Titanium

Company report

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Report updated 8/27/2021 9:59 2021 estimates revised slightly downwards due to a linking error



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Everything set for accelerated earnings growth

We revise Titanium's target price to EUR 16.5 (previous EUR 15.5) and reiterate our Accumulate recommendation. The company's H1 report was very good, and we expect earnings growth to accelerate clearly starting in H2 driven by the Baltia and Hoivarahasto funds. Our estimates have remained unchanged in the big picture and we still expect strong earnings growth in coming years. As earnings growth materializes the return expectation offered by the share is very good and it is enough to cover the higher risks of the company compared to its peers.

Strong H1 report

Q1 net sales was EUR 10.4 million and fully in line with our EUR 10.3 million expectation. Net sales grew by only 5% from the comparison period, as based on our calculations Hoivarahasto fund's commissions remained on par with the comparison period and growth in continuing earnings compensated for the drop in non-recurring income (performance and transaction fees). The Baltic fund that started out well was not yet visible in H1 figures except for a couple of hundred thousand euro in subscription fees. According to our calculations, the fee mix continued improving and we estimate that around 70% of fees now come from recurring fees (H1'20: 59%). The positive surprise in the report came from expenses as personnel costs were clearly below our expectations. The company's cost efficiency has remained on an astonishing level as the adjusted EBIT margin was 59%. Operating profit adjusted for GWA was EUR 6.1 million and exceeded our EUR 5.5 million estimate clearly.

We expect strong earnings growth driven by real estate funds

We have made only limited revisions to our estimates and expect the company's net sales to turn to clear growth starting from H2'21 after two years of stagnation. The earnings growth drivers are the re-opened Hoivarahasto fund and the new Baltia fund, as well as cost efficiency that will remain excellent. We expect the company to achieve some 14% earnings growth in the next couple of years. We stress that earnings growth materializing requires healthy growth from the Baltia fund (around EUR 50 million new sales per year) and successful investment activity, as well as Hoivarahasto fund to remain open (new sales around EUR 50 million p.a.). Without these, Titanium's result has no preconditions to grow from the current level as other products are not able to pull the Group forward. The dividend policy will remain generous and we expect the company to distribute most of its result.

If earnings growth materializes return expectation is strong

With actual results, we find Titanium's share to be expensive (P/E $^{\sim}17x$) and the current price includes a clear assumption of strong earnings growth in coming years. With earnings growth accelerating in H2 the 2021 P/E multiple drops to around 14x which is relatively neutral considering the risk level. The company's return expectation relies fully on earnings growth materializing and on strong dividend yield. If the estimated 14% earnings growth materializes, the share's return expectation is extremely good for the next few years. We remind investors that although the return expectation is very good if the estimates materialize, there is still more risk involved in the company's development (Hoivarahasto fund's dominating share & high volume of non-recurring fees) than for the average peer, even though the risk level has decreased in 2021 due to the successful start of the Baltia fund.

Recommendation

Accumulate (previous Accumulate)

EUR 16.50 (previous EUR 15.50)

Share price:

15.50



Key indicators

	2020	2021e	2022 e	2023 e
Revenue	20.2	23.0	26.7	29.6
growth-%	10%	14%	16%	11%
EBIT adj.	11.5	13.5	15.9	17.7
EBIT-% adj.	56.9 %	58.5 %	59.5 %	59.8 %
Net Income	7.6	9.1	11.1	13.3
EPS (adj.)	0.91	1.06	1.25	1.37
P/E (adj.)	14.3	14.6	12.4	11.3
P/B	5.8	6.8	6.4	5.8
Dividend yield-%	6.3 %	6.1 %	6.8 %	7.6 %
EV/EBIT (adj.)	10.3	10.8	9.0	7.9
EV/EBITDA	9.8	10.5	8.7	7.6
EV/S	5.9	6.3	5.4	4.7

Source: Inderes

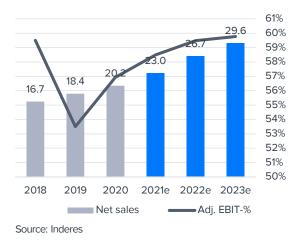
Guidance

No guidance

Share price



Net sales and EBIT %



EPS and dividend



Source: Inderes

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Value drivers

- Hoivarahasto fund's growth
- · Baltia real estate fund's growth
- New products
- Growth in asset management
- Corporate restructuring
- Excellent cost efficiency



Risk factors

- Dependency on Hoivarahasto fund
- Share of non-recurring income still significant
- Success of the Baltia fund
- Key personnel risks
- · Increases in interest rates
- Risks of the care industry

Valuation	2021e	2022 e	2023e
Share price	15.5	15.5	15.5
Number of shares, millions	10.3	10.3	10.4
Market cap	159	159	159
EV	146	143	140
P/E (adj.)	14.6	12.4	11.3
P/E	17.5	14.4	12.1
P/FCF	21.2	13.2	11.7
P/B	6.8	6.4	5.8
P/S	6.9	6.0	5.4
EV/Sales	6.3	5.4	4.7
EV/EBITDA	10.5	8.7	7.6
EV/EBIT (adj.)	10.8	9.0	7.9
Payout ratio (%)	107.0 %	97.8 %	90.9 %
Dividend yield-%	6.1%	6.8 %	7.6 %

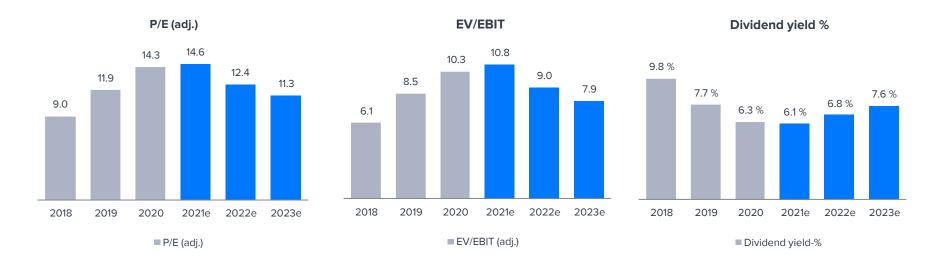
Estimates

Estimates	H1'20	H1'21	H1'21e	H1'21e	Conse	ensus	Difference (%)	2021 e
MEUR / EUR	Comparison	Actualized	Inderes	Consensus	Low	High	Act. vs. inderes	Inderes
Revenue	9.9	10.4	10.3				1%	23.0
EBIT (adj.)	5.8	6.1	5.5				12%	14.3
EPS (adj.)	0.46	0.48	0.44				10%	1.12
EPS (reported)	0.37	0.40	0.35				15%	0.95
Revenue growth-%	22.6 %	5.0 %	4.1 %				1 pp	13.8%
EBIT-% (adj.)	58.5 %	58.7 %	53.0 %				5.7 pp	62.2%
Source: Inderes								

Estimate revisions MEUR / EUR	2021 e Old	2021e New	Change %	2022 e Old	2022e New	Change %	2023 e Old	2023e New	Change %
Revenue	22.8	23.0	1%	27.2	26.7	-2%	31.1	29.6	-5%
EBIT (exc. NRIs)	13.1	13.5	3%	15.4	15.9	3%	18.5	17.7	-4%
EBIT	11.3	11.7	4%	13.6	14.1	4%	17.5	16.7	-5%
EPS (excl. NRIs)	1.03	1.06	3%	1.21	1.25	3%	1.44	1.37	-4%
DPS	0.95	0.95	0%	1.05	1.05	0%	1.15	1.16	1%
Source: Inderes									

Valuation table

Valuation	2016	2017	2018	2019	2020	2021e	2022e	2023 e	2024e
Share price		6.40	7.15	9.40	13.0	15.5	15.5	15.5	15.5
Number of shares, millions		8.99	10.0	10.2	10.2	10.3	10.3	10.4	10.4
Market cap		58	72	96	132	159	159	159	159
EV		46	61	84	118	146	143	140	137
P/E (adj.)		11.7	9.0	11.9	14.3	14.6	12.4	11.3	10.3
P/E		22.0	11.7	18.5	17.5	17.5	14.4	12.1	10.3
P/FCF		5.9	18.1	11.5	14.8	21.2	13.2	11.7	10.6
P/B		3.8	3.0	4.3	5.8	6.8	6.4	5.8	5.2
P/S		5.7	4.3	5.2	6.6	6.9	6.0	5.4	5.0
EV/Sales		4.5	3.7	4.6	5.9	6.3	5.4	4.7	4.3
EV/EBITDA		7.6	6.1	8.2	9.8	10.5	8.7	7.6	6.8
EV/EBIT (adj.)		7.6	6.1	8.5	10.3	10.8	9.0	7.9	7.1
Payout ratio (%)		189.3 %	114.9 %	141.7 %	109.6 %	107.0 %	97.8 %	90.9 %	80.0 %
Dividend yield-%		8.6 %	9.8 %	7.7 %	6.3 %	6.1 %	6.8 %	7.6 %	7.9 %



Peer group valuation

Peer group valuation	Share price	Market cap	EV	EV/	EBIT	EV/EI	BITDA	EV	//S	F	P/E	Dividend	yield-%	P/B
Company		MEUR	MEUR	2021e	2022e	2021e	2022e	2021e	2022e	2021e	2022e	2021e	2022e	2021e
Evli	24.20	586	586	11.3	11.9	10.2	10.5	5.1	5.3	18.4	16.9	5.2	5.6	5.6
eQ	27.65	1100	1103	24.6	25.8	24.0	25.2	14.7	15.1	30.1	31.2	3.5	3.3	14.2
Taaleri	10.75	304	318	3.6	14.4	2.0	13.8	4.9	5.2	2.4	21.9	11.1	5.8	1.3
CapMan	3.15	491	524	10.9	12.2	10.9	12.2	9.0	8.0	15.0	15.3	4.8	5.1	3.8
United Bankers	14.25	145	147	9.4	9.0	8.7	8.0	3.1	3.0	14.8	15.3	4.7	5.0	3.4
EAB Group	3.33	46	52	16.0	9.4	8.8	6.6	2.2	1.8	23.1	14.6	2.4	3.7	2.2
Aktia	11.84	843								13.1	10.2	4.7	5.8	1.2
Oma Säästöpankki	16.10	480								6.8	11.2	2.2	2.5	1.1
Alexandria	8.38	86	72	7.8	8.4	5.8	6.1	1.6	1.5	10.7	14.4	5.2	5.8	3.6
Titanium (Inderes)	15.50	159	146	10.8	9.0	10.5	8.7	6.3	5.4	14.6	12.4	6.1	6.8	6.8
Average				11.9	13.0	10.1	11.8	5.8	5.7	14.9	16.8	4.9	4.7	4.1
Median				10.9	11.9	8.8	10.5	4.9	5.2	14.8	15.3	4.7	5.1	3.4
Diff-% to median				-1%	-24%	19%	-17%	28%	3%	-1%	-19%	31 %	34%	101%

Source: Thomson Reuters / Inderes NB: The market cap Inderes uses does not consider own shares held by the company

Income statement

Income statement	2019	H1'20	H2'20	2020	H1'21	H2'21e	2021 e	2022 e	2023 e	2024e
Revenue	18.4	9.9	10.3	20.2	10.4	12.6	23.0	26.7	29.6	32.1
Titanium	18.4	9.9	10.3	20.2	10.4	12.6	23.0	26.7	29.6	32.1
EBITDA	10.3	6.1	0.0	12.1	6.3	7.6	13.9	16.5	18.4	20.0
Depreciation	-3.3	-1.1	-1.1	-2.3	-1.0	-1.2	-2.2	-2.3	-1.7	-0.7
EBIT (excl. NRI)	9.9	5.8	5.7	11.5	6.1	7.4	13.5	15.9	17.7	19.3
EBIT	7.0	4.9	4.9	9.8	5.2	6.5	11.7	14.1	16.7	19.3
Titanium	7.0	4.9	4.9	9.8	5.2	6.5	11.7	14.1	16.7	19.3
Net financial items	0.2	0.1	0.1	0.1	0.1	0.2	0.3	0.3	0.3	0.3
PTP	7.2	5.0	4.9	9.9	5.3	6.6	11.9	14.4	17.0	19.6
Taxes	-2.0	-1.2	-1.2	-2.4	-1.2	-1.6	-2.8	-3.3	-3.7	-3.9
Minority interest	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net earnings	5.2	3.8	3.8	7.6	4.1	5.0	9.1	11.1	13.3	15.7
EPS (adj.)	0.79	0.46	0.45	0.91	0.48	0.58	1.06	1.25	1.37	1.51
EPS (rep.)	0.51	0.37	0.37	0.74	0.40	0.49	0.89	1.08	1.28	1.51
Key figures	2019	H1'20	H2'20	2020	H1'21	H2'21e	2021 e	2022 e	2023 e	2024 e
Revenue growth-%	10.3 %	22.6 %	-0.5 %	9.6 %	5.0 %	22.4 %	13.8 %	16.3 %	10.6 %	8.6 %
Adjusted EBIT growth-%	-0.8 %	52.6 %	-5.9 %	16.6 %	5.2 %	29.0 %	17.0 %	18.3 %	11.2 %	9.4 %
EBITDA-%	55.6 %	61.1 %	0.0 %	59.7 %	60.4 %	60.4 %	60.4 %	61.6 %	62.2 %	62.3 %
Adjusted EBIT-%	53.5 %	58.5 %	55.4 %	56.9 %	58.6 %	58.4 %	58.5 %	59.5 %	59.8 %	60.2 %
Net earnings-%	28.2 %	38.3 %	36.5 %	37.4 %	39.4 %	39.9 %	39.7 %	41.5 %	44.8 %	48.8 %

Balance sheet

Assets	2019	2020	2021 e	2022 e	2023 e
Non-current assets	10.8	9.1	7.1	5.5	4.5
Goodwill	6.4	4.6	2.9	1.1	0.0
Intangible assets	0.0	0.0	0.2	0.3	0.4
Tangible assets	0.6	0.5	0.6	0.6	0.7
Associated companies	0.0	0.0	0.0	0.0	0.0
Other investments	3.8	3.9	3.5	3.5	3.5
Other non-current assets	0.0	0.0	0.0	0.0	0.0
Deferred tax assets	0.0	0.0	0.0	0.0	0.0
Current assets	14.7	16.6	16.8	19.5	22.8
Inventories	0.0	0.0	0.0	0.0	0.0
Other current assets	0.0	0.0	0.0	0.0	0.0
Receivables	2.6	2.6	3.0	3.5	3.8
Cash and equivalents	12.0	14.1	13.8	16.0	18.9
Balance sheet total	25.4	25.7	23.9	25.0	27.3

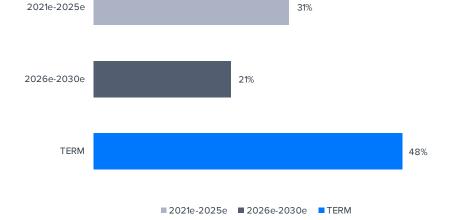
Liabilities & equity	2019	2020	2021 e	2022 e	2023 e
Equity	22.2	22.7	23.5	24.8	27.2
Share capital	0.1	0.1	0.1	0.1	0.1
Retained earnings	4.8	5.0	5.8	7.2	9.6
Hybrid bonds	0.0	0.0	0.0	0.0	0.0
Revaluation reserve	0.0	0.0	0.0	0.0	0.0
Other equity	17.3	17.6	17.6	17.6	17.6
Minorities	0.0	0.0	0.0	0.0	0.0
Non-current liabilities	0.1	0.1	0.1	0.1	0.1
Deferred tax liabilities	0.0	0.0	0.0	0.0	0.0
Provisions	0.0	0.0	0.0	0.0	0.0
Long term debt	0.0	0.0	0.0	0.0	0.0
Convertibles	0.0	0.0	0.0	0.0	0.0
Other long term liabilities	0.1	0.1	0.1	0.1	0.1
Current liabilities	3.2	3.0	0.4	0.1	0.0
Short term debt	0.0	0.0	0.4	0.1	0.0
Payables	0.0	0.0	0.0	0.0	0.0
Other current liabilities	3.2	3.0	0.0	0.0	0.0
Balance sheet total	25.4	25.7	23.9	25.0	27.3

DCF calculation

9.8 2.3 -2.4 0.0 0.1	11.7 2.2 -2.8 0.0 0.1	14.1 2.3 -3.3 0.0 0.1	16.7 1.7 -3.7 0.0	19.3 0.7 -3.9 0.0	19.9 0.7 -4.0	18.7 0.7 -3.8	17.6 0.8 -3.6	17.0 0.8 -3.5	17.5 0.8 -3.6	17.9 0.8 -3.6	
-2.4 0.0 0.1	-2.8 0.0	-3.3 0.0	-3.7	-3.9	-4.0	-3.8					
0.0	0.0	0.0					-3.6	-3.5	-3.6	-3.6	
0.1			0.0	0.0	0.0						
	0.1	0.1			0.0	0.0	0.0	0.0	0.0	0.0	
0.1		0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.0	
-0.1	-3.4	-0.5	-0.4	-0.3	-0.1	-0.1	-0.1	-0.1	-0.1	-0.1	
9.6	7.7	12.7	14.4	15.8	16.5	15.6	14.7	14.2	14.6	15.0	
0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
-0.6	-0.2	-0.7	-0.8	-0.8	-0.8	-0.8	-0.8	-0.8	-0.8	-1.0	
8.9	7.5	12.0	13.6	15.0	15.7	14.8	13.9	13.4	13.8	14.1	
0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
8.9	7.5	12.0	13.6	15.0	15.7	14.8	13.9	13.4	13.8	14.1	192
	7.3	10.6	10.9	10.9	10.4	8.9	7.6	6.7	6.2	5.8	78.8
	164	157	146	135	124	114	105	97.5	90.8	84.6	78.8
	0.0 -0.6 8.9 0.0	9.6 7.7 0.0 0.0 -0.6 -0.2 8.9 7.5 0.0 0.0 8.9 7.5 7.3	9.6 7.7 12.7 0.0 0.0 0.0 -0.6 -0.2 -0.7 8.9 7.5 12.0 0.0 0.0 0.0 8.9 7.5 12.0 7.3 10.6	9.6 7.7 12.7 14.4 0.0 0.0 0.0 0.0 -0.6 -0.2 -0.7 -0.8 8.9 7.5 12.0 13.6 0.0 0.0 0.0 0.0 8.9 7.5 12.0 13.6 7.3 10.6 10.9	9.6 7.7 12.7 14.4 15.8 0.0 0.0 0.0 0.0 -0.6 -0.2 -0.7 -0.8 -0.8 8.9 7.5 12.0 13.6 15.0 0.0 0.0 0.0 0.0 0.0 8.9 7.5 12.0 13.6 15.0 7.3 10.6 10.9 10.9	9.6 7.7 12.7 14.4 15.8 16.5 0.0 0.0 0.0 0.0 0.0 -0.6 -0.2 -0.7 -0.8 -0.8 -0.8 8.9 7.5 12.0 13.6 15.0 15.7 0.0 0.0 0.0 0.0 0.0 0.0 8.9 7.5 12.0 13.6 15.0 15.7 7.3 10.6 10.9 10.9 10.4	9.6 7.7 12.7 14.4 15.8 16.5 15.6 0.0 0.0 0.0 0.0 0.0 0.0 -0.6 -0.2 -0.7 -0.8 -0.8 -0.8 -0.8 8.9 7.5 12.0 13.6 15.0 15.7 14.8 0.0 0.0 0.0 0.0 0.0 0.0 8.9 7.5 12.0 13.6 15.0 15.7 14.8 7.3 10.6 10.9 10.9 10.4 8.9	9.6 7.7 12.7 14.4 15.8 16.5 15.6 14.7 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.0 -0.6 -0.2 -0.7 -0.8 -0.8 -0.8 -0.8 -0.8 8.9 7.5 12.0 13.6 15.0 15.7 14.8 13.9 0.0 0.0 0.0 0.0 0.0 0.0 0.0 8.9 7.5 12.0 13.6 15.0 15.7 14.8 13.9 7.3 10.6 10.9 10.9 10.4 8.9 7.6	9.6 7.7 12.7 14.4 15.8 16.5 15.6 14.7 14.2 0.0 0.	9.6 7.7 12.7 14.4 15.8 16.5 15.6 14.7 14.2 14.6 0.0 0	9.6 7.7 12.7 14.4 15.8 16.5 15.6 14.7 14.2 14.6 15.0 0.0 1.0

Enterprise value DCF	164
- Interesting bearing debt	0.0
+ Cash and cash equivalents	14.1
-Minorities	0.0
-Dividend/capital return	-8.3
Equity value DCF	170
Equity value DCF per share	16.5





Wacc

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Tax-% (WACC)	20.0 %
Target debt ratio (D/(D+E)	0.0 %
Cost of debt	4.0 %
Equity Beta	1.20
Market risk premium	4.75%
Liquidity premium	2.30%
Risk free interest rate	2.0 %
Cost of equity	10.0 %
Weighted average cost of capital (WACC)	10.0 %

Summary

Income statement	2018	2019	2020	2021 e	2022 e	Per share data	2018	2019	2020	2021 e	2022 e
Revenue	16.7	18.4	20.2	23.0	26.7	EPS (reported)	0.61	0.51	0.74	0.89	1.08
EBITDA	10.0	10.3	12.1	13.9	16.5	EPS (adj.)	0.79	0.79	0.91	1.06	1.25
EBIT	8.1	7.0	9.8	11.7	14.1	OCF / share	0.69	0.93	0.94	0.75	1.23
PTP	8.2	7.2	9.9	11.9	14.4	FCF / share	0.39	0.82	0.88	0.73	1.16
Net Income	6.1	5.2	7.6	9.1	11.1	Book value / share	2.40	2.17	2.22	2.29	2.41
Extraordinary items	-1.8	-2.9	-1.7	-1.8	-1.8	Dividend / share	0.70	0.72	0.81	0.95	1.05
Balance sheet	2018	2019	2020	2021e	2022 e	Growth and profitability	2018	2019	2020	2021 e	2022 e
Balance sheet total	25.9	25.4	25.7	23.9	25.0	Revenue growth-%	64%	10%	10%	14%	16%
Equity capital	24.0	22.2	22.7	23.5	24.8	EBITDA growth-%	63%	3%	18%	15%	19%
Goodwill	9.4	6.4	4.6	2.9	1.1	EBIT (adj.) growth-%	63%	-1%	17%	17%	18%
Net debt	-10.5	-12.0	-14.1	-13.4	-15.9	EPS (adj.) growth-%	45%	0%	14%	17%	18%
						EBITDA-%	59.6 %	55.6 %	59.7 %	60.4 %	61.6 %
Cash flow	2018	2019	2020	2021e	2022 e	EBIT (adj.)-%	59.5 %	53.5 %	56.9 %	58.5 %	59.5 %
EBITDA	10.0	10.3	12.1	13.9	16.5	EBIT-%	48.5 %	37.7 %	48.5 %	50.8 %	52.9 %
Change in working capital	-0.9	1.1	-0.1	-3.4	-0.5	ROE-%	31.3 %	22.5 %	33.7 %	39.5 %	46.0 %
Operating cash flow	6.9	9.5	9.6	7.7	12.7	ROI-%	42.2 %	31.3 %	45.1 %	51.5 %	59.1 %
CAPEX	-10.8	-1.2	-0.6	-0.2	-0.7	Equity ratio	92.7 %	87.2 %	88.0 %	98.3 %	99.3 %
Free cash flow	3.9	8.4	8.9	7.5	12.0	Gearing	-43.7 %	-54.3 %	-62.0 %	-57.2 %	-64.1 %
Valuation multiples	2018	2019	2020	2021e	2022 e						
EV/S	3.7	4.6	5.9	6.3	5.4						

Dividend-%Source: Inderes

EV/EBITDA (adj.)

EV/EBIT (adj.)

P/E (adj.)

P/E

6.1

6.1

9.0

3.0

9.8 %

8.2

11.9

4.3

7.7 %

10.5

10.8

14.6

6.8

6.1 %

9.8

10.3

14.3

5.8

6.3 %

8.7

9.0

12.4

6.4

6.8 %

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Reduce The 12-month risk-adjusted expected shareholder return of the share is weak

Sell The 12-month risk-adjusted expected shareholder return of the share is very weak

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Recommendation history (>12 mo)

Date	Recommendation	Target price	Share price
10-10-17	Reduce	7.00 €	6.98€
18-01-18	Accumulate	7.00 €	6.70 €
23-03-18	Accumulate	8.00€	7.40 €
21-05-18	Buy	8.30 €	7.30 €
17-06-18	Accumulate	8.30 €	7.56 €
31-08-18	Accumulate	8.50 €	8.00€
25-10-18	Accumulate	7.50 €	7.00 €
14-03-19	Accumulate	9.20 €	8.52 €
30-04-19	Accumulate	9.20 €	8.20 €
18-06-19	Accumulate	8.90 €	7.94 €
30-08-19	Accumulate	9.20 €	8.44 €
29-10-19	Reduce	9.20 €	9.36 €
15-01-20	Reduce	9.70 €	10.70 €
05-03-20	Reduce	10.00 €	10.75 €
15-04-20	Reduce	8.50 €	8.32 €
29-04-20	Accumulate	8.50 €	7.82 €
28-08-20	Buy	11.00 €	10.15 €
19-10-20	Accumulate	12.00 €	11.25 €
24-11-20	Reduce	12.00 €	13.30 €
05-03-21	Reduce	13.00 €	14.55 €
16-04-21	Reduce	14.00 €	15.20 €
02-07-21	Accumulate	15.50 €	14.70 €
27-08-21	Accumulate	16.50 €	15.50 €

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