

# Company Update

September 11, 2006

Industrials/Austria

## KTM Power Sports

**Hold**

### Cross Industries remains in the driving seat

Share price (EUR) 08.09.06	44.50
Target Price (EUR)	48.00
Volatility risk	low
Listing, Vienna	
ISIN-Code	AT0000645403
Reuters	KTMP.VI
Bloomberg	KTM AV
Homepage	www.ktm.com
Free float	20.0%
Market cap. (EUR mn)	306.7
Ø daily turnover 12m (EUR mn)	0.1
ATX Prime Weighting	0.1%
Book value/share (EUR)	25.5

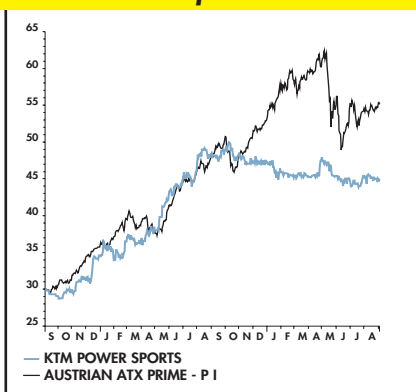
Recently CROSS Industries announced the intention to exercise its option for buying back the 25% stake in KTM PS from Polaris. This means that speculations about a complete takeover of KTM PS and an associated takeover offer by Polaris in autumn 2007 no longer seem to be an issue. According to KTM's management, KTM will continue the cooperation with Polaris and would appreciate if Polaris maintained a 5 to 10%-shareholding in KTM PS. The remaining 15 - 20% should be floated again on the stock market. As a result, the KTM PS share loses the downside protection that would be linked to a potential takeover. On the other hand, the share was being held back by growth and earnings problems in the recent past, which dragged down the valuation of Polaris. We believe that KTM PS is one of the fastest growing companies in the leisure vehicle industry also on a stand-alone basis. Therefore we confirm our price target of EUR 48 and our "hold" recommendation.

**1-3Q 2005/06:** Comparable sales of 1-3Q increased by 11% to EUR 350.5 mn. Sales of motorcycles over 85 ccm increased by 6% to 48,182 units. Comparable 1-3Q EBIT rose by 15% to EUR 20.1 mn and fell short of our estimate of EUR 21.7 mn due to higher selling and administrative expenses.

**Outlook:** KTM already gave a very good sales indication for 2005/06 of more than EUR 500 mn, which means yoy growth of > 11%. The further growth course will increasingly depend on the Onroad segment and the emerging ATV business, since the business outlook for the Offroad segment in Europe has deteriorated somewhat due to restrictions for offroad driving in the important markets France and Spain. Based on slightly lower sales growth forecasts we reduce our EPS forecasts for 2006/07 from EUR 3.58 to EUR 3.45 and for 2007/08 from EUR 3.96 to EUR 3.72. Our EPS forecast for 2005/06 remains unchanged at EUR 3.01.

**Valuation and Recommendation:** The KTM PS share trades at a significant premium to the peer group median in terms of EV multiples. Due to the outstanding growth momentum and growth perspectives compared to its peers we consider this justified.

### KTM Power Sports



Source: Thomson Financial Datastream

### Ratios per Share (IFRS)

in EUR	2003/04	2004/05	2005/06e	2006/07e	2007/08e
Earnings	3.20	2.09	3.01	3.45	3.72
Price/earnings ratio	15.1	21.5	14.8	12.9	11.9
Cash earnings	2.14	4.83	6.15	7.43	8.29
Price/cash earnings ratio	22.6	9.3	7.2	6.0	5.4
Dividend	0.00	0.55	0.75	0.80	0.85
Dividend yield	0.0%	1.2%	1.7%	1.8%	1.9%
Payout ratio	0%	31%	25%	23%	23%
No of shares (mn)	4.1	5.8	6.9	6.9	6.9

Source: KTM Power Sports, Raiffeisen Centrobank estimates

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**Discussion of 3Q 2006 results:** KTM reported better than expected 3Q 2005/06 sales of EUR 115 mn (RCB estimate: EUR 112 mn), which means sales growth of 10.7% compared to 3Q 2004/05. Sales were driven by strong growth in North America, where the new offroad models found a ready market, as well as by the successful introduction of the new onroad models 950 Supermoto and 990 Adventure. The gross margin continued its positive trend of the first half and increased from 30% to 32.4% compared to 3Q 2004/05. But despite that, EBIT of EUR 1.5 mn missed our estimate of EUR 3.6 mn due to higher selling and sport-activity expenditures as well as higher administration costs, which also include part of the USD hedging positions.

## Sales expanding at full throttle

The financial result of 3Q is not comparable with the previous year's period, since 3Q 2004/05 still included valuation gains/losses from investments (Rosenbauer). The low EBIT margin and net profit contribution of 3Q reflects the seasonally lower sales volume of 3Q and the higher portion of onroad models with lower margins. Net profit of 3Q 2005/06 was EUR 0.6 mn compared to – EUR 2.6 mn.

## 3Q 2005/06 performance comparison

in EUR mn	3Q 04/05	3Q 05/06	+/-% qoq	3Q 05/06e	+/-% vs. RCB est.	Comment
Sales	104.0	115.1	10.7%	112.0	2.8%	stronger offroad sales volumes, better product mix
Gross Profit	31.2	37.3	19.6%	36.0	3.6%	higher sales of higher-margin offroad motorcycles sales, favourable USD development in 3Q
Gross margin	30.0%	32.4%		32.1%	0.8%	
EBITDA	5.3	6.8	28.3%	8.7	-21.8%	higher selling, racing and administrative expenses
EBIT	0.8	1.5	87.5%	3.6	-58.3%	
EBIT margin	0.8%	1.3%		3.2%		
EBT	-4.0	-0.4	n.a.	1.9	n.a.	
Net profit	-2.6	0.6	n.a.	1.2	n.a.	

Source: KTM PS, Raiffeisen Centrobank

## New models to secure growth

**Offroad motorcycles:** Offroad sales increased from EUR 146.3 mn to EUR 156.6 mn in the first nine months 2005/06. But, due to stricter offroad regulations in Europe - especially in France and Spain - KTM is somewhat more cautious on the future development of the European offroad business. Therefore the segments Enduro and Travel Enduro registered a decrease in volumes in the running business year. In this adverse market environment with a market decline of about 9%, KTM has been able to increase its market share in the Enduro segment. In contrast to Europe, the offroad business is doing very well in North America. In 1-3Q North American sales increased by 32% or 23% currency adjusted, which was mainly driven by the successful introduction of the new model SX 250 (4 stroke). In the next business year 2006/07 we expect still good growth of the offroad business on the back of the introduction of the newly designed high-volume Enduro 250 EXC model and ongoing high demand for the SX 250. Afterwards we reckon with flattening growth in the offroad business.

## KTM steadily increases its onroad product portfolio

**Onroad motorcycles:** Sales of the Onroad segment rose from EUR 94.6 mn (29% of group sales) to EUR 112.0 mn (31% of group sales). Despite the market successes of the new models Supermoto and Adventure, segment sales trail behind our and management's forecast due to the slower growth of the Superduke 990 (+ 98 units / + 5% compared to 1-3Q 2005). According to KTM PS, the target market share was not achieved on schedule due to aggressive competition in the Naked Bikes segment as well as the necessary and time-consuming sales approach to new customers. Beginning 2006/07, KTM will start to sell the 2-cylinder onroad models in North America. Up to now KTM was only active in the Supermoto segment in North America. Expanded onroad motorcycle sales in the US and the introduction of new onroad models, which will culminate in the introduction of the Superbike 1150 Venom in 2007/08, should make sure that the Onroad segment continues to achieve higher growth rates than the Offroad segment.

**All Terrain Vehicles (ATV):** KTM will start selling the KTM ATV in 2H 2006/07 - somewhat later than previously expected. Furthermore the stricter offroad regulations in Europe will also have a negative impact on the ramp-up of the ATV business, since the relevant regions are the main target markets of KTM. Therefore we somewhat reduce our estimates for this business segment.

## Changes to segmental forecasts

in EUR mn	previous						new					
	05/06e	in %	06/07e	in %	07/08e	in %	05/06e	in %	06/07e	in %	07/08e	in %
Offroad	218	45%	220	39%	220	36%	238	47%	254	47%	258	43%
Onroad	149	31%	180	32%	205	33%	155	31%	169	31%	187	31%
Sportminicycles	23	5%	25	4%	25	4%	20	4%	20	4%	20	3%
<b>Motorcycles</b>	<b>390</b>	<b>81%</b>	<b>425</b>	<b>75%</b>	<b>450</b>	<b>73%</b>	<b>413</b>	<b>82%</b>	<b>443</b>	<b>82%</b>	<b>464</b>	<b>77%</b>
ATVs and ATV engines	0	0%	25	4%	42	7%	2	0%	10	2%	40	7%
Related products	90	19%	115	20%	126	20%	88	17%	89	16%	101	17%
<b>Sales</b>	<b>480</b>	<b>100%</b>	<b>565</b>	<b>100%</b>	<b>618</b>	<b>100%</b>	<b>503</b>	<b>100%</b>	<b>542</b>	<b>100%</b>	<b>605</b>	<b>100%</b>

Source: Raiffeisen Centrobank estimates

## Lifting our sales forecast 2005/06

**Planning model:** Management expects a sales volume 2005/06 of EUR 503 mn compared to our previous forecast of EUR 480 mn. This sales forecast means sales growth of about 13% compared to comparable figures 2004/05 of KTM Group GmbH in the amount of EUR 451 mn. Management also indicated that the new offroad models, which will be shipped in 4Q, find very good market acceptance. Based on these forecasts we increase our sales target 2005/06 from EUR 480 mn to EUR 508 mn. After the development of 1-3Q and the surprisingly strong Offroad segment sales we increase our gross margin target significantly. We keep our EBIT margin target 2005/06 of 6.9% and correspondingly lift our EBIT estimate from EUR 33.2 mn to EUR 35.0 mn. After also making some adjustments in the financial result as well as income taxes we confirm our EPS estimate 2005/06 of EUR 3.01. Beginning in 2006/07, KTM PS will change its reporting of racing and sponsoring income of an expected EUR 6.5 mn as well as R&D subsidies of about EUR 2 mn. These items are currently recognised as sales in the segment Related Products and Other segment and will be shown under sport-activity expenditures and R&D expenditures as from 2006/07.

## Expected USD depreciation would hurt profitability

KTM has completely hedged the expected USD sales for the business year 2006/07 at an average EUR/USD exchange rate of 1.25. For the following business year 2007/08 we reckon with a hedged EUR/USD rate of EUR 1.32 based on the USD forecasts of Raiffeisen Research. Based on these assumptions we forecast a slight increase in the EBIT margin in 2006/07 but lower our EPS estimate due to a reduced sales forecast. The expected less favourable EUR/USD exchange rate in 2007/08 as well as the overproportionate growth of lower-margin products (onroad motorcycles, ATVs) will have a negative impact on the gross and EBIT margins. Therefore we reduce our EPS 2007/08 estimate from EUR 3.96 to EUR 3.72. These estimates do not include the KTM Sports Car, which is scheduled for introduction in the business year 2007/08.

## Changes to forecasts – KTM Powersports

in EUR mn	previous			new		
	2005/06e	2006/07e	2007/08e	2005/06e	2006/07e	2007/08e
Sales	480.0	565.0	620.0	503.0	542.0	605.0
EBIT	33.2	39.4	43.2	35.0	38.3	40.4
EBIT margin	6.9%	7.0%	7.0%	7.0%	7.1%	6.7%
EBT	25.6	32.0	36.4	27.4	30.7	33.1
Net Profit	20.8	24.7	27.3	20.8	23.8	25.7
EPS	3.01	3.58	3.96	3.01	3.45	3.72

Source: Raiffeisen Centrobank estimates

**Risks to our planning model:** The biggest risk to our planning scenario undoubtedly stems from the USD trend. A 1% decrease in the USD vs. the EUR essentially knocks on to a decline in EBIT by some EUR 1 mn. As a result of the rolling exchange rate hedges, the negative effect on the result can be postponed to buy time for strategic counter-measures. In this context the cooperation with Polaris could somewhat reduce the negative effects of a further USD depreciation. Furthermore, market acceptance of the new onroad and ATV models will be decisive for the business performance in future, since further sales growth is strongly dependent on this segment.

## Price target unchanged at EUR 48

**Valuation and recommendation:** Italian Piaggio is another competitor that recently entered the scene. Since Piaggio also includes the motorcycle brands Aprilia, Moto Guzzi and Derbi besides the scooters, we have included the company in our peer group. KTM PS shares currently trade at a premium to the peer group median in terms of EV/EBITDA. Due to the outstanding growth momentum and growth perspectives compared to its peers we consider this justified. The decision of Cross Industries to buy back the 25% stake of Polaris should only have a limited negative impact on the share price, since the KTM share traded at significantly higher valuation levels than Polaris. On the other hand, the end of takeover speculations robs the KTM share of its strong downside protection. Based on the peer group comparison we keep our price target of EUR 48 and our "hold" recommendation.

## Peer Group

	PER		EV/Sales		EV/EBITDA		EV/EBIT	
	2006e	2007e	2006e	2007e	2006e	2007e	2006e	2007e
Arctic Cat	14.3	12.6	0.4	0.4	5.9	5.0	10.2	8.7
Ducati	neg.	217.6	0.5	0.4	4.9	3.7	56.5	16.7
Harley Davidson	15.7	14.2	2.8	2.6	8.8	8.1	10.1	8.9
Polaris	12.2	10.9	0.9	0.8	6.4	5.5	8.8	7.5
Porsche	14.1	12.1	1.8	1.6	6.7	6.1	9.3	8.5
Yamaha	11.5	11.2	0.6	0.6	5.4	4.9	7.8	7.2
Palfinger	13.0	12.6	1.2	1.1	8.2	7.7	9.7	9.1
Piaggio	20.1	15.6	0.9	0.8	7.8	6.4	12.2	9.6
<b>Average</b>	<b>14.4</b>	<b>38.4</b>	<b>1.1</b>	<b>1.1</b>	<b>6.8</b>	<b>5.9</b>	<b>15.6</b>	<b>9.5</b>
<b>Median</b>	<b>14.1</b>	<b>12.6</b>	<b>0.9</b>	<b>0.8</b>	<b>6.5</b>	<b>5.8</b>	<b>9.9</b>	<b>8.8</b>
<b>KTM PS*</b>	<b>14.8</b>	<b>12.9</b>	<b>0.9</b>	<b>0.8</b>	<b>7.8</b>	<b>6.6</b>	<b>12.6</b>	<b>11.3</b>
Premium/Discount to Median	5%	2%	-5%	-4%	19%	13%	27%	29%
<b>KTM at EUR 48</b>	<b>15.9</b>	<b>13.9</b>	<b>0.9</b>	<b>0.9</b>	<b>8.2</b>	<b>7.1</b>	<b>13.3</b>	<b>12.1</b>

Source: Bloomberg, Raiffeisen Centrobank estimates

## Income Statement (IFRS)

in EUR mn	03/04	%	04/05	%	05/06e	%	06/07e	%	07/08e	%
<b>Consolidated sales</b>	<b>154.5</b>	<b>100.0</b>	<b>381.9</b>	<b>100.0</b>	<b>503.0</b>	<b>100.0</b>	<b>542.0</b>	<b>100.0</b>	<b>605.0</b>	<b>100.0</b>
Cost of sales	-100.3	-64.9	-265.4	-69.5	-337.5	-67.1	-366.4	-67.6	-418.3	-69.1
<b>Gross profit</b>	<b>54.2</b>	<b>35.1</b>	<b>116.4</b>	<b>30.5</b>	<b>165.5</b>	<b>32.9</b>	<b>175.6</b>	<b>32.4</b>	<b>186.7</b>	<b>30.9</b>
Other operating income	0.0	0.0	0.2	0.1	0.0	0.0	0.0	0.0	0.0	0.0
Selling expenses	-25.3	-16.4	-61.5	-16.1	-77.0	-15.3	-79.7	-14.7	-85.0	-14.0
Administrative expenses	-7.8	-5.0	-16.8	-4.4	-25.1	-5.0	-26.4	-4.9	-27.8	-4.6
Other operating expenses	-5.6	-3.6	-20.6	-5.4	-28.4	-5.6	-31.2	-5.8	-33.5	-5.5
<b>EBITDA</b>	<b>21.6</b>	<b>14.0</b>	<b>32.8</b>	<b>8.6</b>	<b>56.4</b>	<b>11.2</b>	<b>65.3</b>	<b>12.0</b>	<b>71.4</b>	<b>11.8</b>
Depreciation of PPE and intangibles	-6.1	-4.0	-15.2	-4.0	-21.4	-4.3	-26.9	-5.0	-31.0	-5.1
<b>EBITA</b>	<b>15.5</b>	<b>10.0</b>	<b>17.7</b>	<b>4.6</b>	<b>35.0</b>	<b>7.0</b>	<b>38.3</b>	<b>7.1</b>	<b>40.4</b>	<b>6.7</b>
Amortisation, impairment of goodwill	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>EBIT</b>	<b>15.5</b>	<b>10.0</b>	<b>17.7</b>	<b>4.6</b>	<b>35.0</b>	<b>7.0</b>	<b>38.3</b>	<b>7.1</b>	<b>40.4</b>	<b>6.7</b>
Investment income	3.4	2.2	1.0	0.2	0.0	0.0	0.0	0.0	0.0	0.0
Net interest income	-2.6	-1.7	-6.3	-1.6	-7.6	-1.5	-7.6	-1.4	-7.3	-1.2
Other financial result	0.3	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>Financial result</b>	<b>1.1</b>	<b>0.7</b>	<b>-5.3</b>	<b>-1.4</b>	<b>-7.6</b>	<b>-1.5</b>	<b>-7.6</b>	<b>-1.4</b>	<b>-7.3</b>	<b>-1.2</b>
<b>Earnings before taxes</b>	<b>16.6</b>	<b>10.7</b>	<b>12.4</b>	<b>3.2</b>	<b>27.4</b>	<b>5.4</b>	<b>30.7</b>	<b>5.7</b>	<b>33.1</b>	<b>5.5</b>
Taxes on income	-3.5	-2.3	-0.3	-0.1	-6.6	-1.3	-6.9	-1.3	-7.5	-1.2
Extraordinary result	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>Net profit before minorities</b>	<b>13.1</b>	<b>8.5</b>	<b>12.1</b>	<b>3.2</b>	<b>20.8</b>	<b>4.1</b>	<b>23.8</b>	<b>4.4</b>	<b>25.7</b>	<b>4.2</b>
Minority interests	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>Net profit after minorities</b>	<b>13.1</b>	<b>8.5</b>	<b>12.1</b>	<b>3.2</b>	<b>20.8</b>	<b>4.1</b>	<b>23.8</b>	<b>4.4</b>	<b>25.7</b>	<b>4.2</b>

Source: KTM Power Sports, Raiffeisen Centrobank estimates

## Cash Flow Statement (IFRS)

in EUR mn	03/04	%	04/05	%	05/06e	%	06/07e	%	07/08e	%
<b>Earnings before taxes</b>	<b>16.6</b>	<b>-753.0</b>	<b>12.4</b>	<b>28.5</b>	<b>27.4</b>	<b>62.3</b>	<b>30.7</b>	<b>63.0</b>	<b>33.1</b>	<b>62.3</b>
Taxes paid	-2.6	119.0	-0.3	-0.6	-6.6	-15.1	-6.9	-14.2	-7.5	-14.0
Amortisation and depreciation	6.1	-277.2	15.2	35.0	21.4	48.6	26.9	55.2	31.0	58.3
Other non-cash items	-11.3	513.0	0.6	1.5	0.2	0.5	0.5	1.0	0.5	0.9
<b>Cash flow from result</b>	<b>8.8</b>	<b>-398.1</b>	<b>27.9</b>	<b>64.4</b>	<b>42.4</b>	<b>96.3</b>	<b>51.2</b>	<b>105.1</b>	<b>57.1</b>	<b>107.5</b>
Change in working capital	-11.0	498.1	15.4	35.6	1.6	3.7	-2.5	-5.1	-4.0	-7.5
<b>Operating cash flow</b>	<b>-2.2</b>	<b>100.0</b>	<b>43.3</b>	<b>100.0</b>	<b>44.0</b>	<b>100.0</b>	<b>48.7</b>	<b>100.0</b>	<b>53.1</b>	<b>100.0</b>
Capex PPE and intangible assets	-10.3	465.5	-20.6	-47.6	-31.2	-70.9	-37.0	-76.0	-42.0	-79.0
Acquisitions	0.0	0.0	-61.1	-141.0	0.0	0.0	0.0	0.0	0.0	0.0
Disposal of fixed assets	11.7	-528.9	41.3	95.3	0.0	0.0	0.0	0.0	0.0	0.0
Other items (investments)	-39.6	1798.4	-8.3	-19.2	0.0	0.0	0.0	0.0	0.0	0.0
<b>Investing cash flow</b>	<b>-38.2</b>	<b>1734.9</b>	<b>-48.8</b>	<b>-112.6</b>	<b>-31.2</b>	<b>-70.9</b>	<b>-37.0</b>	<b>-76.0</b>	<b>-42.0</b>	<b>-79.0</b>
Dividend payments	0.0	0.0	0.0	0.0	-3.8	-8.6	-5.2	-10.7	-5.5	-10.4
Other changes in equity	1.4	-63.9	48.5	111.9	0.0	-0.1	0.0	0.0	0.0	0.0
Change in interest-bearing fin. assets	14.3	-650.6	-13.6	-31.5	0.0	0.0	0.0	0.0	0.0	0.0
Other financial investments	-22.0	999.7	-117.3	-270.6	3.2	7.2	0.0	0.0	0.0	0.0
<b>Change net interest-bearing debt</b>	<b>-46.7</b>	<b>2120.1</b>	<b>-87.8</b>	<b>-202.7</b>	<b>12.1</b>	<b>27.5</b>	<b>6.5</b>	<b>13.4</b>	<b>5.6</b>	<b>10.6</b>

Source: KTM Power Sports, Raiffeisen Centrobank estimates

## Balance Sheet (IFRS)

in EUR mn	03/04	%	04/05	%	05/06e	%	06/07e	%	07/08e	%
<b>Current assets</b>	<b>69.3</b>	<b>42.5</b>	<b>181.6</b>	<b>44.6</b>	<b>198.6</b>	<b>45.7</b>	<b>205.1</b>	<b>45.5</b>	<b>208.3</b>	<b>44.8</b>
Liquid funds	9.0	5.5	15.0	3.7	27.1	6.2	24.1	5.3	16.3	3.5
Receivables	28.0	17.2	88.0	21.6	85.0	19.6	90.0	20.0	95.0	20.4
Inventories	31.8	19.5	77.7	19.1	85.0	19.6	89.0	19.7	95.0	20.4
Other assets	0.6	0.4	0.9	0.2	1.5	0.3	2.0	0.4	2.0	0.4
<b>Fixed assets</b>	<b>93.8</b>	<b>57.5</b>	<b>225.9</b>	<b>55.4</b>	<b>235.7</b>	<b>54.3</b>	<b>245.8</b>	<b>54.5</b>	<b>256.8</b>	<b>55.2</b>
Property, plant & equipment	24.7	15.1	65.1	16.0	66.6	15.3	71.8	15.9	80.6	17.3
Intangible assets	6.2	3.8	81.4	20.0	89.7	20.7	94.6	21.0	96.8	20.8
Goodwill	30.0	18.4	78.4	19.2	78.4	18.0	78.4	17.4	78.4	16.9
Financial assets	32.9	20.2	1.0	0.2	1.0	0.2	1.0	0.2	1.0	0.2
<b>Deferred tax assets</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>
<b>Total assets</b>	<b>163.2</b>	<b>100.0</b>	<b>407.5</b>	<b>100.0</b>	<b>434.4</b>	<b>100.0</b>	<b>450.9</b>	<b>100.0</b>	<b>465.1</b>	<b>100.0</b>
<b>Current liabilities</b>	<b>37.9</b>	<b>23.2</b>	<b>122.4</b>	<b>34.5</b>	<b>129.0</b>	<b>33.8</b>	<b>126.4</b>	<b>31.8</b>	<b>120.0</b>	<b>29.1</b>
Short-term borrowings	16.0	9.8	48.0	13.5	48.0	12.6	38.4	9.7	25.0	6.1
Trade payables	7.9	4.8	38.8	10.9	43.0	11.3	47.0	11.8	51.0	12.4
Short-term provisions	10.1	6.2	26.8	7.6	29.0	7.6	31.0	7.8	33.0	8.0
Other current liabilities	3.9	2.4	8.9	2.5	9.0	2.4	10.0	2.5	11.0	2.7
<b>Long-term liabilities</b>	<b>55.8</b>	<b>34.2</b>	<b>106.9</b>	<b>30.2</b>	<b>110.3</b>	<b>28.9</b>	<b>110.8</b>	<b>27.9</b>	<b>111.3</b>	<b>27.0</b>
Long-term borrowings	54.1	33.1	102.3	28.9	102.3	26.8	102.3	25.7	102.3	24.8
Long-term provisions	1.2	0.7	4.3	1.2	4.5	1.2	5.0	1.3	5.5	1.3
Other long-term liabilities	0.5	0.3	0.3	0.1	3.5	0.9	3.5	0.9	3.5	0.8
<b>Shareholders' equity</b>	<b>67.0</b>	<b>41.0</b>	<b>158.7</b>	<b>44.8</b>	<b>175.7</b>	<b>46.1</b>	<b>194.2</b>	<b>48.8</b>	<b>214.4</b>	<b>52.0</b>
<b>Minority interests</b>	<b>0.1</b>	<b>0.0</b>	<b>0.2</b>	<b>0.0</b>	<b>0.1</b>	<b>0.0</b>	<b>0.1</b>	<b>0.0</b>	<b>0.1</b>	<b>0.0</b>
<b>Deferred tax liabilities</b>	<b>2.5</b>	<b>1.5</b>	<b>19.3</b>	<b>5.4</b>	<b>19.3</b>	<b>5.1</b>	<b>19.3</b>	<b>4.9</b>	<b>19.3</b>	<b>4.7</b>
<b>Total liabilities</b>	<b>163.2</b>	<b>100.0</b>	<b>407.5</b>	<b>100.0</b>	<b>434.4</b>	<b>100.0</b>	<b>450.9</b>	<b>100.0</b>	<b>465.1</b>	<b>100.0</b>

Source: KTM Power Sports, Raiffeisen Centrobank estimates

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