

# Shelly Group PLC

Telecom Equipt. / Bulgaria

Baader Europe

## Ideal positioning makes Shelly weatherproof

Earnings/sales releases - 14/11/2023

Shelly announced 9M profitability figures ahead of expectations and looks on track to achieve its ambitious 2023 guidance. Optimization of the supply chain was key to reducing costs while its smart positioning in good-value-for-money products helped the company gain market share in a difficult market environment. Finally, the strategy update provided by the company gives us confidence in our positive stance on the stock.

### Fact

Sales increased by 49.3% from BGN 57.9m to BGN 86.3m, as announced a month ago

The EBIT grew by 68.6% from BGN 13.7m to BGN 23.2m, which is ahead of the FY 23 guidance of at least 63.5% growth to EUR 17m (representing BGN 33.3m) thanks to supply chain and product portfolio optimizations that more than offset cost increases.

The net profit increased by 65.6% from BGN 11.7m to BGN 19.4m

The Shelly app is driving cloud user base growth of 62.5% to 1.1m (9M 22: 677k)

The company also announced that it will change its legal form from a joint-stock company registered in Bulgaria to a European company. We also learned the current Chairman, Mr. Gregor Bieler, will step down to be replaced by Cristoph Vilanek from January 1, 2024 until January 2026.

The guidance for the FY23 and the outlook for 2026 were confirmed

### Analysis

#### Ideal positioning in a difficult market environment

Geographically, the picture did not change much compared to the half-year, with the DACH area leading the way and the other areas performing well except for ROW non-focus countries. The company chose not to increase prices, something that was enabled notably by smart chip buying in the current downturn, enabling the firm to gain market share against the suffering competitors. This was particularly effective in affected markets like Northern Europe. To stimulate growth in the US, the company is developing its range of Z-wave products thanks to the acquisition of qubino, the technology the most used in the country (Shelly products are based on Wi-Fi technology).

The premium version of the Shelly app looks promising with the management stressing the low churn rate among the first users exhausting their 3 months free trial, even though it is still too soon to know if the trend will continue and have a material impact in the future. We should have a better understanding on the subject in 2024 but, in the meantime, strong user base growth should provide a fertile ground.

The EBIT margin improvement to 26.9% (H1 23: 24.9%), which was ahead of the 23% guidance, will not be sustained into the Q4 23 because of aggressive marketing notably for the Black Friday period. The company benefitted especially from lower logistics costs as well as lower custom clearances. As we have already mentioned previously, the most important quarter for Shelly is the Q4, which will be key to the achievement of the guidance.

#### Increase desirability for Western investors

The company is trying to increase its appeal for Western investors, notably by

Add	Upside: 25.0%
Target Price (6 months)	BGN 51.9
Share Price	BGN 41.5
Market Cap. BGNM	745
Price Momentum	GOOD
Extremes 12Months	19.0 ▶ 47.2
Sustainability score	3.2 /10
Credit Risk	BBB →
Fundamental Strength	7 /10
Bloomberg	SLYG BU Equity
Reuters	SLYG.BB



[Download Full Analysis](#)

[Company Page](#)



Analyst : Alexandre DESPREZ

#### Equity Sales [EquitySales@baaderbank.de](mailto:EquitySales@baaderbank.de)

Frankfurt	+49 69 1388 1355
London	+44 20 7054 7100
Munich	+49 89 5150 1850
Zurich	+41 43 388 9200
New York	+1 212 935 5150

PERF	1w	1m	3m	12m
Shelly Group PLC	1.47%	-0.95%	16.2%	109%
IT Hardware	1.29%	0.11%	1.69%	-11.4%
STOXX 600	0.70%	-0.57%	-2.73%	3.32%

Sector Opinion	Overweight
Strongest upside	Ericsson
Worst potential	Logitech International

[Complete Sector Analysis](#)

Last updated: 01/09/2023	12/22A	12/23E	12/24E	12/25E
Adjusted P/E (x)	20.8	25.1	17.3	11.3
Dividend yield (%)	0.53	0.60	0.60	0.60
EV/EBITDA(R) (x)	14.8	20.3	13.3	8.14
Adjusted EPS (BGN)	0.91	1.65	2.39	3.67
Growth in EPS (%)	35.5	80.7	45.0	53.3
Dividend (BGN)	0.10	0.25	0.25	0.25
Sales (BGNM)	93.2	141	202	289
EBIT margin (%)	22.4	23.7	24.3	26.1
Attributable net profit (BGN...)	17.7	28.9	42.2	65.1
ROE (after tax) (%)	24.5	32.1	35.6	39.4
Gearing (%)	-33.8	-41.3	-52.9	-54.4

[Company Valuation](#) - [Company Financials](#)

announcing a change in legal form from a joint-stock company registered in Bulgaria (AD) to a European company (SE), which is more widely known but does not change a lot in terms of rigour.

Moreover, the company has established a plan B in the event of a deterioration of the situation in China which could disrupt the factories producing Shelly products. The company said that it could switch to Vietnam rapidly, where it already produces its new chips.

These developments could trigger new demand for Shelly shares should the stock be listed on XETRA.

### **Promising outlook**

The FY2023 guidance was confirmed and the management appears confident that a well-prepared Black Friday season will be a success. The company will release its gen 3 products after this period to avoid cannibalization and lower margins on older products. Gen 4 products should follow in 2025.

The company wants to move from a hardware and software brand towards a platform for IOT devices, which could be achieved by developing modules to connect bigger appliances (oven, fridges, etc.). The company said that it is receiving a lot of invitation from other companies to partner, like Amazon that would like to integrate more Shelly products for Alexa. The company sees bigger B2B potential in the monitoring of energy consumption which is necessary for ESG reporting.

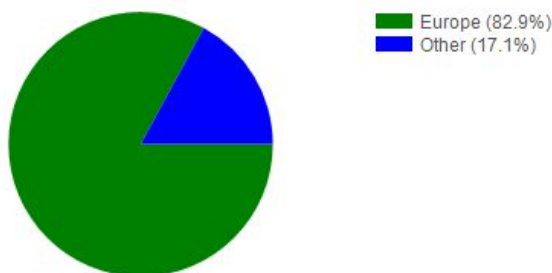
The company has access to a lot of data regarding the use of their products – energy consumption, etc. – and evoked the possibility that this data could be monetized at some point in the future. However, for the moment, the company prefers to concentrate on the numerous projects that are already underway which should be sufficient to drive growth.

We view all these developments as promising in terms of supporting the company's €200m revenue target for 2026.

### **■ Impact**

We expect only marginal changes to our estimates given the confirmation of the guidance, but we are even more confident in our positive stance on the stock given the company's growth pipeline.

## Sales by Geography



## Consolidated P&amp;L Accounts

		12/22A	12/23E	12/24E
Sales	BGNM	93.2	141	202
Change in sales	%	56.6	51.5	43.2
Change in staff costs	%	92.9	49.9	20.8
EBITDA	BGNM	21.4	33.8	49.5
<b>EBITDA(R) margin</b>	<b>%</b>	<b>23.0</b>	<b>23.9</b>	<b>24.5</b>
Depreciation	BGNM	-0.51	-0.32	-0.43
Underlying operating profit	BGNM	20.9	33.5	49.0
<b>Operating profit (EBIT)</b>	<b>BGNM</b>	<b>20.7</b>	<b>33.4</b>	<b>49.0</b>
Net financial expense	BGNM	-0.15	0.14	0.10
of which related to pensions	BGNM		0.00	0.00
Exceptional items & other	BGNM			
Corporate tax	BGNM	-2.80	-4.70	-6.87
Equity associates	BGNM			
Minority interests	BGNM	0.00	0.00	0.00
<b>Adjusted attributable net profit</b>	<b>BGNM</b>	<b>16.4</b>	<b>29.7</b>	<b>43.0</b>
NOPAT	BGNM	15.5	25.1	36.8

## Cashflow Statement

		12/22A	12/23E	12/24E
EBITDA	BGNM	21.4	33.8	49.5
Change in WCR	BGNM	-16.3	19.3	-1.37
Actual div. received from equity holdi...	BGNM	0.00	0.00	0.00
Paid taxes	BGNM	-2.66	-4.70	-6.87
Exceptional items	BGNM			
Other operating cash flows	BGNM	-2.13	-2.13	-2.13
Total operating cash flows	BGNM	0.27	46.2	39.1
Capital expenditure	BGNM	-2.18	-4.23	-6.06
Total investment flows	BGNM	0.49	-9.90	-6.06
Net interest expense	BGNM	-0.15	0.14	0.10
Dividends (parent company)	BGNM	-1.80	-4.49	-4.49
Dividends to minorities interests	BGNM	0.00	0.00	0.00
New shareholders' equity	BGNM	-0.78	0.00	0.00
Total financial flows	BGNM	-3.33	-5.18	-4.07
Change in cash position	BGNM	-2.39	31.1	29.0
<b>Free cash flow (pre div.)</b>	<b>BGNM</b>	<b>-2.05</b>	<b>42.1</b>	<b>33.1</b>

## Per Share Data

		12/22A	12/23E	12/24E
No. of shares net of treas. stock (year...)	Mio	18.0	18.0	18.0
Number of diluted shares (average)	Mio	18.0	18.0	18.0
<b>Benchmark EPS</b>	<b>BGN</b>	<b>0.91</b>	<b>1.65</b>	<b>2.39</b>
Restated NAV per share	BGN			
<b>Net dividend per share</b>	<b>BGN</b>	<b>0.10</b>	<b>0.25</b>	<b>0.25</b>

## Valuation Summary

Benchmarks	Value	Weight	Largest comparables
DCF	BGN 78.9	35%	● Legrand
NAV/SOTP per share	BGN 33.4	20%	
EV/Ebitda	BGN 41.1	20%	
P/E	BGN 59.6	10%	
Dividend Yield	BGN 20.1	10%	
P/Book	BGN 28.1	5%	
TARGET PRICE	BGN 51.9	100%	

## NAV/SOTP Calculation

## Balance Sheet

		12/22A	12/23E	12/24E
Goodwill	BGNM	0.16	2.20	1.40
Total intangible	BGNM	4.38	9.68	11.1
Tangible fixed assets	BGNM	4.65	8.70	12.1
Financial fixed assets	BGNM	0.00	0.00	0.00
WCR	BGNM	44.2	25.0	26.3
Other assets	BGNM	1.04	0.77	1.11
Total assets (net of short term liab.)	BGNM	55.6	45.4	51.9
<b>Ordinary shareholders' equity</b>	<b>BGNM</b>	<b>79.1</b>	<b>101</b>	<b>136</b>
Quasi Equity & Preferred	BGNM			
Minority interests	BGNM	0.00	0.00	0.00
Provisions for pensions	BGNM	0.00	0.00	0.00
Other provisions for risks and liabilities	BGNM			
Total provisions for risks and liabilities	BGNM	0.00	0.00	0.00
Tax liabilities	BGNM	2.07	2.09	2.12
Other liabilities	BGNM	0.11	0.00	0.00
<b>Net debt (cash)</b>	<b>BGNM</b>	<b>-25.7</b>	<b>-57.6</b>	<b>-86.3</b>
Total liab. and shareholders' equity	BGNM	55.6	45.4	51.9

## Capital Employed

		12/22A	12/23E	12/24E
Capital employed after depreciation	BGNM	53.3	43.3	49.5

## Profits &amp; Risks Ratios

		12/22A	12/23E	12/24E
<b>ROE (after tax)</b>	<b>%</b>	<b>24.5</b>	<b>32.1</b>	<b>35.6</b>
ROCE	%	29.0	57.9	74.2
<b>Gearing (at book value)</b>	<b>%</b>	<b>-33.8</b>	<b>-41.3</b>	<b>-52.9</b>
Adj. Net debt/EBITDA(R)	x	-1.20	-1.71	-1.74
Interest cover (x)	x	142	-247	-472

## Valuation Ratios

		12/22A	12/23E	12/24E
<b>Reference P/E (benchmark)</b>	<b>x</b>	<b>20.8</b>	<b>25.1</b>	<b>17.3</b>
Free cash flow yield	%	-0.60	5.65	4.44
P/Book	x	4.33	7.38	5.48
<b>Dividend yield</b>	<b>%</b>	<b>0.53</b>	<b>0.60</b>	<b>0.60</b>

## EV Calculation

		12/22A	12/23E	12/24E
Market cap	BGNM	342	745	745
+ Provisions	BGNM	0.00	0.00	0.00
+ Unrecognised actuarial losses/(gains)	BGNM	0.00	0.00	0.00
+ Net debt at year end	BGNM	-26.0	-57.9	-86.6
+ Leases debt equivalent	BGNM	0.00	0.00	0.00
- Financial fixed assets (fair value)	BGNM			
+ Minority interests (fair value)	BGNM	0.00	0.00	0.00
= EV	BGNM	316	687	659
<b>EV/EBITDA(R)</b>	<b>x</b>	<b>14.8</b>	<b>20.3</b>	<b>13.3</b>
EV/Sales	x	3.39	4.87	3.26

Analyst : Alexandre DESPREZ, Changes to Forecasts : 01/09/2023.

## AlphaValue Research Disclaimer

### A. GENERAL STATEMENTS

This "Research Document" was prepared by its named author, who is an employee of AlphaValue SA ("**AlphaValue**"), a French company, who is an independent and unregulated research provider with no other business.

AlphaValue does not have nor seek any business with companies covered in AlphaValue Research. As a result, investors can be confident that there is no conflict of interest that could affect the objectivity of AlphaValue Research. This publication is strictly for subscriber's own, non-commercial, internal use. No part of it may be reproduced, resold, stored or transmitted in any printed, electronic or other form, or used for generating or marketing any printed or electronic publication, service or product.

Baader Bank AG and its subsidiaries and affiliates, including Baader Helvea AG and Baader Helvea Limited, are collectively referred to below as the ("**Group Companies**") and each of them is referred to separately as a "Group Company". Pursuant to a cooperation agreement between AlphaValue SA and Baader Bank AG, AlphaValue SA provides certain research and distribution services to the Group Companies. Consequently, research clients of Baader Bank AG have access to this research.

Important disclosures which apply to the Group Companies also apply to the cooperation of AlphaValue SA and the Group Companies and can be found below.

AlphaValue is solely responsible for its research and Baader Bank AG and all other members of the Baader Bank Group do not assume any liability in respect thereof. This Research Document is intended for clients of AlphaValue and of Baader Companies

This Research Document is being distributed by electronic and ordinary mail to professional investors, who are expected to make their own investment decisions without reliance on any analysis in this Research Document. The investment opportunities discussed in this Research Document may not be suitable for certain investors, depending on their specific investment objectives, their timetable for investment or their overall financial situation, and this Research Document is not a substitute for advice from investment and tax advisors. Investors must make their own determination of the appropriateness of an investment in any instruments referred to herein based on the merits and risks involved, their own investment strategy and their legal, fiscal and financial position. As this Research Document does not constitute a direct or indirect investment recommendation, neither this Research Document nor any part of it should be construed as establishing, or be relied on in connection with or act as an inducement to enter into, any contract or commitment whatsoever.

The investments discussed herein may fluctuate in price or value and may result in losses. Changes in rates of exchange may have an adverse effect on the value of investments. Furthermore, past performance is not indicative of future results. In particular, the risks associated with an investment in the relevant financial, money market or investment instrument or securities are not explained here in their entirety.

This Research Document has been exclusively prepared for the party who receives the Research Document, and does not establish any liability whatsoever vis-à-vis any third party. Transmission or reproduction of this Research Document without prior written consent from AlphaValue is not permitted. In the event of any approved disclosure or dissemination of the Research Document, the initial receiver is required to obtain prior confirmation from any third party to whom it discloses or transmits the Research Document that it may not rely on the Research Document in whole or in part and that no liability of AlphaValue or any Group Company will be established vis-à-vis the third party and that it may not disclose or transmit the Research Document to any other third party.

Any party receiving the Research Document is responsible for the compliance with the laws applicable to the reception and, as applicable, the disclosure or transmission of the Research Document, particularly the requirements under Directive 2014/65/EU (MiFID II) and Regulation (EU) no. 596/2014, the regulations promulgated there-under and the national laws implementing such laws, and none of AlphaValue or the Group Companies may be held liable for any non-compliance with such laws.

This Research Document (i) is for information purposes only, (ii) does not constitute or form part of any offer for sale or subscription of or solicitation of any offer to buy or subscribe for any financial instrument, money market or investment instrument or any security, (iii) is not intended as an offer for sale or subscription of or solicitation of an offer to buy or subscribe for any financial instrument, money market or investment instrument or any security and (iv) is not an advertisement thereof.

The analyst(s) named in this report certify that: (1) the views expressed in this Research Document accurately reflect their own personal views about any or all of the subject securities referred to in this Research Document, (2) no part of their compensation was, is or will be, directly or indirectly, related to the specific recommendation or views expressed in this Research Document and (3) no part of their compensation is directly tied to transactions or services of AlphaValue or a Group Company set out in Sections A and B of Annex I of Directive 2014/65/EU or other types of transactions which a Group Company performs, or to trading fees for services that a Group Company performs.

This Research Document reflects the assumptions, views and analytical methods of the analyst(s) named in this report and does not constitute the investment policy of AlphaValue or of any Group Company.

**Copyright** ©: 2020 AlphaValue, all rights reserved. **Published by** AlphaValue. **Disseminated by** AlphaValue, Baader Bank AG or on its behalf by Baader Helvea Inc., Baader Helvea AG or Baader Helvea Limited or via third-party platforms including Bloomberg, Refinitiv, FactSet and CapitalIQ.

**France:** AlphaValue SA is a stock corporation (Société Anonyme) organized under the laws of France with its principal place of business in Paris. It is unregulated. It is registered in Paris, France as RCS Paris 500 324 439. The value added tax identification number of Alpha Value SA is FR 82 500 324 439.

**Germany:** Baader Bank AG is a stock corporation (Aktiengesellschaft) organized under the laws of the Federal Republic of Germany with its principal place of business in Munich. It is registered with the District Court (Amtsgericht) in Munich under No. HRB 121537 and supervised by the German Financial Supervisory Authority (Bundesanstalt für Finanzdienstleistungsaufsicht – BaFin), Marie-Curie-Strasse 24-28, 60439 Frankfurt am Main and Graurheindorfer Strasse 108, 53117 Bonn. The value added tax identification number of Baader Bank AG is DE 114123893.

**Switzerland:** Baader Helvea AG is a corporation organized under the laws of Switzerland with its principal place of business in Zurich. It is registered with the Zurich commercial registry under No. CH-110.356.568. Baader Helvea AG is authorized and regulated as a Securities Dealer by the Swiss Financial Market Supervisory Authority ("FINMA").

**United Kingdom:** Baader Helvea Limited is a limited company incorporated under the laws of England and Wales with its registered office at 5 Royal Exchange Buildings, London, EC3V 3NL. It is registered with Companies House under the company number 04935018. Baader Helvea Limited is authorized and regulated in the United Kingdom by the Financial Conduct Authority ("FCA"), 25 North Colonnade, London E14 5HS with the firm reference number 400056. There are no branches or related entities of Baader Helvea Limited that are also regulated by the FCA.

### B. ADDITIONAL REQUIRED DISCLOSURES UNDER THE LAWS OF JURISDICTIONS SET FORTH BELOW

It cannot be excluded that Baader Bank AG or a Group Company, one of their products or any of their employees have a long or short position or deal as principal or agent in any of the securities issued by or linked to the company that is the subject of this Research Document or provide advisory or other services to it. Opinions expressed herein may differ or be contrary to those expressed by other business areas of Baader Bank AG or of any other Group Company as a result of using different assumptions.

#### **Notice to Recipients in Australia**

This Research Document may only be distributed by Group Companies which are authorized to provide financial services in Australia – Baader Helvea Limited and Baader Bank AG. Baader Bank AG discloses that it: (i) is exempt from the requirement to hold an Australian financial services license under the Australian Corporations Act 2001 ("Corporations Act") in respect of financial services provided in Australia, and (ii) is regulated by Bundesanstalt für Finanzdienstleistungsaufsicht of Germany (BaFin) under German laws, which differ from Australian laws. Baader Helvea Limited discloses that it: (i) is exempt from the requirement to hold an Australian financial services license under the Corporations Act in respect of financial services provided in Australia (ii) is authorized and regulated by the Financial Conduct Authority of the United Kingdom (FCA) under UK laws which differ from Australian laws.

This Research Document is intended only for wholesale clients referred to in Section 761G of the Corporations Act who are also either professional or sophisticated investors for the purposes of Section 708(8) and (11) of the Corporations Act, and only to those persons who receive this Research Document (electronically or otherwise) in Australia ("Wholesale Clients"). Persons who are not Wholesale Clients may not act upon or rely on the information contained in this Research Document. Any investment or investment activity to which this Research Document relates is available only to Wholesale Clients and will be engaged in only with Wholesale Clients. You should speak to your legal advisor to confirm whether you are a Wholesale Client.

This Research Document has not been and will not be lodged with the Australian Securities and Investments Commission. This Research Document is not a product disclosure statement, prospectus or other disclosure document for the purposes of the Corporations Act. The information contained in this Research Document is general information only.

#### **Notice to Recipients in Austria**

This Research Document serves information purposes only and does not constitute investment advice nor an investment recommendation and shall not be regarded as solicitation or an offer in particular for purposes of the EU prospectus directive and the corresponding Austrian implementing statute, the Austrian Capital Markets Act ("KMG") to purchase or sell any of the investment instruments mentioned herein. The illustrations, analyses and conclusions are of general nature only. This Research Document is directed solely to qualified investors ("qualifizierte Anleger") within the meaning of Section 1 Paragraph 1 Subparagraph 5a KMG.

#### **Notice to Recipients in Canada**

This Research Document is directed to persons in Canada who are "permitted clients" of a Group Company, as such term is defined National Instrument 31-103 – Registration Requirements, Exemptions and Ongoing Registrant Obligations ("**NI 31-103**"). No Group Company is registered as a broker-dealer with any securities commission or similar regulatory authority in Canada, and therefore they are each restricted to activities permitted in Canada in compliance with the requirements and conditions of the international dealer exemption under NI 31-103, which include, except in limited circumstances, trading with or on behalf of "permitted clients" in foreign securities (including a security issued by an issuer formed under the laws of a foreign jurisdiction). The jurisdictions in which the head office or principal place of business of each Group Company is located are outside of Canada.

All or substantially all of the assets of the Group Companies are situated outside of Canada. Accordingly, there may be difficulty enforcing legal rights against the Group Company due to the foregoing.

This Research Document is not, and under no circumstances is to be construed as, a general solicitation of an offer to buy, an offer to sell or a public offering of the securities described herein in Canada or any province or territory thereof. Any offer or sale of the securities referred to in this Research Document in Canada will comply with applicable securities laws in Canada concerning the subscription, purchase, holding and resale of the securities. The company that is the subject of this Research Document may not be subject to Canadian reporting and/or other requirements under applicable securities laws in Canada. Available information regarding the company that is the subject of this Research Document may be limited, and that company may not be subject to the same auditing and reporting standards as reporting issuers in Canada.

Under no circumstances is the information contained in this Research Document to be construed as investment advice in any province or territory of Canada, and such information is not tailored to the needs of the recipient. No securities commission or similar regulatory authority in Canada has reviewed or in any way passed upon these materials, the information contained herein or the merits of the securities described herein, and any representation to the contrary is an offence.

#### **Notice to Recipients in Guernsey**

Neither AlphaValue nor any of the Group Companies are licensed by the Guernsey Financial Services Commission ("GFSC") under the Protection of Investors (Bailiwick of Guernsey) Law, 1987, as amended (the "POI Law") to carry on controlled investment business in Guernsey. This Research Document is not being, and may not be, circulated or made available to, or directed at, any person in the Bailiwick of Guernsey to the extent that doing so constitutes carrying out a restricted activity (including promotion, subscription, registration, dealing, management, administration, advising or custody) in, or from within, the Bailiwick of Guernsey.

#### **Notice to Recipients in Israel**

This Research Document is directed only to "Qualified Clients" in Israel, as such term is defined in the Regulation of Investment Advice, Investment Marketing and Investment Portfolio Management Law, 1995 (the "Law"). None of AlphaValue or any Group Company holds a license under the Law, or the insurance required of licensed Investment Advisers under the Law.

#### **Notice to Recipients in Japan**

None of AlphaValue or any of the Group Companies is registered as a Financial Instruments Business Operator under the Financial Instruments and Exchange Act of Japan (Act No. 25 of 1948, as amended, the "FIEA"). This Research Document may be distributed only to certain professional investors who are the addressees of our email pursuant to an exemption from the registration requirements of, and otherwise in compliance with the FIEA and other relevant laws and regulations of Japan.

#### **Notice to Recipients in Jersey**

None of AlphaValue or any of the Group Companies are licensed by the Jersey Financial Services Commission under the Financial Services (Jersey) Law 1998, as amended (the "FSJL") to carry on financial service business in Jersey. To the extent this Research Document contains investment advice for the purposes of the FSJL, the Group Companies are relying on the Financial Services (Investment Business (Overseas Persons – Exemption)) (Jersey) Order 2001.

#### **Notice to Recipients in the Principality of Monaco**

This Research Document may only be offered or distributed, directly or indirectly, to Monaco banks duly licensed by the French "Autorité de Contrôle Prudentiel et de Résolution" and fully licensed financial service provider companies regulated by the "Commission de Contrôle des Activités Financières".

The Recipients declare being perfectly fluent in English and expressly waive the possibility of a French translation of this Research Document: *Les destinataires du présent document reconnaissent être à même d'en prendre connaissance en langue anglaise et renoncent expressément à une traduction française.*

#### **Notice to Recipients in New Zealand**

This Research Document may only be distributed by Baader Helvea Limited and Baader Bank AG to wholesale clients as defined in section 5C (Wholesale Clients) of the Financial Advisers Act 2008 (NZ) (FAA). Both Baader Helvea Limited and Baader Bank AG can (i) provide financial adviser services to Wholesale Clients as exempt providers, and (ii) provide broking services under the FAA to persons who are Wholesale Clients and, to the extent that the broking services comprise custodial services as defined in the FAA, are also persons falling within the categories set out in clause 11 of the Financial Advisers (Custodians of FMCA Financial Products) Regulations 2014. Persons who are not Wholesale Clients (as referred to in the FAA) may not act upon or rely on the information contained in this Research Document. Any investment or investment activity to which this Research Document relates is available only to Wholesale Clients and will be engaged in only with Wholesale Clients. You should speak to your legal advisor to confirm whether you are a Wholesale Client.

Baader Bank AG discloses that it is regulated by Bundesanstalt für Finanzdienstleistungsaufsicht of Germany (BaFin) under German laws, which differ from New Zealand laws. Baader Helvea Limited discloses that it is authorized and regulated by the Financial Conduct Authority of the United Kingdom (FCA) under UK laws which differ from New Zealand laws. Neither Baader Helvea Limited nor Baader Bank AG are required to be registered under the Financial Service Providers (Registration and Dispute Resolution) Act 2008 (NZ) (FSPR) due to the territorial scope of the FSPR.

This Research Document has not been and will not be lodged with the New Zealand Registrar of Financial Service Providers. This Research Document is not a product disclosure statement for the purposes of the Financial Markets Conduct Act 2013 (NZ) nor an investment statement or prospectus for the purposes of the Securities Act 1978 (NZ). The information contained in this Research Document is general information only.

#### **Notice to Recipients in South Africa**

Baader Helvea Limited is exempted from the provisions of the Financial Advisory and Intermediary Services Act, 2002 (FAIS) and is not a registered financial services provider in terms of FAIS. Baader Helvea Limited will provide clients with confirmation of the exemption on request.

#### **Notice to Recipients in Switzerland**

This document has been prepared without regard to the disclosure standards for prospectuses under art 652a or art 1156 of the Swiss Federal Code of Obligations ("CO"), the Swiss Federal Act on Collective Investment Schemes ("CISA") or the disclosure rules of any stock exchange or regulated trading facility in Switzerland, and does neither constitute a prospectus under such laws, nor a similar communication within the meaning of art 752 CO, nor a simplified prospectus under the CISA.

#### **Notice to Recipients in Taiwan**

None of AlphaValue or any of the Group Companies is licensed by the Financial Supervisory Commission ("FSC") of Taiwan to conduct the securities advisory or consulting business in Taiwan. The distribution of this Research Document from the jurisdiction outside of Taiwan has not been registered with or approved by the FSC. Neither this Research Document nor the information contained in it is an offer or is intended to be an offer to make with any person, or to induce or attempt to induce any person to enter into or to offer (or intent to offer) to enter into any agreement for or with a view to acquiring, disposing of, subscribing for or underwriting securities.

#### **Notice to Recipients in the United Kingdom**

This communication is directed to persons in the United Kingdom who (i) are reasonably believed to be such persons as are described in Article 19 ("investment professionals") or Article 49(2)(a) to (d) ("high net worth companies, unincorporated associations, etc.") of the United Kingdom Financial Services and Markets Act 2000 (Financial Promotion) Order 2005 or (ii) are persons to whom it may otherwise lawfully be communicated (all such persons together being referred to as "relevant persons"). Persons who are not relevant persons may not act upon or rely on the information contained in this communication. Any investment or investment activity to which this communication relates is available only to relevant persons and will be engaged in only with relevant persons.

#### **Notice to Recipients in the United States**

This Research Document has been prepared outside the United States by AlphaValue. Neither AlphaValue nor any Group Company is registered with the U.S. Securities and Exchange Commission as a broker-dealer in the United States or a member of the Financial Institutions Regulatory Authority ("FINRA"). Baader Helvea Inc. (a Group Company that is a registered U.S. broker-dealer and a member of FINRA) did not contribute to the preparation of this Research Document. This Research Document has been prepared and reviewed by research analysts employed by AlphaValue, who are not associated persons or employees of Baader Helvea Inc., are not registered or qualified as research analysts with FINRA, and are not subject to FINRA rules.

This Research Document may be distributed in the United States by a Group Company only to "major US institutional investors" (as defined in, and pursuant to the exemption provided by, Rule 15a-6 under the U.S. Securities Exchange Act of 1934). Neither any such Group Company nor any major US institutional investor receiving this Research Document may distribute it to any other person in the United States.

Regardless of whether this Research Document is distributed by another Group Company or by Baader Helvea Inc., orders utilizing the services of Group Companies for the purchase or sale of the securities that are the subject of this Research Document may be given only to Baader Helvea Inc.

#### **Other Jurisdictions**

The distribution of this Research Document in any other jurisdiction may be restricted by law, and persons into whose possession this Research Document comes should inform themselves about, and observe, any such restrictions. This Research Document is not directed to, or intended for distribution to or use by, any person or entity that is a citizen or resident of, or located in, any locality, state, country or other jurisdiction where such distribution, publication, availability or use would be contrary to law or regulation.