

<b>Buy</b> <b>EUR 13.50</b> (EUR 18.30)  Price <b>EUR 6.85</b> Upside <b>97.1 %</b>	<b>Value Indicators:</b> EUR DCF: 13.50	<b>Warburg ESG Risk Score: 2.9</b> ESG Score (MSCI based): 3.0 Balance Sheet Score: 4.8 Market Liquidity Score: 1.0	<b>Description:</b> Operator of financial portals, including the largest German financial user forum
	<b>Market Snapshot:</b> EUR m Market cap: 107.42 No. of shares (m): 15.68 EV: 93.15 Freefloat MC: 40.04 Ø Trad. Vol. (30d): 93.11 th	<b>Shareholders:</b> Freefloat 37.28 % Management Team 2.02 % André Kolbinger 60.70 %	<b>Key Figures (WRe):</b> 2022e Beta: 1.3 Price / Book: 2.0 x Equity Ratio: 75 %

## Banking partnership ensures strategic orientation

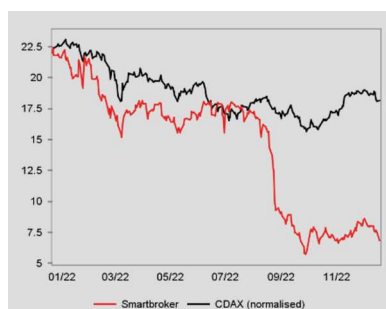
Smartbroker Holding AG recently announced Baader Bank as the future cooperation partner for its brokerage business under the brand "smartbroker". Simultaneously, the company concretized its plans to publish smartbroker 2.0 in 2023 which will also include an app for customers.

Initially planned for H2 2022, the publication of smartbroker 2.0 was already postponed to 2023 in August in the course of the management change. Under the former management, the original plan was to broaden the value chain and to internalize more aspects of the brokerage process. However, with the introduction of Baader as the new banking and transaction partner from 2023 onwards, it appears that Smartbroker will continue to rely on external partners when it comes to brokerage services. Baader will be responsible for the account and portfolio management and for transaction settlement whilst Smartbroker will operate the frontend and onboarding processes.

No changes are to be made to the range of offered services with regards to types of securities and available exchanges or pricing. However, in the course of the launch of smartbroker 2.0, a mobile app should be offered to customers from mid-2023 onwards as well as a fully-renewed web portal. In order to finalize the associated software developments, investment of another EUR 5m is needed. Furthermore, some EUR 5m invested in the internalization of processes, which are no longer necessary, are subject to an extraordinary write-down.

Assessment: The cooperation with Baader Bank brings clarity with regard to the strategic orientation of the company. We expect the migration process of the existing customers to be quite challenging and, combined with the further development of the app, will be the main focus of attention until mid-2023. Therefore, the development of customer numbers should be rather flat until then, until the company can focus on marketing and customer growth again. The reliance on Baader as a banking and transaction partner should also help the company as regards the short-term cost development and should be reflected in higher profitability. However, the long-term margin expectation is slightly clouded by the shorter value chain. Overall, our updated financial model points to a new PT of EUR 13.50; Buy rating confirmed.

Changes in Estimates:				Comment on Changes:			
FY End: 31.12. in EUR m	2022e (old)	+ / -	2023e (old)	+ / -	2024e (old)	+ / -	
Sales	52.79	3.2 %	63.57	-2.9 %	70.66	-4.1 %	▪ Slight downward adjustment for customer growth estimates
EBITDA	9.28	-12.4 %	11.39	45.7 %	17.19	15.1 %	▪ Short-term profitability benefits from cooperation with external partners
EPS	0.12	n.m.	0.19	168.4 %	0.43	48.8 %	

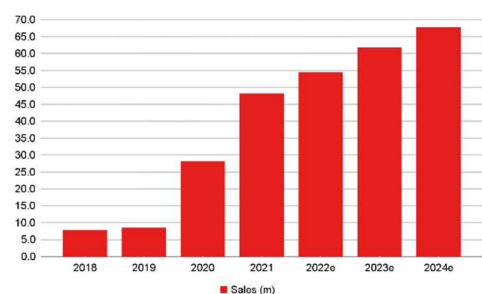


Rel. Performance vs CDAX:	
1 month:	-0.8 %
6 months:	-61.1 %
Year to date:	-48.6 %
Trailing 12 months:	-51.8 %

Company events:	

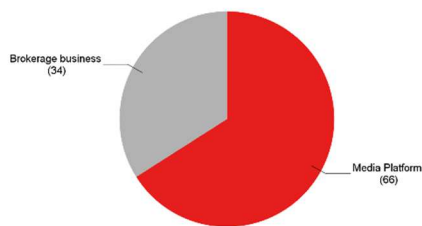
FY End: 31.12. in EUR m	CAGR (21-24e)	2018	2019	2020	2021	2022e	2023e	2024e
Sales	12.0 %	7.77	8.55	28.21	48.20	54.48	61.76	67.78
Change Sales yoy		49.9 %	10.0 %	229.9 %	70.9 %	13.0 %	13.4 %	9.8 %
Gross profit margin		86.4 %	84.0 %	52.3 %	48.2 %	55.7 %	60.4 %	61.5 %
EBITDA	77.2 %	3.47	3.70	4.52	3.56	8.13	16.59	19.78
Margin		44.7 %	43.3 %	16.0 %	7.4 %	14.9 %	26.9 %	29.2 %
EBIT	245.5 %	3.40	3.69	2.03	0.35	-3.59	11.50	14.39
Margin		43.8 %	43.1 %	7.2 %	0.7 %	-6.6 %	18.6 %	21.2 %
Net income	-	3.23	1.90	3.51	-0.56	-5.09	8.05	10.07
EPS	-	1.94	1.06	0.24	-0.04	-0.32	0.51	0.64
EPS adj.	-	1.94	1.06	0.24	-0.04	-0.32	0.51	0.64
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		1.97	-0.29	0.03	0.10	-0.99	0.52	0.64
EV / Sales		n.a.	0.5 x	4.0 x	6.6 x	1.7 x	1.4 x	1.1 x
EV / EBITDA		n.a.	1.2 x	24.8 x	89.6 x	11.5 x	5.1 x	3.8 x
EV / EBIT		n.a.	1.2 x	55.3 x	913.4 x	n.a.	7.4 x	5.2 x
P / E		2.7 x	4.7 x	34.4 x	n.a.	n.a.	13.4 x	10.7 x
P / E adj.		2.7 x	4.7 x	34.4 x	n.a.	n.a.	13.4 x	10.7 x
FCF Potential Yield		-542.0 %	57.0 %	3.1 %	0.9 %	7.1 %	15.5 %	20.6 %
Net Debt		-9.26	-4.50	-6.57	-19.82	-14.26	-22.49	-32.54
ROE		30.3 %	8.2 %	12.2 %	-1.4 %	-9.9 %	13.9 %	15.0 %
ROCE (NOPAT)		68.6 %	14.2 %	6.8 %	n.a.	n.a.	20.1 %	25.2 %
Guidance:		2022: Revenue EUR 54m - 57m; EBITDA EUR 10m - 12m						

**Sales development**  
in EUR m



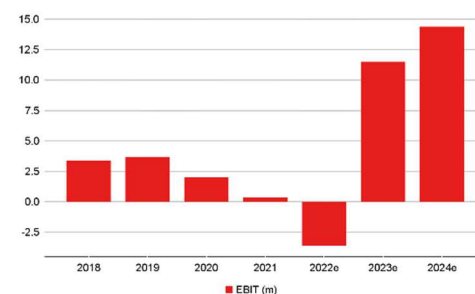
Source: Warburg Research

**Revenue Split**  
2023e; in %



Source: Warburg Research

**EBIT development**  
in EUR m



Source: Warburg Research

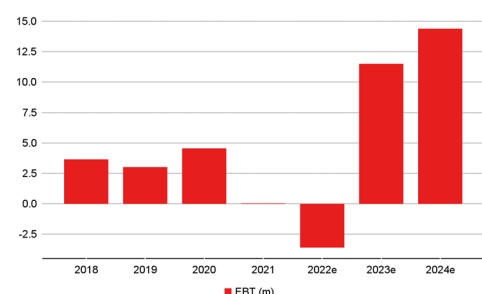
## Company Background

- The operation of the German financial information platforms [www.wallstreet-online.de](http://www.wallstreet-online.de), [www.boersennews.de](http://www.boersennews.de), [www.finanznachrichten.de](http://www.finanznachrichten.de) and [ariva.de](http://ariva.de) forms the core business of the company.
- The financial user forum on [www.wallstreet-online.de](http://www.wallstreet-online.de) is the biggest in Germany with more than 460k active users and 1.1m articles on more than 80 topics.
- The newly established smartbroker enlarges the business in the direction of online discount brokerage services and represents a potentially significant growth driver for the future
- The users of the portals are very homogeneous and thus attractive for advertisers in terms of specific targeting.
- The company aims at further diversification along the value chain of financial services and capital markets to broaden the offering to the customer.

## Competitive Quality

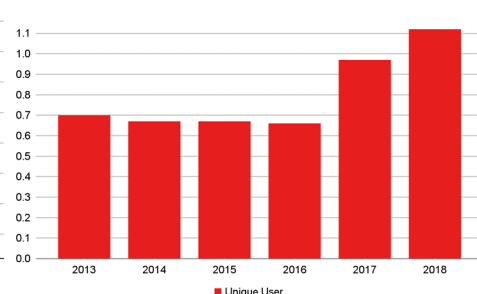
- Strong number two in German financial portals after the acquisition of Ariva.de. Merger with boersennews.de strengthens mobile offering.
- Key differentiator is the large user forum, resulting in a high number of loyal users, who also generate new content.
- Homogeneous user structure makes advertisers' targeting more specific, resulting in comparably high prices for marketing space on the platform.
- Future diversification of revenue streams will reduce cyclicity and, to a certain extent, decouple the company's revenues from capital market developments.

**EBT development**  
in EUR m



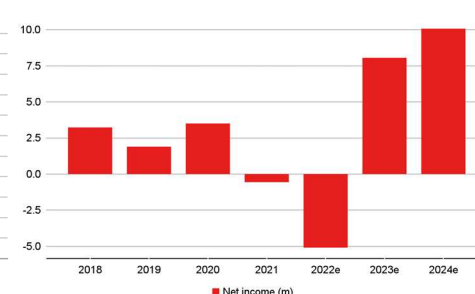
Source: Warburg Research

**Unique User Development**  
in m



Source: Warburg Research

**Net income development**  
in EUR m



Source: Warburg Research

## DCF model

Figures in EUR m	Detailed forecast period			Transitional period										Term. Value
	2022e	2023e	2024e	2025e	2026e	2027e	2028e	2029e	2030e	2031e	2032e	2033e	2034e	
Sales	54.48	61.76	67.78	73.89	79.80	85.38	90.50	95.03	98.83	101.80	104.34	106.43	108.56	
Sales change	13.0 %	13.4 %	9.8 %	9.0 %	8.0 %	7.0 %	6.0 %	5.0 %	4.0 %	3.0 %	2.5 %	2.0 %	2.0 %	2.0 %
EBIT	-3.59	11.50	14.39	16.25	20.75	25.61	29.87	31.36	32.61	33.59	34.43	35.12	35.82	
EBIT-margin	-6.6 %	18.6 %	21.2 %	22.0 %	26.0 %	30.0 %	33.0 %	33.0 %	33.0 %	33.0 %	33.0 %	33.0 %	33.0 %	
Tax rate (EBT)	-41.7 %	30.0 %	30.0 %	32.0 %	32.0 %	32.0 %	32.0 %	32.0 %	32.0 %	32.0 %	32.0 %	32.0 %	32.0 %	
NOPAT	-5.09	8.05	10.07	11.05	14.11	17.42	20.31	21.32	22.18	22.84	23.41	23.88	24.36	
Depreciation	11.72	5.09	5.39	4.43	3.99	2.56	2.72	2.85	2.96	3.05	3.13	3.19	3.26	
in % of Sales	21.5 %	8.2 %	8.0 %	6.0 %	5.0 %	3.0 %	3.0 %	3.0 %	3.0 %	3.0 %	3.0 %	3.0 %	3.0 %	
Changes in provisions	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
Change in Liquidity from														
- Working Capital	7.21	-0.10	0.40	0.40	0.47	0.45	0.41	0.36	0.30	0.24	0.20	0.17	0.17	
- Capex	15.02	5.02	5.02	3.69	3.19	2.56	2.72	2.85	2.96	3.05	3.13	3.19	3.26	
Capex in % of Sales	27.6 %	8.1 %	7.4 %	5.0 %	4.0 %	3.0 %	3.0 %	3.0 %	3.0 %	3.0 %	3.0 %	3.0 %	3.0 %	
- Other	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
Free Cash Flow (WACC Model)	-15.59	8.23	10.05	11.39	14.43	16.97	19.90	20.96	21.87	22.61	23.21	23.72	24.19	25
PV of FCF	-15.72	7.53	8.35	8.60	9.89	10.56	11.25	10.76	10.20	9.57	8.92	8.28	7.67	96
share of PVs	0.09 %			49.80 %										50.12 %

## Model parameter

Derivation of WACC:		Derivation of Beta:	
Debt ratio	0.00 %	Financial Strength	1.30
Cost of debt (after tax)	2.4 %	Liquidity (share)	1.40
Market return	8.25 %	Cyclicality	1.40
Risk free rate	2.75 %	Transparency	1.40
		Others	1.20
<b>WACC</b>	<b>10.12 %</b>	<b>Beta</b>	<b>1.34</b>

## Valuation (m)

Present values 2034e	96		
Terminal Value	96		
Financial liabilities	6		
Pension liabilities	0		
Hybrid capital	0		
Minority interest	0		
Market val. of investments	0		
Liquidity	26	No. of shares (m)	15.7
<b>Equity Value</b>	<b>212</b>	<b>Value per share (EUR)</b>	<b>13.50</b>

## Sensitivity Value per Share (EUR)

Beta	WACC	Terminal Growth							Beta	WACC	Delta EBIT-margin						
		1.25 %	1.50 %	1.75 %	2.00 %	2.25 %	2.50 %	2.75 %			-1.5 pp	-1.0 pp	-0.5 pp	+0.0 pp	+0.5 pp	+1.0 pp	+1.5 pp
1.52	11.1 %	11.49	11.61	11.73	11.86	12.00	12.15	12.30	1.52	11.1 %	11.21	11.43	11.65	11.86	12.08	12.30	12.52
1.43	10.6 %	12.19	12.33	12.48	12.63	12.80	12.97	13.15	1.43	10.6 %	11.94	12.17	12.40	12.63	12.86	13.09	13.32
1.39	10.4 %	12.57	12.72	12.88	13.05	13.23	13.42	13.62	1.39	10.4 %	12.34	12.58	12.81	13.05	13.29	13.53	13.76
1.34	10.1 %	12.98	13.14	13.31	13.50	13.69	13.90	14.12	1.34	10.1 %	12.76	13.01	13.25	13.50	13.74	13.98	14.23
1.29	9.9 %	13.40	13.58	13.77	13.97	14.18	14.41	14.66	1.29	9.9 %	13.21	13.47	13.72	13.97	14.22	14.47	14.73
1.25	9.6 %	13.86	14.05	14.26	14.48	14.71	14.96	15.23	1.25	9.6 %	13.70	13.96	14.22	14.48	14.74	14.99	15.25
1.16	9.1 %	14.85	15.08	15.33	15.60	15.88	16.19	16.52	1.16	9.1 %	14.77	15.04	15.32	15.60	15.87	16.15	16.43

- The long-term EBIT margin of 45% is expected to be reached from 2025 onwards
- Growth rates for 2020 and 2021 include consolidation of acquired companies

Valuation							
	2018	2019	2020	2021	2022e	2023e	2024e
Price / Book	0.5 x	0.3 x	3.9 x	6.9 x	2.0 x	1.7 x	1.5 x
Book value per share ex intangibles	11.46	14.98	0.68	0.77	0.85	1.36	2.03
EV / Sales	n.a.	0.5 x	4.0 x	6.6 x	1.7 x	1.4 x	1.1 x
EV / EBITDA	n.a.	1.2 x	24.8 x	89.6 x	11.5 x	5.1 x	3.8 x
EV / EBIT	n.a.	1.2 x	55.3 x	913.4 x	n.a.	7.4 x	5.2 x
EV / EBIT adj.*	n.a.	1.2 x	55.3 x	913.4 x	n.a.	7.4 x	5.2 x
P / FCF	2.7 x	n.a.	245.7 x	233.1 x	n.a.	13.1 x	10.7 x
P / E	2.7 x	4.7 x	34.4 x	n.a.	n.a.	13.4 x	10.7 x
P / E adj.*	2.7 x	4.7 x	34.4 x	n.a.	n.a.	13.4 x	10.7 x
Dividend Yield	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
FCF Potential Yield (on market EV)	-542.0 %	57.0 %	3.1 %	0.9 %	7.1 %	15.5 %	20.6 %

\*Adjustments made for: -

Company Specific Items							
	2018	2019	2020	2021	2022e	2023e	2024e
Unique User	0.00	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.

## Consolidated profit & loss

In EUR m	2018	2019	2020	2021	2022e	2023e	2024e
<b>Sales</b>	<b>7.77</b>	<b>8.55</b>	<b>28.21</b>	<b>48.20</b>	<b>54.48</b>	<b>61.76</b>	<b>67.78</b>
Change Sales yoy	49.9 %	10.0 %	229.9 %	70.9 %	13.0 %	13.4 %	9.8 %
Increase / decrease in inventory	0.00	0.00	0.00	-0.01	0.00	0.00	0.00
Own work capitalised	0.00	0.00	0.00	0.88	0.10	0.10	0.10
<b>Total Sales</b>	<b>7.77</b>	<b>8.55</b>	<b>28.21</b>	<b>49.07</b>	<b>54.58</b>	<b>61.86</b>	<b>67.88</b>
Material expenses	1.05	1.37	13.45	25.85	24.22	24.53	26.19
<b>Gross profit</b>	<b>6.72</b>	<b>7.18</b>	<b>14.75</b>	<b>23.22</b>	<b>30.36</b>	<b>37.33</b>	<b>41.70</b>
<i>Gross profit margin</i>	<i>86.4 %</i>	<i>84.0 %</i>	<i>52.3 %</i>	<i>48.2 %</i>	<i>55.7 %</i>	<i>60.4 %</i>	<i>61.5 %</i>
Personnel expenses	2.02	2.41	7.98	12.64	13.08	12.23	12.68
Other operating income	0.44	0.16	0.26	0.63	0.00	0.50	0.50
Other operating expenses	1.67	1.23	2.51	7.65	9.15	9.00	9.74
Unfrequent items	0.00	0.00	0.00	0.00	0.00	0.00	0.00
<b>EBITDA</b>	<b>3.47</b>	<b>3.70</b>	<b>4.52</b>	<b>3.56</b>	<b>8.13</b>	<b>16.59</b>	<b>19.78</b>
<i>Margin</i>	<i>44.7 %</i>	<i>43.3 %</i>	<i>16.0 %</i>	<i>7.4 %</i>	<i>14.9 %</i>	<i>26.9 %</i>	<i>29.2 %</i>
Depreciation of fixed assets	0.00	0.00	0.00	0.00	0.00	0.00	0.00
<b>EBITA</b>	<b>3.47</b>	<b>3.70</b>	<b>4.52</b>	<b>3.56</b>	<b>8.13</b>	<b>16.59</b>	<b>19.78</b>
Amortisation of intangible assets	0.07	0.02	2.93	3.80	11.72	5.09	5.39
Goodwill amortisation	0.00	0.00	0.00	0.00	0.00	0.00	0.00
<b>EBIT</b>	<b>3.40</b>	<b>3.69</b>	<b>2.03</b>	<b>0.35</b>	<b>-3.59</b>	<b>11.50</b>	<b>14.39</b>
<i>Margin</i>	<i>43.8 %</i>	<i>43.1 %</i>	<i>7.2 %</i>	<i>0.7 %</i>	<i>-6.6 %</i>	<i>18.6 %</i>	<i>21.2 %</i>
<b>EBIT adj.</b>	<b>3.40</b>	<b>3.69</b>	<b>2.03</b>	<b>0.35</b>	<b>-3.59</b>	<b>11.50</b>	<b>14.39</b>
Interest income	0.02	0.02	0.03	0.01	0.00	0.00	0.00
Interest expenses	0.00	0.05	0.17	0.16	0.00	0.00	0.00
Other financial income (loss)	0.98	1.76	2.66	0.23	0.00	0.00	0.00
<b>EBT</b>	<b>3.66</b>	<b>3.02</b>	<b>4.56</b>	<b>0.04</b>	<b>-3.59</b>	<b>11.50</b>	<b>14.39</b>
<i>Margin</i>	<i>47.0 %</i>	<i>35.4 %</i>	<i>16.2 %</i>	<i>0.1 %</i>	<i>-6.6 %</i>	<i>18.6 %</i>	<i>21.2 %</i>
Total taxes	0.42	1.12	1.01	0.58	1.50	3.45	4.32
<b>Net income from continuing operations</b>	<b>3.23</b>	<b>1.90</b>	<b>3.55</b>	<b>-0.54</b>	<b>-5.09</b>	<b>8.05</b>	<b>10.07</b>
Income from discontinued operations (net of tax)	0.00	0.00	0.00	0.00	0.00	0.00	0.00
<b>Net income before minorities</b>	<b>3.23</b>	<b>1.90</b>	<b>3.55</b>	<b>-0.54</b>	<b>-5.09</b>	<b>8.05</b>	<b>10.07</b>
Minority interest	0.00	0.00	0.05	0.02	0.00	0.00	0.00
<b>Net income</b>	<b>3.23</b>	<b>1.90</b>	<b>3.51</b>	<b>-0.56</b>	<b>-5.09</b>	<b>8.05</b>	<b>10.07</b>
<i>Margin</i>	<i>41.6 %</i>	<i>22.2 %</i>	<i>12.4 %</i>	<i>-1.2 %</i>	<i>-9.3 %</i>	<i>13.0 %</i>	<i>14.9 %</i>
Number of shares, average	1.67	1.80	14.38	15.10	15.68	15.68	15.68
<b>EPS</b>	<b>1.94</b>	<b>1.06</b>	<b>0.24</b>	<b>-0.04</b>	<b>-0.32</b>	<b>0.51</b>	<b>0.64</b>
EPS adj.	1.94	1.06	0.24	-0.04	-0.32	0.51	0.64

\*Adjustments made for:

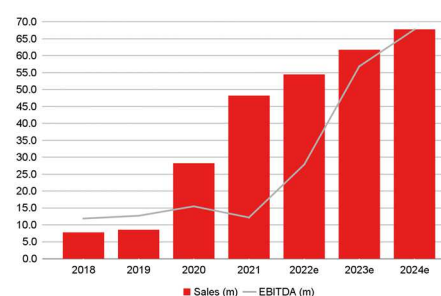
**Guidance: 2022: Revenue EUR 54m - 57m; EBITDA EUR 10m - 12m**

## Financial Ratios

	2018	2019	2020	2021	2022e	2023e	2024e
Total Operating Costs / Sales	55.3 %	56.7 %	84.0 %	94.4 %	85.3 %	73.3 %	71.0 %
Operating Leverage	1.6 x	0.8 x	-0.2 x	-1.2 x	n.a.	n.a.	2.6 x
EBITDA / Interest expenses	20840.5 x	73.9 x	26.9 x	21.8 x	n.a.	n.a.	n.a.
Tax rate (EBT)	11.6 %	37.1 %	22.1 %	1394.2 %	-41.7 %	30.0 %	30.0 %
Dividend Payout Ratio	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Sales per Employee	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.

### Sales, EBITDA

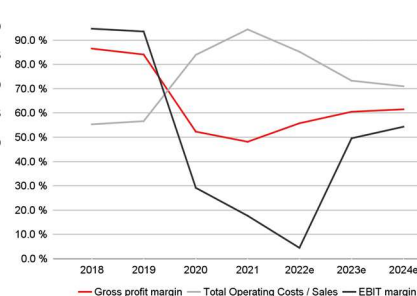
in EUR m



Source: Warburg Research

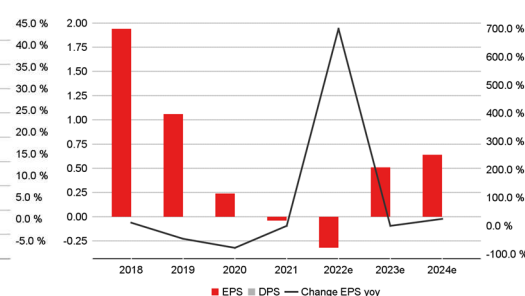
### Operating Performance

in %



Source: Warburg Research

### Performance per Share



Source: Warburg Research

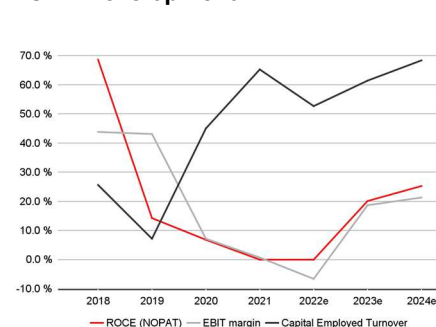
## Consolidated balance sheet

In EUR m	2018	2019	2020	2021	2022e	2023e	2024e
<b>Assets</b>							
Goodwill and other intangible assets	0.22	0.21	20.47	37.47	40.75	40.66	40.27
thereof other intangible assets	0.22	0.00	8.23	14.39	17.67	17.58	17.19
thereof Goodwill	0.00	0.00	11.43	22.59	22.59	22.59	22.59
Property, plant and equipment	0.03	0.03	0.40	0.91	0.92	0.94	0.95
Financial assets	9.98	28.02	7.92	2.23	2.23	2.23	2.23
Other long-term assets	0.00	0.00	0.00	0.00	0.00	0.00	0.00
<b>Fixed assets</b>	<b>10.23</b>	<b>28.27</b>	<b>28.79</b>	<b>40.60</b>	<b>43.89</b>	<b>43.82</b>	<b>43.45</b>
Inventories	0.00	0.00	0.01	0.00	0.10	0.10	0.10
Accounts receivable	1.26	3.17	4.33	6.97	6.70	6.80	7.40
Liquid assets	9.26	4.50	14.07	25.53	19.97	28.19	38.24
Other short-term assets	0.07	0.08	3.95	2.28	2.28	2.28	2.28
<b>Current assets</b>	<b>10.59</b>	<b>7.76</b>	<b>22.36</b>	<b>34.78</b>	<b>29.05</b>	<b>37.37</b>	<b>48.02</b>
<b>Total Assets</b>	<b>20.80</b>	<b>36.00</b>	<b>51.20</b>	<b>75.40</b>	<b>72.90</b>	<b>81.20</b>	<b>91.50</b>
<b>Liabilities and shareholders' equity</b>							
Subscribed capital	1.67	1.80	14.38	15.10	15.68	15.68	15.68
Capital reserve	17.64	23.45	10.86	29.27	38.73	38.73	38.73
Retained earnings	0.00	1.90	4.95	4.39	-0.70	7.35	17.43
Other equity components	0.00	0.00	0.01	0.30	0.30	0.30	0.30
Shareholders' equity	19.31	27.15	30.21	49.06	54.00	62.06	72.13
Minority interest	0.00	0.00	0.02	0.40	0.40	0.40	0.40
<b>Total equity</b>	<b>19.31</b>	<b>27.15</b>	<b>30.23</b>	<b>49.46</b>	<b>54.40</b>	<b>62.46</b>	<b>72.53</b>
Provisions	0.66	1.21	2.72	6.11	6.11	6.11	6.11
thereof provisions for pensions and similar obligations	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Financial liabilities (total)	0.00	0.00	7.50	5.70	5.70	5.70	5.70
Short-term financial liabilities	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Accounts payable	0.19	0.18	1.57	8.88	1.50	1.70	1.90
Other liabilities	0.65	7.48	9.13	5.22	5.22	5.22	5.22
<b>Liabilities</b>	<b>1.50</b>	<b>8.87</b>	<b>20.93</b>	<b>25.92</b>	<b>18.54</b>	<b>18.74</b>	<b>18.94</b>
<b>Total liabilities and shareholders' equity</b>	<b>20.80</b>	<b>36.00</b>	<b>51.20</b>	<b>75.40</b>	<b>72.90</b>	<b>81.20</b>	<b>91.50</b>

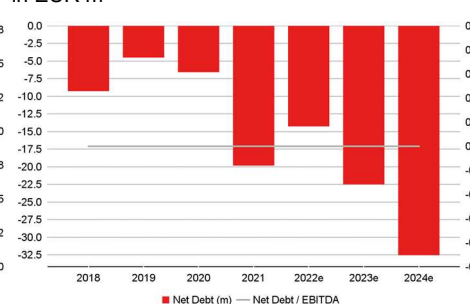
## Financial Ratios

	2018	2019	2020	2021	2022e	2023e	2024e
<b>Efficiency of Capital Employment</b>							
Operating Assets Turnover	7.2 x	2.8 x	9.0 x	-44.2 x	8.9 x	10.2 x	10.5 x
Capital Employed Turnover	0.8 x	0.4 x	1.2 x	1.6 x	1.4 x	1.5 x	1.7 x
ROA	31.6 %	6.7 %	12.2 %	-1.4 %	-11.6 %	18.4 %	23.2 %
<b>Return on Capital</b>							
ROCE (NOPAT)	68.6 %	14.2 %	6.8 %	n.a.	n.a.	20.1 %	25.2 %
ROE	30.3 %	8.2 %	12.2 %	-1.4 %	-9.9 %	13.9 %	15.0 %
Adj. ROE	30.3 %	8.2 %	12.2 %	-1.4 %	-9.9 %	13.9 %	15.0 %
<b>Balance sheet quality</b>							
Net Debt	-9.26	-4.50	-6.57	-19.82	-14.26	-22.49	-32.54
Net Financial Debt	-9.26	-4.50	-6.57	-19.82	-14.26	-22.49	-32.54
Net Gearing	-48.0 %	-16.6 %	-21.7 %	-40.1 %	-26.2 %	-36.0 %	-44.9 %
Net Fin. Debt / EBITDA	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
Book Value / Share	11.6	15.1	2.1	3.2	3.4	4.0	4.6
Book value per share ex intangibles	11.5	15.0	0.7	0.8	0.8	1.4	2.0

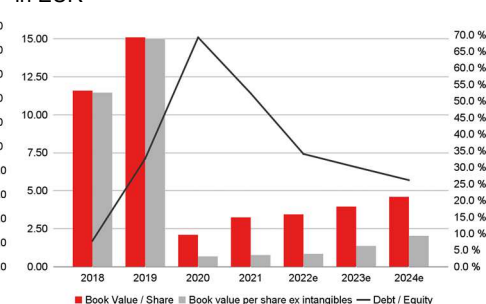
## ROCE Development



## Net debt in EUR m



## Book Value per Share in EUR



Source: Warburg Research

Source: Warburg Research

Source: Warburg Research

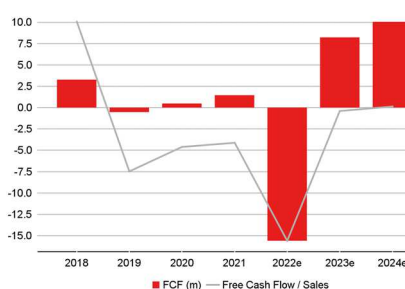
## Consolidated cash flow statement

In EUR m	2018	2019	2020	2021	2022e	2023e	2024e
Net income	3.23	1.90	3.55	-0.54	-5.09	8.05	10.07
Depreciation of fixed assets	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Amortisation of goodwill	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Amortisation of intangible assets	0.07	0.02	2.93	3.80	11.72	5.09	5.39
Increase/decrease in long-term provisions	0.00	0.00	0.27	3.29	0.00	0.00	0.00
Other non-cash income and expenses	0.00	0.00	0.00	0.72	0.00	0.00	0.00
<b>Cash Flow before NWC change</b>	<b>3.30</b>	<b>1.92</b>	<b>6.75</b>	<b>7.27</b>	<b>6.63</b>	<b>13.14</b>	<b>15.46</b>
Increase / decrease in inventory	0.00	0.00	-0.01	0.01	-0.10	0.00	0.00
Increase / decrease in accounts receivable	0.16	-1.92	-5.74	-2.26	0.27	-0.10	-0.60
Increase / decrease in accounts payable	0.04	-0.01	2.28	9.03	-7.38	0.20	0.20
Increase / decrease in other working capital positions	0.00	0.00	-2.18	-0.11	0.00	0.00	0.00
Increase / decrease in working capital (total)	0.20	-1.93	-5.65	6.67	-7.21	0.10	-0.40
<b>Net cash provided by operating activities [1]</b>	<b>3.50</b>	<b>-0.01</b>	<b>1.10</b>	<b>13.93</b>	<b>-0.58</b>	<b>13.24</b>	<b>15.06</b>
Investments in intangible assets	-0.21	-0.50	-0.60	-10.00	-15.00	-5.00	-5.00
Investments in property, plant and equipment	-0.02	-0.02	-0.02	-0.02	-0.02	-0.02	-0.02
Payments for acquisitions	-0.01	0.00	-0.50	-9.14	0.00	0.00	0.00
Financial investments	9.98	3.00	0.00	-1.82	0.00	0.00	0.00
Income from asset disposals	0.00	0.00	-0.20	0.00	0.00	0.00	0.00
<b>Net cash provided by investing activities [2]</b>	<b>-10.22</b>	<b>-3.52</b>	<b>-1.32</b>	<b>-19.80</b>	<b>-15.02</b>	<b>-5.02</b>	<b>-5.02</b>
Change in financial liabilities	0.00	0.00	7.50	-1.80	0.00	0.00	0.00
Dividends paid	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Purchase of own shares	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Capital measures	13.20	5.94	0.00	19.13	10.03	0.00	0.00
Other	0.00	0.00	-2.92	-0.16	0.00	0.00	0.00
<b>Net cash provided by financing activities [3]</b>	<b>13.20</b>	<b>5.94</b>	<b>4.58</b>	<b>17.16</b>	<b>10.03</b>	<b>0.00</b>	<b>0.00</b>
<b>Change in liquid funds [1]+[2]+[3]</b>	<b>6.48</b>	<b>2.41</b>	<b>4.36</b>	<b>11.30</b>	<b>-5.56</b>	<b>8.23</b>	<b>10.05</b>
Effects of exchange-rate changes on cash	0.00	0.00	-0.02	0.15	0.00	0.00	0.00
<b>Cash and cash equivalent at end of period</b>	<b>9.81</b>	<b>11.67</b>	<b>14.02</b>	<b>25.52</b>	<b>19.97</b>	<b>28.19</b>	<b>38.24</b>

## Financial Ratios

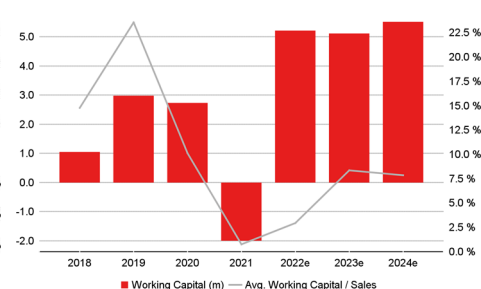
	2018	2019	2020	2021	2022e	2023e	2024e
<b>Cash Flow</b>							
FCF	3.28	-0.53	0.48	1.45	-15.59	8.23	10.05
Free Cash Flow / Sales	42.1 %	-6.2 %	1.7 %	3.0 %	-28.6 %	13.3 %	14.8 %
Free Cash Flow Potential	3.05	2.58	3.52	2.98	6.63	13.14	15.46
Free Cash Flow / Net Profit	101.4 %	-27.8 %	13.8 %	-259.4 %	306.1 %	102.1 %	99.7 %
Interest Received / Avg. Cash	0.3 %	0.3 %	0.4 %	0.0 %	0.0 %	0.0 %	0.0 %
Interest Paid / Avg. Debt	n.a.	n.a.	4.5 %	2.5 %	0.0 %	0.0 %	0.0 %
<b>Management of Funds</b>							
Investment ratio	2.9 %	6.0 %	2.2 %	20.8 %	27.6 %	8.1 %	7.4 %
Maint. Capex / Sales	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Capex / Dep	316.3 %	3289.2 %	24.7 %	312.1 %	128.1 %	98.6 %	93.1 %
Avg. Working Capital / Sales	14.8 %	23.6 %	10.1 %	0.8 %	3.0 %	8.4 %	7.8 %
Trade Debtors / Trade Creditors	647.9 %	1744.5 %	276.1 %	78.5 %	446.7 %	400.0 %	389.5 %
Inventory Turnover	n.a.	n.a.	1360.2 x	6062.8 x	242.2 x	245.3 x	261.9 x
Receivables collection period (days)	59	136	56	53	45	40	40
Payables payment period (days)	67	49	43	125	23	25	26
Cash conversion cycle (Days)	n.a.	n.a.	13	-74	22	15	14

### Free Cash Flow Generation



Source: Warburg Research

### Working Capital



Source: Warburg Research

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Company	Disclosure	Link to the historical price targets and rating changes (last 12 months)
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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-	<b>Buy:</b>	The price of the analysed financial instrument is expected to rise over the next 12 months.
-H-	<b>Hold:</b>	The price of the analysed financial instrument is expected to remain mostly flat over the next 12 months.
-S-	<b>Sell:</b>	The price of the analysed financial instrument is expected to fall over the next 12 months.
“-“	<b>Rating suspended:</b>	The available information currently does not permit an evaluation of the company.

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Rating	Number of stocks	% of Universe
Buy	161	75
Hold	43	20
Sell	6	3
Rating suspended	4	2
<b>Total</b>	<b>214</b>	<b>100</b>

**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	45	83
Hold	7	13
Sell	1	2
Rating suspended	1	2
<b>Total</b>	<b>54</b>	<b>100</b>

**PRICE AND RATING HISTORY SMARTBROKER AS OF 20.12.2022**



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

**Mustafa Hidir** +49 40 309537-230  
Automobiles, Car Suppliers mhidir@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

**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

**Cansu Tatar** +49 40 309537-248  
Cap. Goods, Engineering ctatar@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**

**Marc Niemann** +49 40 3282-2660  
Head of Equity Sales, Germany mniemann@mmwarburg.com

**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

**Lea Bogdanova** +49 69 5050-7411  
United Kingdom, Ireland lbogdanova@mmwarburg.com

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

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

**Maximilian Martin** +49 69 5050-7413  
Austria, Poland mmartin@mmwarburg.com

**Christopher Seedorf** +49 40 3282-2695  
Switzerland cseedorf@mmwarburg.com

**Sophie Hauer** +49 69 5050-7417  
Roadshow/Marketing shauer@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

**Elyaz Dust** +49 40 3282-2702  
Sales Trading edust@mmwarburg.com

**Michael Ilgenstein** +49 40 3282-2700  
Sales Trading milgenstein@mmwarburg.com

**Marcel Magiera** +49 40 3282-2662  
Sales Trading mmagiera@mmwarburg.com

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

**Jörg Treptow** +49 40 3282-2658  
Sales Trading 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](https://research.mmwarburg.com/en/index.html)  
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**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