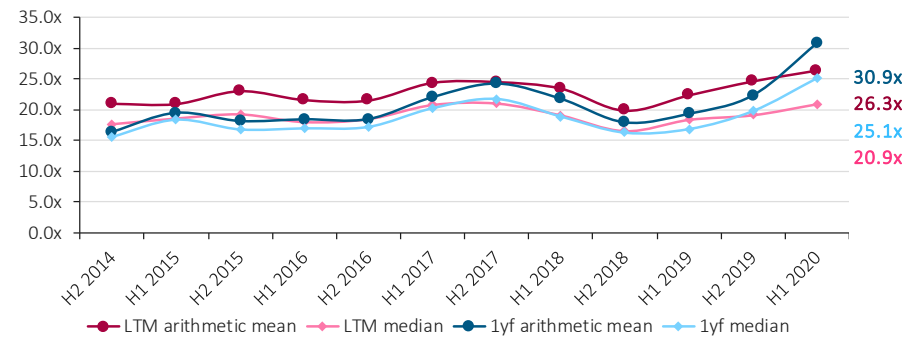
Trading Multiples

DACH – Revenue-, EBIT-, P/E- and EqV/BV-Multiples

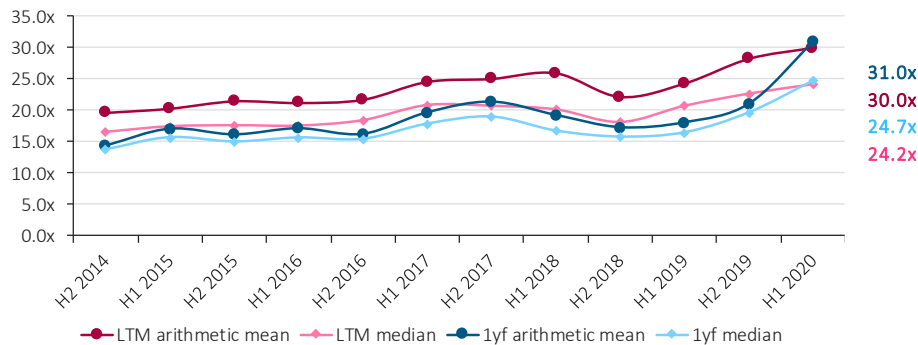
EV/Revenue DACH



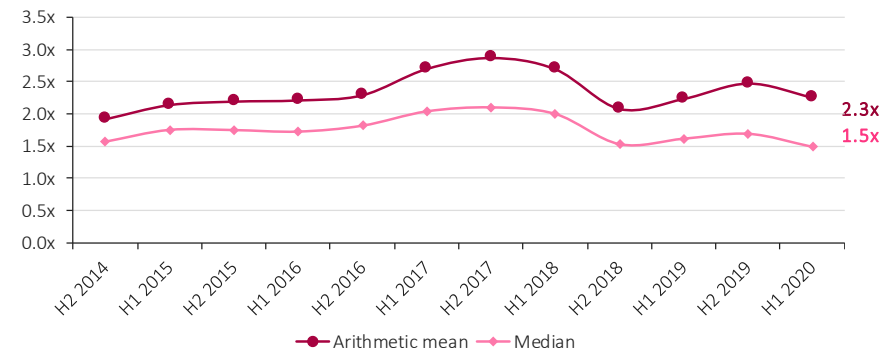
P/E DACH



EV/EBIT DACH



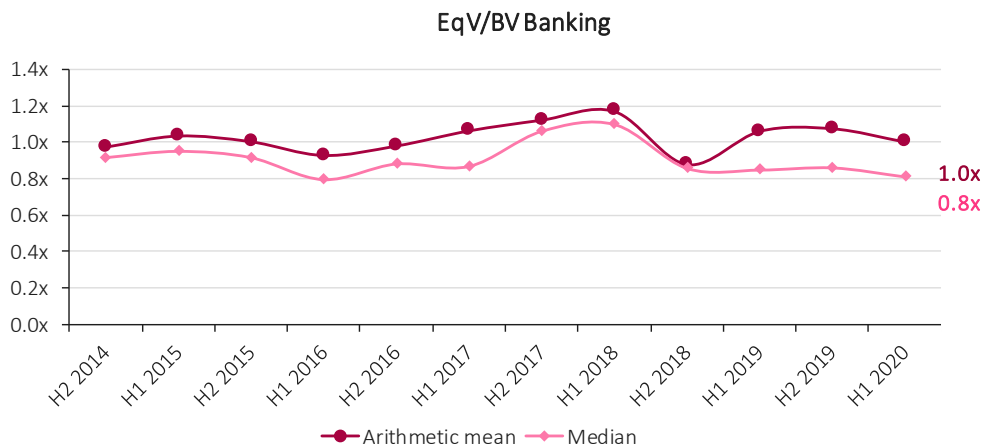
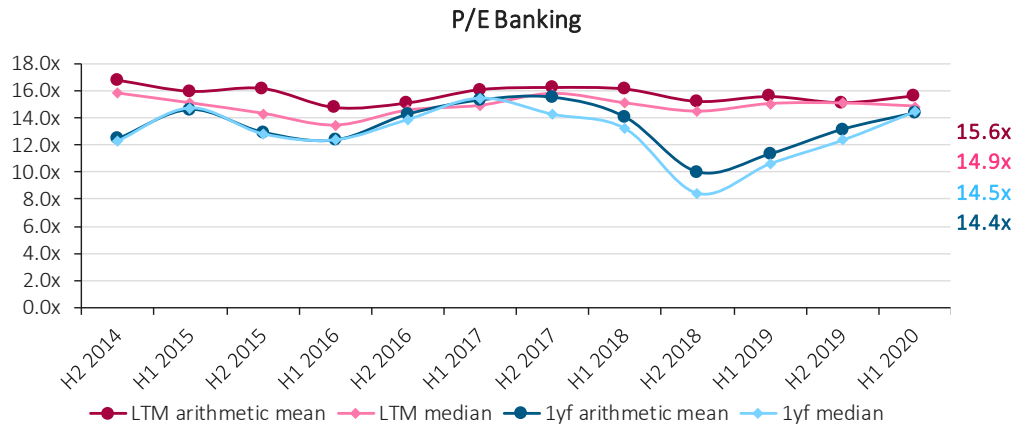
EqV/BV DACH



Note: As of the reference date, the “FIRE” sector used in previous studies was divided into the sectors Banking, Financial Services, Insurance and Real Estate. The historical development of the DACH multiples is based on the sector classification used in previous studies. Opposed to that, the DACH multiples as of the reference date June 30, 2020 correspond to the newly introduced sector classification (cf. 34).

Trading Multiples

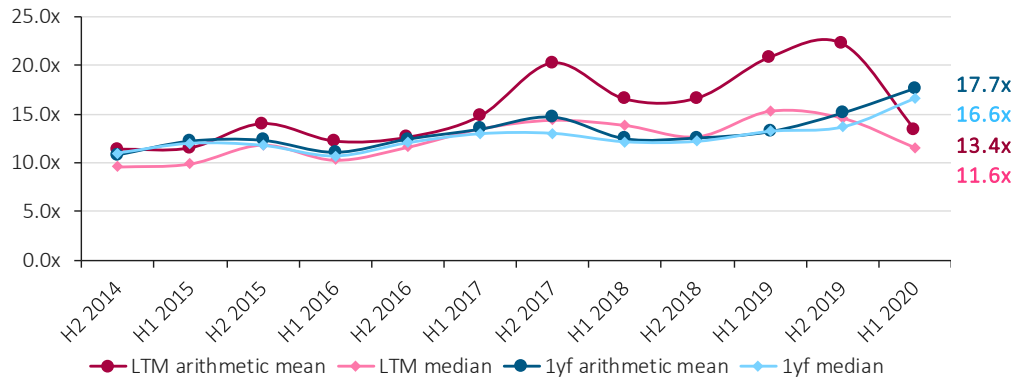
Banking – P/E- and EqV/BV-Multiples



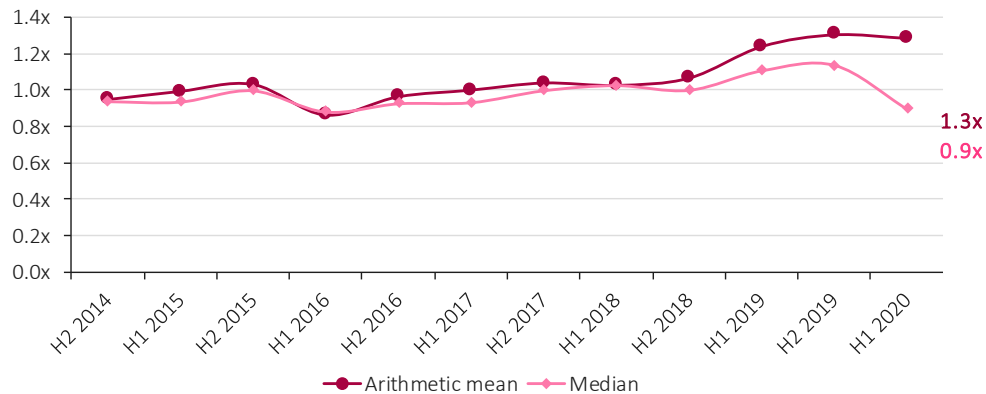
Trading Multiples

Insurance – P/E- and EqV/BV-Multiples

P/E Insurance



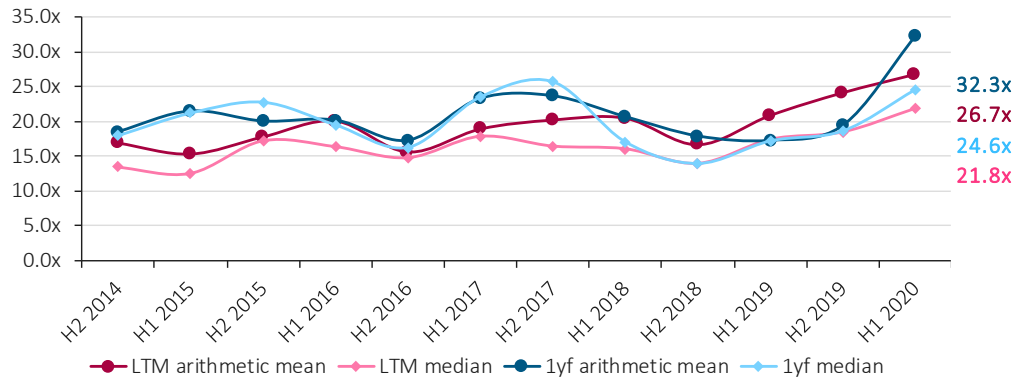
EqV/BV Insurance



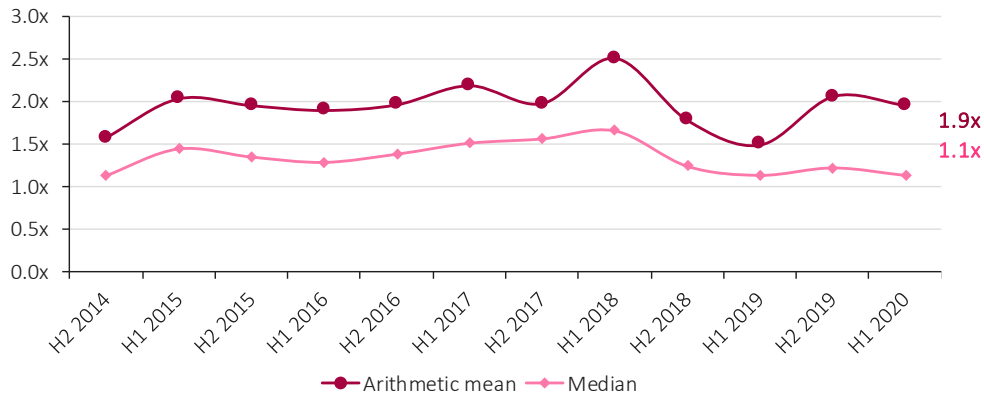
Trading Multiples

Financial Services – P/E- and EqV/BV-Multiples

P/E Financial Services



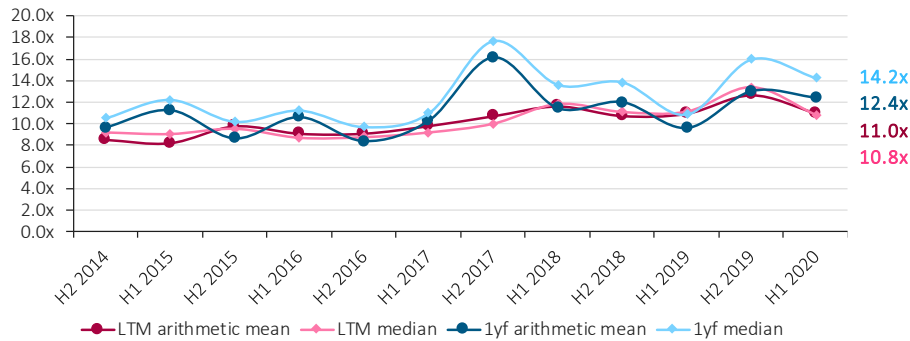
EqV/BV Financial Services



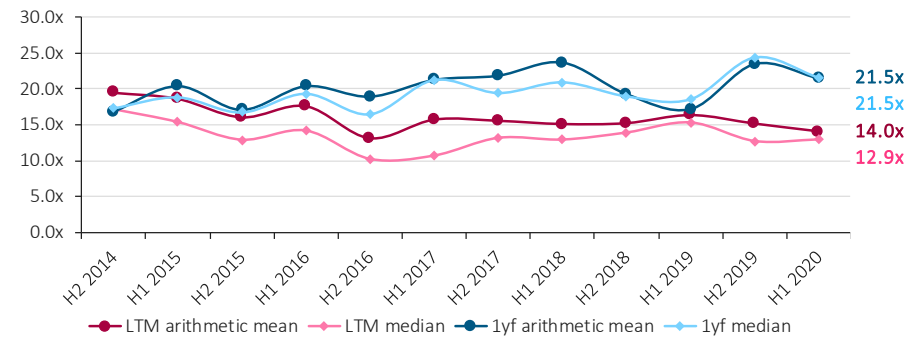
Trading Multiples

Real Estate – Revenue-, EBIT-, P/E- and EqV/BV-Multiples

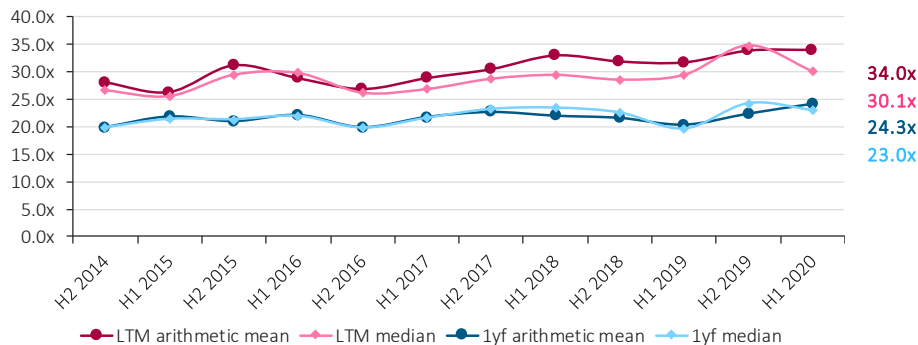
EV/Revenue Real Estate



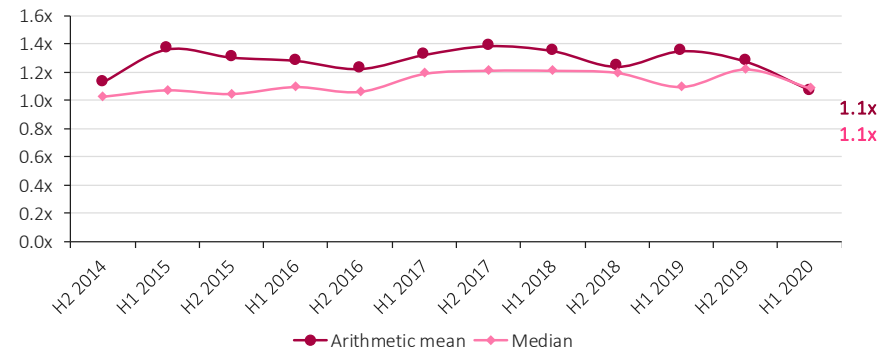
P/E Real Estate



EV/EBIT Real Estate



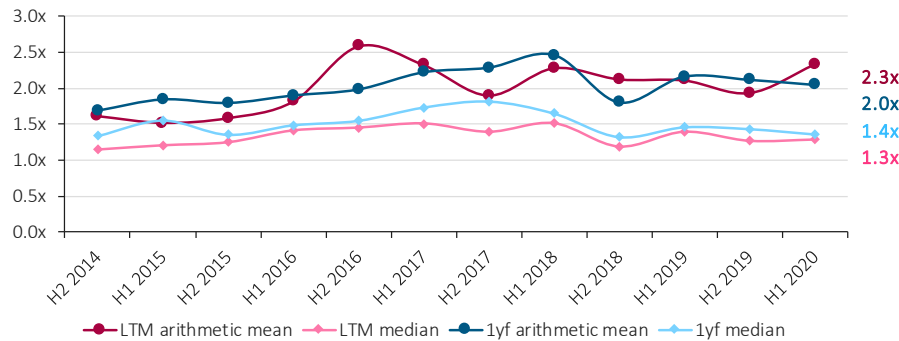
EqV/BV Real Estate



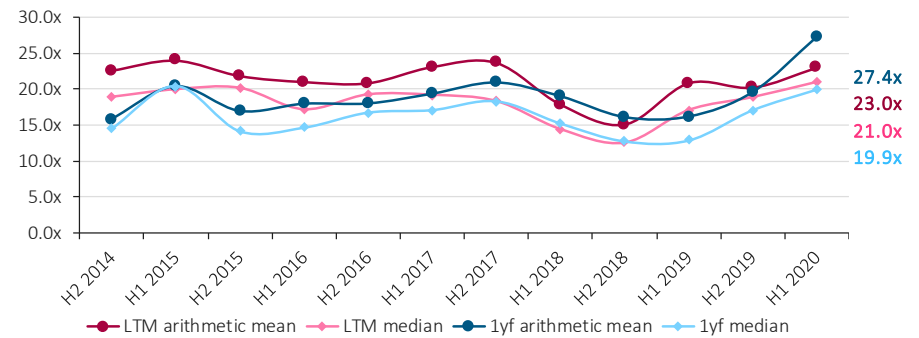
Trading Multiples

Basic Materials – Revenue-, EBIT-, P/E- and EqV/BV-Multiples

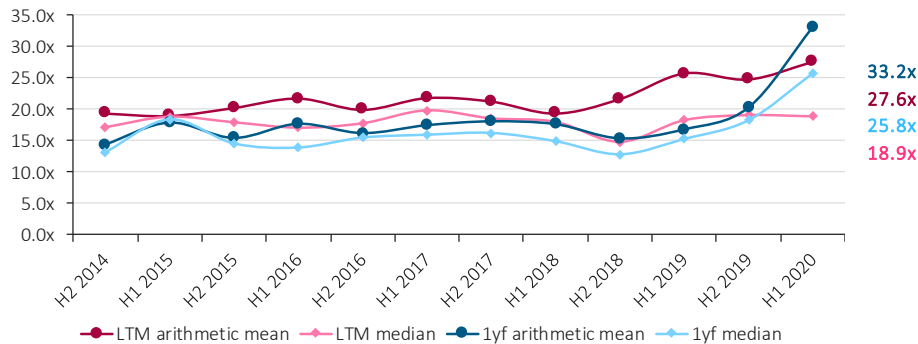
EV/Revenue Basic Materials



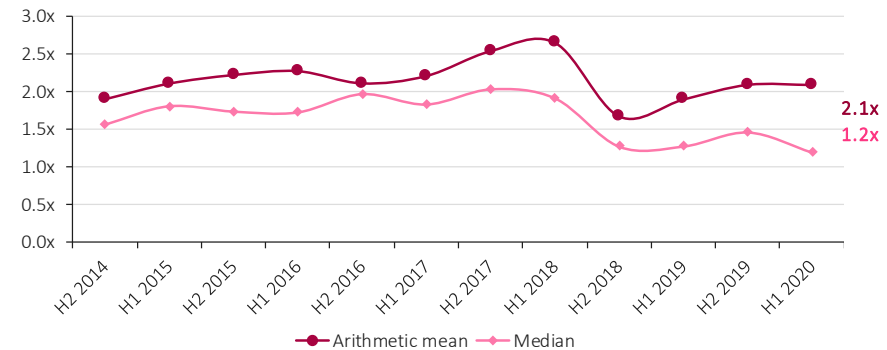
P/E Basic Materials



EV/EBIT Basic Materials



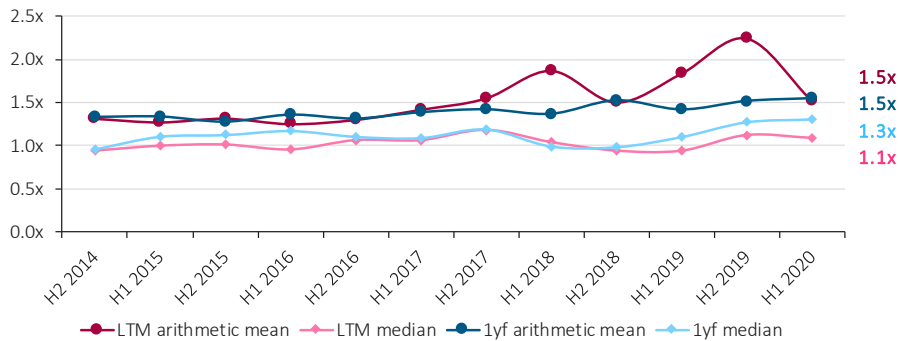
EqV/BV Basic Materials



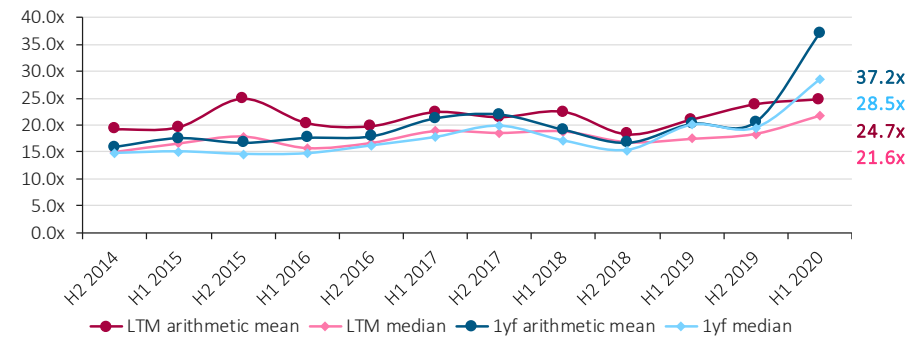
Trading Multiples

Consumer Goods – Revenue-, EBIT-, P/E- and EqV/BV-Multiples Multiples

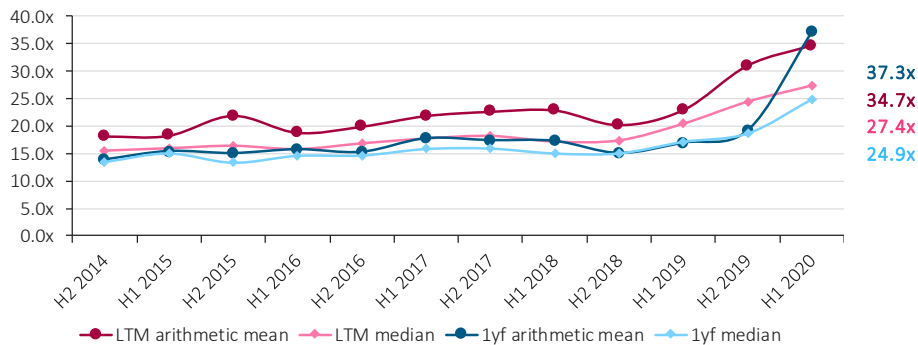
EV/Revenue Consumer Goods



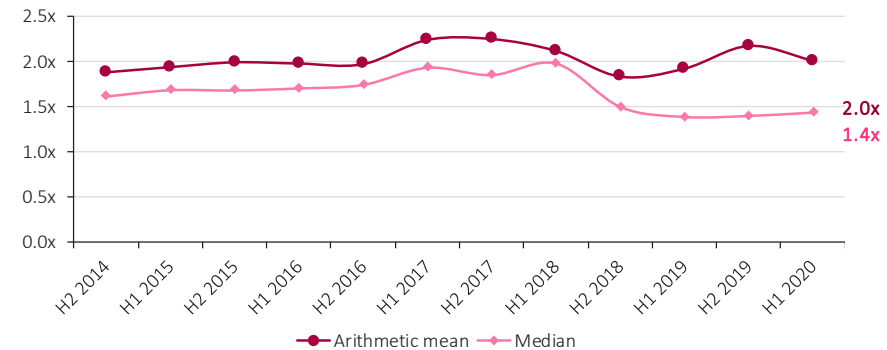
P/E Consumer Goods



EV/EBIT Consumer Goods



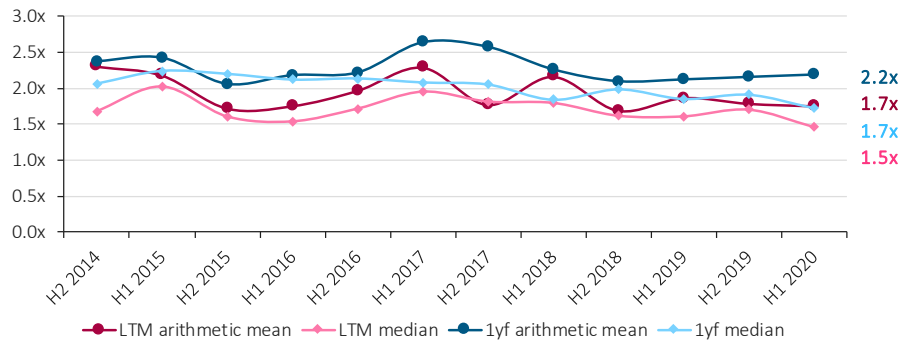
EqV/BV Consumer Goods



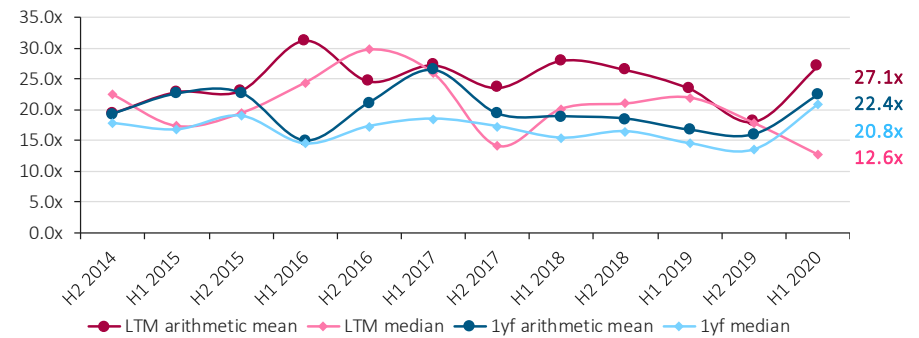
Trading Multiples

Telecommunication – Revenue-, EBIT-, P/E- and EqV/BV-Multiples Multiples

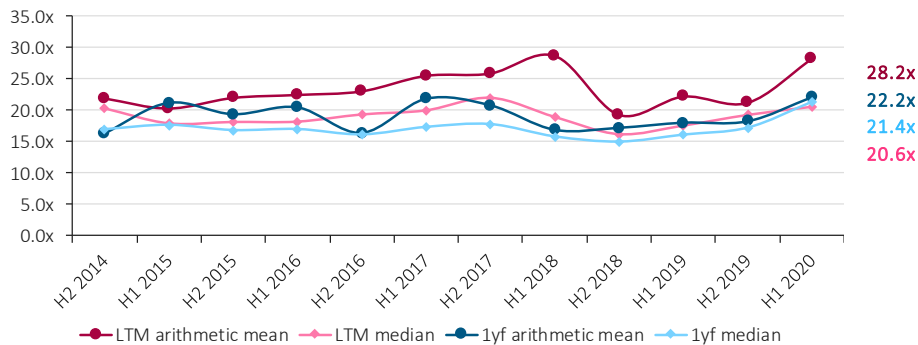
EV/Revenue Telecommunication



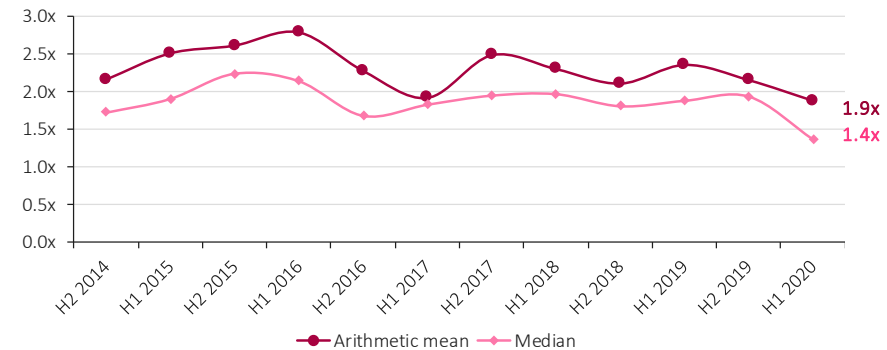
P/E Telecommunication



EV/EBIT Telecommunication



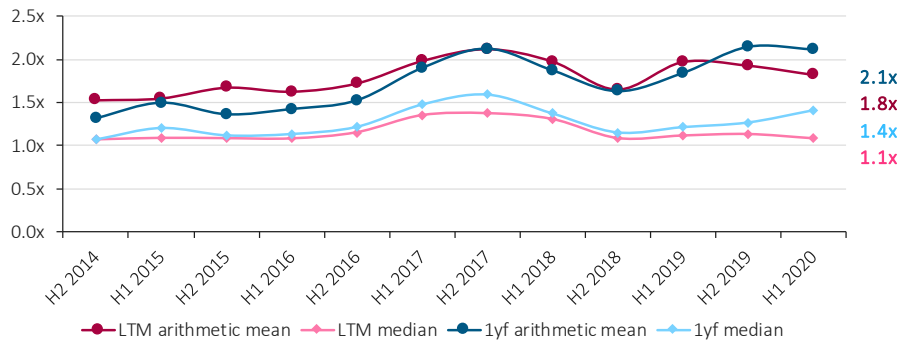
EqV/BV Telecommunication



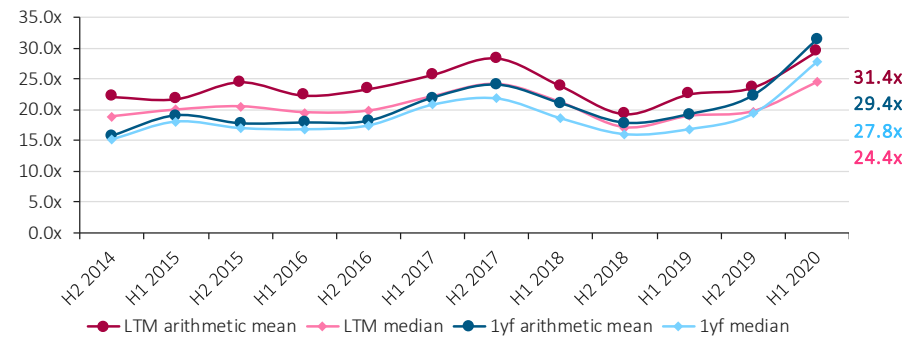
Trading Multiples

Industrials – Revenue-, EBIT-, P/E- and EqV/BV-Multiples

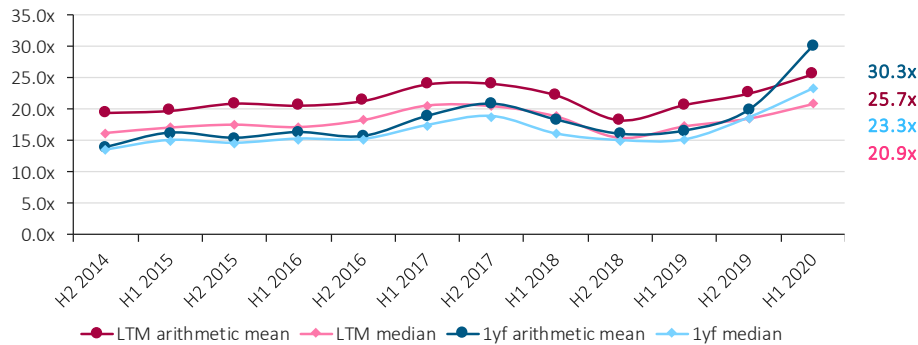
EV/Revenue Industrials



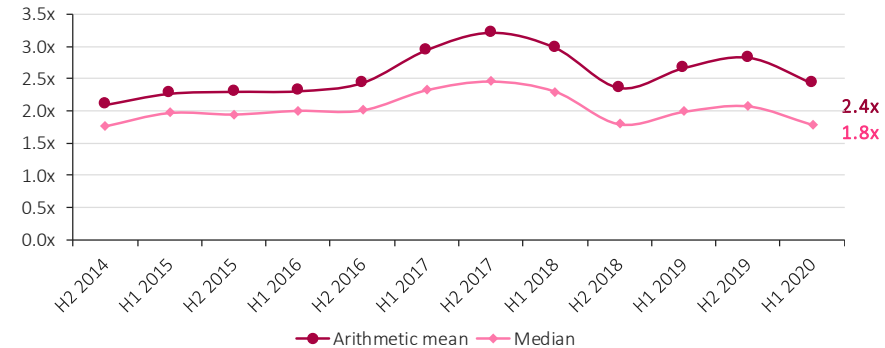
P/E Industrials



EV/EBIT Industrials



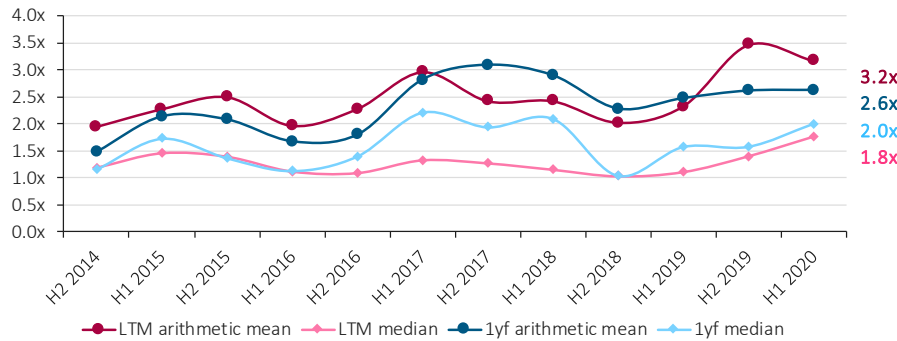
EqV/BV Industrials



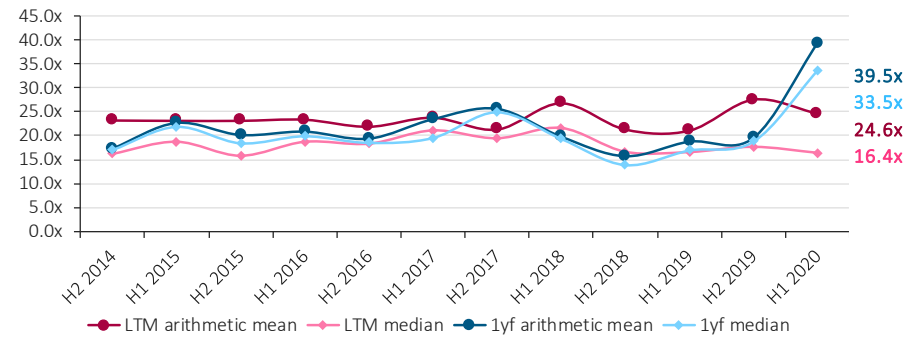
Trading Multiples

Consumer Service – Revenue-, EBIT-, P/E- and EqV/BV-Multiples

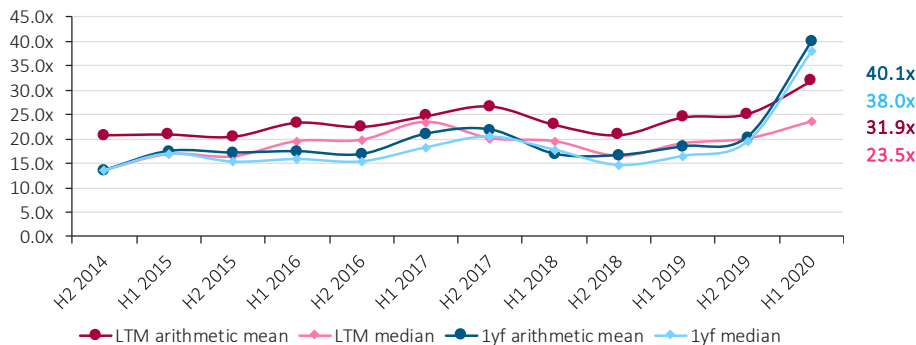
EV/Revenue Consumer Service



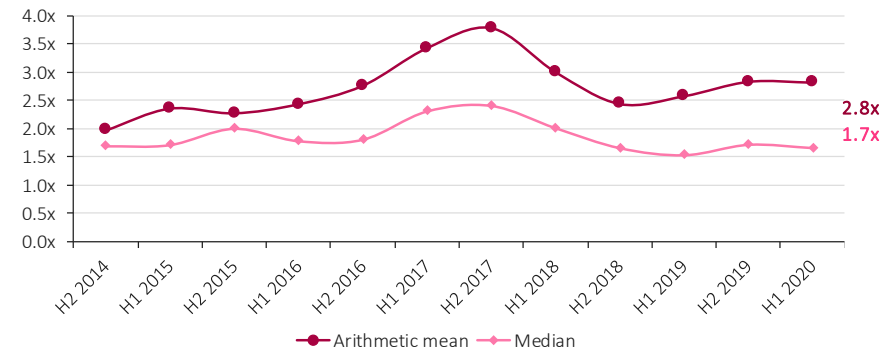
P/E Consumer Service



EV/EBIT Consumer Service



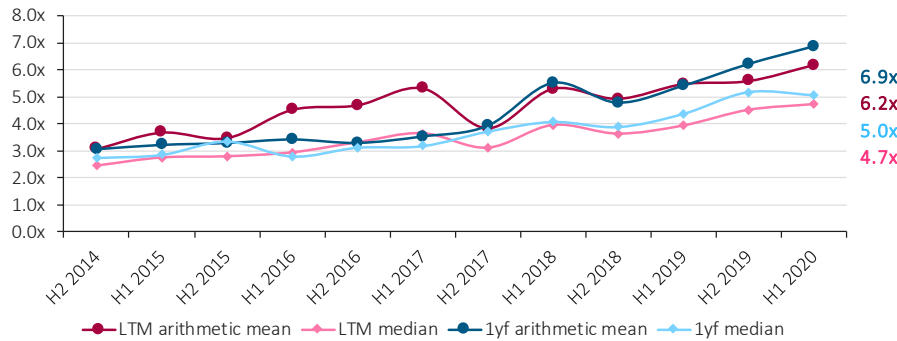
EqV/BV Consumer Service



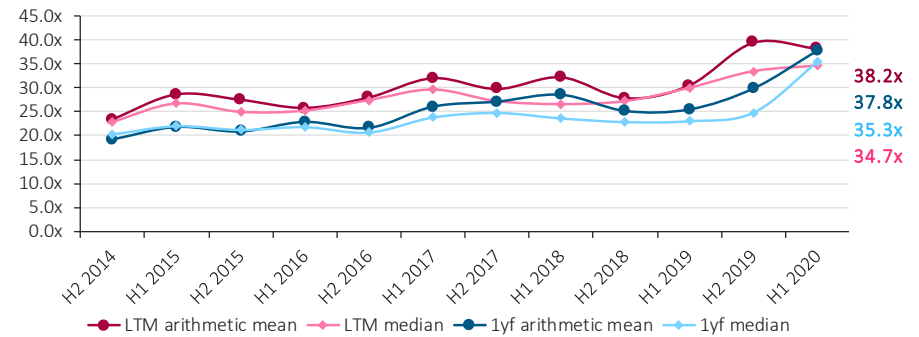
Trading Multiples

Pharma & Healthcare – Revenue-, EBIT-, P/E- and EqV/BV-Multiples

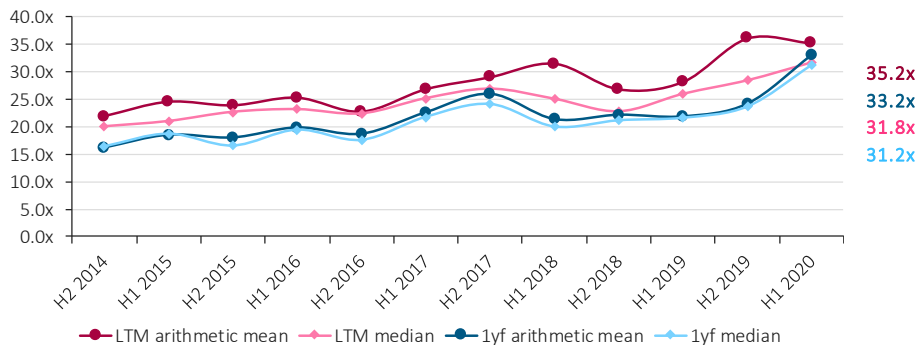
EV/Revenue Pharma & Healthcare



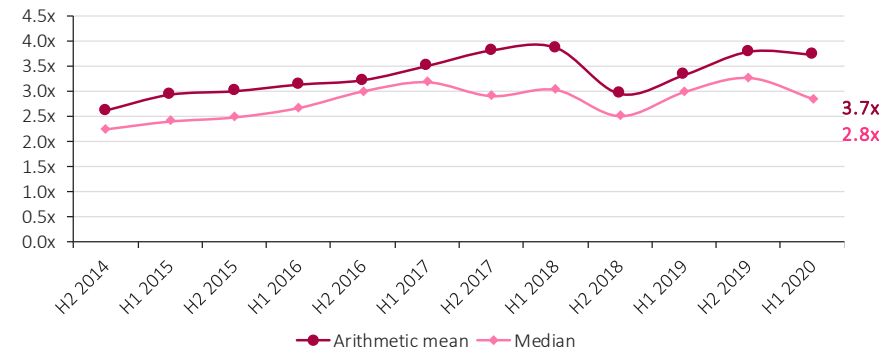
P/E Pharma & Healthcare



EV/EBIT Pharma & Healthcare



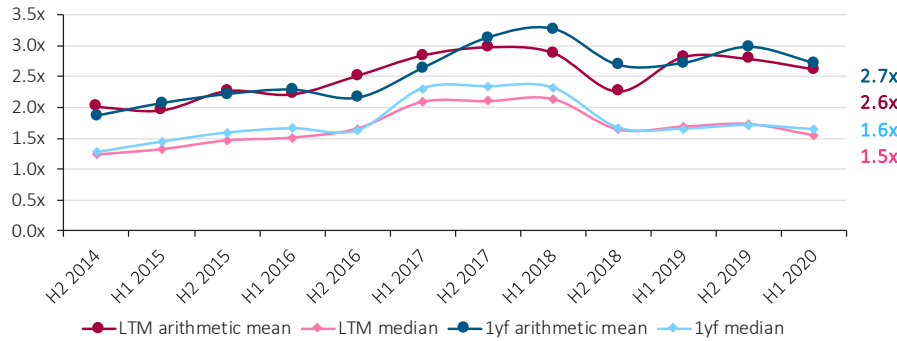
EqV/BV Pharma & Healthcare



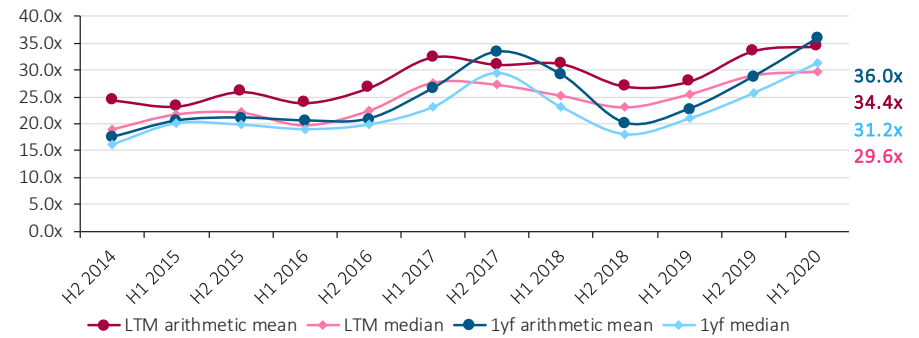
Trading Multiples

Information Technology – Revenue-, EBIT-, P/E- and EqV/BV-Multiples Multiples

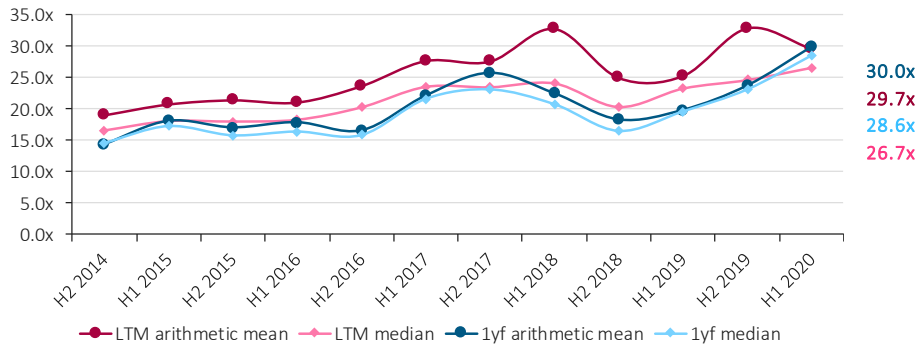
EV/Revenue Information Technology



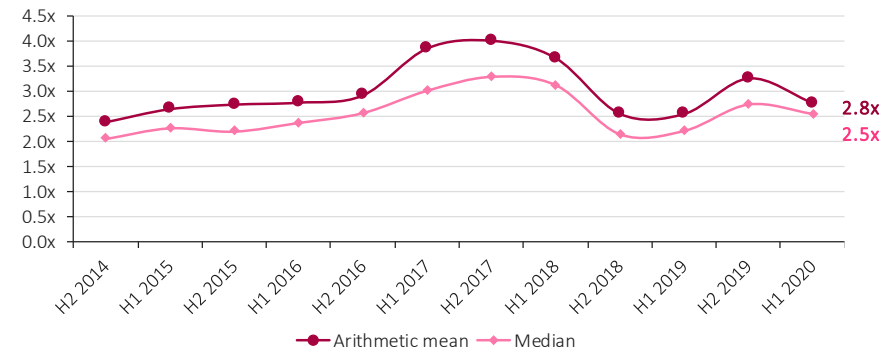
P/E Information Technology



EV/EBIT Information Technology



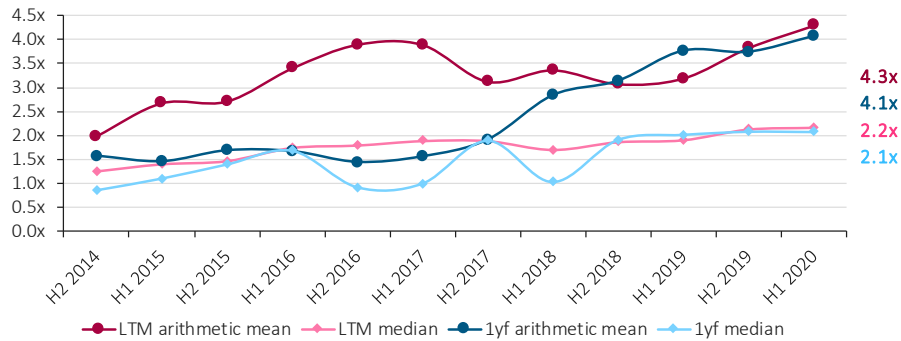
EqV/BV Information Technology



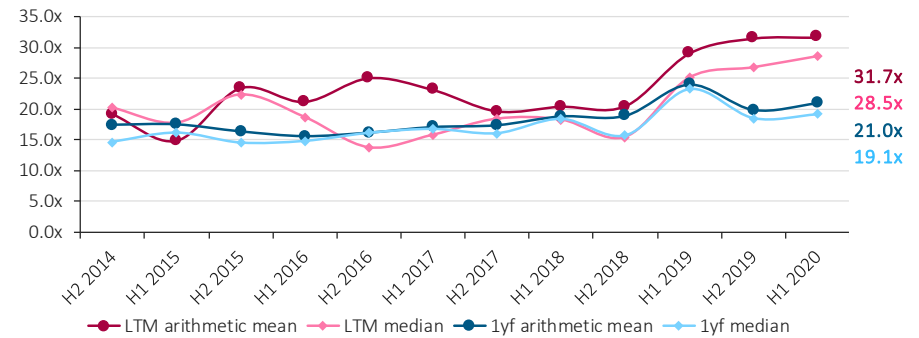
Trading Multiples

Utilities – Revenue-, EBIT-, P/E- and EqV/BV-Multiples

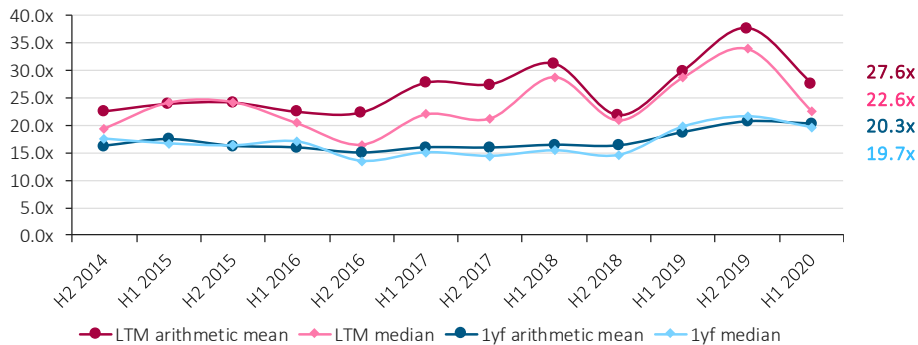
EV/Revenue Utilities



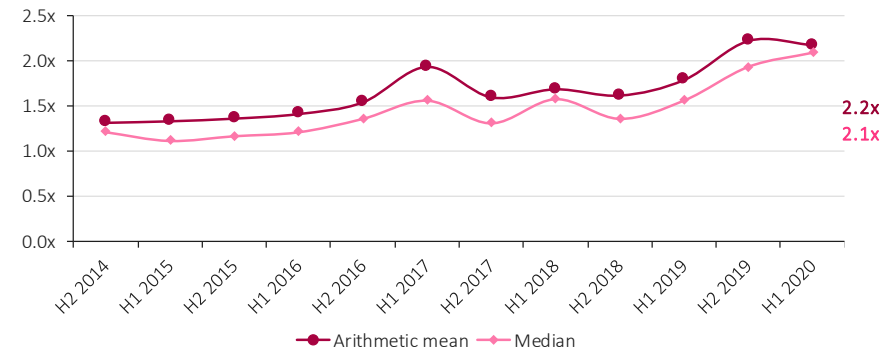
P/E Utilities



EV/EBIT Utilities



EqV/BV Utilities



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