Automotive - Germany



Buy (old: Buy) 25.03.2024

EUR 8.00 (old: EUR 10.50)

On the road for accelerating growth; chg. est.

Topic: LION E-Mobility published its FY23 prelims and FY24 guidance. While the latter came in below our estimates, it offers plenty of room for upside. Valuation remains highly attractive.

FY23 revenues increased by 4% yoy to € 56.1m, whereas **€ 26.3m came from Q4** alone. FY EBITDA stood at € -0.7m; Q4 € -0.8m. Worth highlighting, the operating cash flow improved strongly from € -6.8m in FY22 to € 2.1m in FY23 (€ 1m in Q4), which should have largely been carried by a normalization of inventory levels. Mind you, the company build up a stockpile of completed battery packs at the end of FY22 to service customers throughout the transition period.

FY24 guidance points to 7-16% yoy growth (€ 60-65m). While the growth targets came in well below our old estimates of € 86m, management stretched the conservative approach during the earnings call. With the company significantly ramping up its sales efforts (increased headcount and trade show appearances, from 4 to 30), strong growth ambitions from important customers such as Karsan (electric buses and mini-buses) and plenty of spare capacity at its production site in Hildburghausen. Further, the company is currently active in more than 20 design-in projects, of which some should turn into firm orders. EBITDA is seen to come in at € 0.5-1m (eNuW old: € 1.1m)

FY25e with accelerated growth (eNuW: 34% to € 90m) on the back of the partnership with SVOLT, which will allow LION to produce higher energy density (20% more vs currently used cells) NMC and LFP battery packs from H2 2024 onwards. The latter should turn into a notable tailwind as it allows LION to fully break into the thriving energy storage market, which prefers LFP over NMC cells. As a result, the share of storage sales should exceed 50% during the next few years (FY23: 41%).

Immersion cooling progress. As highlighted during the earnings call, the company is progressing well with the development of its immersion cooled battery packs. Until the end of the year, LION should receive additional feedback (so far "promising") from the premium OEMs currently testing the pack on the road. Note: We have currently reflected no value for LION's immersion cooling technology in our valuation.

Reiterate BUY with a new € 8 PT (old: € 10.50) based on a sum-of-the-parts valuation.

Y/E 31.12 (EUR m)	2020	2021	2022	2023e	2024e	2025e
Sales	18.4	28.4	53.8	56.1	67.4	90.3
Sales growth	950.2%	54.3%	89.1%	4.4%	20.1%	34.1%
EBITDA	-1.6	-1.2	0.5	-0.7	0.7	3.4
Net debt (if net cash=0)	-0.8	-0.2	2.7	10.9	8.0	7.0
FCF	-2.0	-0.6	-9.4	-3.1	2.8	1.0
Net Debt/EBITDA	0.0	0.0	5.8	-14.9	11.0	2.0
EPS pro forma	-0.09	-0.12	0.03	-0.20	-0.09	0.09
EBITDA margin	-8.6%	-4.3%	0.9%	-1.3%	1.1%	3.8%
ROCE	-16.0%	-14.3%	2.6%	-5.8%	-1.9%	4.2%
EV/sales	1.7	1.1	0.4	0.6	0.4	0.3
EV/EBITDA	-19.8	-25.1	49.4	-42.8	38.8	8.0
PER	-17.3	-13.7	54.9	-8.1	-17.3	17.8
Adjusted FCF yield	-4.0%	-3.2%	-1.6%	-11.2%	0.9%	7.8%

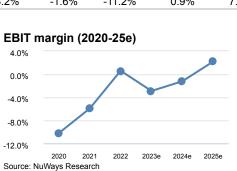
Source: Company data, NuWays, Close price as of 22.03.2024

2022

2023e

2024e

2025e



Company description

2021

2020

Source: NuWays Research

Sales (2020-25e)

100.0m 75.0m

50.0m

25.0m

0.0m

LION is a fully automated producer of lithium-ion battery packs for a wide range of applications such as buses, commercial vehicles, marine, industrial vehicles but also stationary energy storage with an annual production capacity of 2 GWh, the equivalent to 45k battery packs.



Market data	
Share price (in €)	1.85
Market cap (in € m)	19.8
Number of shares (in m pcs)	12.4
Enterprise value (in € m)	28.4
Ø trading volume (6 months)	3,900

Ia	entifier
Bloomberg	LMIA GR
Reuters	LMIA.F
WKN	A2QH97
ISIN	CH0560888270

Key shareholders				
Ian Mukherjee	38.7%			
Founders	6.0%			
Free Float	55.3%			

Estimates changes					
	<u>2023e</u>	<u>2024e</u>	<u>2025e</u>		
Sales	-7%	-22%	-29%		
EBIT	28%	-1%	-52%		
EPS	-26%	-1%	-61%		

Comment on changes

 Lowered estimates on the back of reduced price assumptions for battery packs (-20%) to account for raw material deflation and slightly lower volumes

Guidance

2020

Source: NuWays Research

ROCE (2020-25e)

6.0%

0.0%

-6.0%

-12.0%

-18 N%

• Sales 2024: € 60-65m

2021

• EBITDA 2024: € 0.5-1m

2022

2023e

2024e

2025e

Preview / Review - 25.03.2024



Financials

Profit and loss (EUR m)	2020	2021	2022	2023e	2024e	2025
Net sales	18.4	28.4	53.8	56.1	67.4	90.3
Sales growth	950.2%	54.3%	89.1%	4.4%	20.1%	34.1%
Increase/decrease in finished goods and work-in-process	0.0	0.5	0.3	0.4	0.0	0.0
Total sales	18.4	28.9	54.1	56.5	67.4	90.
Other operating income	0.1	1.5	0.4	1.5	0.7	0.9
Material expenses	14.0	25.9	46.5	48.3	57.2	75.0
Personnel expenses	2.3	3.1	3.9	5.7	5.4	6.0
Other operating expenses	3.7	2.6	3.7	4.8	4.7	5.
Total operating expenses	20.0	30.1	53.6	57.2	66.6	86.
EBITDA	-1.6	-1.2	0.5	-0.7	0.7	3.4
Depreciation	0.3	0.5	0.1	0.9	1.6	1.
EBITA	-1.9	-1.7	0.3	-1.6	-0.8	2.
Amortisation of goodwill	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.
Impairment charges	0.0	0.0	0.0	0.0	0.0	0.
EBIT (inc revaluation net)	-1.9	-1.7	0.3	-1.6	-0.8	2.
Interest income	0.1	0.1	0.1	0.1	0.1	0.
Interest expenses	0.0	0.0	0.1	1.4	1.0	1.
Investment income	0.5	0.1	0.1	0.0	0.2	0.
Financial result	0.5	0.2	0.1	-1.3	-0.6	-0.
Recurring pretax income from continuing operations	-1.3	-1.5	0.4	-2.9	-1.5	1.
Extraordinary income/loss	0.0	0.0	0.0	0.0	0.0	0.
Earnings before taxes	-1.3	-1.5	0.4	-2.9	-1.5	1.
Income tax expense	-0.4	-0.4	0.0	-0.4	-0.3	0.
Net income from continuing operations	-0.9	-1.2	0.4	-2.5	-1.1	1.
Income from discontinued operations (net of tax)	0.0	0.0	0.0	0.0	0.0	0.0
Net income	-0.9	-1.2	0.4	-2.5	-1.1	1.
Minority interest	0.0	0.0	0.0	0.0	0.0	0.0
Net profit (reported)	-0.9	-1.2	0.4	-2.5	-1.1	1.
Average number of shares	10.0	10.0	12.4	12.4	12.4	12.4
EPS reported	-0.09	-0.12	0.03	-0.20	-0.09	0.09
Profit and loss (common size)	2020	2021	2022	2023e	2024e	2025
Net sales	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
Sales growth		54.3%	89 1%	4 4%	20.1%	34 19
Sales growth Increase/decrease in finished goods and work-in-process	950.2%	<i>54.3%</i> 1.7%	89.1% 0.6%	4.4% 0.7%	20.1% 0.0%	
Increase/decrease in finished goods and work-in-process	950.2% 0.1%	1.7%	0.6%	0.7%	0.0%	0.0%
Increase/decrease in finished goods and work-in-process Total sales	950.2% 0.1% 100.1%	1.7% 101.7%	0.6% 100.6%	0.7% 100.7%	0.0% 100.0%	0.0% 100.0 %
Increase/decrease in finished goods and work-in-process Total sales Other operating income	950.2% 0.1% 100.1% 0.4%	1.7% 101.7% 5.2%	0.6% 100.6% 0.8%	0.7% 100.7% 2.7%	0.0% 100.0% 1.0%	0.0% 100.0% 1.0%
Increase/decrease in finished goods and work-in-process Total sales Other operating income Material expenses	950.2% 0.1% 100.1% 0.4% 76.1%	1.7% 101.7% 5.2% 91.2%	0.6% 100.6% 0.8% 86.4%	0.7% 100.7% 2.7% 86.1%	0.0% 100.0% 1.0% 84.9%	0.0% 100.0% 1.0% 83.7%
Increase/decrease in finished goods and work-in-process Total sales Other operating income Material expenses Personnel expenses	950.2% 0.1% 100.1% 0.4% 76.1% 12.7%	1.7% 101.7% 5.2% 91.2% 10.8%	0.6% 100.6% 0.8% 86.4% 7.2%	0.7% 100.7% 2.7% 86.1% 10.1%	0.0% 100.0% 1.0% 84.9% 8.0%	0.0% 100.0% 1.0% 83.7% 7.4%
Increase/decrease in finished goods and work-in-process Total sales Other operating income Material expenses Personnel expenses Other operating expenses	950.2% 0.1% 100.1% 0.4% 76.1% 12.7% 20.2%	1.7% 101.7% 5.2% 91.2% 10.8% 9.2%	0.6% 100.6% 0.8% 86.4% 7.2% 6.9%	0.7% 100.7% 2.7% 86.1% 10.1% 8.5%	0.0% 100.0% 1.0% 84.9% 8.0% 7.0%	0.0% 100.0 % 1.0% 83.7% 7.4% 6.1%
Increase/decrease in finished goods and work-in-process Total sales Other operating income Material expenses Personnel expenses Other operating expenses Total operating expenses	950.2% 0.1% 100.1% 0.4% 76.1% 12.7% 20.2% 108.7%	1.7% 101.7% 5.2% 91.2% 10.8% 9.2% 106.0%	0.6% 100.6% 0.8% 86.4% 7.2% 6.9% 99.8%	0.7% 100.7% 2.7% 86.1% 10.1% 8.5% 102.0%	0.0% 100.0% 1.0% 84.9% 8.0% 7.0% 98.9%	0.0% 100.0% 1.0% 83.7% 7.4% 6.1% 96.2%
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	950.2% 0.1% 100.1% 0.4% 76.1% 12.7% 20.2% 108.7% -8.6%	1.7% 101.7% 5.2% 91.2% 10.8% 9.2% 106.0% -4.3%	0.6% 100.6% 0.8% 86.4% 7.2% 6.9% 99.8% 0.9%	0.7% 100.7% 2.7% 86.1% 10.1% 8.5% 102.0% -1.3%	0.0% 100.0% 1.0% 84.9% 8.0% 7.0% 98.9% 1.1%	0.0% 100.0% 1.0% 83.7% 7.4% 6.1% 96.2% 3.8%
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	950.2% 0.1% 100.1% 0.4% 76.1% 12.7% 20.2% 108.7% -8.6% 1.6%	1.7% 101.7% 5.2% 91.2% 10.8% 9.2% 106.0% -4.3% 1.6%	0.6% 100.6% 0.8% 86.4% 7.2% 6.9% 99.8% 0.9%	0.7% 100.7% 2.7% 86.1% 10.1% 8.5% 102.0% -1.3% 1.6%	0.0% 100.0% 1.0% 84.9% 8.0% 7.0% 98.9% 1.1% 2.3%	0.0% 100.0% 1.0% 83.7% 7.4% 6.1% 96.2% 3.8% 1.6%
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	950.2% 0.1% 100.1% 0.4% 76.1% 12.7% 20.2% 108.7% -8.6% 1.6% -10.2%	1.7% 101.7% 5.2% 91.2% 10.8% 9.2% 106.0% -4.3% 1.6% -5.9%	0.6% 100.6% 0.8% 86.4% 7.2% 6.9% 99.8% 0.9% 0.3% 0.6%	0.7% 100.7% 2.7% 86.1% 10.1% 8.5% 102.0% -1.3% 1.6% -2.9%	0.0% 100.0% 1.0% 84.9% 8.0% 7.0% 98.9% 1.1% 2.3% -1.2%	0.0% 100.0% 1.0% 83.7% 7.4% 6.1% 96.2% 3.8% 1.6% 2.2%
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	950.2% 0.1% 100.1% 0.4% 76.1% 12.7% 20.2% 108.7% -8.6% 1.6% -10.2% 0.0%	1.7% 101.7% 5.2% 91.2% 10.8% 9.2% 106.0% -4.3% 1.6% -5.9% 0.0%	0.6% 100.6% 0.8% 86.4% 7.2% 6.9% 99.8% 0.9% 0.3% 0.6% 0.0%	0.7% 100.7% 2.7% 86.1% 10.1% 8.5% 102.0% -1.3% 1.6% -2.9% 0.0%	0.0% 100.0% 1.0% 84.9% 8.0% 7.0% 98.9% 1.1% 2.3% -1.2% 0.0%	0.09 100.09 1.09 83.79 7.49 6.19 96.29 3.89 1.69 2.29
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	950.2% 0.1% 100.1% 0.4% 76.1% 12.7% 20.2% 108.7% -8.6% 1.6% -10.2% 0.0%	1.7% 101.7% 5.2% 91.2% 10.8% 9.2% 106.0% -4.3% 1.6% -5.9% 0.0%	0.6% 100.6% 0.8% 86.4% 7.2% 6.9% 99.8% 0.9% 0.3% 0.6% 0.0%	0.7% 100.7% 2.7% 86.1% 10.1% 8.5% 102.0% -1.3% 1.6% -2.9% 0.0% 0.0%	0.0% 100.0% 1.0% 84.9% 8.0% 7.0% 98.9% 1.1% 2.3% -1.2% 0.0% 0.0%	0.09 100.09 1.09 83.79 7.49 6.19 96.29 3.89 1.69 2.29 0.09
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	950.2% 0.1% 100.1% 0.4% 76.1% 12.7% 20.2% 108.7% -8.6% 1.6% -10.2% 0.0% 0.0%	1.7% 101.7% 5.2% 91.2% 10.8% 9.2% 106.0% -4.3% 1.6% -5.9% 0.0% 0.0%	0.6% 100.6% 0.8% 86.4% 7.2% 6.9% 99.8% 0.9% 0.3% 0.6% 0.0% 0.0%	0.7% 100.7% 2.7% 86.1% 10.1% 8.5% 102.0% -1.3% 1.6% -2.9% 0.0% 0.0%	0.0% 100.0% 1.0% 84.9% 8.0% 7.0% 98.9% 1.1% 2.3% -1.2% 0.0% 0.0% 0.0%	0.0% 100.0% 1.0% 83.7% 7.4% 6.1% 96.2% 3.8% 1.6% 2.2% 0.0% 0.0%
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)	950.2% 0.1% 100.1% 0.4% 76.1% 12.7% 20.2% 108.7% -8.6% 1.6% -10.2% 0.0% 0.0% -10.2%	1.7% 101.7% 5.2% 91.2% 10.8% 9.2% 106.0% -4.3% 1.6% -5.9% 0.0% 0.0% -5.9%	0.6% 100.6% 0.8% 86.4% 7.2% 6.9% 99.8% 0.9% 0.3% 0.6% 0.0% 0.0% 0.0%	0.7% 100.7% 2.7% 86.1% 10.1% 8.5% 102.0% -1.3% 1.6% -2.9% 0.0% 0.0% -2.9%	0.0% 100.0% 1.0% 84.9% 8.0% 7.0% 98.9% 1.1% 2.3% -1.2% 0.0% 0.0% -1.2%	0.0% 100.09 1.09 83.79 7.49 6.19 96.29 3.89 1.69 2.29 0.09 0.09 2.29
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	950.2% 0.1% 100.1% 0.4% 76.1% 12.7% 20.2% 108.7% -8.6% 1.6% -10.2% 0.0% 0.0% -10.2% 0.4%	1.7% 101.7% 5.2% 91.2% 10.8% 9.2% 106.0% -4.3% 1.6% -5.9% 0.0% 0.0% -5.9% 0.2%	0.6% 100.6% 0.8% 86.4% 7.2% 6.9% 99.8% 0.9% 0.3% 0.6% 0.0% 0.0% 0.0%	0.7% 100.7% 2.7% 86.1% 10.1% 8.5% 102.0% -1.3% 1.6% -2.9% 0.0% 0.0% -2.9% 0.2%	0.0% 100.0% 1.0% 84.9% 8.0% 7.0% 98.9% 1.1% 2.3% -1.2% 0.0% 0.0% -1.2% 0.2%	0.09 100.09 1.09 83.79 7.49 6.19 96.29 3.89 1.69 2.29 0.09 0.09 0.09
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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	950.2% 0.1% 100.1% 0.4% 76.1% 12.7% 20.2% 108.7% -8.6% -1.6% -10.2% 0.0% 0.0% -10.2% 0.4% 0.3% 2.8%	1.7% 101.7% 5.2% 91.2% 10.8% 9.2% 106.0% -4.3% 1.6% -5.9% 0.0% 0.0% -5.9% 0.1% 0.5%	0.6% 100.6% 0.8% 86.4% 7.2% 6.9% 99.8% 0.9% 0.3% 0.6% 0.0% 0.0% 0.0% 0.1% 0.2% 0.2%	0.7% 100.7% 2.7% 86.1% 10.1% 8.5% 102.0% -1.3% 1.6% -2.9% 0.0% 0.0% 0.0% -2.9% 0.2% 2.5% 0.0%	0.0% 100.0% 1.0% 84.9% 8.0% 7.0% 98.9% 1.1% 2.3% -1.2% 0.0% 0.0% -1.2% 0.2% 1.5% 0.4%	0.09 100.09 1.09 83.79 7.49 6.19 96.29 3.89 1.69 2.29 0.09 0.09 0.09 0.29 1.19 0.49
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	950.2% 0.1% 100.1% 0.4% 76.1% 12.7% 20.2% 108.7% -8.6% 1.6% -10.2% 0.0% 0.0% -10.2% 0.4% 0.3% 2.8% 2.9%	1.7% 101.7% 5.2% 91.2% 10.8% 9.2% 106.0% -4.3% 1.6% -5.9% 0.0% 0.0% 0.0% 0.2% 0.1% 0.5% 0.6%	0.6% 100.6% 0.8% 86.4% 7.2% 6.9% 99.8% 0.9% 0.3% 0.6% 0.0% 0.0% 0.0% 0.1% 0.2% 0.2% 0.1%	0.7% 100.7% 2.7% 86.1% 10.1% 8.5% 102.0% -1.3% 1.6% -2.9% 0.0% 0.0% 0.0% -2.9% 0.2% 2.5% 0.0% neg.	0.0% 100.0% 1.0% 84.9% 8.0% 7.0% 98.9% 1.1% 2.3% -1.2% 0.0% 0.0% -1.2% 0.2% 1.5% 0.4% neg.	0.09 100.09 1.09 83.79 7.49 6.19 96.29 3.89 1.69 2.29 0.09 0.09 0.09 0.29 1.19 0.49 neg
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	950.2% 0.1% 100.1% 0.4% 76.1% 12.7% 20.2% 108.7% -8.6% 1.6% -10.2% 0.0% 0.0% -10.2% 0.4% 0.3% 2.8% 2.9% -7.3%	1.7% 101.7% 5.2% 91.2% 10.8% 9.2% 106.0% -4.3% 1.6% -5.9% 0.0% 0.0% 0.0% 0.1% 0.5% 0.6% -5.4%	0.6% 100.6% 0.8% 86.4% 7.2% 6.9% 99.8% 0.9% 0.3% 0.6% 0.0% 0.0% 0.0% 0.1% 0.2% 0.1% 0.2% 0.1% 0.7%	0.7% 100.7% 2.7% 86.1% 10.1% 8.5% 102.0% -1.3% 1.6% -2.9% 0.0% 0.0% 0.0% -2.9% 0.2% 2.5% 0.0% neg5.2%	0.0% 100.0% 1.0% 84.9% 8.0% 7.0% 98.9% 1.1% 2.3% -1.2% 0.0% 0.0% -1.2% 0.2% 1.5% 0.4% neg2.2%	0.09 100.09 1.09 83.79 7.49 6.19 96.29 3.89 1.69 2.29 0.09 0.09 0.09 0.29 1.19 0.49 neg
Increase/decrease in finished goods and work-in-process Total sales Other operating income Material expenses Personnel expenses Other operating expenses Total 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	950.2% 0.1% 100.1% 0.4% 76.1% 12.7% 20.2% 108.7% -8.6% 1.6% -10.2% 0.0% 0.0% -10.2% 0.4% 0.3% 2.8% 2.9% -7.3% 0.0%	1.7% 101.7% 5.2% 91.2% 10.8% 9.2% 106.0% -4.3% 1.6% -5.9% 0.0% 0.0% 0.0% 0.2% 0.1% 0.5% 0.6% -5.4% 0.0%	0.6% 100.6% 0.8% 86.4% 7.2% 6.9% 99.8% 0.9% 0.3% 0.6% 0.0% 0.0% 0.0% 0.1% 0.2% 0.1% 0.2% 0.1% 0.7% 0.0%	0.7% 100.7% 2.7% 86.1% 10.1% 8.5% 102.0% -1.3% 1.6% -2.9% 0.0% 0.0% 0.0% 0.2% 2.5% 0.0% neg5.2% 0.0%	0.0% 100.0% 1.0% 84.9% 8.0% 7.0% 98.9% 1.1% 2.3% -1.2% 0.0% 0.0% -1.2% 0.4% neg2.2% 0.0%	0.09 100.09 1.09 83.79 7.49 6.19 96.29 3.89 1.69 2.29 0.09 0.09 0.09 1.19 0.49 neg
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	950.2% 0.1% 100.1% 0.4% 76.1% 12.7% 20.2% 108.7% -8.6% 1.6% -10.2% 0.0% 0.0% -10.2% 0.4% 0.3% 2.8% 2.9% -7.3% 0.0% -7.3%	1.7% 101.7% 5.2% 91.2% 10.8% 9.2% 106.0% -4.3% 1.6% -5.9% 0.0% 0.0% 0.0% -5.9% 0.1% 0.5% 0.6% -5.4% 0.0% -5.4%	0.6% 100.6% 0.8% 86.4% 7.2% 6.9% 99.8% 0.9% 0.3% 0.6% 0.0% 0.0% 0.1% 0.2% 0.1% 0.2% 0.1% 0.7% 0.0%	0.7% 100.7% 2.7% 86.1% 10.1% 8.5% 102.0% -1.3% 1.6% -2.9% 0.0% 0.0% 0.0% -2.9% 0.2% 2.5% 0.0% neg5.2%	0.0% 100.0% 1.0% 84.9% 8.0% 7.0% 98.9% 1.1% 2.3% -1.2% 0.0% 0.0% 0.2% 1.5% 0.4% neg2.2% 0.0% -2.2%	0.09 100.09 1.09 83.79 7.49 6.19 96.29 3.89 1.69 2.29 0.09 0.09 0.09 1.19 0.49 neg
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	950.2% 0.1% 100.1% 0.4% 76.1% 12.7% 20.2% 108.7% -8.6% 1.6% -10.2% 0.0% 0.0% -10.2% 0.4% 0.3% 2.8% 2.9% -7.3% 0.0% -7.3% 31.3%	1.7% 101.7% 5.2% 91.2% 10.8% 9.2% 106.0% -4.3% 1.6% -5.9% 0.0% 0.0% 0.0% -5.9% 0.2% 0.1% 0.5% 0.6% -5.4% 0.0% -23.5%	0.6% 100.6% 0.8% 86.4% 7.2% 6.9% 99.8% 0.9% 0.3% 0.6% 0.0% 0.0% 0.1% 0.2% 0.1% 0.2% 0.1% 0.7% 0.0%	0.7% 100.7% 2.7% 86.1% 10.1% 8.5% 102.0% -1.3% 1.6% -2.9% 0.0% 0.0% 0.2% 2.5% 0.0% neg5.2% 15.0%	0.0% 100.0% 1.0% 84.9% 8.0% 7.0% 98.9% 1.1% 2.3% -1.2% 0.0% 0.0% 0.2% 1.5% 0.4% neg2.2% 0.0% -2.2% 22.0%	0.09 100.09 1.09 83.79 7.49 6.19 96.29 3.89 1.69 2.29 0.09 0.09 0.29 1.19 0.49 neg 1.69 2.209
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	950.2% 0.1% 100.1% 0.4% 76.1% 12.7% 20.2% 108.7% -8.6% 1.6% -10.2% 0.0% 0.0% -10.2% 0.4% 0.3% 2.8% 2.9% -7.3% 0.0% -7.3% 31.3% -5.0%	1.7% 101.7% 5.2% 91.2% 10.8% 9.2% 106.0% -4.3% 1.6% -5.9% 0.0% 0.0% 0.0% -5.9% 0.2% 0.1% 0.5% 0.6% -5.4% 0.0% -5.4% 23.5% -4.1%	0.6% 100.6% 0.8% 86.4% 7.2% 6.9% 99.8% 0.9% 0.3% 0.6% 0.0% 0.0% 0.1% 0.2% 0.1% 0.2% 0.1% 0.7% 0.0%	0.7% 100.7% 2.7% 86.1% 10.1% 8.5% 102.0% -1.3% 1.6% -2.9% 0.0% 0.0% 0.0% -2.9% 0.2% 2.5% 0.0% neg5.2% 15.0% -4.4%	0.0% 100.0% 1.0% 84.9% 8.0% 7.0% 98.9% 1.1% 2.3% -1.2% 0.0% 0.0% 0.2% 1.5% 0.4% neg2.2% 0.0% -2.2% 22.0% -1.7%	0.0% 100.0% 1.0% 83.7% 7.4% 6.1% 96.2% 3.8% 1.6% 2.2% 0.0% 0.0% 0.0% 1.1% 0.4% neg 1.6% 0.0% 1.6% 22.0% 1.1%
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)	950.2% 0.1% 100.1% 0.4% 76.1% 12.7% 20.2% 108.7% -8.6% 1.6% -10.2% 0.0% 0.0% -10.2% 0.4% 0.3% 2.8% 2.9% -7.3% 0.0% -7.3% 31.3% -5.0% 0.0%	1.7% 101.7% 5.2% 91.2% 10.8% 9.2% 106.0% -4.3% 1.6% -5.9% 0.0% 0.0% 0.0% -5.9% 0.2% 0.1% 0.5% 0.6% -5.4% 0.0% -5.4% 23.5% -4.1% 0.0%	0.6% 100.6% 0.8% 86.4% 7.2% 6.9% 99.8% 0.9% 0.3% 0.6% 0.0% 0.0% 0.1% 0.2% 0.1% 0.2% 0.1% 0.7% 0.0%	0.7% 100.7% 2.7% 86.1% 10.1% 8.5% 102.0% -1.3% 1.6% -2.9% 0.0% 0.0% 0.0% -2.9% 0.2% 2.5% 0.0% neg5.2% 15.0% -4.4% 0.0%	0.0% 100.0% 1.0% 84.9% 8.0% 7.0% 98.9% 1.1% 2.3% -1.2% 0.0% 0.0% 0.2% 1.5% 0.4% neg2.2% 0.0% -2.2% 2.0% -1.7% 0.0%	0.0% 100.0% 1.0% 83.7% 7.4% 6.1% 96.2% 3.8% 1.6% 2.2% 0.0% 0.0% 0.0% 2.2% 1.1% 0.4% neg 1.6% 0.0% 1.6% 22.0% 1.0%
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	950.2% 0.1% 100.1% 0.4% 76.1% 12.7% 20.2% 108.7% -8.6% 1.6% -10.2% 0.0% 0.0% -10.2% 0.4% 0.3% 2.8% 2.9% -7.3% 0.0% -7.3% 31.3% -5.0%	1.7% 101.7% 5.2% 91.2% 10.8% 9.2% 106.0% -4.3% 1.6% -5.9% 0.0% 0.0% 0.0% -5.9% 0.1% 0.5% 0.6% -5.4% 0.0% -5.4% 23.5% -4.1%	0.6% 100.6% 0.8% 86.4% 7.2% 6.9% 99.8% 0.9% 0.3% 0.6% 0.0% 0.0% 0.1% 0.2% 0.1% 0.2% 0.1% 0.7% 0.0%	0.7% 100.7% 2.7% 86.1% 10.1% 8.5% 102.0% -1.3% 1.6% -2.9% 0.0% 0.0% 0.0% -2.9% 0.2% 2.5% 0.0% neg5.2% 15.0% -4.4%	0.0% 100.0% 1.0% 84.9% 8.0% 7.0% 98.9% 1.1% 2.3% -1.2% 0.0% 0.0% 0.2% 1.5% 0.4% neg2.2% 0.0% -2.2% 22.0% -1.7%	34.19 0.09 100.09 1.09 83.79 7.49 6.19 96.29 3.89 1.69 2.29 0.09 0.09 0.29 1.19 0.49 neg 1.69 0.09 1.69 22.09 1.29 0.09

Net profit (reported)
Source: Company data, NuWays

NuWays AG 2

0.7%

-4.4%

-1.7%

1.2%

-5.0%

-4.1%

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Balance sheet (EUR m)	2020	2021	2022	2023e	2024e	2025e
Intangible assets	2.5	3.1	3.1	3.6	4.1	4.6
Property, plant and equipment	0.5	0.4	2.1	10.9	10.2	10.1
Financial assets	4.2	4.4	4.6	4.6	4.6	4.6
FIXED ASSETS	7.3	7.9	9.8	19.1	18.9	19.3
Inventories	0.1	0.2	6.9	18.7	19.2	22.6
Accounts receivable	2.1	4.2	4.5	7.7	9.2	12.4
Other assets and short-term financial assets	4.4	2.4	2.4	12.4	12.4	14.4
Liquid assets	1.2	1.2	2.5	3.9	6.7	7.7
Deferred taxes	1.1	2.2	0.0	0.0	0.0	0.0
Deferred charges and prepaid expenses	0.1	0.1	0.1	0.1	0.1	0.1
CURRENT ASSETS	9.0	10.3	16.4	42.8	47.7	57.2
TOTAL ASSETS	16.3	18.2	26.3	61.9	66.6	76.5
SHAREHOLDERS EQUITY	10.3	9.3	8.6	26.6	29.4	35.6
MINORITY INTEREST	0.0	0.0	0.0	0.0	0.0	0.0
Provisions for pensions and similar obligations	1.9	0.6	0.6	0.6	0.6	0.6
Other provisions and accrued liabilities	0.0	0.0	0.0	0.0	0.0	0.0
Short-term liabilities to banks	0.0	0.0	0.0	0.0	0.0	0.0
Accounts payable	3.2	5.9	10.0	9.2	11.1	14.9
Advance payments received on orders	0.0	0.0	0.0	0.0	0.0	0.0
Other liabilities (incl. from lease and rental contracts)	0.4	0.6	1.0	10.0	10.0	10.0
Deferred taxes	0.0	0.7	0.7	0.7	0.7	0.7
Deferred income	0.0	0.0	0.0	0.0	0.0	0.0
CURRENT LIABILITIES	3.6	6.5	11.0	19.2	21.1	24.9
TOTAL LIABILITIES AND SHAREHOLDERS EQUITY	16.3	18.2	26.3	61.9	66.6	76.5
Balance sheet (common size)	2020	2021	2022	2023e	2024e	2025e
Intangible assets	15.4%	17.3%	12.0%	5.9%	6.2%	6.1%
Property, plant and equipment	3.2%	2.0%	8.0%	17.6%	15.3%	13.2%
Financial assets	26.0%	24.1%	17.5%	7.4%	6.9%	6.0%
FIXED ASSETS	44.6%	43.4%	37.4%	30.9%	28.4%	25.2%
Inventories	0.8%	0.9%	26.2%	30.2%	28.9%	29.5%
Accounts receivable	12.9%	23.3%	17.1%	12.4%	13.8%	16.2%
Other assets and short-term financial assets	26.9%	13.1%	9.1%	20.0%	18.6%	18.8%
Liquid assets	7.6%	6.8%	9.7%	6.3%	10.1%	10.1%
Deferred taxes	6.7%	12.0%	0.0%	0.0%	0.0%	0.0%
Deferred charges and prepaid expenses	0.5%	0.4%	0.5%	0.2%	0.2%	0.2%
CURRENT ASSETS	55.4%	56.6%	62.6%	69.1%	71.6%	74.8%
TOTAL ASSETS	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
SHAREHOLDERS EQUITY	63.5%	50.9%	32.9%	42.9%	44.2%	46.5%
MINORITY INTEREST	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Provisions for pensions and similar obligations	11.7%	3.5%	2.4%	1.0%	0.9%	0.8%
Other provisions and accrued liabilities	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Short-term liabilities to banks	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Accounts payable	19.8%	32.3%	38.1%	14.9%	16.6%	19.4%
Advance payments received on orders	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Other liabilities (incl. from lease and rental contracts)	2.3%	3.5%	3.8%	16.1%	15.0%	13.1%
Deferred taxes	0.0%	4.0%	2.8%	1.2%	1.1%	1.0%
Deferred income	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
CURRENT LIABILITIES	22.0%	35.7%	41.9%	31.0%	31.6%	32.5%
TOTAL LIABILITIES AND SHAREHOLDERS EQUITY	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Source: Company data, NuWays

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Cash flow statement (EUR m)	2020	2021	2022	2023e	2024e	2025e
Net profit/loss	-0.9	-1.2	0.4	-2.5	-1.1	1.1
Depreciation of fixed assets (incl. leases)	0.3	0.5	0.1	0.9	1.6	1.5
Amortisation of goodwill & intangible assets	0.0	0.0	0.0	0.0	0.0	0.0
Others	-0.1	-0.1	0.0	0.0	0.0	0.0
Cash flow from operating activities	-1.3	-0.1	-7.8	-0.6	3.3	1.5
Increase/decrease in inventory	-4.3	-0.0	-6.7	-11.8	-0.5	-3.3
Increase/decrease in accounts receivable	-1.2	-0.8	-0.2	-3.2	-1.5	-3.1
Increase/decrease in accounts payable	3.1	2.6	4.1	-0.8	1.8	3.8
Increase/decrease in other working capital positions	1.6	-0.7	-7.0	10.4	4.0	3.0
Increase/decrease in working capital	-0.9	1.1	-9.8	-5.4	3.8	0.3
Cash flow from operating activities	-1.3	-0.1	-6.8	2.1	4.2	2.9
CAPEX	0.7	0.5	2.6	5.2	1.3	1.9
Payments for acquisitions	0.0	0.0	0.1	5.0	0.0	0.0
Financial investments	0.6	0.0	0.0	0.0	0.0	0.0
Income from asset disposals	0.2	0.3	0.0	0.0	0.0	0.0
Cash flow from investing activities	-1.2	-0.2	-2.7	-10.2	-1.3	-1.9
Cash flow before financing	-2.4	-0.3	-9.5	-8.1	2.8	1.0
Increase/decrease in debt position	-0.1	0.4	3.9	9.5	0.0	0.0
Purchase of own shares	0.0	0.0	0.0	0.0	0.0	0.0
Capital measures	2.0	0.0	0.0	0.0	0.0	0.0
. Dividends paid	0.0	0.0	0.0	0.0	0.0	0.0
Others	-0.1	-0.1	0.0	0.0	0.0	0.0
Effects of exchange rate changes on cash	-0.0	0.0	0.0	0.0	0.0	0.0
Cash flow from financing activities	1.8	0.3	3.9	9.5	0.0	0.0
Increase/decrease in liquid assets	-0.6	-0.0	-5.6	1.4	2.8	1.0
Liquid assets at end of period	1.2	1.2	2.5	3.9	6.7	7.7
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Key ratios (EUR m)	2020	2021	2022	2023e	2024e	2025e
P&L growth analysis						
Sales growth	950.2%	54.3%	89.1%	4.4%	20.1%	34.1%
EBITDA growth	-31.0%	-22.2%	-138.0%	-256.2%	-200.3%	370.8%
EBIT growth	-23.3%	-10.3%	-119.2%	-601.4%	-49.5%	-341.8%
EPS growth	-46.1%	26.4%	-125.0%	-781.5%	-53.3%	-197.0%
Efficiency						
Sales per employee	1,842.7	1,137.3	1,536.0	992.9	880.4	1,032.5
EBITDA per employee	-158.2	-49.2	13.4	-12.9	9.6	39.4
No. employees (average)	10	25	35	56	76	88
Balance sheet analysis						
Avg. working capital / sales	9.3%	-1.7%	0.4%	14.0%	13.9%	20.6%
Inventory turnover (sales/inventory)	n.a.	181.0	7.8	3.0	3.5	4.0
Accounts receivable turnover	41.8	54.4	30.4	50.0	50.0	50.0
Accounts payable turnover	63.9	75.3	67.9	60.0	60.0	60.0
Cash flow analysis						
Free cash flow	-2.0	-0.6	-9.4	-3.1	2.8	1.0
Free cash flow/sales	-10.9%	-2.0%	-17.5%	-5.6%	4.2%	1.1%
FCF / net profit	216.8%	49.4%	neg.	128.2%	neg.	89.7%
Capex / sales	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
Solvency						
Net debt	-0.8	-0.2	2.7	10.9	8.0	7.0
Net Debt/EBITDA	0.0	0.0	5.8	-14.9	11.0	2.0
Dividend payout ratio	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Interest paid / avg. debt	17.5%	3.4%	3.4%	17.7%	10.3%	7.0%
Returns						
ROCE	-16.0%	-14.3%	2.6%	-5.8%	-1.9%	4.2%
ROE	-8.9%	-12.6%	4.2%	-9.2%	-3.9%	3.1%
Adjusted FCF yield	-4.0%	-3.2%	-1.6%	-11.2%	0.9%	7.8%
			0.0%	0.0%	0.0%	0.0%
Dividend yield	0.0%	0.0%	0.070			
Dividend yield DPS		0.0% 0.0	0.0	0.0	0.0	0.0
DPS	0.0%				0.0 -0.09	0.0 0.09
DPS EPS reported	0.0% 0.0 -0.09	0.0 -0.12	0.0 0.03	0.0 -0.20	-0.09	0.09
DPS	0.0% 0.0	0.0	0.0	0.0		
DPS EPS reported Average number of shares	0.0% 0.0 -0.09 10.0	0.0 -0.12 10.0	0.0 0.03 12.4	0.0 -0.20 12.4	-0.09 12.4	0.09 12.4
DPS EPS reported Average number of shares Valuation ratios P/BV	0.0% 0.0 -0.09 10.0	0.0 -0.12 10.0	0.0 0.03 12.4 2.3	0.0 -0.20 12.4 0.7	-0.09 12.4 0.7	0.09 12.4 0.6
DPS EPS reported Average number of shares Valuation ratios P/BV EV/sales	0.0% 0.0 -0.09 10.0 1.6 1.7	0.0 -0.12 10.0 1.7 1.1	0.0 0.03 12.4 2.3 0.4	0.0 -0.20 12.4 0.7 0.6	-0.09 12.4 0.7 0.4	0.09 12.4 0.6 0.3
DPS EPS reported Average number of shares Valuation ratios P/BV	0.0% 0.0 -0.09 10.0	0.0 -0.12 10.0	0.0 0.03 12.4 2.3	0.0 -0.20 12.4 0.7	-0.09 12.4 0.7	0.09 12.4 0.6

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Company	Disclosures
LION E-Mobility AG	2,8

Historical target price and rating changes for LION E-Mobility AG							
Company	Date	Analyst	Rating	Target Price	Close		

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Within the framework of the DCF approach, the future free cash flows are calculated initially on the basis of a fictitious capital structure of 100% equity, i.e. interest and repayments on debt capital are not factored in initially. The adjust-

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