ACATIS GANÉ Value Event Fonds UI (WKN A0X754)

Investment Report May 2012 **Aschaffenburg, 5th June 2012**

We invest in winners. That means we invest in strong companies that create value for their shareholders with sustainable business models, solid balance sheets and high margins. We keep the risks low and invest when our position is fuelled by a positive event. We refer to that as the combination of value and event.

TAKKT AG

The origins of Stuttgart-based TAKKT AG can be traced back to 1945. Today, the group - with sales revenues of EUR 850 million - is a market leader in the B2B mail order trade for business equipment in Europe and North America. TAKKT supplies customers with complete operating, storage and office equipment from one source. Its product range covers forklifts from subsidiary KAISER+KRAFT to top-design office chairs by office equipment supplier TOPDEQ, and offers 180,000 products from hundreds of selected suppliers. TAKKT pursues a very good customer orientation strategy, which starts before an order is placed and does not end with the delivery. As one of three million customers in more than 25 countries, we certainly appreciate this kind of customer service.

The business model features a high degree of stability during the economic cycle. The relative lack of price sensitivity in the area of business equipment and the fragmented supplier basis allow for consistently high gross profit margins of 40%. Moreover, the mail order trade is a system business that is not labour-intensive and therefore allows for efficient management and monitoring. Other contributing factors in addition to margins are the growth in average contract values (currently EUR 480) as well as customer loyalty and the ability to acquire new customers. During the last 25 years, TAKKT was able to increase its sales by an average of 10% per annum - one half through acquisitions and the other half through organic growth. The intention is to form or acquire one new company every year. Financing is obtained from considerable free cash-flow, which is 8% of annual sales revenues on average.

Even though expensive acquisitions in the US were not successful to date, TAKKT nevertheless generates a consistently high return on equity of 20%. Since 2000, TAKKT has generated accumulated profits of EUR 7.50 per share, of which EUR 3.46 were retained. Since after-tax profits per share grew by EUR 0.55 during the same time period, retained earnings generated internal interest of 16% in 2011. EUR 4.04 per share was paid as a dividend during the same period. Most recently, we received a performance-based basis and special dividend of EUR 0.85 per share in May 2012. Based on our average cost price, this corresponds with a fairly high return of 9%.

On 1 April 2012, TAKKT acquired George Patton Associates Inc., a US mail order retailer for display articles, at nine times 2011 EBITDA. This further strengthens the portfolio of the TAKKT America segment, which now contributes more than 40% of total sales revenues. Following the weak phase of recent years, we expect robust growth for TAKKT America, as already evidenced by organic sales growth of 10% during the first quarter of 2012.

Sincerely yours

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