Financial Services - Germany

Buy (old: Buy) 14.09.2023

EUR 15.00 (old: EUR 15.00)

Final H1 figures // Migration to S+ in full swing; chg

Yesterday, Smartbroker published weak final H1 figures that were fully in line with prelims and estimates:

- € 23.4m sales (-16% yoy) are in line with prelims and the result of 1) the soft development of the Media segment with € 14.8m sales (-15% yoy vs eNuW: € 14.2m) on the back of only 1.1bn page impressions (-27% yoy) and 2) lower sales in the Transaction segment of € 8.7m (-16% yoy vs eNuW: € 9.2m). The reasons for the latter were a lower customer activity (17 trades/customer p.a. vs 22 in H1 '22) and reduced marketing budgets that limited customer growth (+3k).
- EBITDA came in weak at € 1.7m (vs € 4.6m in H1'22), mainly driven by the lower topline that couldn 't be fully compensated by reduced marketing spendings (€ 0.3m vs € 3.2m in H1'22) and lower material expenses (€ 9.8m vs € 11.5m in H1'22).

Growth for the remainder of the year should be limited as the current focus is fully on the migration of existing customers to Baader Bank. Once the migration is completed, we expect marketing spending to increase, in order to fuel new customer inflow. The Media segment looks set to remain rather flattish, burdened by the challenging market environment with reduced customer activity (visible in less page impression), less IPO's and lower transaction volumes. This is already well reflected in **management's guidance for FY23** of € 46-51m in sales and € -1m to € 1m in EBITDA.

Given the current market situation, paired with additional development costs for Smartbroker+, we consider 2023 as transition year. Looking into 2024, Smartbroker is seen to be the growth driver of the Group, as Smartbroker+ is offering a unique combination of the service range of an established full-service broker at a neobroker pricing that should drive customer inflows and transactions.

Importantly, the synergy effects between the Media segment and the Smartbroker should fuel both segments: While **CAC** of **Smartbroker should decline**, thanks to the reach of the media portals, new customer of Smartbroker are expected to mainly use the embedded media portals within the app, **increasing page views and interactions** and making the portals more attractive for advertisers.

The investment case is fully intact and the launch of Smartbroker+ is a milestone in the company's history. **BUY** with unchanged **PT** of € 15, based on DCF.

Y/E 31.12 (EUR m)	2020	2021	2022	2023e	2024e	2025e
Sales	28.2	48.2	52.8	50.4	66.7	80.5
Sales growth	229.9%	70.9%	9.5%	-4.5%	32.4%	20.6%
EBITDA	4.5	3.6	8.8	0.3	2.6	12.1
Net debt (if net cash=0)	-6.6	-19.8	-12.5	-8.5	-11.0	-20.5
FCF	0.7	1.4	-15.5	-4.0	2.6	9.4
Net Debt/EBITDA	0.0	0.0	0.0	0.0	0.0	0.0
EPS pro forma	0.23	-0.03	-0.64	-0.22	0.16	0.60
EBITDA margin	16.0%	7.4%	16.6%	0.6%	3.9%	15.0%
ROCE	5.9%	0.7%	-13.0%	-4.7%	-3.0%	9.3%
EV/sales	6.0	3.3	3.2	3.5	2.6	2.0
EV/EBITDA	37.6	44.1	19.5	581.4	66.7	13.5
PER	50.4	-343.6	-18.3	-54.0	74.9	19.5
Adjusted FCF yield	0.6%	-0.5%	-5.7%	-1.9%	-1.8%	1.5%

Source: Company data, NuWays, Close price as of 13.09.2023





Market data	
Share price (in €)	11.70
Market cap (in € m)	183.5
Number of shares (in m pcs)	15.7
Enterprise value (in € m)	175.0
Ø trading volume (6 months)	10,400

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Bloomberg	SB1 GR
Reuters	SB1.DE
WKN	A2GS60
ISIN	DE000A2GS609

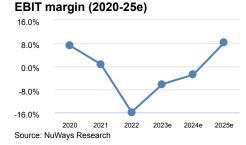
Key shareholders				
57.0%				
8.0%				
35.0%				

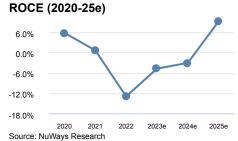
Estimates changes					
	<u>2023e</u>	<u>2024e</u>	<u>2025e</u>		
Sales	0%	0%	0%		
EBIT	-0%	-0%	1%		
EPS	-22%	22%	5%		

Comment on changes

Factuaral changes to reflect final H1 figures

Sales (2020-25e) 100.0m 75.0m 50.0m 25.0m 0.0m





Company description

Source: NuWays Research

Smartbroker Holding AG operates a full-service online broker as well as four leading finance media portals in order to service Germany's most active investor community with best-in-class online brokerage.

Guidance

- Sales FY23: € 46-51m
- EBITDA FY23: € -1 to 1m

Update - 14.09.2023



Financials

Profit and loss (EUR m)	2020	2021	2022	2023e	2024e	2025e
Net sales	28.2	48.2	52.8	50.4	66.7	80.5
Sales growth	229.9%	70.9%	9.5%	-4.5%	32.4%	20.6%
Increase/decrease in finished goods and work-in-process	-0.0	0.9	2.4	0.0	0.0	0.0
Total sales	28.2	49.1	55.2	50.4	66.7	80.5
Other operating income	0.3	0.6	1.4	1.3	1.7	2.1
Material expenses	13.5	25.9	21.1	23.0	34.7	37.7
Personnel expenses	8.0	12.6	18.7	20.2	22.7	23.3
Other operating expenses	2.5	7.7	8.0	8.2	8.5	9.5
Total operating expenses	23.7	45.5	46.4	50.1	64.1	68.4
EBITDA	4.5	3.6	8.8	0.3	2.6	12.1
Depreciation	2.5	3.2	17.2	3.4	4.5	5.5
EBITA	2.0	0.3	-8.4	-3.1	-2.0	6.6
Amortisation of goodwill	0.0	0.0	0.0	0.0	0.0	0.0
Amortisation of intangible assets	0.0	0.0	0.0	0.0	0.0	0.0
Impairment charges	0.0	0.0	0.0	0.0	0.0	0.0
EBIT (inc revaluation net)	2.0	0.3	-8.4	-3.1	-2.0	6.6
Interest income	0.0	0.0	0.0	0.4	6.0	7.5
Interest expenses	0.2	0.2	0.4	0.4	0.5	0.6
Investment income	2.7	0.0	0.0	0.0	0.0	0.0
Financial result	2.5	-0.3	-1.5	-0.0	5.5	6.9
Recurring pretax income from continuing operations	4.6	0.0	-9.9	-3.2	3.6	13.5
Extraordinary income/loss	0.0	0.0	0.0	0.0	0.0	0.0
Earnings before taxes	4.6	0.0	-9.9	-3.2	3.6	13.5
Income tax expense	1.0	0.6	0.1	0.2	1.1	4.0
Net income from continuing operations	3.6	-0.5	-10.1	-3.4	2.5	9.4
Income from discontinued operations (net of tax)	0.0	0.0	0.0	0.0	0.0	0.0
Net income	3.6	-0.5	-10.1	-3.4	2.5	9.4
Minority interest	0.0	-0.0	-0.0	0.0	0.0	0.0
Net profit (reported)	3.5	-0.5	-10.0	-3.4	2.4	9.4
Average number of shares	15.1 0.23	15.1	15.4	15.7 -0.22	15.7	15.7
EPS reported	0.23	-0.03	-0.65	-0.22	0.16	0.60
Profit and loss (common size)	2020	2021	2022	2023e	2024e	2025e
	2020					20206
	100.0%	100.0%	100.0%	100.0%	100.0%	
Net sales Sales growth						100.0%
Net sales Sales growth	100.0%	100.0%	100.0%	100.0%	100.0%	100.0 % 20.6%
Net sales Sales growth Increase/decrease in finished goods and work-in-process	100.0% 229.9%	100.0% 70.9%	100.0% 9.5%	100.0% -4.5%	100.0% 32.4%	100.0% 20.6% 0.0%
Net sales Sales growth Increase/decrease in finished goods and work-in-process Total sales	100.0% 229.9% -0.0%	100.0% 70.9% 1.8%	100.0% 9.5% 4.5%	100.0% -4.5% 0.0%	100.0% 32.4% 0.0%	100.0% 20.6% 0.0% 100.0%
Net sales Sales growth Increase/decrease in finished goods and work-in-process Total sales Other operating income	100.0% 229.9% -0.0% 100.0%	100.0% 70.9% 1.8% 101.8%	100.0% 9.5% 4.5% 104.5%	100.0% -4.5% 0.0% 100.0%	100.0% 32.4% 0.0% 100.0%	100.0% 20.6% 0.0% 100.0% 2.6% 46.9%
Net sales Sales growth Increase/decrease in finished goods and work-in-process Total sales Other operating income Material expenses	100.0% 229.9% -0.0% 100.0% 0.9%	100.0% 70.9% 1.8% 101.8% 1.3%	100.0% 9.5% 4.5% 104.5% 2.6%	100.0% -4.5% 0.0% 100.0% 2.6%	100.0% 32.4% 0.0% 100.0% 2.6%	100.0% 20.6% 0.0% 100.0% 2.6% 46.9%
Net sales Sales growth Increase/decrease in finished goods and work-in-process Total sales Other operating income Material expenses Personnel expenses	100.0% 229.9% -0.0% 100.0% 0.9% 47.7%	100.0% 70.9% 1.8% 101.8% 1.3% 53.6%	9.5% 4.5% 104.5% 2.6% 39.9%	100.0% -4.5% 0.0% 100.0% 2.6% 45.7%	100.0% 32.4% 0.0% 100.0% 2.6% 52.0%	100.0% 20.6% 0.0% 100.0% 2.6% 46.9% 28.9%
Net sales Sales growth Increase/decrease in finished goods and work-in-process Total sales Other operating income Material expenses Personnel expenses Other operating expenses	100.0% 229.9% -0.0% 100.0% 0.9% 47.7% 28.3% 8.9%	100.0% 70.9% 1.8% 101.8% 1.3% 53.6% 26.2% 15.9%	100.0% 9.5% 4.5% 104.5% 2.6% 39.9% 35.5% 15.1%	100.0% -4.5% 0.0% 100.0% 2.6% 45.7% 40.0% 16.3%	100.0% 32.4% 0.0% 100.0% 2.6% 52.0% 34.0% 12.7%	100.0% 20.6% 0.0% 100.0% 2.6% 46.9% 28.9% 11.8%
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Net sales Sales growth Increase/decrease in finished goods and work-in-process Total sales Other operating income Material expenses Personnel expenses Other operating expenses Total operating expenses EBITDA	100.0% 229.9% -0.0% 100.0% 0.9% 47.7% 28.3% 8.9% 84.0%	100.0% 70.9% 1.8% 101.8% 1.3% 53.6% 26.2% 15.9% 94.4%	100.0% 9.5% 4.5% 104.5% 2.6% 39.9% 35.5% 15.1% 87.9%	100.0% -4.5% 0.0% 100.0% 2.6% 45.7% 40.0% 16.3% 99.4%	100.0% 32.4% 0.0% 100.0% 2.6% 52.0% 34.0% 12.7% 96.1%	100.0% 20.6% 0.0% 100.0% 2.6% 46.9% 28.9% 11.8% 85.0%
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Net sales Sales growth Increase/decrease in finished goods and work-in-process Total sales Other operating income Material expenses Personnel expenses Other operating expenses Total operating expenses EBITDA Depreciation EBITA Amortisation of goodwill	100.0% 229.9% -0.0% 100.0% 0.9% 47.7% 28.3% 8.9% 84.0% 16.0% 8.8% 7.2%	100.0% 70.9% 1.8% 101.8% 1.3% 53.6% 26.2% 15.9% 94.4% 7.4% 6.7% 0.7%	100.0% 9.5% 4.5% 104.5% 2.6% 39.9% 35.5% 15.1% 87.9% 16.6% 32.6% -15.9%	100.0% -4.5% 0.0% 100.0% 2.6% 45.7% 40.0% 16.3% 99.4% 0.6% 6.8% -6.2%	100.0% 32.4% 0.0% 100.0% 2.6% 52.0% 34.0% 12.7% 96.1% 3.9% 6.8% -2.9%	100.0% 20.6% 0.0% 100.0% 2.6% 46.9% 28.9% 11.8% 85.0% 15.0% 6.8% 8.2% 0.0%
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Net sales Sales growth Increase/decrease in finished goods and work-in-process Total sales Other operating income Material expenses Personnel expenses Other operating expenses Total operating expenses EBITDA Depreciation EBITA Amortisation of goodwill Amortisation of intangible assets Impairment charges EBIT (inc revaluation net) Interest income Interest expenses Investment income	100.0% 229.9% -0.0% 100.0% 0.9% 47.7% 28.3% 8.9% 84.0% 16.0% 0.0% 0.0% 0.0% 0.0% 0.1% 0.6%	100.0% 70.9% 1.8% 101.8% 1.3% 53.6% 26.2% 15.9% 94.4% 6.7% 0.0% 0.0% 0.0% 0.0% 0.0% 0.3%	100.0% 9.5% 4.5% 104.5% 2.6% 39.9% 35.5% 15.1% 87.9% 16.6% 32.6% -15.9% 0.0% 0.0% -15.9% 0.1% 0.7%	100.0% -4.5% 0.0% 100.0% 2.6% 45.7% 40.0% 16.3% 99.4% 0.6% 6.8% -6.2% 0.0% 0.0% -6.2% 0.7% 0.8%	100.0% 32.4% 0.0% 100.0% 2.6% 52.0% 34.0% 12.7% 96.1% 3.9% 6.8% -2.9% 0.0% 0.0% -2.9% 9.1% 0.8%	100.0% 20.6% 0.0% 100.0% 2.6% 46.9% 28.9% 11.8% 85.0% 6.8% 8.2% 0.0% 0.0% 0.0% 9.4% 0.8% 0.0%
Net sales Sales growth Increase/decrease in finished goods and work-in-process Total sales Other operating income Material expenses Personnel expenses Other operating expenses Total operating expenses EBITDA Depreciation EBITA Amortisation of goodwill Amortisation of intangible assets Impairment charges EBIT (inc revaluation net) Interest income Interest expenses Investment income Financial result	100.0% 229.9% -0.0% 100.0% 0.9% 47.7% 28.3% 8.9% 84.0% 16.0% 0.0% 0.0% 0.0% 0.0% 0.1% 0.6% 9.4%	100.0% 70.9% 1.8% 101.8% 1.3% 53.6% 26.2% 15.9% 94.4% 6.7% 0.0% 0.0% 0.0% 0.0% 0.0% 0.3% 0.1%	100.0% 9.5% 4.5% 104.5% 2.6% 39.9% 35.5% 15.1% 87.9% 16.6% 32.6% -15.9% 0.0% 0.0% -15.9% 0.1% 0.7% 0.0%	100.0% -4.5% 0.0% 100.0% 2.6% 45.7% 40.0% 16.3% 99.4% 0.6% 6.8% -6.2% 0.0% 0.0% 0.0% 0.7% 0.8% 0.0%	100.0% 32.4% 0.0% 100.0% 2.6% 52.0% 34.0% 12.7% 96.1% 3.9% 6.8% -2.9% 0.0% 0.0% -2.9% 9.1% 0.8% 0.0%	100.0% 20.6% 0.0% 100.0% 2.6% 46.9% 28.9% 11.8% 85.0% 6.8% 8.2% 0.0% 0.0% 0.0% 8.2% 9.4% 0.8% 0.0% 8.6%
Net sales Sales growth Increase/decrease in finished goods and work-in-process Total sales Other operating income Material expenses Personnel expenses Other operating expenses Total operating expenses EBITDA Depreciation EBITA Amortisation of goodwill Amortisation of intangible assets Impairment charges EBIT (inc revaluation net) Interest income Interest expenses Investment income Financial result Recurring pretax income from continuing operations	100.0% 229.9% -0.0% 100.0% 0.9% 47.7% 28.3% 8.9% 84.0% 16.0% 0.0% 0.0% 0.0% 0.1% 0.6% 9.4% 9.0%	100.0% 70.9% 1.8% 101.8% 1.3% 53.6% 26.2% 15.9% 94.4% 6.7% 0.0% 0.0% 0.0% 0.0% 0.0% 0.1% neg.	100.0% 9.5% 4.5% 104.5% 2.6% 39.9% 35.5% 15.1% 87.9% 16.6% 32.6% -15.9% 0.0% 0.0% -15.9% 0.1% 0.7% 0.0% neg.	100.0% -4.5% 0.0% 100.0% 2.6% 45.7% 40.0% 16.3% 99.4% 0.6% 6.8% -6.2% 0.0% 0.0% 0.0% -6.2% 0.7% 0.8% 0.0% neg.	100.0% 32.4% 0.0% 100.0% 2.6% 52.0% 34.0% 12.7% 96.1% 3.9% 6.8% -2.9% 0.0% 0.0% 0.0% -2.9% 9.1% 0.8% 0.0% 8.3%	100.0% 20.6% 0.0% 100.0% 2.6% 46.9% 28.9% 11.8% 85.0% 15.0% 6.8% 8.2% 0.0% 0.0% 0.0% 8.4% 0.8% 0.0% 16.8%
Net sales Sales growth Increase/decrease in finished goods and work-in-process Total sales Other operating income Material expenses Personnel expenses Other operating expenses Total operating expenses EBITDA Depreciation EBITA Amortisation of goodwill Amortisation of intangible assets Impairment charges EBIT (inc revaluation net) Interest income Interest expenses Investment income Financial result Recurring pretax income from continuing operations Extraordinary income/loss	100.0% 229.9% -0.0% 100.0% 0.9% 47.7% 28.3% 8.9% 84.0% 16.0% 0.0% 0.0% 0.0% 0.0% 0.1% 0.6% 9.4% 9.0% 16.2%	100.0% 70.9% 1.8% 101.8% 1.3% 53.6% 26.2% 15.9% 94.4% 6.7% 0.0% 0.0% 0.0% 0.0% 0.1% neg. 0.1%	100.0% 9.5% 4.5% 104.5% 2.6% 39.9% 35.5% 15.1% 87.9% 16.6% 32.6% -15.9% 0.0% 0.0% -15.9% 0.1% 0.7% 0.0% neg18.8%	100.0% -4.5% 0.0% 100.0% 2.6% 45.7% 40.0% 16.3% 99.4% 0.6% 6.8% -6.2% 0.0% 0.0% 0.0% -6.2% 0.7% 0.8% 0.0% neg6.3%	100.0% 32.4% 0.0% 100.0% 2.6% 52.0% 34.0% 12.7% 96.1% 3.9% 6.8% -2.9% 0.0% 0.0% 0.0% -2.9% 9.1% 0.8% 0.0% 8.3% 5.3%	100.0% 20.6% 0.0% 100.0% 26.6% 46.9% 28.9% 11.8% 85.0% 6.8% 8.2% 0.0% 0.0% 8.2% 9.4% 0.8% 0.0% 6.6% 16.8% 0.0%
Net sales Sales growth Increase/decrease in finished goods and work-in-process Total sales Other operating income Material expenses Personnel expenses Other operating expenses Total operating expenses EBITDA Depreciation EBITA Amortisation of goodwill Amortisation of intangible assets Impairment charges EBIT (inc revaluation net) Interest income Interest expenses Investment income Financial result Recurring pretax income from continuing operations Extraordinary income/loss Earnings before taxes	100.0% 229.9% -0.0% 100.0% 0.9% 47.7% 28.3% 8.9% 84.0% 16.0% 0.0% 0.0% 0.0% 0.0% 1.2% 0.1% 0.6% 9.4% 9.0% 16.2% 0.0%	100.0% 70.9% 1.8% 101.8% 1.3% 53.6% 26.2% 15.9% 94.4% 6.7% 0.0% 0.0% 0.0% 0.0% 0.1% neg. 0.1% 0.0%	100.0% 9.5% 4.5% 104.5% 2.6% 39.9% 35.5% 15.1% 87.9% 16.6% 32.6% -15.9% 0.0% 0.0% -15.9% 0.1% 0.7% 0.0% neg18.8% 0.0%	100.0% -4.5% 0.0% 100.0% 2.6% 45.7% 40.0% 16.3% 99.4% 0.6% 6.8% -6.2% 0.0% 0.0% 0.0% 0.0% -6.2% 0.7% 0.8% 0.0% neg6.3% 0.0%	100.0% 32.4% 0.0% 100.0% 2.6% 52.0% 34.0% 12.7% 96.1% 3.9% 6.8% -2.9% 0.0% 0.0% 0.0% -2.9% 9.1% 0.8% 0.0% 8.3% 5.3% 0.0%	100.0% 20.6% 0.0% 100.0% 2.6% 46.9% 28.9% 11.8% 85.0% 6.8% 8.2% 0.0% 0.0% 6.8% 6.8% 6.8% 6.8% 0.0% 16.8% 0.0% 16.8%
Net sales Sales growth Increase/decrease in finished goods and work-in-process Total sales Other operating income Material expenses Personnel expenses Other operating expenses Total operating expenses EBITDA Depreciation EBITA Amortisation of goodwill Amortisation of intangible assets Impairment charges EBIT (inc revaluation net) Interest income Interest expenses Investment income Financial result Recurring pretax income from continuing operations Extraordinary income/loss Earnings before taxes Tax rate	100.0% 229.9% -0.0% 100.0% 0.9% 47.7% 28.3% 8.9% 84.0% 16.0% 0.0% 0.0% 0.0% 7.2% 0.1% 0.6% 9.4% 9.0% 16.2% 0.0%	100.0% 70.9% 1.8% 101.8% 1.3% 53.6% 26.2% 15.9% 94.4% 6.7% 0.0% 0.0% 0.0% 0.0% 0.1% neg. 0.1%	100.0% 9.5% 4.5% 104.5% 2.6% 39.9% 35.5% 15.1% 87.9% 16.6% 32.6% -15.9% 0.0% 0.0% -15.9% 0.1% 0.7% 0.0% neg18.8%	100.0% -4.5% 0.0% 100.0% 2.6% 45.7% 40.0% 16.3% 99.4% 0.6% 6.8% -6.2% 0.0% 0.0% 0.0% 0.0% -6.2% 0.7% 0.8% 0.0% neg6.3%	100.0% 32.4% 0.0% 100.0% 2.6% 52.0% 34.0% 12.7% 96.1% 3.9% 6.8% -2.9% 0.0% 0.0% 0.0% 9.1% 0.8% 0.0% 8.3% 5.3% 0.0% 5.3%	100.0% 20.6% 0.0% 100.0% 2.6% 46.9% 28.9% 11.8% 85.0% 6.8% 8.2% 0.0% 0.0% 6.8% 6.8% 6.8% 6.8% 6.0% 6.8% 6.8% 6.8% 6.8% 6.0% 6.8% 6.8% 6.0% 6.8% 6.8% 6.0% 6.8% 6.8% 6.0% 6.8% 6.8%
Net sales Sales growth Increase/decrease in finished goods and work-in-process Total sales Other operating income Material expenses Personnel expenses Other operating expenses Total operating expenses EBITDA Depreciation EBITA Amortisation of goodwill Amortisation of intangible assets Impairment charges EBIT (inc revaluation net) Interest income Interest expenses Investment income Financial result Recurring pretax income from continuing operations Extraordinary income/loss Earnings before taxes Tax rate Net income from continuing operations	100.0% 229.9% -0.0% 100.0% 0.9% 47.7% 28.3% 8.9% 84.0% 16.0% 0.0% 0.0% 0.0% 0.1% 0.6% 9.4% 9.0% 16.2% 0.0% 16.2% 22.1%	100.0% 70.9% 1.8% 101.8% 1.3% 53.6% 26.2% 15.9% 94.4% 6.7% 0.0% 0.0% 0.0% 0.0% 0.1% neg. 0.1% 1408.5%	100.0% 9.5% 4.5% 104.5% 2.6% 39.9% 35.5% 15.1% 87.9% 16.6% 32.6% -15.9% 0.0% 0.0% 0.0% -15.9% 0.1% 0.7% 0.0% neg18.8% -1.3%	100.0% -4.5% 0.0% 100.0% 2.6% 45.7% 40.0% 16.3% 99.4% 0.6% 6.8% -6.2% 0.0% 0.0% 0.0% -6.2% 0.7% 0.8% 0.0% neg6.3% -6.3%	100.0% 32.4% 0.0% 100.0% 2.6% 52.0% 34.0% 12.7% 96.1% 3.9% 6.8% -2.9% 0.0% 0.0% 0.0% -2.9% 9.1% 0.8% 0.0% 8.3% 5.3% 0.0% 5.3% 30.0%	100.0% 20.6% 0.0% 100.0% 2.6% 46.9% 28.9% 11.8% 85.0% 6.8% 8.2% 0.0% 0.0% 6.8% 6.8% 6.8% 0.0% 16.8% 0.0% 16.8% 30.0% 11.7%
Net sales Sales growth Increase/decrease in finished goods and work-in-process Total sales Other operating income Material expenses Personnel expenses Other operating expenses Total operating expenses	100.0% 229.9% -0.0% 100.0% 0.9% 47.7% 28.3% 8.9% 84.0% 16.0% 0.0% 0.0% 0.0% 7.2% 0.1% 0.6% 9.4% 9.0% 16.2% 0.0% 16.2% 22.1% 12.6%	100.0% 70.9% 1.8% 101.8% 1.3% 53.6% 26.2% 15.9% 94.4% 6.7% 0.0% 0.0% 0.0% 0.0% 0.1% neg. 0.1% 1408.5% -1.1%	100.0% 9.5% 4.5% 104.5% 2.6% 39.9% 35.5% 15.1% 87.9% 16.6% 32.6% -15.9% 0.0% 0.0% 0.0% -15.9% 0.1% 0.7% 0.0% neg18.8% -1.3% -19.1%	100.0% -4.5% 0.0% 100.0% 2.6% 45.7% 40.0% 16.3% 99.4% 0.6% 6.8% -6.2% 0.0% 0.0% 0.0% -6.2% 0.7% 0.8% 0.0% neg6.3% -6.3% -6.3% -6.6%	100.0% 32.4% 0.0% 100.0% 2.6% 52.0% 34.0% 12.7% 96.1% 3.9% 6.8% -2.9% 0.0% 0.0% 0.0% 9.1% 0.8% 0.0% 8.3% 5.3% 0.0% 5.3% 30.0% 3.7%	100.0% 20.6% 0.0% 100.0% 46.9% 28.9% 11.8% 85.0% 15.0% 6.8% 8.2% 0.0% 0.0% 0.0% 9.4%
Net sales Sales growth Increase/decrease in finished goods and work-in-process Total sales Other operating income Material expenses Personnel expenses Other operating expenses Total operating expenses EBITDA Depreciation EBITA Amortisation of goodwill Amortisation of intangible assets Impairment charges EBIT (inc revaluation net) Interest income Interest expenses Investment income Financial result Recurring pretax income from continuing operations Extraordinary income/loss Earnings before taxes Tax rate Net income from continuing operations Income from discontinued operations (net of tax)	100.0% 229.9% -0.0% 100.0% 0.9% 47.7% 28.3% 8.9% 84.0% 16.0% 0.0% 0.0% 0.0% 7.2% 0.1% 0.6% 9.4% 9.0% 16.2% 0.0% 16.2% 22.1% 12.6% 0.0%	100.0% 70.9% 1.8% 101.8% 1.3% 53.6% 26.2% 15.9% 94.4% 6.7% 0.0% 0.0% 0.0% 0.0% 0.1% neg. 0.1% 0.0% 1408.5% -1.1% 0.0%	100.0% 9.5% 4.5% 104.5% 2.6% 39.9% 35.5% 15.1% 87.9% 16.6% 32.6% -15.9% 0.0% 0.0% 0.0% -15.9% 0.1% 0.7% 0.0% neg18.8% -1.3% -19.1% 0.0%	100.0% -4.5% 0.0% 100.0% 2.6% 45.7% 40.0% 16.3% 99.4% 0.6% 6.8% -6.2% 0.0% 0.0% 0.0% -6.2% 0.7% 0.8% 0.0% neg6.3% -6.3% -6.3% -6.6% 0.0%	100.0% 32.4% 0.0% 100.0% 2.6% 52.0% 34.0% 12.7% 96.1% 3.9% 6.8% -2.9% 0.0% 0.0% 0.0% 9.1% 0.8% 0.0% 8.3% 5.3% 0.0% 5.3% 30.0% 3.7% 0.0%	100.0% 20.6% 0.0% 100.0% 2.6% 46.9% 28.9% 11.8% 85.0% 15.0% 0.0% 0.0% 0.0% 16.8% 30.0% 11.7% 0.0%

Source: Company data, NuWays

Update - 14.09.2023



Balance sheet (EUR m)	2020	2021	2022	2023e	2024e	2025e
Intangible assets	20.5	37.5	33.6	33.6	33.6	33.6
Property, plant and equipment	0.4	0.9	1.8	2.3	2.3	2.3
Financial assets	7.9	2.2	1.5	1.5	1.5	1.5
FIXED ASSETS	28.8	40.6	36.9	37.5	37.5	37.5
Inventories	0.0	0.0	0.0	0.0	0.0	0.0
Accounts receivable	2.8	7.0	6.1	8.3	9.1	9.9
Other assets and short-term financial assets	3.6	1.9	2.7	2.7	2.7	2.7
Liquid assets	14.1	25.5	27.4	21.3	23.9	33.3
Deferred taxes	0.0	0.0	0.0	0.0	0.0	0.0
Deferred charges and prepaid expenses	0.3	0.4	0.8	0.8	0.8	0.8
CURRENT ASSETS	22.4	34.8	37.0	33.1	36.5	46.8
TOTAL ASSETS	51.2	75.4	73.9	70.6	74.0	84.2
SHAREHOLDERS EQUITY	30.2	49.5	49.4	46.0	48.3	57.6
MINORITY INTEREST	0.0	0.0	0.0	0.0	0.0	0.0
Provisions for pensions and similar obligations	0.0	0.0	0.0	0.0	0.0	0.0
Other provisions and accrued liabilities	1.9	5.0	3.5	4.5	4.5	4.5
Short-term liabilities to banks	0.0	0.0	0.0	0.0	0.0	0.0
Accounts payable	1.6	8.9	3.0	3.5	4.6	5.5
Advance payments received on orders	0.0	0.1	0.2	0.2	0.2	0.2
Other liabilities (incl. from lease and rental contracts)	6.4	1.9	0.4	0.4	0.4	0.2
Deferred taxes	1.0	0.9	0.8	1.8	1.8	1.8
Deferred income	1.7	2.3	1.2	1.2	1.2	1.2
CURRENT LIABILITIES	8.0	10.9	3.6	4.1	5.2	6.1
TOTAL LIABILITIES AND SHAREHOLDERS EQUITY	51.2	75.4	73.9	70.6	74.0	84.2
Balance sheet (common size)	2020	2021	2022	2023e	2024e	2025e
Intangible assets	40.0%	49.7%	45.5%	47.7%	45.4%	39.9%
Property, plant and equipment	0.8%	1.2%	2.4%	3.3%	3.2%	2.8%
Financial assets	15.5%	3.0%	2.0%	2.1%	2.0%	1.8%
FIXED ASSETS	56.3%	53.9%	49.9%	53.1%	50.6%	44.5%
Inventories	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Accounts receivable	5.5%	9.2%	8.3%	11.7%	12.3%	11.8%
Other assets and short-term financial assets	7.1%	2.5%	3.7%	3.9%	3.7%	3.3%
Liquid assets	27.5%	33.9%	37.0%	30.2%	32.3%	39.6%
Deferred taxes	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Deferred charges and prepaid expenses	0.7%	0.5%	1.0%	1.1%	1.0%	0.9%
CURRENT ASSETS	43.7%	46.1%	50.1%	46.9%	49.4%	55.5%
TOTAL ASSETS	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
SHAREHOLDERS EQUITY	59.0%	65.6%	66.9%	65.2%	65.3%	68.4%
MINORITY INTEREST	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Provisions for pensions and similar obligations	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Other provisions and accrued liabilities	3.7%	6.7%	4.7%	6.3%	6.0%	5.3%
Short-term liabilities to banks	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Accounts payable	3.1%	11.8%	4.0%	4.9%	6.2%	6.5%
Advance payments received on orders	0.1%	0.1%	0.2%	0.3%	0.2%	0.2%
Other liabilities (incl. from lease and rental contracts)	12.5%	2.5%	0.6%	0.6%	0.6%	0.5%
Deferred taxes	1.9%	1.2%	1.1%	2.5%	2.4%	2.1%
Deferred income	3.3%	3.1%	1.6%	1.7%	1.6%	1.4%
OURDENIT LIABILITIES						
CURRENT LIABILITIES	15.7%	14.4%	4.9%	5.8%	7.0%	7.3%

Source: Company data, NuWays

Update - 14.09.2023

Cash flow statement (EUR m)



2024e

2025e

2023e

Net profit/loss						20206
NCL Pronuloss	3.6	-0.5	-10.1	-3.4	2.5	9.4
Depreciation of fixed assets (incl. leases)	2.5	3.8	18.4	3.4	4.5	5.5
Amortisation of goodwill & intangible assets	0.0	0.0	0.0	0.0	0.0	0.0
Others	-0.2	-0.2	-0.4	0.0	0.0	0.0
Cash flow from operating activities	-1.3	10.1	-13.3	-2.5	2.6	9.4
Increase/decrease in inventory	-0.0	0.0	0.0	0.0	0.0	0.0
Increase/decrease in accounts receivable	-2.3	-2.3	-0.4	-2.1	-0.9	-0.8
Increase/decrease in accounts payable	1.4	9.0	-1.2	0.5	1.1	0.9
Increase/decrease in other working capital positions	0.0	0.0	0.0	0.0	0.0	0.0
Increase/decrease in working capital	-0.9	6.8	-1.6	-1.7	0.3	0.2
Cash flow from operating activities	1.2	13.9	5.0	1.0	7.1	14.9
CAPEX	0.5	12.5	20.6	5.0	4.5	5.5
Payments for acquisitions	0.0	9.1	1.2	0.0	0.0	0.0
					0.0	
Financial investments	3.4	0.5	0.5	0.0		0.0
Income from asset disposals	2.6	2.4	0.3	0.0	0.0	0.0
Cash flow from investing activities	-1.3	-19.8	-22.0	-5.0	-4.5	-5.5
Cash flow before financing	-0.1	-5.9	-16.9	-4.0	2.6	9.4
Increase/decrease in debt position	4.7	-1.8	9.0	-2.0	0.0	0.0
Purchase of own shares	0.0	0.0	0.0	0.0	0.0	0.0
Capital measures	0.0	19.1	10.0	0.0	0.0	0.0
Dividends paid	0.0	0.0	0.0	0.0	0.0	0.0
Others	-0.2	-0.2	-0.4	0.0	0.0	0.0
Effects of exchange rate changes on cash	-0.0	0.2	0.1	0.0	0.0	0.0
Cash flow from financing activities	4.5	17.2	18.7	-2.0	0.0	0.0
Increase/decrease in liquid assets	4.4	11.5	1.9	-6.0	2.6	9.4
Liquid assets at end of period	14.1	25.5	27.4	21.3	23.9	33.3
Key ratios (EUR m)	2020	2021	2022	2023e	2024e	2025e
P&L growth analysis						
Sales growth	229.9%	70.9%	9.5%	-4.5%	32.4%	20.6%
EBITDA growth	30.1%	-3.9%	94.1%	-91.5%	-70.6%	3906.7%
EBIT growth	-40.4%	-90.5%	-514.8%	-996.8%	-76.8%	-310.8%
EPS growth	-88.0%	-103.1%	-381.1%	536.0%	-123.9%	-376.7%
Efficiency	-00.070	-100.170	-301.170	330.070	-120.070	-37 0.7 70
•	E01 6	964.1	754.1	719.9	052.0	1 140 5
Sales per employee	581.6		754.1		953.0	1,149.5
EBITDA per employee	93.2	71.1	125.3	4.3	36.9	172.3
No. employees (average)	48	50	70	70	70	70
Balance sheet analysis						
		4 00/	5.4%	0.00/		5.5%
Avg. working capital / sales	6.6%	-1.0%	J. T /0	2.6%	5.5%	
Avg. working capital / sales Inventory turnover (sales/inventory)	6.6% 0.0	-1.0% 11,304.6	11,304.6	2.6% 11,304.6	5.5% 11,304.6	11,304.6
	0.0	11,304.6				11,304.6 45.0
Inventory turnover (sales/inventory) Accounts receivable turnover	0.0 36.2	11,304.6 52.8	11,304.6 42.5	11,304.6 60.0	11,304.6 50.0	45.0
Inventory turnover (sales/inventory) Accounts receivable turnover Accounts payable turnover	0.0	11,304.6	11,304.6	11,304.6	11,304.6	
Inventory turnover (sales/inventory) Accounts receivable turnover Accounts payable turnover Cash flow analysis	0.0 36.2 20.3	11,304.6 52.8 67.2	11,304.6 42.5 20.6	11,304.6 60.0 25.0	11,304.6 50.0 25.0	45.0 25.0
Inventory turnover (sales/inventory) Accounts receivable turnover Accounts payable turnover Cash flow analysis Free cash flow	0.0 36.2 20.3	11,304.6 52.8 67.2	11,304.6 42.5 20.6 -15.5	11,304.6 60.0 25.0 -4.0	11,304.6 50.0 25.0 2.6	45.0 25.0 9.4
Inventory turnover (sales/inventory) Accounts receivable turnover Accounts payable turnover Cash flow analysis Free cash flow Free cash flow/sales	0.0 36.2 20.3 0.7 2.4%	11,304.6 52.8 67.2 1.4 3.0%	11,304.6 42.5 20.6 -15.5 -29.4%	11,304.6 60.0 25.0 -4.0 -8.0%	11,304.6 50.0 25.0 2.6 3.9%	45.0 25.0 9.4 11.7%
Inventory turnover (sales/inventory) Accounts receivable turnover Accounts payable turnover Cash flow analysis Free cash flow Free cash flow/sales FCF / net profit	0.0 36.2 20.3 0.7 2.4% 18.7%	11,304.6 52.8 67.2 1.4 3.0% neg.	11,304.6 42.5 20.6 -15.5 -29.4% 154.1%	11,304.6 60.0 25.0 -4.0 -8.0% 120.8%	11,304.6 50.0 25.0 2.6 3.9% 103.7%	45.0 25.0 9.4 11.7% 99.9%
Inventory turnover (sales/inventory) Accounts receivable turnover Accounts payable turnover Cash flow analysis Free cash flow Free cash flow/sales FCF / net profit Capex / sales	0.0 36.2 20.3 0.7 2.4%	11,304.6 52.8 67.2 1.4 3.0%	11,304.6 42.5 20.6 -15.5 -29.4%	11,304.6 60.0 25.0 -4.0 -8.0%	11,304.6 50.0 25.0 2.6 3.9%	45.0 25.0 9.4 11.7%
Inventory turnover (sales/inventory) Accounts receivable turnover Accounts payable turnover Cash flow analysis Free cash flow Free cash flow/sales FCF / net profit Capex / sales Solvency	0.0 36.2 20.3 0.7 2.4% 18.7% n.a.	11,304.6 52.8 67.2 1.4 3.0% neg. n.a.	11,304.6 42.5 20.6 -15.5 -29.4% 154.1% n.a.	11,304.6 60.0 25.0 -4.0 -8.0% 120.8% n.a.	11,304.6 50.0 25.0 2.6 3.9% 103.7% n.a.	45.0 25.0 9.4 11.7% 99.9% n.a.
Inventory turnover (sales/inventory) Accounts receivable turnover Accounts payable turnover Cash flow analysis Free cash flow/sales FCF / net profit Capex / sales Solvency Net debt	0.0 36.2 20.3 0.7 2.4% 18.7% n.a.	11,304.6 52.8 67.2 1.4 3.0% neg. n.a.	11,304.6 42.5 20.6 -15.5 -29.4% 154.1% n.a.	11,304.6 60.0 25.0 -4.0 -8.0% 120.8% n.a.	11,304.6 50.0 25.0 2.6 3.9% 103.7% n.a.	45.0 25.0 9.4 11.7% 99.9% n.a.
Inventory turnover (sales/inventory) Accounts receivable turnover Accounts payable turnover Cash flow analysis Free cash flow Free cash flow/sales FCF / net profit Capex / sales Solvency	0.0 36.2 20.3 0.7 2.4% 18.7% n.a.	11,304.6 52.8 67.2 1.4 3.0% neg. n.a.	11,304.6 42.5 20.6 -15.5 -29.4% 154.1% n.a.	11,304.6 60.0 25.0 -4.0 -8.0% 120.8% n.a.	11,304.6 50.0 25.0 2.6 3.9% 103.7% n.a.	45.0 25.0 9.4 11.7% 99.9% n.a.
Inventory turnover (sales/inventory) Accounts receivable turnover Accounts payable turnover Cash flow analysis Free cash flow Free cash flow/sales FCF / net profit Capex / sales Solvency Net debt	0.0 36.2 20.3 0.7 2.4% 18.7% n.a.	11,304.6 52.8 67.2 1.4 3.0% neg. n.a.	11,304.6 42.5 20.6 -15.5 -29.4% 154.1% n.a.	11,304.6 60.0 25.0 -4.0 -8.0% 120.8% n.a.	11,304.6 50.0 25.0 2.6 3.9% 103.7% n.a.	45.0 25.0 9.4 11.7% 99.9% n.a.
Inventory turnover (sales/inventory) Accounts receivable turnover Accounts payable turnover Cash flow analysis Free cash flow/sales FCF / net profit Capex / sales Solvency Net debt Net Debt/EBITDA Dividend payout ratio	0.0 36.2 20.3 0.7 2.4% 18.7% n.a. -6.6 0.0 0.0%	11,304.6 52.8 67.2 1.4 3.0% neg. n.a. -19.8 0.0 0.0%	11,304.6 42.5 20.6 -15.5 -29.4% 154.1% n.a. -12.5 0.0 0.0%	11,304.6 60.0 25.0 -4.0 -8.0% 120.8% n.a. -8.5 0.0 0.0%	11,304.6 50.0 25.0 2.6 3.9% 103.7% n.a. -11.0 0.0	45.0 25.0 9.4 11.7% 99.9% n.a.
Inventory turnover (sales/inventory) Accounts receivable turnover Accounts payable turnover Cash flow analysis Free cash flow/sales FCF / net profit Capex / sales Solvency Net debt Net Debt/EBITDA Dividend payout ratio Interest paid / avg. debt	0.0 36.2 20.3 0.7 2.4% 18.7% n.a.	11,304.6 52.8 67.2 1.4 3.0% neg. n.a.	11,304.6 42.5 20.6 -15.5 -29.4% 154.1% n.a.	11,304.6 60.0 25.0 -4.0 -8.0% 120.8% n.a.	11,304.6 50.0 25.0 2.6 3.9% 103.7% n.a.	45.0 25.0 9.4 11.7% 99.9% n.a. -20.5 0.0
Inventory turnover (sales/inventory) Accounts receivable turnover Accounts payable turnover Cash flow analysis Free cash flow/sales FCF / net profit Capex / sales Solvency Net debt Net Debt/EBITDA Dividend payout ratio Interest paid / avg. debt Returns	0.0 36.2 20.3 0.7 2.4% 18.7% n.a. -6.6 0.0 0.0% 2.2%	11,304.6 52.8 67.2 1.4 3.0% neg. n.a. -19.8 0.0 0.0% 2.9%	11,304.6 42.5 20.6 -15.5 -29.4% 154.1% n.a. -12.5 0.0 0.0% 3.4%	11,304.6 60.0 25.0 -4.0 -8.0% 120.8% n.a. -8.5 0.0 0.0% 4.3%	11,304.6 50.0 25.0 2.6 3.9% 103.7% n.a. -11.0 0.0 0.0% 3.8%	45.0 25.0 9.4 11.7% 99.9% n.a. -20.5 0.0 0.0% 5.0%
Inventory turnover (sales/inventory) Accounts receivable turnover Accounts payable turnover Cash flow analysis Free cash flow/sales FCF / net profit Capex / sales Solvency Net debt Net Debt/EBITDA Dividend payout ratio Interest paid / avg. debt Returns ROCE	0.0 36.2 20.3 0.7 2.4% 18.7% n.a. -6.6 0.0 0.0% 2.2%	11,304.6 52.8 67.2 1.4 3.0% neg. n.a. -19.8 0.0 0.0% 2.9%	11,304.6 42.5 20.6 -15.5 -29.4% 154.1% n.a. -12.5 0.0 0.0% 3.4%	11,304.6 60.0 25.0 -4.0 -8.0% 120.8% n.a. -8.5 0.0 0.0% 4.3%	11,304.6 50.0 25.0 2.6 3.9% 103.7% n.a. -11.0 0.0 0.0% 3.8%	45.0 25.0 9.4 11.7% 99.9% n.a. -20.5 0.0 0.0% 5.0%
Inventory turnover (sales/inventory) Accounts receivable turnover Accounts payable turnover Cash flow analysis Free cash flow Free cash flow/sales FCF / net profit Capex / sales Solvency Net debt Net Debt/EBITDA Dividend payout ratio Interest paid / avg. debt Returns ROCE ROE	0.0 36.2 20.3 0.7 2.4% 18.7% n.a. -6.6 0.0 0.0% 2.2%	11,304.6 52.8 67.2 1.4 3.0% neg. n.a. -19.8 0.0 0.0% 2.9%	11,304.6 42.5 20.6 -15.5 -29.4% 154.1% n.a. -12.5 0.0 0.0% 3.4% -13.0% -20.3%	11,304.6 60.0 25.0 -4.0 -8.0% 120.8% n.a. -8.5 0.0 0.0% 4.3%	11,304.6 50.0 25.0 2.6 3.9% 103.7% n.a. -11.0 0.0 0.0% 3.8%	45.0 25.0 9.4 11.7% 99.9% n.a. -20.5 0.0 0.0% 5.0%
Inventory turnover (sales/inventory) Accounts receivable turnover Accounts payable turnover Cash flow analysis Free cash flow Free cash flow/sales FCF / net profit Capex / sales Solvency Net debt Net Debt/EBITDA Dividend payout ratio Interest paid / avg. debt Returns ROCE ROE Adjusted FCF yield	0.0 36.2 20.3 0.7 2.4% 18.7% n.a. -6.6 0.0 0.0% 2.2% 5.9% 11.6% 0.6%	11,304.6 52.8 67.2 1.4 3.0% neg. n.a. -19.8 0.0 0.0% 2.9% 0.7% -1.0% -0.5%	11,304.6 42.5 20.6 -15.5 -29.4% 154.1% n.a. -12.5 0.0 0.0% 3.4% -13.0% -20.3% -5.7%	11,304.6 60.0 25.0 -4.0 -8.0% 120.8% n.a. -8.5 0.0 0.0% 4.3% -4.7% -7.4% -1.9%	11,304.6 50.0 25.0 2.6 3.9% 103.7% n.a. -11.0 0.0 0.0% 3.8% -3.0% 5.1% -1.8%	45.0 25.0 9.4 11.7% 99.9% n.a. -20.5 0.0 0.0% 5.0% 9.3% 16.3% 1.5%
Inventory turnover (sales/inventory) Accounts receivable turnover Accounts payable turnover Cash flow analysis Free cash flow Free cash flow/sales FCF / net profit Capex / sales Solvency Net debt Net Debt/EBITDA Dividend payout ratio Interest paid / avg. debt Returns ROCE ROE Adjusted FCF yield Dividend yield	0.0 36.2 20.3 0.7 2.4% 18.7% n.a. -6.6 0.0 0.0% 2.2% 5.9% 11.6% 0.6% 0.0%	11,304.6 52.8 67.2 1.4 3.0% neg. n.a. -19.8 0.0 0.0% 2.9% 0.7% -1.0% -0.5% 0.0%	11,304.6 42.5 20.6 -15.5 -29.4% 154.1% n.a. -12.5 0.0 0.0% 3.4% -13.0% -20.3% -5.7% 0.0%	11,304.6 60.0 25.0 -4.0 -8.0% 120.8% n.a. -8.5 0.0 0.0% 4.3% -4.7% -7.4% -1.9% 0.0%	11,304.6 50.0 25.0 2.6 3.9% 103.7% n.a. -11.0 0.0 0.0% 3.8% -3.0% 5.1% -1.8% 0.0%	45.0 25.0 9.4 11.7% 99.9% n.a. -20.5 0.0 5.0% 9.3% 16.3% 1.5% 0.0%
Inventory turnover (sales/inventory) Accounts receivable turnover Accounts payable turnover Cash flow analysis Free cash flow Free cash flow/sales FCF / net profit Capex / sales Solvency Net debt Net Debt/EBITDA Dividend payout ratio Interest paid / avg. debt Returns ROCE ROE Adjusted FCF yield Dividend yield DPS	0.0 36.2 20.3 0.7 2.4% 18.7% n.a. -6.6 0.0 0.0% 2.2% 5.9% 11.6% 0.6% 0.0%	11,304.6 52.8 67.2 1.4 3.0% neg. n.a. -19.8 0.0 0.0% 2.9% 0.7% -1.0% -0.5% 0.0%	11,304.6 42.5 20.6 -15.5 -29.4% 154.1% n.a. -12.5 0.0 0.0% 3.4% -13.0% -20.3% -5.7% 0.0%	11,304.6 60.0 25.0 -4.0 -8.0% 120.8% n.a. -8.5 0.0 0.0% 4.3% -4.7% -7.4% -1.9% 0.0% 0.0	11,304.6 50.0 25.0 2.6 3.9% 103.7% n.a. -11.0 0.0 0.0% 3.8% -3.0% 5.1% -1.8% 0.0%	45.0 25.0 9.4 11.7% 99.9% n.a. -20.5 0.0 5.0% 9.3% 16.3% 1.5% 0.0%
Inventory turnover (sales/inventory) Accounts receivable turnover Accounts payable turnover Cash flow analysis Free cash flow Free cash flow/sales FCF / net profit Capex / sales Solvency Net debt Net Debt/EBITDA Dividend payout ratio Interest paid / avg. debt Returns ROCE ROE Adjusted FCF yield Dividend yield	0.0 36.2 20.3 0.7 2.4% 18.7% n.a. -6.6 0.0 0.0% 2.2% 5.9% 11.6% 0.6% 0.0%	11,304.6 52.8 67.2 1.4 3.0% neg. n.a. -19.8 0.0 0.0% 2.9% 0.7% -1.0% -0.5% 0.0%	11,304.6 42.5 20.6 -15.5 -29.4% 154.1% n.a. -12.5 0.0 0.0% 3.4% -13.0% -20.3% -5.7% 0.0%	11,304.6 60.0 25.0 -4.0 -8.0% 120.8% n.a. -8.5 0.0 0.0% 4.3% -4.7% -7.4% -1.9% 0.0%	11,304.6 50.0 25.0 2.6 3.9% 103.7% n.a. -11.0 0.0 0.0% 3.8% -3.0% 5.1% -1.8% 0.0%	45.0 25.0 9.4 11.7% 99.9% n.a. -20.5 0.0 5.0% 9.3% 16.3% 1.5% 0.0%
Inventory turnover (sales/inventory) Accounts receivable turnover Accounts payable turnover Cash flow analysis Free cash flow Free cash flow/sales FCF / net profit Capex / sales Solvency Net debt Net Debt/EBITDA Dividend payout ratio Interest paid / avg. debt Returns ROCE ROE Adjusted FCF yield Dividend yield DPS	0.0 36.2 20.3 0.7 2.4% 18.7% n.a. -6.6 0.0 0.0% 2.2% 5.9% 11.6% 0.6% 0.0%	11,304.6 52.8 67.2 1.4 3.0% neg. n.a. -19.8 0.0 0.0% 2.9% 0.7% -1.0% -0.5% 0.0%	11,304.6 42.5 20.6 -15.5 -29.4% 154.1% n.a. -12.5 0.0 0.0% 3.4% -13.0% -20.3% -5.7% 0.0%	11,304.6 60.0 25.0 -4.0 -8.0% 120.8% n.a. -8.5 0.0 0.0% 4.3% -4.7% -7.4% -1.9% 0.0% 0.0	11,304.6 50.0 25.0 2.6 3.9% 103.7% n.a. -11.0 0.0 0.0% 3.8% -3.0% 5.1% -1.8% 0.0%	45.0 25.0 9.4 11.7% 99.9% n.a. -20.5 0.0 5.0% 9.3% 16.3% 1.5% 0.0%
Inventory turnover (sales/inventory) Accounts receivable turnover Accounts payable turnover Cash flow analysis Free cash flow Free cash flow/sales FCF / net profit Capex / sales Solvency Net debt Net Debt/EBITDA Dividend payout ratio Interest paid / avg. debt Returns ROCE ROE Adjusted FCF yield Dividend yield DPS EPS reported	0.0 36.2 20.3 0.7 2.4% 18.7% n.a. -6.6 0.0 0.0% 2.2% 5.9% 11.6% 0.6% 0.0% 0.0%	11,304.6 52.8 67.2 1.4 3.0% neg. n.a. -19.8 0.0 0.0% 2.9% 0.7% -1.0% -0.5% 0.0% 0.0 0.0%	11,304.6 42.5 20.6 -15.5 -29.4% 154.1% n.a. -12.5 0.0 0.0% 3.4% -13.0% -20.3% -5.7% 0.0% 0.0 -0.65	11,304.6 60.0 25.0 -4.0 -8.0% 120.8% n.a. -8.5 0.0 0.0% 4.3% -4.7% -7.4% -1.9% 0.0% 0.0 -0.22	11,304.6 50.0 25.0 2.6 3.9% 103.7% n.a. -11.0 0.0 0.0% 3.8% -3.0% 5.1% -1.8% 0.0% 0.0 0.016	45.0 25.0 9.4 11.7% 99.9% n.a. -20.5 0.0 5.0% 9.3% 16.3% 1.5% 0.0% 0.0 0.60
Inventory turnover (sales/inventory) Accounts receivable turnover Accounts payable turnover Cash flow analysis Free cash flow Free cash flow/sales FCF / net profit Capex / sales Solvency Net debt Net Debt/EBITDA Dividend payout ratio Interest paid / avg. debt Returns ROCE ROE Adjusted FCF yield Dividend yield DPS EPS reported Average number of shares Valuation ratios	0.0 36.2 20.3 0.7 2.4% 18.7% n.a. -6.6 0.0 0.0% 2.2% 5.9% 11.6% 0.6% 0.0% 0.00 0.23 15.1	11,304.6 52.8 67.2 1.4 3.0% neg. n.a. -19.8 0.0 0.0% 2.9% 0.7% -1.0% -0.5% 0.0 0.0 0.03	11,304.6 42.5 20.6 -15.5 -29.4% 154.1% n.a. -12.5 0.0 0.0% 3.4% -13.0% -20.3% -5.7% 0.0% 0.0 -0.65 15.4	11,304.6 60.0 25.0 -4.0 -8.0% 120.8% n.a. -8.5 0.0 0.0% 4.3% -4.7% -7.4% -1.9% 0.0% 0.0 -0.22 15.7	11,304.6 50.0 25.0 2.6 3.9% 103.7% n.a. -11.0 0.0 0.0% 3.8% -3.0% 5.1% -1.8% 0.0% 0.0 0.16 15.7	45.0 25.0 9.4 11.7% 99.9% n.a. -20.5 0.0 5.0% 5.0% 16.3% 1.5% 0.0% 0.0 0.60 15.7
Inventory turnover (sales/inventory) Accounts receivable turnover Accounts payable turnover Cash flow analysis Free cash flow Free cash flow/sales FCF / net profit Capex / sales Solvency Net debt Net Debt/EBITDA Dividend payout ratio Interest paid / avg. debt Returns ROCE ROE Adjusted FCF yield Dividend yield DPS EPS reported Average number of shares Valuation ratios P/BV	0.0 36.2 20.3 0.7 2.4% 18.7% n.a. -6.6 0.0 0.0% 2.2% 5.9% 11.6% 0.6% 0.0% 0.00 0.23 15.1	11,304.6 52.8 67.2 1.4 3.0% neg. n.a. -19.8 0.0 0.0% 2.9% -1.0% -0.5% 0.0% 0.0 -0.03 15.1	11,304.6 42.5 20.6 -15.5 -29.4% 154.1% n.a. -12.5 0.0 0.0% 3.4% -20.3% -5.7% 0.0% 0.0 -0.65 15.4	11,304.6 60.0 25.0 -4.0 -8.0% 120.8% n.a. -8.5 0.0 0.0% 4.3% -4.7% -7.4% -1.9% 0.0% 0.0 -0.22 15.7	11,304.6 50.0 25.0 2.6 3.9% 103.7% n.a. -11.0 0.0 0.0% 3.8% -3.0% 5.1% -1.8% 0.0% 0.0 0.16 15.7	45.0 25.0 9.4 11.7% 99.9% n.a. -20.5 0.0 5.0% 5.0% 16.3% 1.5% 0.0% 0.0 0.60 15.7
Inventory turnover (sales/inventory) Accounts receivable turnover Accounts payable turnover Cash flow analysis Free cash flow Free cash flow/sales FCF / net profit Capex / sales Solvency Net debt Net Debt/EBITDA Dividend payout ratio Interest paid / avg. debt Returns ROCE ROE Adjusted FCF yield Dividend yield DPS EPS reported Average number of shares Valuation ratios P/BV EV/sales	0.0 36.2 20.3 0.7 2.4% 18.7% n.a. -6.6 0.0 0.0% 2.2% 5.9% 11.6% 0.6% 0.0% 0.00 0.23 15.1	11,304.6 52.8 67.2 1.4 3.0% neg. n.a. -19.8 0.0 0.0% 2.9% -1.0% -0.5% 0.0% 0.0 -0.03 15.1	11,304.6 42.5 20.6 -15.5 -29.4% 154.1% n.a. -12.5 0.0 0.0% 3.4% -20.3% -5.7% 0.0% 0.0 -0.65 15.4	11,304.6 60.0 25.0 -4.0 -8.0% 120.8% n.a. -8.5 0.0 0.0% 4.3% -4.7% -7.4% -1.9% 0.0% 0.0 -0.22 15.7	11,304.6 50.0 25.0 2.6 3.9% 103.7% n.a. -11.0 0.0 0.0% 3.8% -3.0% 5.1% -1.8% 0.0% 0.0 0.16 15.7	45.0 25.0 9.4 11.7% 99.9% n.a. -20.5 0.0 5.0% 5.0% 16.3% 1.5% 0.0% 0.0 0.60 15.7
Inventory turnover (sales/inventory) Accounts receivable turnover Accounts payable turnover Cash flow analysis Free cash flow Free cash flow/sales FCF / net profit Capex / sales Solvency Net debt Net Debt/EBITDA Dividend payout ratio Interest paid / avg. debt Returns ROCE ROE Adjusted FCF yield Dividend yield DPS EPS reported Average number of shares Valuation ratios P/BV EV/sales EV/EBITDA	0.0 36.2 20.3 0.7 2.4% 18.7% n.a. -6.6 0.0 0.0% 2.2% 5.9% 11.6% 0.6% 0.0% 0.00 0.23 15.1	11,304.6 52.8 67.2 1.4 3.0% neg. n.a. -19.8 0.0 0.0% 2.9% -1.0% -0.5% 0.0% 0.0 -0.03 15.1	11,304.6 42.5 20.6 -15.5 -29.4% 154.1% n.a. -12.5 0.0 0.0% 3.4% -20.3% -5.7% 0.0% 0.0 -0.65 15.4	11,304.6 60.0 25.0 -4.0 -8.0% 120.8% n.a. -8.5 0.0 0.0% 4.3% -4.7% -7.4% -1.9% 0.0% 0.0 -0.22 15.7 4.0 3.5 581.4	11,304.6 50.0 25.0 2.6 3.9% 103.7% n.a. -11.0 0.0 0.0% 3.8% -3.0% 5.1% -1.8% 0.0% 0.0 0.16 15.7	45.0 25.0 9.4 11.7% 99.9% n.a. -20.5 0.0 5.0% 5.0% 16.3% 1.5% 0.0% 0.0 0.60 15.7
Inventory turnover (sales/inventory) Accounts receivable turnover Accounts payable turnover Cash flow analysis Free cash flow Free cash flow/sales FCF / net profit Capex / sales Solvency Net debt Net Debt/EBITDA Dividend payout ratio Interest paid / avg. debt Returns ROCE ROE Adjusted FCF yield Dividend yield DPS EPS reported Average number of shares Valuation ratios P/BV EV/sales	0.0 36.2 20.3 0.7 2.4% 18.7% n.a. -6.6 0.0 0.0% 2.2% 5.9% 11.6% 0.6% 0.0% 0.00 0.23 15.1	11,304.6 52.8 67.2 1.4 3.0% neg. n.a. -19.8 0.0 0.0% 2.9% -1.0% -0.5% 0.0% 0.0 -0.03 15.1	11,304.6 42.5 20.6 -15.5 -29.4% 154.1% n.a. -12.5 0.0 0.0% 3.4% -20.3% -5.7% 0.0% 0.0 -0.65 15.4	11,304.6 60.0 25.0 -4.0 -8.0% 120.8% n.a. -8.5 0.0 0.0% 4.3% -4.7% -7.4% -1.9% 0.0% 0.0 -0.22 15.7	11,304.6 50.0 25.0 2.6 3.9% 103.7% n.a. -11.0 0.0 0.0% 3.8% -3.0% 5.1% -1.8% 0.0% 0.0 0.16 15.7	45.0 25.0 9.4 11.7% 99.9% n.a. -20.5 0.0 5.0% 5.0% 16.3% 1.5% 0.0% 0.0 0.60 15.7

2020

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Company	Disclosures
SMARTBROKER Holding AG	2,8

Historical target price and rating ch	nanges for SMARTBROKE	R Holding AG			
Company	Date	Analyst	Rating	Target Price	Close
SMARTBROKER Holding AG	18.08.2023	Jarchow, Frederik	Buy	EUR 16.00	EUR 10.70

Update - 14.09.2023



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According to Article 4(1) No. i of the delegated regulation 2016/958 supplementing regulation 596/2014 of the European Parliament, further information regarding investment recommendations of the last 12 months are published under:

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