wallstreet:online AG Germany - Internet



Buy (old: Buy)

Price target: EUR 91.00 (old: EUR 91.00)

Price: EUR 42.40 **Next result:** FY'19: 01.03.20

Bloomberg: WSO1 GR **Market cap:** EUR 76.2 m **Reuters:** WSO1k.DE **Enterprise Value:** EUR 70.8 m

H1 out: the best is yet to come

WSO reported promising H1 figures yesterday. Sales were in line with expectations, while EBT slightly beat our estimates. H2 is seen to come in even stronger making the current guidance look conservative.

| wallstreet:online AG | H1 2019 | H1 2019 est | H1 2018 | yoy | FY 2019 est | FY 2018 | yoy |
|----------------------|---------|----------------|---------|-----------|----------------|---------|----------|
| Sales | 6.2 | 6.2 | 4.0 | 54.3% | 13.3 | 11.3 | 55.2% |
| EBT | 3.3 | 3.0 | 1.6 | 100.0% | 6.1 | 5.2 | 31.2% |
| FBT margin | 52 7% | 52 7% | 40.7% | + 12 1 nn | 39.0% | 46 1% | - 7 1 nn |

H1 slightly beating our expectations: H1 sales were up 54% yoy, to € 6.2m (eH&A € 6.2m), driven mainly by the acquisition of ABC New Media in early 2019 (eH&A € 0.7m) but also benefiting from high demand for WSO's 3.5m advertising reach. Most impressively, organic growth stood at a strong 10% yoy. H1 EBT increased overproportionately, by 100% yoy (12% organically), to € 3.3m (eH&A € 3m) illustrating the scalability of the business model as well as the high synergy potential between the recently acquired companies, i.e. shared data procurement, shared marketing, cross selling, etc.

Demand to remain high in H2: According to discussions with management demand looks set to remain high in H2 as August is running very well and even September is almost fully booked already. With the acquisition of Ariva, WSO is now one of only two large financial advertising platforms in Germany, which offers little choice to advertisers looking for the right audience.

Conservative guidance: On the back of the solid H1 results as well as the positive prospects for H2, the company's guidance looks conservative. In fact, WSO itself stated that it is targeting rather the upper end of its guidance of € 10-12.5m sales and € 5.7-7m EBT (eH&A € 13.3m sales, € 6.1m EBT).

News flow is seen to remain positive going forward as WSO should provide the market with an update on its broker solution over the course of Q3. While details on the company's plans are scarce, with its marketing power WSO is well equipped to enter that market. A rough calculation shows that this step might add up to € 14 to our PT.

On the back of the solid H1 results as well as the promising news flow ahead, WSO remains a **BUY**. **PT € 91** based on DCF.

| Y/E 31.12 (EUR m) | 2015 | 2016 | 2017 | 2018 | 2019E | 2020E | 2021E |
|---------------------|---------|---------|----------|---------|---------|---------|---------|
| Sales | 2.5 | 2.8 | 5.2 | 7.8 | 17.5 | 30.0 | 33.1 |
| Sales growth | 9 % | 12 % | 83 % | 50 % | 125 % | 71 % | 10 % |
| EBITDA | 0.4 | 0.4 | 2.0 | 3.5 | 7.1 | 10.1 | 11.9 |
| EBIT | 0.1 | 0.2 | 1.9 | 3.4 | 7.0 | 10.0 | 11.8 |
| Net income | 0.1 | 0.2 | 1.8 | 3.2 | 4.6 | 6.6 | 7.8 |
| Net debt | -1.1 | -1.4 | -3.3 | -9.3 | -5.4 | -8.5 | -16.8 |
| Net gearing | -69.0 % | -79.0 % | -162.2 % | -47.9 % | -19.6 % | -24.6 % | -39.7 % |
| Net Debt/EBITDA | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| EPS pro forma | 0.03 | 0.07 | 1.74 | 1.94 | 2.54 | 3.67 | 4.33 |
| CPS | -0.09 | 0.03 | 3.23 | 1.73 | 2.47 | 3.37 | 4.60 |
| DPS | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Dividend yield | 0.0 % | 0.0 % | 0.0 % | 0.0 % | 0.0 % | 0.0 % | 0.0 % |
| Gross profit margin | 76.9 % | 78.8 % | 86.5 % | 86.4 % | 89.5 % | 88.7 % | 88.7 % |
| EBITDA margin | 15.9 % | 14.6 % | 39.1 % | 44.7 % | 40.7 % | 33.8 % | 35.9 % |
| EBIT margin | 3.0 % | 6.4 % | 36.4 % | 43.8 % | 40.0 % | 33.4 % | 35.5 % |
| ROCE | 4.5 % | 9.8 % | 80.5 % | 29.9 % | 27.9 % | 29.4 % | 28.2 % |
| EV/sales | 42.5 | 37.8 | 7.7 | 7.9 | 4.0 | 2.3 | 1.8 |
| EV/EBITDA | 268.3 | 258.4 | 19.7 | 17.7 | 9.9 | 6.7 | 5.0 |
| EV/EBIT | 1,396.8 | 587.8 | 21.2 | 18.0 | 10.1 | 6.8 | 5.1 |
| PER | 1,403.1 | 595.3 | 24.4 | 21.9 | 16.7 | 11.5 | 9.8 |
| Adjusted FCF yield | 0.1 % | 0.2 % | 4.4 % | 5.8 % | 6.9 % | 10.4 % | 13.7 % |

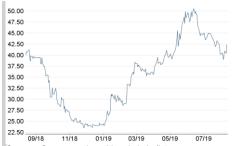
Source: Company data, Hauck & Aufhäuser Close price as of: 27.08.2019

28-August-19

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Source: Company data, Hauck & Aufhäuser

High/low 52 weeks: 50.60 / 23.50

Price/Book Ratio: 2.8
Relative performance (SDAX):

3 months 3.5 % 6 months - 12 months -

Changes in estimates

| _ | | | | |
|------|------|-------|------|------|
| | | Sales | EBIT | EPS |
| 2019 | old: | 17.5 | 7.0 | 2.54 |
| | Δ | - | - | - |
| 2020 | old: | 30.0 | 10.0 | 3.67 |
| 2020 | Δ | - | - | - |
| 2021 | old: | 33.1 | 11.8 | 4.33 |
| | Δ | - | - | - |

Key share data:

Number of shares: (in m pcs) 1.7 Authorised capital: (in \in m) -Book value per share: (in \in) 15.4 Ø trading volume: (12 months) 295,000

Major shareholders:

Andre Kolbinger 65.5 % Free Float 30.1 % Management 4.4 %

Company description:

Wallstreet:online operates financial portals with a total reach of more than three million unique users

Financials

| Profit and loss (EUR m) | 2015 | 2016 | 2017 | 2018 | 2019E | 2020E | 2021E |
|---|-------|--------|--------|--------|---------|--------|--------|
| Net sales | 2.5 | 2.8 | 5.2 | 7.8 | 17.5 | 30.0 | 33.1 |
| Sales growth | 9.5 % | 12.3 % | 83.2 % | 49.9 % | 125.2 % | 71.3 % | 10.4 % |
| Increase/decrease in finished goods and work-in-process | 0.2 | 0.1 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Total sales | 2.8 | 2.9 | 5.2 | 7.8 | 17.5 | 30.0 | 33.1 |
| Other operating income | 0.1 | 0.0 | 0.0 | 0.4 | 0.0 | 0.0 | 0.0 |
| Material expenses | 0.6 | 0.6 | 0.7 | 1.1 | 1.8 | 3.4 | 3.8 |
| Personnel expenses | 1.3 | 1.5 | 1.8 | 2.0 | 3.8 | 7.2 | 7.6 |
| Other operating expenses | 0.4 | 0.4 | 0.7 | 1.7 | 4.8 | 9.3 | 9.9 |
| Total operating expenses | 2.4 | 2.5 | 3.2 | 4.3 | 10.4 | 19.9 | 21.2 |
| EBITDA | 0.4 | 0.4 | 2.0 | 3.5 | 7.1 | 10.1 | 11.9 |
| Depreciation | 0.0 | 0.0 | 0.0 | 0.0 | 0.1 | 0.1 | 0.1 |
| EBITA | 0.4 | 0.4 | 2.0 | 3.5 | 7.0 | 10.0 | 11.8 |
| Amortisation of goodwill | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Amortisation of intangible assets | 0.3 | 0.2 | 0.1 | 0.1 | 0.0 | 0.0 | 0.0 |
| Impairment charges | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| EBIT (inc revaluation net) | 0.1 | 0.2 | 1.9 | 3.4 | 7.0 | 10.0 | 11.8 |
| Interest income | 0.0 | 0.0 | 0.0 | 0.0 | 0.2 | 0.2 | 0.3 |
| Interest expenses | 0.0 | 0.0 | 0.0 | 0.0 | 0.1 | 0.1 | 0.1 |
| Other financial result | 0.0 | 0.0 | 0.0 | 1.0 | 0.5 | 0.4 | 0.4 |
| Financial result | 0.0 | 0.0 | 0.0 | 0.3 | -0.2 | -0.3 | -0.2 |
| Recurring pretax income from continuing operations | 0.1 | 0.2 | 1.9 | 3.7 | 6.8 | 9.7 | 11.5 |
| Extraordinary income/loss | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Earnings before taxes | 0.1 | 0.2 | 1.9 | 3.7 | 6.8 | 9.7 | 11.5 |
| Taxes | 0.0 | 0.0 | 0.1 | 0.4 | 2.0 | 2.9 | 3.5 |
| Net income from continuing operations | 0.1 | 0.2 | 1.8 | 3.2 | 4.8 | 6.8 | 8.1 |
| Result from discontinued operations (net of tax) | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Net income | 0.1 | 0.2 | 1.8 | 3.2 | 4.8 | 6.8 | 8.1 |
| Minority interest | 0.0 | 0.0 | 0.0 | 0.0 | 0.2 | 0.2 | 0.3 |
| Net profit (reported) | 0.1 | 0.2 | 1.8 | 3.2 | 4.6 | 6.6 | 7.8 |
| Average number of shares | 5.1 | 2.6 | 1.0 | 1.7 | 1.7 | 1.8 | 1.8 |
| EPS reported | 0.02 | 0.07 | 1.74 | 1.94 | 2.64 | 3.67 | 4.33 |

| Profit and loss (common size) | 2015 | 2016 | 2017 | 2018 | 2019E | 2020E | 2021E |
|---|---------|---------|---------|---------|---------|---------|---------|
| Net sales | 100.0 % | 100.0 % | 100.0 % | 100.0 % | 100.0 % | 100.0 % | 100.0 % |
| Increase/decrease in finished goods and work-in-process | 9.5 % | 3.2 % | 0.0 % | 0.0 % | 0.0 % | 0.0 % | 0.0 % |
| Total sales | 109.5 % | 103.2 % | 100.0 % | 100.0 % | 100.0 % | 100.0 % | 100.0 % |
| Other operating income | 2.3 % | 1.5 % | 0.7 % | 5.7 % | 0.1 % | 0.0 % | 0.0 % |
| Material expenses | 25.3 % | 21.9 % | 13.5 % | 13.6 % | 10.5 % | 11.3 % | 11.3 % |
| Personnel expenses | 52.9 % | 54.7 % | 34.9 % | 25.9 % | 21.5 % | 24.0 % | 23.0 % |
| Other operating expenses | 17.8 % | 13.5 % | 13.1 % | 21.5 % | 27.4 % | 30.9 % | 29.8 % |
| Total operating expenses | 93.7 % | 88.6 % | 60.9 % | 55.3 % | 59.3 % | 66.2 % | 64.1 % |
| EBITDA | 15.9 % | 14.6 % | 39.1 % | 44.7 % | 40.7 % | 33.8 % | 35.9 % |
| Depreciation | 0.6 % | 0.5 % | 0.2 % | 0.0 % | 0.6 % | 0.4 % | 0.4 % |
| EBITA | 15.2 % | 14.1 % | 38.9 % | 44.7 % | 40.0 % | 33.4 % | 35.5 % |
| Amortisation of goodwill | 1.1 % | 1.0 % | 0.0 % | 0.0 % | 0.0 % | 0.0 % | 0.0 % |
| Amortisation of intangible assets | 11.1 % | 6.7 % | 2.5 % | 0.9 % | 0.0 % | 0.0 % | 0.0 % |
| Impairment charges | 0.0 % | 0.0 % | 0.0 % | 0.0 % | 0.0 % | 0.0 % | 0.0 % |
| EBIT (inc revaluation net) | 3.0 % | 6.4 % | 36.4 % | 43.8 % | 40.0 % | 33.4 % | 35.5 % |
| Interest income | 0.0 % | 0.0 % | 0.3 % | 0.2 % | 0.9 % | 0.5 % | 0.8 % |
| Interest expenses | 0.0 % | 0.0 % | 0.0 % | 0.0 % | 0.6 % | 0.3 % | 0.3 % |
| Other financial result | 0.0 % | 0.0 % | 0.0 % | 12.5 % | 2.8 % | 1.2 % | 1.1 % |
| Financial result | 0.0 % | 0.0 % | 0.3 % | 3.3 % | neg. | neg. | neg. |
| Recurring pretax income from continuing operations | 3.1 % | 6.4 % | 36.7 % | 47.0 % | 39.0 % | 32.4 % | 34.9 % |
| Extraordinary income/loss | 0.0 % | 0.0 % | 0.0 % | 0.0 % | 0.0 % | 0.0 % | 0.0 % |
| Earnings before taxes | 3.1 % | 6.4 % | 36.7 % | 47.0 % | 39.0 % | 32.4 % | 34.9 % |
| Tax rate | 0.0 % | 0.0 % | 6.5 % | 11.6 % | 30.0 % | 30.0 % | 30.0 % |
| Net income from continuing operations | 3.1 % | 6.4 % | 34.2 % | 41.6 % | 27.3 % | 22.7 % | 24.4 % |
| Income from discontinued operations (net of tax) | 0.0 % | 0.0 % | 0.0 % | 0.0 % | 0.0 % | 0.0 % | 0.0 % |
| Net income | 3.1 % | 6.4 % | 34.2 % | 41.6 % | 27.3 % | 22.7 % | 24.4 % |
| Minority interest | 0.0 % | 0.0 % | 0.0 % | 0.0 % | 1.2 % | 0.7 % | 0.9 % |
| Net profit (reported) | 3.1 % | 6.4 % | 34.2 % | 41.6 % | 26.1 % | 22.0 % | 23.5 % |

| Balance sheet (EUR m) | 2015 | 2016 | 2017 | 2018 | 2019E | 2020E | 2021E |
|---|------|------|------|------|-------|-------|-------|
| Intangible assets | 0.3 | 0.2 | 0.1 | 0.2 | 20.1 | 23.2 | 23.2 |
| Property, plant and equipment | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.1 | 0.1 |
| Financial assets | 0.0 | 0.0 | 0.0 | 10.0 | 1.9 | 1.6 | 1.2 |
| FIXED ASSETS | 0.4 | 0.2 | 0.1 | 10.2 | 22.1 | 24.8 | 24.4 |
| Inventories | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Accounts receivable | 0.4 | 0.4 | 1.4 | 0.5 | 1.1 | 2.1 | 2.0 |
| Other current assets | 0.0 | 0.0 | 0.0 | 0.8 | 0.8 | 1.8 | 1.8 |
| Liquid assets | 1.1 | 1.4 | 3.3 | 9.3 | 7.4 | 10.5 | 18.8 |
| Deferred taxes | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Deferred charges and prepaid expenses | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| CURRENT ASSETS | 1.5 | 1.9 | 4.8 | 10.6 | 9.3 | 14.5 | 22.7 |
| TOTAL ASSETS | 1.9 | 2.1 | 4.9 | 20.8 | 31.4 | 39.3 | 47.1 |
| SHAREHOLDERS EQUITY | 1.6 | 1.8 | 2.1 | 19.4 | 27.7 | 34.5 | 42.2 |
| MINORITY INTEREST | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.2 | 0.2 |
| Long-term debt | 0.0 | 0.0 | 0.0 | 0.0 | 2.0 | 2.0 | 2.0 |
| Provisions for pensions and similar obligations | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Other provisions | 0.1 | 0.2 | 0.7 | 0.7 | 0.7 | 1.1 | 1.1 |
| Non-current liabilities | 0.1 | 0.2 | 0.7 | 0.7 | 2.7 | 3.1 | 3.1 |
| short-term liabilities to banks | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.1 | 0.1 |
| Accounts payable | 0.1 | 0.0 | 0.2 | 0.2 | 0.4 | 0.8 | 0.8 |
| Advance payments received on orders | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Other liabilities (incl. from lease and rental contracts) | 0.1 | 0.1 | 1.6 | 0.2 | 0.2 | 0.3 | 0.3 |
| Deferred taxes | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Deferred income | 0.0 | 0.0 | 0.4 | 0.4 | 0.4 | 0.4 | 0.4 |
| Current liabilities | 0.1 | 0.1 | 2.1 | 0.8 | 1.1 | 1.5 | 1.6 |
| TOTAL LIABILITIES AND SHAREHOLDERS EQUITY | 1.9 | 2.1 | 4.9 | 20.8 | 31.4 | 39.3 | 47.1 |

| Balance sheet (common size) | 2015 | 2016 | 2017 | 2018 | 2019E | 2020E | 2021E |
|---|---------|---------|---------|---------|---------|---------|---------|
| Intangible assets | 17.5 % | 9.5 % | 1.4 % | 1.0 % | 64.1 % | 58.9 % | 49.1 % |
| Property, plant and equipment | 1.7 % | 1.2 % | 0.3 % | 0.2 % | 0.1 % | 0.2 % | 0.2 % |
| Financial assets | 0.0 % | 0.0 % | 0.0 % | 47.9 % | 6.2 % | 4.0 % | 2.5 % |
| FIXED ASSETS | 19.3 % | 10.6 % | 1.7 % | 49.1 % | 70.3 % | 63.1 % | 51.9 % |
| Inventories | 0.0 % | 0.0 % | 0.0 % | 0.0 % | 0.0 % | 0.0 % | 0.0 % |
| Accounts receivable | 20.5 % | 20.0 % | 29.1 % | 2.3 % | 3.4 % | 5.4 % | 4.2 % |
| Other current assets | 0.0 % | 0.0 % | 0.0 % | 3.8 % | 2.5 % | 4.7 % | 3.9 % |
| Liquid assets | 60.0 % | 69.1 % | 68.4 % | 44.5 % | 23.7 % | 26.8 % | 39.9 % |
| Deferred taxes | 0.0 % | 0.0 % | 0.0 % | 0.0 % | 0.0 % | 0.0 % | 0.0 % |
| Deferred charges and prepaid expenses | 0.2 % | 0.2 % | 0.8 % | 0.2 % | 0.1 % | 0.1 % | 0.1 % |
| CURRENT ASSETS | 80.7 % | 89.4 % | 98.3 % | 50.7 % | 29.7 % | 36.9 % | 48.1 % |
| TOTAL ASSETS | 100.0 % | 100.0 % | 100.0 % | 99.8 % | 100.0 % | 100.0 % | 100.0 % |
| SHAREHOLDERS EQUITY | 87.1 % | 87.5 % | 42.2 % | 92.9 % | 88.1 % | 87.7 % | 89.6 % |
| MINORITY INTEREST | 0.0 % | 0.0 % | 0.0 % | 0.0 % | 0.0 % | 0.5 % | 0.4 % |
| Long-term debt | 0.0 % | 0.0 % | 0.0 % | 0.0 % | 6.4 % | 5.1 % | 4.2 % |
| Provisions for pensions and similar obligations | 0.0 % | 0.0 % | 0.0 % | 0.0 % | 0.0 % | 0.0 % | 0.0 % |
| Other provisions | 5.5 % | 7.5 % | 13.7 % | 3.2 % | 2.1 % | 2.8 % | 2.4 % |
| Non-current liabilities | 5.5 % | 7.5 % | 13.7 % | 3.2 % | 8.5 % | 7.9 % | 6.6 % |
| short-term liabilities to banks | 0.0 % | 0.0 % | 0.0 % | 0.0 % | 0.0 % | 0.1 % | 0.1 % |
| Accounts payable | 2.7 % | 1.1 % | 3.3 % | 0.9 % | 1.4 % | 1.9 % | 1.8 % |
| Advance payments received on orders | 0.5 % | 0.5 % | 0.2 % | 0.1 % | 0.0 % | 0.0 % | 0.0 % |
| Other liabilities (incl. from lease and rental contracts) | 3.6 % | 3.1 % | 32.5 % | 1.1 % | 0.7 % | 0.8 % | 0.7 % |
| Deferred taxes | 0.0 % | 0.0 % | 0.0 % | 0.0 % | 0.0 % | 0.0 % | 0.0 % |
| Deferred income | 0.6 % | 0.3 % | 8.1 % | 1.8 % | 1.2 % | 0.9 % | 0.8 % |
| Current liabilities | 7.4 % | 5.0 % | 44.1 % | 3.9 % | 3.4 % | 3.9 % | 3.4 % |
| TOTAL LIABILITIES AND SHAREHOLDERS EQUITY | 100.0 % | 100.0 % | 100.0 % | 100.0 % | 100.0 % | 100.0 % | 100.0 % |

| Cash flow statement (EUR m) | 2015 | 2016 | 2017 | 2018 | 2019E | 2020E | 2021E |
|--|------|------|------|-------|-------|-------|-------|
| Net profit/loss | 0.1 | 0.2 | 1.8 | 3.2 | 4.8 | 6.8 | 8.1 |
| Depreciation of fixed assets (incl. leases) | 0.0 | 0.0 | 0.0 | 0.0 | 0.1 | 0.1 | 0.1 |
| Amortisation of goodwill | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Amortisation of intangible assets | 0.3 | 0.2 | 0.1 | 0.1 | 0.0 | 0.0 | 0.0 |
| Others | -0.2 | 0.0 | 2.4 | -1.3 | 0.0 | 0.0 | 0.0 |
| Cash flow from operations before changes in w/c | 0.2 | 0.4 | 4.3 | 2.0 | 4.9 | 6.9 | 8.2 |
| Increase/decrease in inventory | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Increase/decrease in accounts receivable | -0.1 | 0.0 | -1.0 | 1.0 | -0.6 | -1.1 | 0.1 |
| Increase/decrease in accounts payable | 0.0 | 0.0 | 0.1 | 0.0 | 0.2 | 0.3 | 0.1 |
| Increase/decrease in other working capital positions | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Increase/decrease in working capital | -0.1 | -0.1 | -0.9 | 1.0 | -0.3 | -0.7 | 0.2 |
| Cash flow from operating activities | 0.1 | 0.3 | 3.4 | 2.9 | 4.5 | 6.2 | 8.4 |
| CAPEX | 0.0 | 0.0 | 0.0 | 0.2 | 0.1 | 0.1 | 0.1 |
| Payments for acquisitions | 0.0 | 0.0 | 0.0 | 0.0 | 12.2 | 3.0 | 0.0 |
| Financial investments | 0.0 | 0.0 | 0.0 | 10.4 | 0.0 | 0.0 | 0.0 |
| Income from asset disposals | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Cash flow from investing activities | 0.0 | 0.0 | 0.0 | -10.6 | -12.3 | -3.1 | -0.1 |
| Cash flow before financing | 0.1 | 0.3 | 3.4 | -7.7 | -7.8 | 3.1 | 8.3 |
| Increase/decrease in debt position | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.1 | 0.0 |
| Purchase of own shares | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Capital measures | 0.0 | 0.0 | -1.5 | 13.6 | 5.9 | 0.0 | 0.0 |
| Dividends paid | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Others | 0.0 | 0.0 | 0.0 | 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 | 0.0 |
| Cash flow from financing activities | 0.0 | 0.0 | -1.5 | 13.6 | 5.9 | 0.1 | 0.0 |
| Increase/decrease in liquid assets | 0.1 | 0.3 | 1.9 | 5.9 | -1.8 | 3.1 | 8.3 |
| Liquid assets at end of period | 1.1 | 1.4 | 3.3 | 9.3 | 7.4 | 10.5 | 18.8 |

Source: Company data, Hauck & Aufhäuser

| Regional split (EUR m) | 2015 | 2016 | 2017 | 2018 | 2019E | 2020E | 2021E |
|------------------------|------|---------|---------|--------|---------|--------|--------|
| Domestic | 2.4 | 2.4 | 2.5 | 3.0 | 6.7 | 11.4 | 12.6 |
| yoy change | n/a | -1.9 % | 5.9 % | 18.7 % | 125.2 % | 71.3 % | 10.4 % |
| Rest of Europe | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| yoy change | n/a | n/a | n/a | n/a | n/a | n/a | n/a |
| NAFTA | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| yoy change | n/a | n/a | n/a | n/a | n/a | n/a | n/a |
| Asia Pacific | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| yoy change | n/a | n/a | n/a | n/a | n/a | n/a | n/a |
| Rest of world | 0.1 | 0.5 | 2.7 | 4.8 | 10.9 | 18.6 | 20.5 |
| yoy change | n/a | 281.9 % | 460.2 % | 78.7 % | 125.2 % | 71.3 % | 10.4 % |
| TTL | 2.5 | 2.8 | 5.2 | 7.8 | 17.5 | 30.0 | 33.1 |
| yoy change | n/a | 12.3 % | 83.2 % | 49.9 % | 125.2 % | 71.3 % | 10.4 % |

| Key ratios (EUR m) | 2015 | 2016 | 2017 | 2018 | 2019E | 2020E | 2021E |
|--------------------------------------|----------|---------|----------|---------|---------|---------|----------|
| P&L growth analysis | | | | | | | |
| Sales growth | 9.5 % | 12.3 % | 83.2 % | 49.9 % | 125.2 % | 71.3 % | 10.4 % |
| EBITDA growth | 99.2 % | 3.5 % | 390.3 % | 71.2 % | 104.9 % | 191.7 % | 66.9 % |
| EBIT growth | -213.7 % | 137.0 % | 937.6 % | 80.2 % | 106.0 % | 194.6 % | 67.8 % |
| EPS growth | -275.0 % | 371.4 % | 2338.6 % | 11.7 % | 35.9 % | 89.3 % | 64.1 % |
| Efficiency | | | | | | | |
| Total operating costs / sales | 93.7 % | 88.6 % | 60.9 % | 55.3 % | 59.3 % | 66.2 % | 64.1 % |
| Sales per employee | 100.8 | 113.3 | 247.0 | 338.0 | 648.5 | 1,110.8 | 1,226.4 |
| EBITDA per employee | 16.0 | 16.6 | 96.6 | 151.0 | 263.6 | 375.3 | 440.0 |
| Balance sheet analysis | | | | | | | |
| Avg. working capital / sales | 10.9 % | 12.5 % | 15.7 % | 14.4 % | 6.6 % | 5.1 % | 4.9 % |
| Inventory turnover (sales/inventory) | n/a | n/a | n/a | 0.0 | 0.0 | 0.0 | 0. |
| Trade debtors in days of sales | 55.6 | 53.5 | 99.9 | 22.0 | 22.0 | 22.0 | 22. |
| A/P turnover [(A/P*365)/sales] | 7.3 | 3.0 | 11.4 | 9.1 | 9.1 | 9.1 | 9. |
| Cash conversion cycle (days) | n/a | n/a | n/a | n/a | n/a | n/a | n/s |
| Cash flow analysis | | | | .,,,, | | | |
| Free cash flow | 0.1 | 0.3 | 3.4 | 2.7 | 4.4 | 6.1 | 8. |
| Free cash flow/sales | 3.6 % | 10.9 % | 66.2 % | 34.9 % | 25.3 % | 20.2 % | 25.0 % |
| FCF / net profit | 117.7 % | 168.9 % | 193.3 % | 83.9 % | 97.1 % | 91.8 % | 106.3 % |
| Capex / depn | 0.0 % | 0.0 % | 4.0 % | 14956.5 | 100.0 % | 100.0 % | 100.0 9 |
| Capex / maintenance capex | 0.0 % | 0.0 % | 4.0 % | 36.7 % | 100.0 % | 100.0 % | 100.0 % |
| Capex / sales | n/a | n/a | n/a | n/a | n/a | n/a | n/ |
| Security | ., | | | | | ., | |
| Net debt | -1.1 | -1.4 | -3.3 | -9.3 | -5.4 | -8.5 | -16. |
| Net Debt/EBITDA | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0. |
| Net debt / equity | neg. | neg. | neg. | neg. | neg. | neg. | neg |
| Interest cover | 999.0 | 999.0 | 999.0 | 999.0 | 70.1 | 100.3 | 117. |
| Dividend payout ratio | 0.0 % | 0.0 % | 0.0 % | 0.0 % | 0.0 % | 0.0 % | 0.0 % |
| Asset utilisation | 0.0 70 | 0.0 70 | 0.0 70 | 0.0 70 | 0.0 70 | 0.0 70 | 0.0 / |
| Capital employed turnover | 1.5 | 1.4 | 1.9 | 0.4 | 0.6 | 0.8 | 0. |
| Operating assets turnover | 7.1 | 7.0 | 4.1 | 26.7 | 27.6 | 20.9 | 26. |
| Plant turnover | 77.8 | 118.5 | 313.0 | 242.8 | 546.8 | 324.2 | 358. |
| Inventory turnover (sales/inventory) | n/a | n/a | n/a | 0.0 | 0.0 | 0.0 | 0. |
| Returns | Tiva | 11/4 | 11/4 | 0.0 | 0.0 | 0.0 | 0. |
| ROCE | 4.5 % | 9.8 % | 80.5 % | 29.9 % | 27.9 % | 29.4 % | 28.2 % |
| ROE | 4.7 % | 10.0 % | 86.5 % | 16.7 % | 16.5 % | 19.1 % | 18.4 % |
| Other | 1.1 70 | 10.0 70 | 00.0 70 | 10.1 70 | 10.0 70 | 10.1 70 | 10.17 |
| Interest paid / avg. debt | n/a | n/a | n/a | n/a | 5.0 % | 4.9 % | 4.9 % |
| No. employees (average) | 25 | 25 | 21 | 23 | 27 | 27 | 2 |
| Number of shares | 5.1 | 2.6 | 1.0 | 1.7 | 1.7 | 1.8 | 1. |
| DPS | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0. |
| EPS reported | 0.02 | 0.07 | 1.74 | 1.94 | 2.64 | 3.67 | 4.3 |
| Valuation ratios | 0.02 | 0.0. | | | | 0.0. | |
| P/BV | 66.5 | 59.8 | 21.1 | 3.6 | 2.8 | 2.2 | 1.8 |
| EV/sales | 42.5 | 37.8 | 7.7 | 7.9 | 4.0 | 2.3 | 1. |
| EV/EBITDA | 268.3 | 258.4 | 19.7 | 17.7 | 9.9 | 6.7 | 5. |
| EV/EBITA | 279.3 | 267.7 | 19.7 | 17.7 | 10.1 | 6.8 | 5. 5. |
| EV/EBIT | 1396.8 | 587.8 | 21.2 | 17.7 | 10.1 | 6.8 | 5. 5. |
| EV/FCF | 1179.9 | 347.8 | 11.7 | 22.6 | 16.0 | 11.2 | 5. 7. |
| | | | | | | | |
| Adjusted FCF yield | 0.1 % | 0.2 % | 4.4 % | 5.8 % | 6.9 % | 10.4 % | 13.7 9 |
| Dividend yield | 0.0 % | 0.0 % | 0.0 % | 0.0 % | 0.0 % | 0.0 % | 0.0 % |

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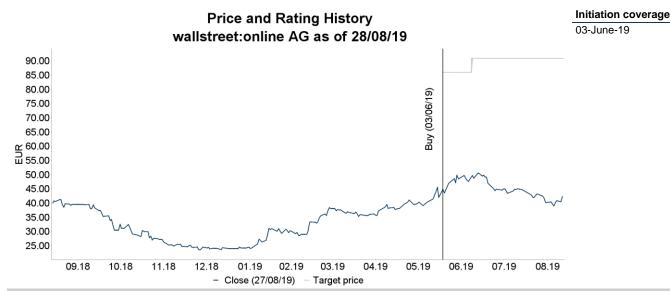
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| Company | Disclosure |
|----------------------|------------|
| wallstreet:online AG | 2, 8 |

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| Company | Date | Analyst | Rating | Target price | Close |
|----------------------|------------|-----------------|--------|--------------|-----------|
| wallstreet:online AG | 23.08.2019 | Bentlage, Simon | Buy | EUR 91,00 | EUR 40,90 |
| | 20.08.2019 | Bentlage, Simon | Buy | EUR 91,00 | EUR 40,50 |
| | 25.06.2019 | Bentlage, Simon | Buy | EUR 91,00 | EUR 48,70 |
| | 13.06.2019 | Bentlage, Simon | Buy | EUR 86,00 | EUR 49,90 |
| | 03.06.2019 | Bentlage, Simon | Buy | EUR 86,00 | EUR 44,80 |
| | 03.06.2019 | Bentlage, Simon | Buy | EUR 86,00 | EUR 44,80 |

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