

Buy EUR 6.30	Value Indicators: EUR DCF: 6.31	Warburg ESG Risk Score: 3.0 ESG Score (MSCI based): 3.0 Balance Sheet Score: 5.0 Market Liquidity Score: 1.0	Description: Exasol develops and offers high-performance data warehousing and data analytics solutions
	Market Snapshot: EUR m Market cap: 61.2 No. of shares (m): 26.6 EV: 50.0 Freefloat MC: 38.1 Ø Trad. Vol. (30d): 41.81 th	Shareholders: Freefloat: 62.32 % Syntos Beteiligungs GmbH: 21.25 % Supervisory board: 1.62 % Treasury stocks: 1.11 % Management: 0.85 %	Key Figures (WRE): 2024e Beta: 1.3 Price / Book: 15.5 x Equity Ratio: 24 %
Price: EUR 2.30 Upside: 173.9 %			

Discount of 80% compared to industry peers appears far too high

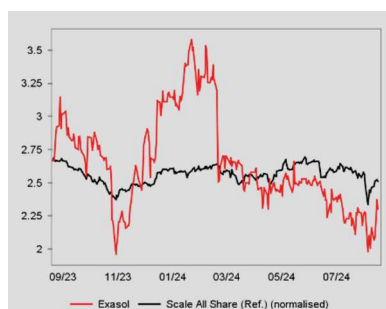
Stated Figures Q2/2024:										Comment on Figures:										
FY End: 31.12. in EUR m	Q2 24	Q2 24e	Q2 23	yoy	6M 24	6M 24e	6M 23	yoy												
ARR	39.7	40.5	35.5	12 %	39.7	40.5	35.5	12 %	■ ARR grew yoy but has declined by EUR 1.1m since the beginning of the year											
Sales	9.6	9.7	9.0	7 %	19.4	19.6	17.8	9 %	■ While gross ARR improved slightly, there was an increase in the churn rate from 7% to 15% due to volume loss with two large customers as well as a challenging economic environment overall											
EBITDA	0.4	0.2	-1.6	n.a.	0.7	0.5	-3.7	n.a.	■ Despite the market weakness, EBITDA improved further and exceeded our estimate.											
Margin	3.9 %	1.6 %	-17.4 %		3.5 %	2.3 %	-20.9 %													
EPS	-0.01	-0.02	-0.09	n.a.	-0.01	-0.04	-0.20	n.a.												

Last week Exasol published its final H1 figures in line with the preliminary results, followed by an analyst call on Wednesday and a roadshow on Friday. ARR grew by 11.8% yoy but has declined by EUR 1.1m since the beginning of the year. While net ARR gains increased slightly from EUR 2.2m last year to EUR 2.3m and nine new customers were won compared to six in H1 23, the churn rate also increased notably from 7% last year to 15%. This was partly explained by the reduction or termination of subscriptions by two large customers implementing internal strategy changes. However, the number of customers lost also increased from 14 to 21, driven by more cautious spending and customer insolvencies.

While the economic environment should remain challenging, the expected effect of the two larger customers has now materialized and churn should return to approx. 10% in H2. This should, in combination with the Q4-heaviness of the business, result in notable ARR growth towards the end of the year. We also expect an acceleration in logo wins driven by the more focused product strategy. Instead of competing against notably larger player in the cloud segment, Exasol has positioned itself with its Espresso product line as an add-on solution to accelerate complex use-cases on-premise or in a private cloud. This approach is already bearing fruit with three new customer wins in the financial industry with a total subscription volume of EUR 0.5m.

Exasol also introduced AI capabilities earlier this year to improve its product and is planning an AI-based solution to access unstructured data, which should enable new use-cases for both existing and new customers. In addition, Exasol has a strong cost-savings argument for cloud use-cases. Cloud-elasticity allows performance issues to be solved by temporarily buying additional computing power. This is, however, often more expensive than utilizing the structurally high performance of Exasol's in-memory architecture. (continued on next page)

Changes in Estimates:							Comment on Changes:													
FY End: 31.12. in EUR m	2024e (old)	+ / -	2025e (old)	+ / -	2026e (old)	+ / -														
ARR	45.7	-3.7 %	54.1	-4.0 %	n.a.	n.m.	■ Reduction in ARR growth projection due to the weak economic environment and the expectation of higher churn in the coming quarters													
Sales	41.5	-4.6 %	49.2	-7.9 %	n.a.	n.m.	■ Increase in margin outlook after the solid performance in H1 and ongoing cost discipline													
EBITDA	1.2	16.7 %	2.9	26.2 %	n.a.	n.m.	■ As a result, despite a lower top line, we expect higher EBITDA													
EPS	-0.04	n.m.	0.03	133.3 %	n.a.	n.m.														



Rel. Performance vs Scale All Share	
1 month:	5.7 %
6 months:	-23.3 %
Year to date:	-23.2 %
Trailing 12 months:	-8.4 %

Company events:
 13.11.24 Q3

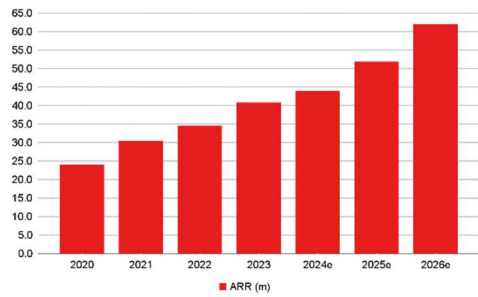
FY End: 31.12. in EUR m	CAGR (23-26e)	2020	2021	2022	2023	2024e	2025e	2026e
ARR	15.0 %	24.1	30.5	34.6	40.8	44.0	51.9	62.0
Sales	15.0 %	23.6	27.5	33.2	35.1	39.6	45.4	53.4
Change Sales yoy		9.2 %	16.4 %	20.9 %	5.9 %	12.6 %	14.6 %	17.8 %
Gross profit margin		94.5 %	96.5 %	93.6 %	91.9 %	95.2 %	94.8 %	94.7 %
EBITDA	-	-29.9	-25.7	-12.2	-5.7	1.4	3.6	6.6
Margin		-126.9 %	-93.5 %	-36.7 %	-16.2 %	3.4 %	7.9 %	12.4 %
EBIT	-	-34.1	-28.5	-14.9	-8.3	-0.5	2.3	5.9
Margin		-144.5 %	-103.8 %	-45.0 %	-23.7 %	-1.2 %	5.2 %	11.0 %
EBIT adj.		-11.6	-34.4	-16.1	-8.3	-0.5	2.3	5.9
Margin		-49.2 %	-125.3 %	-48.6 %	-23.7 %	-1.2 %	5.2 %	11.0 %
Net income	-	-34.3	-29.3	-15.0	-8.2	-0.5	1.9	4.7
EPS	-	-1.70	-1.45	-0.61	-0.32	-0.02	0.07	0.18
DPS	-	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Dividend Yield		n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
FCFPS		-0.70	-2.01	-0.60	-0.25	-0.08	0.08	0.20
FCF / Market cap		-4.1 %	-11.7 %	-12.8 %	-7.9 %	-3.5 %	3.7 %	8.8 %
EV / Sales		11.8 x	11.6 x	3.0 x	1.9 x	1.3 x	1.1 x	0.8 x
EV / EBITDA		n.a.	n.a.	n.a.	n.a.	36.7 x	13.3 x	6.4 x
EV / EBIT		n.a.	n.a.	n.a.	n.a.	n.a.	20.4 x	7.2 x
P / E		n.a.	n.a.	n.a.	n.a.	n.a.	32.9 x	12.8 x
FCF Potential Yield		-10.8 %	-8.3 %	-12.1 %	-8.4 %	2.7 %	6.7 %	12.8 %
Net Debt		-69.4	-27.2	-12.7	-13.3	-11.2	-13.4	-18.8
Guidance:		ARR +0-10%, sales +10-15%, EBITDA EUR >0m, liquid assets EUR >10m						

We consider the more focused approach and the alignment of the product and marketing strategy as positive and estimate a solid growth prospect mid-term. However, some customers with less complex database needs may opt for a simpler cloud native solution. As a result, churn in the coming quarter might remain above the mid-single-digit rate historically reported by Exasol. This is compounded by the currently weak market environment. As a result, we increased our churn estimate to 10% for H2 and to a higher single-digit figure for 2025 and 2026.

At the same time, we have increased our margin projections. EBITDA exceeded our expectation in H1. With a gross margin of above 90%, highly scalable OPEX and solid cost discipline over the last quarters, margins should expand faster than we were previously estimating with a growing top line. Capex requirements are low and have become even lower since Exasol changed its R&D accounting and made virtually no investments in intangible assets in H1, which should improve cash conversion. With an EBITDA of EUR 0.7m in the seasonally weaker H1 and liquid assets of EUR 19.7m, the stated goals for the full year of a positive EBITDA and liquid funds of EUR >10m appear conservative.

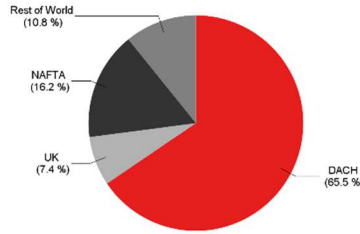
In conclusion, growth should also be less dynamic than we were anticipating, Exasol's updated market positioning has an attractive growth prospect and the churn, although temporarily high, is still below its peer group (16%, source Bain & Co.). The highly scalable business model should yield increasing margins with growing revenues and has, in the mid to long term, the potential to fulfil the "rule of 40" (sum of EBITDA margin and growth rate should be 40). Despite that, EV/recurring revenue 2024e remains low at 1.1x, which is a discount of more than 80% to the industry (median EV/recurring >6.0x). While the limited liquidity of the share and the low sales volumes might explain part of the discount, the valuations appears low, even compared to M&A multiples for smaller companies with a deal size between USD 1-50m, which were acquired at a median EV/recurring revenue of 3.5x compared to 6.8x for deal sized above USD 500m. Against this background and after adjusting our outlook, we confirm our target price of EUR 6.30 (target EV/recurring revenue 2024e 3.5x) and our Buy recommendation.

ARR development
in EUR m



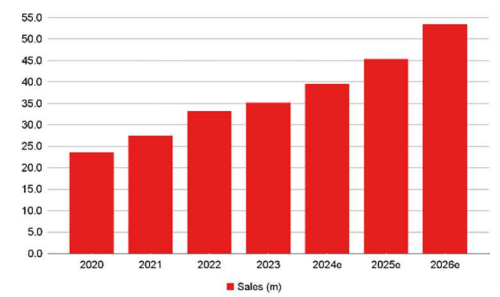
Source: Warburg Research

Sales by regions
2023; in %



Source: Warburg Research

Sales development
in EUR m



Source: Warburg Research

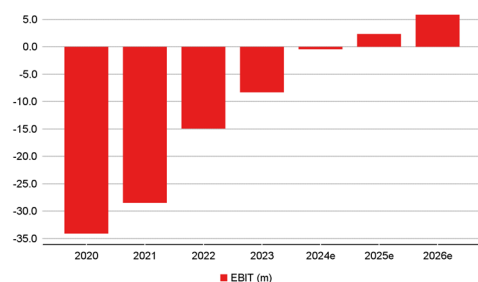
Company Background

- Exasol, headquartered in Nuremberg, Germany, is a technologically leading provider of database solutions for high-performance data warehousing and data analytics
- With its origins as a university spin-off, the company has a history of more than two decades in data science, especially in the field of high-performance computing
- The leading performance of its database solutions is based on a deeply integrated in-memory and massively parallel processing (MPP) architecture
- The customer base consists of approx. 200 enterprises worldwide from a variety of industries including top-tier companies such as adidas, Zalando, Revolut and Piedmont Healthcare
- While the company is currently expanding its geographical footprint, the largest part of its revenue (70.3%) is still generated in the DACH region, followed by Northern America with 13.1% and the UK with 6.8%

Competitive Quality

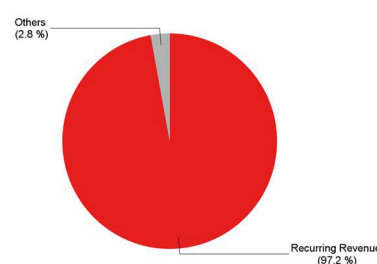
- Exasol offers the world's fastest database for data analytics and data warehousing according to the relevant independent benchmark research
- Leading technology based on more than two decades in high-performance computing, massive parallel processing and in-memory technology deeply rooted in its database architecture
- Surveys show best-in-class customer satisfaction with the solutions and the customer support as reflected in a low churn-rate
- High scalability through R&D focuses on core application with a vast array of applications and automated deployment and tuning algorithms
- Increasing sales share of subscription-based recurring revenue reached 80.5% in 2020 and, in combination with high customer loyalty, provides a high level of visibility

EBIT development
in EUR m



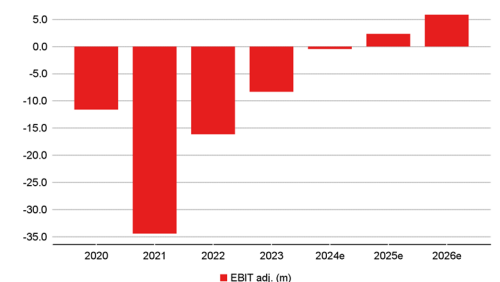
Source: Warburg Research

Sales by segments
2023; in %



Source: Warburg Research

Adj. EBIT development
in EUR m



Source: Warburg Research

DCF model

Figures in EUR m	Detailed forecast period			Transitional period										Term. Value
	2024e	2025e	2026e	2027e	2028e	2029e	2030e	2031e	2032e	2033e	2034e	2035e	2036e	
Sales	39.6	45.4	53.4	62.5	72.8	84.5	97.2	111.3	126.8	140.8	152.1	161.2	165.2	
Sales change	12.6 %	14.6 %	17.8 %	17.0 %	16.5 %	16.0 %	15.0 %	14.5 %	14.0 %	11.0 %	8.0 %	6.0 %	2.5 %	2.5 %
EBIT	-0.5	2.3	5.9	7.2	8.7	10.6	12.6	15.0	18.8	21.1	24.3	27.4	29.7	
EBIT-margin	-1.2 %	5.2 %	11.0 %	11.5 %	12.0 %	12.5 %	13.0 %	13.5 %	14.8 %	15.0 %	16.0 %	17.0 %	18.0 %	
Tax rate (EBT)	1.1 %	18.2 %	20.1 %	20.0 %	20.0 %	20.0 %	22.0 %	24.0 %	26.0 %	28.0 %	30.0 %	30.0 %	30.0 %	
NOPAT	-0.5	1.9	4.7	5.8	7.0	8.4	9.9	11.4	13.9	15.2	17.0	19.2	20.8	
Depreciation	1.8	1.3	0.8	0.8	0.7	0.7	0.6	0.6	0.6	0.7	0.8	0.8	0.8	
in % of Sales	4.6 %	2.8 %	1.4 %	1.2 %	1.0 %	0.8 %	0.6 %	0.6 %	0.5 %	0.5 %	0.5 %	0.5 %	0.5 %	
Changes in provisions	-4.0	-0.9	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
Change in Liquidity from														
- Working Capital	-0.6	-0.1	-0.1	0.4	0.3	0.5	0.3	0.1	0.1	0.1	0.1	0.0	0.0	
- Capex	0.1	0.1	0.1	0.3	0.3	0.4	0.5	0.6	0.6	0.7	0.8	0.8	0.8	
Capex in % of Sales	0.3 %	0.3 %	0.3 %	0.4 %	0.5 %	0.5 %	0.5 %	0.5 %	0.5 %	0.5 %	0.5 %	0.5 %	0.5 %	
- Other	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
Free Cash Flow (WACC Model)	-2.1	2.3	5.4	5.9	7.1	8.2	9.6	11.4	13.8	15.1	17.0	19.1	20.8	21
PV of FCF	-2.1	2.0	4.4	4.3	4.8	5.0	5.4	5.8	6.4	6.4	6.5	6.7	6.6	92
share of PVs	2.78 %			37.41 %										59.82 %

Model parameter

Derivation of WACC:		Derivation of Beta:	
Debt ratio	5.00 %	Financial Strength	1.40
Cost of debt (after tax)	4.2 %	Liquidity (share)	1.60
Market return	8.25 %	Cyclicalit	0.90
Risk free rate	2.75 %	Transparency	1.30
		Others	1.50
WACC	9.82 %	Beta	1.34

Valuation (m)

Present values 2036e	62		
Terminal Value	92		
Financial liabilities	0		
Pension liabilities	0		
Hybrid capital	0		
Minority interest	0		
Market val. of investments	0		
Liquidity	13	No. of shares (m)	26.6
Equity Value	168	Value per share (EUR)	6.31

Sensitivity Value per Share (EUR)

Beta	WACC	Terminal Growth							Beta	WACC	Delta EBIT-margin						
		1.75 %	2.00 %	2.25 %	2.50 %	2.75 %	3.00 %	3.25 %			-1.5 pp	-1.0 pp	-0.5 pp	+0.0 pp	+0.5 pp	+1.0 pp	+1.5 pp
1.53	10.8 %	5.19	5.26	5.33	5.41	5.50	5.59	5.68	1.53	10.8 %	4.91	5.08	5.24	5.41	5.58	5.74	5.91
1.44	10.3 %	5.56	5.64	5.73	5.83	5.93	6.04	6.15	1.44	10.3 %	5.29	5.47	5.65	5.83	6.01	6.19	6.36
1.39	10.1 %	5.77	5.86	5.96	6.06	6.17	6.29	6.42	1.39	10.1 %	5.50	5.69	5.87	6.06	6.24	6.43	6.62
1.34	9.8 %	5.98	6.09	6.19	6.31	6.43	6.56	6.70	1.34	9.8 %	5.73	5.92	6.11	6.31	6.50	6.69	6.88
1.29	9.6 %	6.22	6.33	6.45	6.57	6.71	6.85	7.01	1.29	9.6 %	5.97	6.17	6.37	6.57	6.77	6.97	7.17
1.24	9.3 %	6.47	6.59	6.72	6.86	7.01	7.17	7.35	1.24	9.3 %	6.23	6.44	6.65	6.86	7.07	7.28	7.49
1.15	8.8 %	7.03	7.18	7.33	7.51	7.69	7.89	8.11	1.15	8.8 %	6.82	7.05	7.28	7.51	7.73	7.96	8.19

- The cash inflow from the capital increase is included in the "Other"-line
- The increasing profitability reflects scalability of the business model as the sales volume increases
- The WACC reflects the expected cash burn, the limited visibility of the expected growth and the target debt ratio of 0%.

Valuation	2020	2021	2022	2023	2024e	2025e	2026e
Price / Book	7.2 x	18.1 x	20.7 x	18.4 x	15.5 x	10.5 x	5.8 x
Book value per share ex intangibles	1.72	0.45	-0.01	0.03	0.07	0.19	0.38
EV / Sales	11.8 x	11.6 x	3.0 x	1.9 x	1.3 x	1.1 x	0.8 x
EV / EBITDA	n.a.	n.a.	n.a.	n.a.	36.7 x	13.3 x	6.4 x
EV / EBIT	n.a.	n.a.	n.a.	n.a.	n.a.	20.4 x	7.2 x
EV / EBIT adj.*	n.a.	n.a.	n.a.	n.a.	n.a.	20.4 x	7.2 x
P / FCF	n.a.	n.a.	n.a.	n.a.	n.a.	27.2 x	11.4 x
P / E	n.a.	n.a.	n.a.	n.a.	n.a.	32.9 x	12.8 x
P / E adj.*	n.a.	n.a.	n.a.	n.a.	n.a.	32.9 x	12.8 x
Dividend Yield	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
FCF Potential Yield (on market EV)	-10.8 %	-8.3 %	-12.1 %	-8.4 %	2.7 %	6.7 %	12.8 %

*Adjustments made for: Figures are adjusted for non-cash charges for the stock option programme and IPO costs in 2020

Company Specific Items	2020	2021	2022	2023	2024e	2025e	2026e
ARR	24.1	30.5	34.6	40.8	44.0	51.9	62.0

Consolidated profit & loss

In EUR m	2020	2021	2022	2023	2024e	2025e	2026e
Sales	23.6	27.5	33.2	35.1	39.6	45.4	53.4
Change Sales yoy	9.2 %	16.4 %	20.9 %	5.9 %	12.6 %	14.6 %	17.8 %
Increase / decrease in inventory	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Own work capitalised	1.9	2.2	0.0	0.0	0.0	0.0	0.0
Total Sales	25.5	29.7	33.2	35.1	39.6	45.4	53.4
Material expenses	3.2	3.2	2.1	2.8	1.9	2.4	2.8
Gross profit	22.3	26.5	31.1	32.3	37.7	43.0	50.6
<i>Gross profit margin</i>	<i>94.5 %</i>	<i>96.5 %</i>	<i>93.6 %</i>	<i>91.9 %</i>	<i>95.2 %</i>	<i>94.8 %</i>	<i>94.7 %</i>
Personnel expenses	37.3	39.3	29.8	29.4	27.7	29.9	33.6
Other operating income	0.4	8.2	3.1	3.2	2.2	2.3	2.4
Other operating expenses	15.3	21.1	16.5	11.8	10.8	11.8	12.8
Unfrequent items	0.0	0.0	0.0	0.0	0.0	0.0	0.0
EBITDA	-29.9	-25.7	-12.2	-5.7	1.4	3.6	6.6
<i>Margin</i>	<i>-126.9 %</i>	<i>-93.5 %</i>	<i>-36.7 %</i>	<i>-16.2 %</i>	<i>3.4 %</i>	<i>7.9 %</i>	<i>12.4 %</i>
Depreciation of fixed assets	0.5	0.6	0.5	0.5	0.2	0.2	0.2
EBITA	-30.4	-26.3	-12.7	-6.2	1.2	3.4	6.5
Amortisation of intangible assets	3.2	2.1	2.3	2.1	1.6	1.1	0.6
Goodwill amortisation	0.5	0.1	0.0	0.1	0.0	0.0	0.0
EBIT	-34.1	-28.5	-14.9	-8.3	-0.5	2.3	5.9
<i>Margin</i>	<i>-144.5 %</i>	<i>-103.8 %</i>	<i>-45.0 %</i>	<i>-23.7 %</i>	<i>-1.2 %</i>	<i>5.2 %</i>	<i>11.0 %</i>
EBIT adj.	-11.6	-34.4	-16.1	-8.3	-0.5	2.3	5.9
Interest income	0.0	0.0	0.0	0.1	0.0	0.0	0.0
Interest expenses	0.2	0.0	0.1	0.0	0.0	0.0	0.0
Other financial income (loss)	0.0	0.0	0.0	0.0	0.0	0.0	0.0
EBT	-34.3	-28.5	-15.0	-8.2	-0.5	2.3	5.8
<i>Margin</i>	<i>-145.4 %</i>	<i>-103.6 %</i>	<i>-45.2 %</i>	<i>-23.3 %</i>	<i>-1.2 %</i>	<i>5.1 %</i>	<i>10.9 %</i>
Total taxes	0.0	0.8	0.0	0.0	0.0	0.4	1.2
Net income from continuing operations	-34.3	-29.3	-15.0	-8.2	-0.5	1.9	4.7
Income from discontinued operations (net of tax)	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net income before minorities	-34.3	-29.3	-15.0	-8.2	-0.5	1.9	4.7
Minority interest	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net income	-34.3	-29.3	-15.0	-8.2	-0.5	1.9	4.7
<i>Margin</i>	<i>-145.4 %</i>	<i>-106.7 %</i>	<i>-45.2 %</i>	<i>-23.4 %</i>	<i>-1.2 %</i>	<i>4.2 %</i>	<i>8.7 %</i>
Number of shares, average	20.2	20.2	24.4	25.5	26.6	26.6	26.6
EPS	-1.70	-1.45	-0.61	-0.32	-0.02	0.07	0.18
EPS adj.	-1.70	-1.45	-0.61	-0.32	-0.02	0.07	0.18

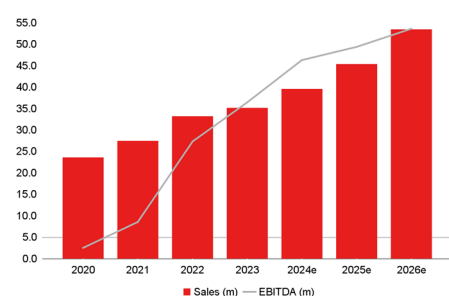
*Adjustments made for: Figures are adjusted for non-cash charges for the stock option programme and IPO costs in 2020

Guidance: ARR +0-10%, sales +10-15%, EBITDA EUR >0m, liquid assets EUR >10m

Financial Ratios

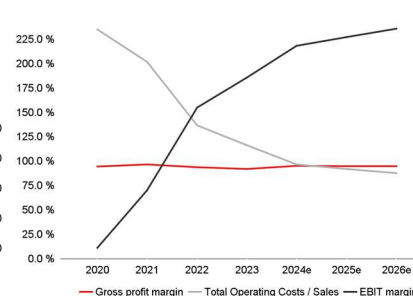
	2020	2021	2022	2023	2024e	2025e	2026e
Total Operating Costs / Sales	235.1 %	201.6 %	136.7 %	116.2 %	96.6 %	92.1 %	87.6 %
Operating Leverage	17.3 x	-1.0 x	-2.3 x	-7.5 x	-7.5 x	n.a.	8.4 x
EBITDA / Interest expenses	n.m.	n.m.	n.m.	n.m.	108.1 x	285.4 x	524.0 x
Tax rate (EBT)	0.0 %	-3.0 %	0.0 %	-0.1 %	1.1 %	18.2 %	20.1 %
Dividend Payout Ratio	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Sales per Employee	105,826	96,686	116,869	123,749	190,204	201,590	213,764

Sales, EBITDA
in EUR m



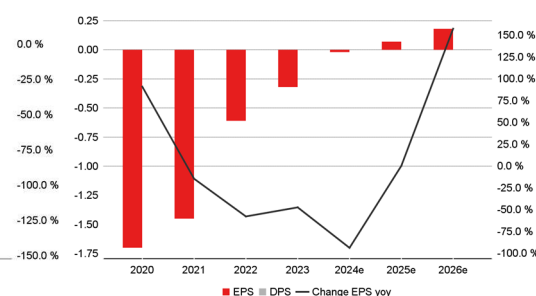
Source: Warburg Research

Operating Performance
in %



Source: Warburg Research

Performance per Share



Source: Warburg Research

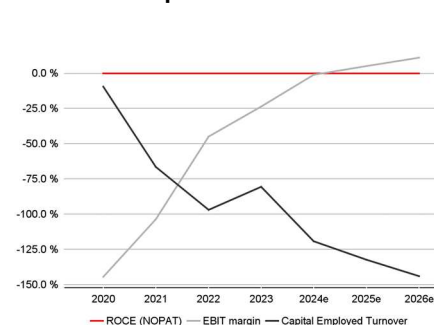
Consolidated balance sheet

In EUR m	2020	2021	2022	2023	2024e	2025e	2026e
Assets							
Goodwill and other intangible assets	7.1	8.4	5.8	3.6	2.0	0.9	0.3
thereof other intangible assets	1.1	0.8	0.6	0.4	0.3	0.2	0.1
thereof Goodwill	0.3	0.2	0.2	0.1	0.1	0.1	0.1
Property, plant and equipment	0.6	1.0	0.7	0.3	0.2	0.1	0.1
Financial assets	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other long-term assets	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Fixed assets	7.7	9.4	6.4	3.9	2.2	1.0	0.4
Inventories	0.0	0.0	0.2	0.0	0.0	0.0	0.0
Accounts receivable	3.3	2.9	1.9	0.9	1.0	1.1	1.3
Liquid assets	69.5	27.2	12.7	13.3	11.2	13.4	18.8
Other short-term assets	1.6	2.1	2.0	1.8	1.8	1.8	1.8
Current assets	74.4	32.1	16.8	16.1	14.0	16.4	22.0
Total Assets	82.1	41.5	23.2	20.0	16.2	17.4	22.4
Liabilities and shareholders' equity							
Subscribed capital	24.4	24.4	24.4	26.9	26.9	26.9	26.9
Capital reserve	107.7	107.7	108.9	113.5	113.5	113.5	113.5
Retained earnings	-83.6	-112.9	-127.9	-136.1	-136.6	-134.7	-130.0
Other equity components	-0.2	-0.2	0.1	0.1	0.1	0.1	0.1
Shareholders' equity	48.3	19.0	5.5	4.4	3.9	5.8	10.5
Minority interest	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Total equity	48.3	19.0	5.5	4.4	3.9	5.8	10.5
Provisions	27.2	13.6	5.8	4.9	0.9	0.0	0.0
thereof provisions for pensions and similar obligations	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Financial liabilities (total)	0.1	0.0	0.0	0.0	0.0	0.0	0.0
Short-term financial liabilities	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Accounts payable	1.1	1.2	1.7	1.1	1.8	2.0	2.3
Other liabilities	5.5	7.6	10.2	9.5	9.5	9.5	9.5
Liabilities	33.8	22.5	17.7	15.6	12.3	11.6	11.9
Total liabilities and shareholders' equity	82.1	41.5	23.2	20.0	16.2	17.4	22.4

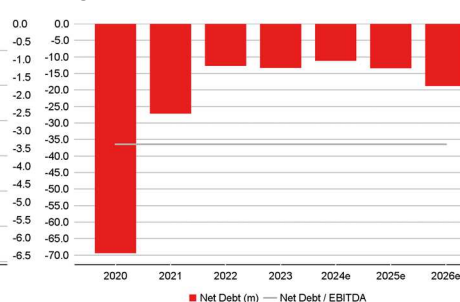
Financial Ratios

	2020	2021	2022	2023	2024e	2025e	2026e
Efficiency of Capital Employment							
Operating Assets Turnover	8.5 x	10.4 x	31.6 x	754.8 x	-63.4 x	-59.4 x	-61.2 x
Capital Employed Turnover	-1.1 x	-3.4 x	-4.6 x	-3.9 x	-5.5 x	-6.0 x	-6.4 x
ROA	-444.2 %	-313.1 %	-234.1 %	-212.0 %	-21.5 %	187.5 %	1153.2 %
Return on Capital							
ROCE (NOPAT)	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
ROE	-189.2 %	-87.1 %	-122.6 %	-166.4 %	-11.1 %	38.9 %	57.1 %
Adj. ROE	-189.2 %	-87.1 %	-122.6 %	-166.4 %	-11.1 %	38.9 %	57.1 %
Balance sheet quality							
Net Debt	-69.4	-27.2	-12.7	-13.3	-11.2	-13.4	-18.8
Net Financial Debt	-69.4	-27.2	-12.7	-13.3	-11.2	-13.4	-18.8
Net Gearing	-143.8 %	-142.8 %	-232.7 %	-303.1 %	-284.1 %	-230.0 %	-179.0 %
Net Fin. Debt / EBITDA	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
Book Value / Share	2.0	0.8	0.2	0.2	0.1	0.2	0.4
Book value per share ex intangibles	1.7	0.4	0.0	0.0	0.1	0.2	0.4

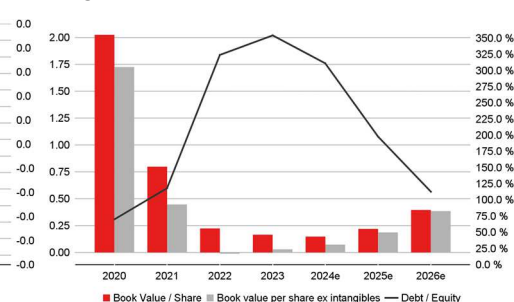
ROCE Development



Net debt in EUR m



Book Value per Share in EUR



Source: Warburg Research

Source: Warburg Research

Source: Warburg Research

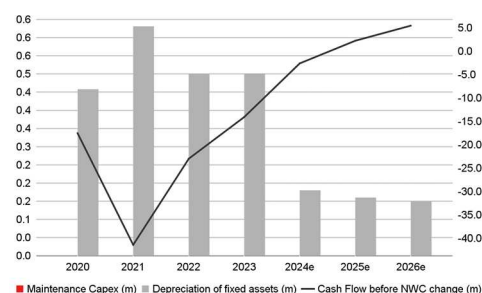
Consolidated cash flow statement

In EUR m	2020	2021	2022	2023	2024e	2025e	2026e
Net income	-34.3	-29.3	-15.0	-8.2	-0.5	1.9	4.7
Depreciation of fixed assets	0.5	0.6	0.5	0.5	0.2	0.2	0.2
Amortisation of goodwill	0.5	0.1	0.0	0.1	0.0	0.0	0.0
Amortisation of intangible assets	3.2	2.1	2.3	2.1	1.6	1.1	0.6
Increase/decrease in long-term provisions	15.9	-12.6	-5.9	-4.9	-4.0	-0.9	0.0
Other non-cash income and expenses	-3.3	-2.3	-4.9	-3.6	0.0	0.0	0.0
Cash Flow before NWC change	-17.5	-41.4	-23.0	-14.1	-2.6	2.3	5.4
Increase / decrease in inventory	0.0	0.0	-0.2	0.2	0.0	0.0	0.0
Increase / decrease in accounts receivable	-2.8	-1.5	-0.6	-0.4	-0.1	-0.1	-0.2
Increase / decrease in accounts payable	9.0	6.8	9.5	8.1	0.7	0.2	0.3
Increase / decrease in other working capital positions	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Increase / decrease in working capital (total)	6.2	5.3	8.7	7.8	0.6	0.1	0.1
Net cash provided by operating activities [1]	-11.3	-36.1	-14.3	-6.3	-2.1	2.4	5.5
Investments in intangible assets	-2.4	-3.4	0.0	0.0	0.0	0.0	0.0
Investments in property, plant and equipment	-0.4	-1.0	-0.3	-0.1	-0.1	-0.1	-0.1
Payments for acquisitions	-0.9	0.0	0.0	0.0	0.0	0.0	0.0
Financial investments	35.6	-35.5	0.0	1.0	0.0	0.0	0.0
Income from asset disposals	0.0	0.0	0.0	0.1	0.0	0.0	0.0
Net cash provided by investing activities [2]	-39.3	31.1	-0.3	-1.0	-0.1	-0.1	-0.1
Change in financial liabilities	-3.8	-0.2	-0.1	0.0	0.0	0.0	0.0
Dividends paid	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Purchase of own shares	2.6	0.0	0.0	0.0	0.0	0.0	0.0
Capital measures	87.2	-1.6	0.0	6.8	0.0	0.0	0.0
Other	0.0	0.0	0.2	0.1	0.0	0.0	0.0
Net cash provided by financing activities [3]	85.9	-1.8	0.0	6.9	0.0	0.0	0.0
Change in liquid funds [1]+[2]+[3]	35.3	-6.8	-14.5	-0.4	-2.2	2.2	5.4
Effects of exchange-rate changes on cash	0.0	0.1	0.0	0.0	0.0	0.0	0.0
Cash and cash equivalent at end of period	33.9	27.2	12.7	12.3	11.2	13.4	18.8

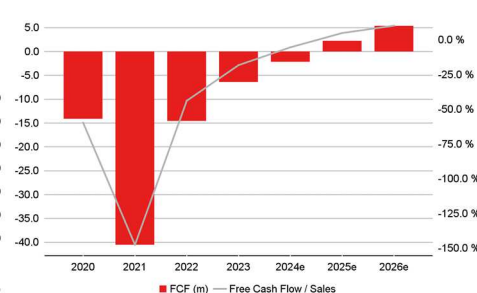
Financial Ratios

	2020	2021	2022	2023	2024e	2025e	2026e
Cash Flow							
FCF	-14.1	-40.5	-14.6	-6.4	-2.2	2.2	5.4
Free Cash Flow / Sales	-59.8 %	-147.6 %	-43.9 %	-18.2 %	-5.4 %	5.0 %	10.1 %
Free Cash Flow Potential	-29.9	-26.5	-12.2	-5.7	1.4	3.2	5.4
Free Cash Flow / Net Profit	41.1 %	138.3 %	97.0 %	77.8 %	464.2 %	118.1 %	115.2 %
Interest Received / Avg. Cash	0.0 %	0.1 %	0.0 %	1.0 %	0.0 %	0.0 %	0.0 %
Interest Paid / Avg. Debt	18.9 %	15.8 %	619.3 %	n.a.	n.a.	n.a.	n.a.
Management of Funds							
Investment ratio	11.9 %	16.2 %	0.8 %	0.3 %	0.3 %	0.3 %	0.3 %
Maint. Capex / Sales	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Capex / Dep	67.2 %	157.4 %	10.2 %	3.8 %	5.5 %	9.5 %	18.7 %
Avg. Working Capital / Sales	5.4 %	7.0 %	3.1 %	0.3 %	-1.3 %	-1.9 %	-1.8 %
Trade Debtors / Trade Creditors	298.8 %	234.0 %	114.1 %	81.7 %	55.6 %	55.0 %	56.5 %
Inventory Turnover	160.8 x	n.a.	13.4 x	n.a.	n.a.	n.a.	n.a.
Receivables collection period (days)	50	38	21	10	9	9	9
Payables payment period (days)	123	140	283	147	346	310	296
Cash conversion cycle (Days)	-70	n.a.	-235	n.a.	n.a.	n.a.	n.a.

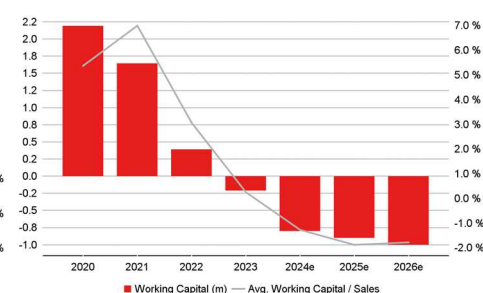
CAPEX and Cash Flow
in EUR m



Free Cash Flow Generation



Working Capital



Source: Warburg Research

Source: Warburg Research

Source: Warburg Research

LEGAL DISCLAIMER

This research report ("investment recommendation") was prepared by the Warburg Research GmbH, a fully owned subsidiary of the M.M.Warburg & CO (AG & Co.) KGaA and is passed on by the M.M.Warburg & CO (AG & Co.) KGaA. It is intended solely for the recipient and may not be passed on to another company without their prior consent, regardless of whether the company is part of the same corporation or not. It contains selected information and does not purport to be complete. The investment recommendation is based on publicly available information and data ("information") believed to be accurate and complete. Warburg Research GmbH neither examines the information for accuracy and completeness, nor guarantees its accuracy and completeness. Possible errors or incompleteness of the information do not constitute grounds for liability of M.M.Warburg & CO (AG & Co.) KGaA or Warburg Research GmbH for damages of any kind whatsoever, and M.M.Warburg & CO (AG & Co.) KGaA and Warburg Research GmbH are not liable for indirect and/or direct and/or consequential damages. In particular, neither M.M.Warburg & CO (AG & Co.) KGaA nor Warburg Research GmbH are liable for the statements, plans or other details contained in these investment recommendations concerning the examined companies, their affiliated companies, strategies, economic situations, market and competitive situations, regulatory environment, etc. Although due care has been taken in compiling this investment recommendation, it cannot be excluded that it is incomplete or contains errors. M.M.Warburg & CO (AG & Co.) KGaA and Warburg Research GmbH, their shareholders and employees are not liable for the accuracy and completeness of the statements, estimations and the conclusions derived from the information contained in this investment recommendation. Provided a investment recommendation is being transmitted in connection with an existing contractual relationship, i.e. financial advisory or similar services, the liability of M.M.Warburg & CO (AG & Co.) KGaA and Warburg Research GmbH shall be restricted to gross negligence and wilful misconduct. In case of failure in essential tasks, M.M.Warburg & CO (AG & Co.) KGaA and Warburg Research GmbH are liable for normal negligence. In any case, the liability of M.M.Warburg & CO (AG & Co.) KGaA and Warburg Research GmbH is limited to typical, expectable damages. This investment recommendation does not constitute an offer or a solicitation of an offer for the purchase or sale of any security. Partners, directors or employees of M.M.Warburg & CO (AG & Co.) KGaA, Warburg Research GmbH or affiliated companies may serve in a position of responsibility, i.e. on the board of directors of companies mentioned in the report. Opinions expressed in this investment recommendation are subject to change without notice. The views expressed in this research report accurately reflect the research analyst's personal views about the subject securities and issuers. Unless otherwise specified in the research report, no part of the research analyst's compensation was, is, or will be directly or indirectly related to the specific recommendations or views contained in the research report. All rights reserved.

COPYRIGHT NOTICE

This work including all its parts is protected by copyright. Any use beyond the limits provided by copyright law without permission is prohibited and punishable. This applies, in particular, to reproductions, translations, microfilming, and storage and processing on electronic media of the entire content or parts thereof.

DISCLOSURE ACCORDING TO §85 OF THE GERMAN SECURITIES TRADING ACT (WPHG), MAR AND MIFID II INCL. COMMISSION DELEGATED REGULATION (EU) 2016/958 AND (EU) 2017/565

The valuation underlying the investment recommendation for the company analysed here is based on generally accepted and widely used methods of fundamental analysis, such as e.g. DCF Model, Free Cash Flow Value Potential, NAV, Peer Group Comparison or Sum of the Parts Model (see also <http://www.mmwarburg.de/disclaimer/disclaimer.htm#Valuation>). The result of this fundamental valuation is modified to take into consideration the analyst's assessment as regards the expected development of investor sentiment and its impact on the share price.

Independent of the applied valuation methods, there is the risk that the price target will not be met, for instance because of unforeseen changes in demand for the company's products, changes in management, technology, economic development, interest rate development, operating and/or material costs, competitive pressure, supervisory law, exchange rate, tax rate etc. For investments in foreign markets and instruments there are further risks, generally based on exchange rate changes or changes in political and social conditions.

This commentary reflects the opinion of the relevant author at the point in time of its compilation. A change in the fundamental factors underlying the valuation can mean that the valuation is subsequently no longer accurate. Whether, or in what time frame, an update of this commentary follows is not determined in advance.

Additional internal and organisational arrangements to prevent or to deal with conflicts of interest have been implemented. Among these are the spatial separation of Warburg Research GmbH from M.M.Warburg & CO (AG & Co.) KGaA and the creation of areas of confidentiality. This prevents the exchange of information, which could form the basis of conflicts of interest for Warburg Research GmbH in terms of the analysed issuers or their financial instruments.

The analysts of Warburg Research GmbH do not receive a gratuity – directly or indirectly – from the investment banking activities of M.M.Warburg & CO (AG & Co.) KGaA or of any company within the Warburg-Group.

All prices of financial instruments given in this investment recommendation are the closing prices on the last stock-market trading day before the publication date stated, unless another point in time is explicitly stated.

M.M.Warburg & CO (AG & Co.) KGaA and Warburg Research GmbH are subject to the supervision of the Federal Financial Supervisory Authority, BaFin. M.M.Warburg & CO (AG & Co.) KGaA is additionally subject to the supervision of the European Central Bank (ECB).

SOURCES

All **data and consensus estimates** have been obtained from FactSet except where stated otherwise.

The **Warburg ESG Risk Score** is based on information © 2020 MSCI ESG Research LLC. Reproduced by permission. Although Warburg Research's information providers, including without limitation, MSCI ESG Research LLC and its affiliates (the "ESG Parties"), obtain information (the "Information") from sources they consider reliable, none of the ESG Parties warrants or guarantees the originality, accuracy and/or completeness, of any data herein and expressly disclaim all express or implied warranties, including those of merchantability and fitness for a particular purpose. The Information may only be used for your internal use, may not be reproduced or disseminated in any form and may not be used as a basis for, or a component, of any financial instruments or products indices. Further, none of the Information can in and of itself be used to determine which securities to buy or sell or when to buy or sell them. None of the ESG Parties shall have any liability for any errors or omissions in connection with any data herein, or any liability for any direct, indirect, special, punitive, consequential or any other damage (including lost profits) even if notified of the possibility.

Additional information for clients in the United States

1. This research report (the "Report") is a product of Warburg Research GmbH, Germany, a fully owned subsidiary of M.M.Warburg & CO (AG & Co.) KGaA, Germany (in the following collectively "Warburg"). Warburg is the employer of the research analyst(s), who have prepared the Report. The research analyst(s) reside outside the United States and are not associated persons of any U.S. regulated broker-dealer and therefore are not subject to the supervision of any U.S. regulated broker-dealer.
2. The Report is provided in the United States for distribution solely to "major U.S. institutional investors" under Rule 15a-6 of the U.S. Securities Exchange Act of 1934 by CIC.
3. CIC (Crédit Industriel et Commercial) and M.M. Warburg & CO have concluded a Research Distribution Agreement that gives CIC Market Solutions exclusive distribution in France, the US and Canada of the Warburg Research GmbH research product.
4. The research reports are distributed in the United States of America by CIC ("CIC") pursuant to a SEC Rule 15a-6 agreement with CIC Market Solutions Inc ("CICI"), a U.S. registered broker-dealer and a related company of CIC, and are distributed solely to persons who qualify as "Major U.S. Institutional Investors" as defined in SEC Rule 15a-6 under the Securities Exchange Act of 1934.
5. Any person who is not a Major U.S. Institutional Investor must not rely on this communication. The delivery of this research report to any person in the United States of America is not a recommendation to effect any transactions in the securities discussed herein, or an endorsement of any opinion expressed herein.

Reference in accordance with section 85 of the German Securities Trading Act (WpHG) and Art. 20 MAR regarding possible conflicts of interest with companies analysed:

- 1- Warburg Research, or an affiliated company, or an employee of one of these companies responsible for the compilation of the research, hold a **share of more than 5%** of the equity capital of the analysed company.
- 2- Warburg Research, or an affiliated company, within the last twelve months participated in the **management of a consortium** for an issue in the course of a public offering of such financial instruments, which are, or the issuer of which is, the subject of the investment recommendation.
- 3- Companies affiliated with Warburg Research **manage financial instruments**, which are, or the issuers of which are, subject of the investment recommendation, in a market based on the provision of buy or sell contracts.
MMWB, Warburg Research, or an affiliated company, reached an agreement with the issuer to provide **investment banking and/or investment services** and the relevant agreement was in force in the last 12 months or there arose for this period, based on the relevant agreement, the obligation to provide or to receive a service or compensation - provided that this disclosure does not result in the disclosure of confidential business information.
- 4- The company compiling the analysis or an affiliated company had reached an **agreement on the compilation of the investment recommendation** with the analysed company.
- 5- Warburg Research, or an affiliated company, holds a **net long position of more than 0.5%** of the total issued share capital of the analysed company.
- 6a- Warburg Research, or an affiliated company, holds a **net short position of more than 0.5%** of the total issued share capital of the analysed company.
- 6b- The issuer holds shares of more than 5% of the total issued capital of Warburg Research or an affiliated company.
- 6c- The company preparing the analysis as well as its affiliated companies and employees have **other important interests** in relation to the analysed company, such as, for example, the exercising of mandates at analysed companies.

Company	Disclosure	Link to the historical price targets and rating changes (last 12 months)
Exasol	5	https://www.mmwarburg.com/disclaimer/disclaimer_en/DE000A0LR9G9.htm

INVESTMENT RECOMMENDATION

Investment recommendation: expected direction of the share price development of the financial instrument up to the given price target in the opinion of the analyst who covers this financial instrument.

-B-	Buy:	The price of the analysed financial instrument is expected to rise over the next 12 months.
-H-	Hold:	The price of the analysed financial instrument is expected to remain mostly flat over the next 12 months.
-S-	Sell:	The price of the analysed financial instrument is expected to fall over the next 12 months.
“-“	Rating suspended:	The available information currently does not permit an evaluation of the company.

WARBURG RESEARCH GMBH – ANALYSED RESEARCH UNIVERSE BY RATING

Rating	Number of stocks	% of Universe
Buy	141	70
Hold	43	21
Sell	11	5
Rating suspended	6	3
Total	201	100

WARBURG RESEARCH GMBH – ANALYSED RESEARCH UNIVERSE BY RATING ...

... taking into account only those companies which were provided with major investment services in the last twelve months.

Rating	Number of stocks	% of Universe
Buy	41	75
Hold	10	18
Sell	2	4
Rating suspended	2	4
Total	55	100

PRICE AND RATING HISTORY EXASOL AS OF 19.08.2024



Markings in the chart show rating changes by Warburg Research GmbH in the last 12 months. Every marking details the date and closing price on the day of the rating change.

EQUITIES

Matthias Rode +49 40 3282-2678
Head of Equities mrode@mmwarburg.com

RESEARCH

Michael Heider +49 40 309537-280
Head of Research mheider@warburg-research.com

Henner Rüschemeyer +49 40 309537-270
Head of Research hrueschmeier@warburg-research.com

Stefan Augustin +49 40 309537-168
Cap. Goods, Engineering saugustin@warburg-research.com

Jan Bauer +49 40 309537-155
Renewables jbauer@warburg-research.com

Christian Cohrs +49 40 309537-175
Industrials & Transportation ccohrs@warburg-research.com

Dr. Christian Ehmann +49 40 309537-167
BioTech, Life Science cehmann@warburg-research.com

Felix Ellmann +49 40 309537-120
Software, IT fellmann@warburg-research.com

Jörg Philipp Frey +49 40 309537-258
Retail, Consumer Goods jfrey@warburg-research.com

Marius Fuhrberg +49 40 309537-185
Financial Services mfuhrberg@warburg-research.com

Fabio Hölscher +49 40 309537-240
Automobiles, Car Suppliers fhoelscher@warburg-research.com

Philipp Kaiser +49 40 309537-260
Real Estate, Construction pkaiser@warburg-research.com

Thilo Kleibauer +49 40 309537-257
Retail, Consumer Goods tkleibauer@warburg-research.com

Hannes Müller +49 40 309537-255
Software, IT hmueller@warburg-research.com

Andreas Pläsier +49 40 309537-246
Banks, Financial Services aplaesier@warburg-research.com

Malte Schaumann +49 40 309537-170
Technology mschaumann@warburg-research.com

Oliver Schwarz +49 40 309537-250
Chemicals, Agriculture oschwarz@warburg-research.com

Simon Stippig +49 40 309537-265
Real Estate, Telco sstippig@warburg-research.com

Marc-René Tonn +49 40 309537-259
Automobiles, Car Suppliers mtonn@warburg-research.com

Robert-Jan van der Horst +49 40 309537-290
Technology rvanderhorst@warburg-research.com

Andreas Wolf +49 40 309537-140
Software, IT awolf@warburg-research.com

INSTITUTIONAL EQUITY SALES

Klaus Schilling +49 69 5050-7400
Head of Equity Sales, Germany kschilling@mmwarburg.com

Tim Beckmann +49 40 3282-2665
United Kingdom tbeckmann@mmwarburg.com

Jens Buchmüller +49 69 5050-7415
Scandinavia, Austria jbuchmueller@mmwarburg.com

Matthias Fritsch +49 40 3282-2696
United Kingdom, Ireland mfritsch@mmwarburg.com

Rudolf Alexander Michaelis +49 40 3282-2649
Germany rmichaelis@mmwarburg.com

Roman Alexander Niklas +49 69 5050-7412
Switzerland, Poland rniklas@mmwarburg.com

Sascha Propp +49 40 3282-2656
France spropp@mmwarburg.com

Antonia Möller +49 69 5050-7417
Roadshow/Marketing amoeller@mmwarburg.com

Charlotte Wernicke +49 40 3282-2669
Roadshow/Marketing cwernicke@mmwarburg.com

Juliane Niemann +49 40 3282-2694
Roadshow/Marketing jniemann@mmwarburg.com

SALES TRADING

Oliver Merckel +49 40 3282-2634
Head of Sales Trading omerckel@mmwarburg.com

Rico Müller +49 40 3282-2685
Sales Trading rmueller@mmwarburg.com

Bastian Quast +49 40 3282-2701
Sales Trading bquast@mmwarburg.com

DESIGNATED SPONSORING

Marcel Magiera +49 40 3282-2662
Designated Sponsoring mmagiera@mmwarburg.com

Sebastian Schulz +49 40 3282-2631
Designated Sponsoring sschulz@mmwarburg.com

Jörg Treptow +49 40 3282-2658
Designated Sponsoring jtreptow@mmwarburg.com

MACRO RESEARCH

Carsten Klude +49 40 3282-2572
Macro Research cklude@mmwarburg.com

Dr. Christian Jasperneite +49 40 3282-2439
Investment Strategy cjasperneite@mmwarburg.com

Our research can be found under:

Warburg Research research.mmwarburg.com/en/index.html
Bloomberg RESP MMWA GO
FactSet www.factset.com

LSEG www.lseg.com
Capital IQ www.capitaliq.com

For access please contact:

Andrea Schaper +49 40 3282-2632
Sales Assistance aschaper@mmwarburg.com

Kerstin Muthig +49 40 3282-2703
Sales Assistance kmuthig@mmwarburg.com