

<b>Buy</b> <b>EUR 30.00</b> (EUR 34.00)  Price <b>EUR 16.76</b> Upside <b>79.0 %</b>	<b>Value Indicators:</b> EUR DCF: 29.57	<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: 253.10 No. of shares (m): 15.10 EV: 246.48 Freefloat MC: 94.35 Ø Trad. Vol. (30d): 41.40 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: 4.9 x Equity Ratio: 74 %

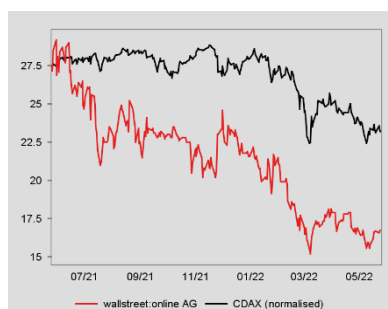
## Good progress in the brokerage segment but headwind from weak sentiment

Wallstreet:online AG recently reported several pieces of positive news:

- At the end of April, the company reported the successful squeeze-out of the remaining shares of wallstreet:online capital AG. The company now holds 100% of the shares in wallstreet:online capital AG, which is the operating company of the brokerage business under the brand "Smartbroker". Against this backdrop, the company announced the planned launch of "Smartbroker 2.0" in H2 2022 which includes a new user interface, the launch of an app, as well as the introduction of cryptocurrencies to the product range.
- Last week, wallstreet:online AG published its annual report, confirming preliminary figures announced in March. Pro-forma revenue grew by +82% to EUR 51.4m. The brokerage business was responsible for about 30% of total sales but contributed about 63% of the company's growth. However, the performance of the portal business was also strong, providing a solid basis for further investment in the Smartbroker and further growth. The company also reiterated its 2022 guidance for revenue of between EUR 62m and 67m and EBITDA between EUR 10m and EUR 12m. A total of EUR 6m in customer acquisition costs is planned for 2022, leading to more than 55k new brokerage customers. However, the run rate of new customers for the current year is expected to be somewhat muted, considering the focus on the development and launch of the new brokerage service Smartbroker 2.0.
- Furthermore, wallstreet:online AG announced the plan to rename the company to Smartbroker AG in order to reflect the clear focus of the future growth path. In this context, the company announced the recruitment of several experienced employees to reinforce the management structure of Smartbroker.

Conclusion: Wallstreet:online AG appears to be making continuous progress towards professionalizing and developing its brokerage offering and seems set for further growth by gaining market share. However, headwinds from the current bearish capital-market environment are creating negative sentiment for brokerage businesses. We have therefore reduced our estimates for customer gains and assume slower growth. The risk-free interest rate in our financial model has been increased to 2%. Nonetheless, as the current valuation appears rather low given the strong progress, we reiterate our Buy rating at a lower PT of EUR 30.

Changes in Estimates:				Comment on Changes:			
FY End: 31.12. in EUR m	2022e (old)	+ / -	2023e (old)	+ / -	2024e (old)	+ / -	
Sales	64.96	-5.4 %	88.73	-19.2 %	n.a.	n.m.	<ul style="list-style-type: none"> <li>Lower growth assumptions regarding new customers lead to reduction in P&amp;L estimates</li> <li>First-time inclusion of detailed 2024 estimates</li> <li>Inclusion of a higher risk-free interest rate of 2% in our financial model</li> </ul>
EBITDA	10.27	5.6 %	20.93	-37.8 %	n.a.	n.m.	
EPS	0.26	-34.6 %	0.70	-64.3 %	n.a.	n.m.	

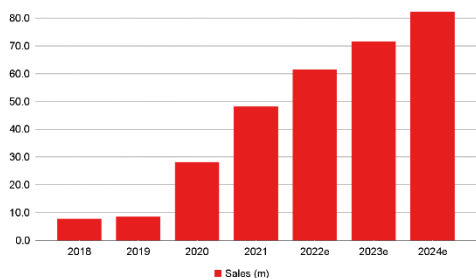


Rel. Performance vs CDAX:	
1 month:	4.2 %
6 months:	-9.6 %
Year to date:	-5.4 %
Trailing 12 months:	-19.9 %

**Company events:**  
24.06.22 AGM

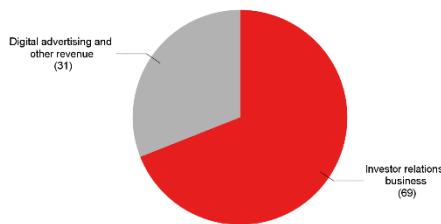
FY End: 31.12. in EUR m	CAGR (21-24e)	2018	2019	2020	2021	2022e	2023e	2024e
Sales	19.5 %	7.77	8.55	28.21	48.20	61.47	71.67	82.29
Change Sales yoy		49.9 %	10.0 %	229.9 %	70.9 %	27.5 %	16.6 %	14.8 %
Gross profit margin		86.4 %	84.0 %	52.3 %	48.2 %	58.2 %	58.4 %	61.0 %
EBITDA	79.2 %	3.47	3.70	4.52	3.56	10.85	13.01	20.49
Margin		44.7 %	43.3 %	16.0 %	7.4 %	17.6 %	18.2 %	24.9 %
EBIT	228.5 %	3.40	3.69	2.03	0.35	3.77	5.43	12.37
Margin		43.8 %	43.1 %	7.2 %	0.7 %	6.1 %	7.6 %	15.0 %
Net income	-	3.23	1.90	3.51	-0.56	2.64	3.80	8.66
EPS	-	1.94	1.06	0.24	-0.04	0.17	0.25	0.57
EPS adj.	-	1.94	1.06	0.24	-0.04	0.17	0.25	0.57
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	-0.87	0.42	0.73
EV / Sales		n.a.	0.5 x	4.0 x	6.6 x	4.0 x	3.4 x	2.8 x
EV / EBITDA		n.a.	1.2 x	24.8 x	89.6 x	22.7 x	18.5 x	11.2 x
EV / EBIT		n.a.	1.2 x	55.3 x	913.4 x	65.3 x	44.2 x	18.5 x
P / E		2.7 x	4.7 x	34.4 x	n.a.	98.6 x	67.0 x	29.4 x
P / E adj.		2.7 x	4.7 x	34.4 x	n.a.	98.6 x	67.0 x	29.4 x
FCF Potential Yield		-542.0 %	57.0 %	3.1 %	0.9 %	3.9 %	4.7 %	7.3 %
Net Debt		-9.26	-4.50	-6.57	-19.82	-6.62	-12.98	-23.95
ROE		30.3 %	8.2 %	12.2 %	-1.4 %	5.2 %	7.1 %	14.5 %
ROCE (NOPAT)		68.6 %	14.2 %	6.8 %	n.a.	7.0 %	8.6 %	20.7 %
Guidance:		2022: Revenue EUR 62m - 67m; EBITDA EUR 10m - 12m						

**Sales development**  
in EUR m



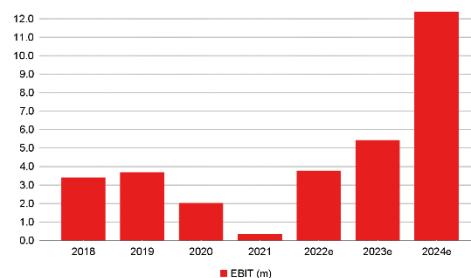
Source: Warburg Research

**Revenue Split**  
2018; in %



Source: Warburg Research

**EBIT development**  
in EUR m



Source: Warburg Research

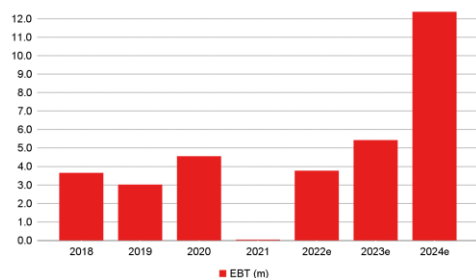
## Company Background

- 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

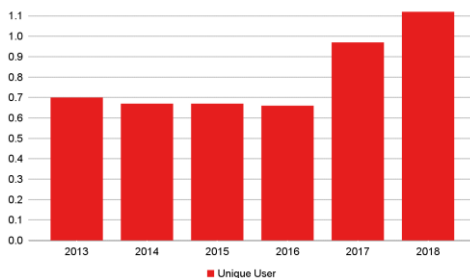
- Strong number two in German financial portals after the acquisition of Ariva.de. Merger with boersennews.de strengthens mobile offering.
- Key differentiator is the large user forum, resulting in a high number of loyal users, who also generate new content.
- Homogeneous user structure makes advertisers' 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



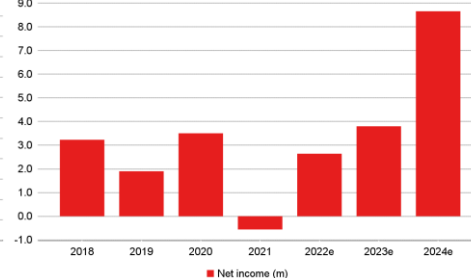
Source: Warburg Research

**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	61.47	71.67	82.29	92.98	104.14	115.60	127.16	138.60	148.31	155.72	162.73	166.80	170.97	
Sales change	27.5 %	16.6 %	14.8 %	13.0 %	12.0 %	11.0 %	10.0 %	9.0 %	7.0 %	5.0 %	4.5 %	2.5 %	2.5 %	2.0 %
EBIT	3.77	5.43	12.37	18.60	31.24	46.24	57.22	62.37	66.74	70.07	73.23	75.06	76.93	
EBIT-margin	6.1 %	7.6 %	15.0 %	20.0 %	30.0 %	40.0 %	45.0 %	45.0 %	45.0 %	45.0 %	45.0 %	45.0 %	45.0 %	
Tax rate (EBT)	30.0 %	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	2.64	3.80	8.66	12.65	21.25	31.44	38.91	42.41	45.38	47.65	49.79	51.04	52.32	
Depreciation	7.07	7.58	8.11	5.58	5.21	3.47	3.81	4.16	4.45	4.67	4.88	5.00	5.13	
in % of Sales	11.5 %	10.6 %	9.9 %	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	7.91	0.00	0.80	0.73	0.89	0.92	0.92	0.92	0.78	0.59	0.56	0.33	0.33	
- Capex	15.02	5.02	5.02	4.65	4.17	3.47	3.81	4.16	4.45	4.67	4.88	5.00	5.13	
Capex in % of Sales	24.4 %	7.0 %	6.1 %	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)	-13.21	6.37	10.96	12.85	21.39	30.53	37.99	41.50	44.61	47.06	49.23	50.71	51.98	53
PV of FCF	-12.64	5.58	8.79	9.43	14.38	18.78	21.40	21.40	21.06	20.34	19.48	18.37	17.24	244
share of PVs	0.41 %			42.58 %										57.01 %

## Model parameter

Derivation of WACC:		Derivation of Beta:	
Debt ratio	2.00 %	Financial Strength	1.30
Cost of debt (after tax)	2.4 %	Liquidity (share)	1.40
Market return	7.50 %	Cyclicality	1.40
Risk free rate	2.00 %	Transparency	1.40
		Others	1.20
<b>WACC</b>	<b>9.23 %</b>	<b>Beta</b>	<b>1.34</b>

## Valuation (m)

Present values 2034e	184		
Terminal Value	244		
Financial liabilities	6		
Pension liabilities	0		
Hybrid capital	0		
Minority interest	0		
Market val. of investments	0		
Liquidity	26	No. of shares (m)	15.1
<b>Equity Value</b>	<b>447</b>	<b>Value per share (EUR)</b>	<b>29.57</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
1.53	10.2 %	24.15	24.48	24.83	25.20	25.60	26.02	26.47	1.53	10.2 %	24.23	24.55	24.88	25.20	25.53	25.85	26.18
1.43	9.7 %	25.98	26.37	26.79	27.24	27.72	28.23	28.77	1.43	9.7 %	26.20	26.54	26.89	27.24	27.59	27.94	28.28
1.39	9.5 %	26.99	27.42	27.88	28.37	28.89	29.45	30.05	1.39	9.5 %	27.28	27.64	28.00	28.37	28.73	29.09	29.45
1.34	9.2 %	28.06	28.53	29.03	29.57	30.15	30.77	31.44	1.34	9.2 %	28.45	28.82	29.20	29.57	29.95	30.32	30.70
1.29	9.0 %	29.20	29.72	30.28	30.87	31.51	32.20	32.94	1.29	9.0 %	29.70	30.09	30.48	30.87	31.26	31.65	32.04
1.25	8.7 %	30.43	31.00	31.61	32.27	32.98	33.74	34.57	1.25	8.7 %	31.05	31.46	31.86	32.27	32.67	33.08	33.48
1.15	8.2 %	33.16	33.85	34.60	35.41	36.29	37.24	38.29	1.15	8.2 %	34.09	34.53	34.97	35.41	35.85	36.29	36.74

- 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	4.9 x	4.6 x	3.9 x
Book value per share ex intangibles	11.46	14.98	0.68	0.77	0.42	0.84	1.62
EV / Sales	n.a.	0.5 x	4.0 x	6.6 x	4.0 x	3.4 x	2.8 x
EV / EBITDA	n.a.	1.2 x	24.8 x	89.6 x	22.7 x	18.5 x	11.2 x
EV / EBIT	n.a.	1.2 x	55.3 x	913.4 x	65.3 x	44.2 x	18.5 x
EV / EBIT adj.*	n.a.	1.2 x	55.3 x	913.4 x	65.3 x	44.2 x	18.5 x
P / FCF	2.7 x	n.a.	245.7 x	233.1 x	n.a.	39.7 x	23.1 x
P / E	2.7 x	4.7 x	34.4 x	n.a.	98.6 x	67.0 x	29.4 x
P / E adj.*	2.7 x	4.7 x	34.4 x	n.a.	98.6 x	67.0 x	29.4 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 %	3.9 %	4.7 %	7.3 %

\*Adjustments made for: -

### 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>61.47</b>	<b>71.67</b>	<b>82.29</b>
Change Sales yoy	49.9 %	10.0 %	229.9 %	70.9 %	27.5 %	16.6 %	14.8 %
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>61.57</b>	<b>71.77</b>	<b>82.39</b>
Material expenses	1.05	1.37	13.45	25.85	25.79	29.93	32.20
<b>Gross profit</b>	<b>6.72</b>	<b>7.18</b>	<b>14.75</b>	<b>23.22</b>	<b>35.78</b>	<b>41.83</b>	<b>50.18</b>
<i>Gross profit margin</i>	<i>86.4 %</i>	<i>84.0 %</i>	<i>52.3 %</i>	<i>48.2 %</i>	<i>58.2 %</i>	<i>58.4 %</i>	<i>61.0 %</i>
Personnel expenses	2.02	2.41	7.98	12.64	14.75	17.04	17.14
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	10.19	12.28	13.05
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>10.85</b>	<b>13.01</b>	<b>20.49</b>
<i>Margin</i>	<i>44.7 %</i>	<i>43.3 %</i>	<i>16.0 %</i>	<i>7.4 %</i>	<i>17.6 %</i>	<i>18.2 %</i>	<i>24.9 %</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>10.85</b>	<b>13.01</b>	<b>20.49</b>
Amortisation of intangible assets	0.07	0.02	2.93	3.80	7.07	7.58	8.11
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>3.77</b>	<b>5.43</b>	<b>12.37</b>
<i>Margin</i>	<i>43.8 %</i>	<i>43.1 %</i>	<i>7.2 %</i>	<i>0.7 %</i>	<i>6.1 %</i>	<i>7.6 %</i>	<i>15.0 %</i>
<b>EBIT adj.</b>	<b>3.40</b>	<b>3.69</b>	<b>2.03</b>	<b>0.35</b>	<b>3.77</b>	<b>5.43</b>	<b>12.37</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>3.77</b>	<b>5.43</b>	<b>12.37</b>
<i>Margin</i>	<i>47.0 %</i>	<i>35.4 %</i>	<i>16.2 %</i>	<i>0.1 %</i>	<i>6.1 %</i>	<i>7.6 %</i>	<i>15.0 %</i>
Total taxes	0.42	1.12	1.01	0.58	1.13	1.63	3.71
<b>Net income from continuing operations</b>	<b>3.23</b>	<b>1.90</b>	<b>3.55</b>	<b>-0.54</b>	<b>2.64</b>	<b>3.80</b>	<b>8.66</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>2.64</b>	<b>3.80</b>	<b>8.66</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>2.64</b>	<b>3.80</b>	<b>8.66</b>
<i>Margin</i>	<i>41.6 %</i>	<i>22.2 %</i>	<i>12.4 %</i>	<i>-1.2 %</i>	<i>4.3 %</i>	<i>5.3 %</i>	<i>10.5 %</i>
Number of shares, average	1.67	1.80	14.38	15.10	15.10	15.10	15.10
<b>EPS</b>	<b>1.94</b>	<b>1.06</b>	<b>0.24</b>	<b>-0.04</b>	<b>0.17</b>	<b>0.25</b>	<b>0.57</b>
EPS adj.	1.94	1.06	0.24	-0.04	0.17	0.25	0.57

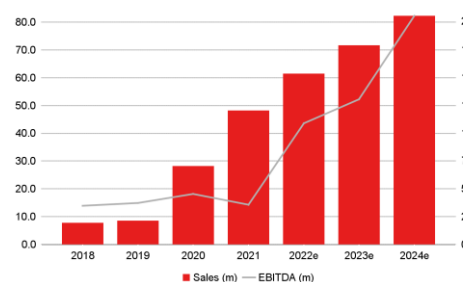
\*Adjustments made for:

**Guidance: 2022: Revenue EUR 62m - 67m; EBITDA EUR 10m - 12m**

### Financial Ratios

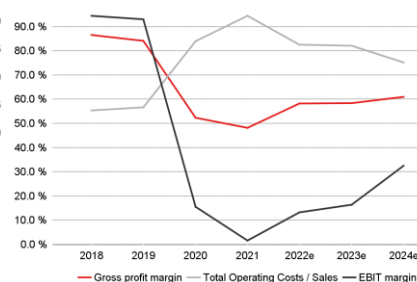
	2018	2019	2020	2021	2022e	2023e	2024e
Total Operating Costs / Sales	55.3 %	56.7 %	84.0 %	94.4 %	82.5 %	82.0 %	75.2 %
Operating Leverage	1.6 x	0.8 x	-0.2 x	-1.2 x	35.7 x	2.6 x	8.6 x
EBITDA / Interest expenses	20840.5 x	73.9 x	26.9 x	21.8 x	n.a.	n.a.	n.a.
Tax rate (EBT)	11.6 %	37.1 %	22.1 %	1394.2 %	30.0 %	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



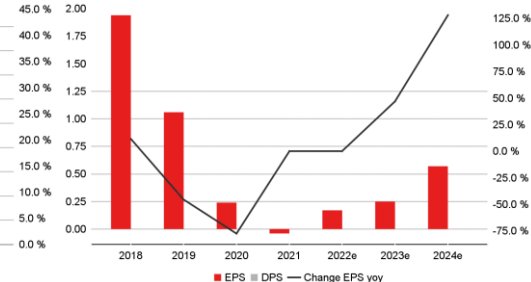
Source: Warburg Research

**Operating Performance**  
in %



Source: Warburg Research

**Performance per Share**



Source: Warburg Research

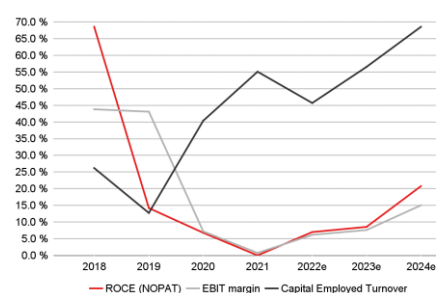
**Consolidated balance sheet**

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	45.40	42.81	39.70
thereof other intangible assets	0.22	0.00	8.23	14.39	22.32	19.73	16.62
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>48.54</b>	<b>45.98</b>	<b>42.88</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	7.60	7.90	9.00
Liquid assets	9.26	4.50	14.07	25.53	12.32	18.69	29.65
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>22.30</b>	<b>28.97</b>	<b>41.03</b>
<b>Total Assets</b>	<b>20.80</b>	<b>36.00</b>	<b>51.20</b>	<b>75.40</b>	<b>70.80</b>	<b>74.90</b>	<b>83.90</b>
<b>Liabilities and shareholders' equity</b>							
Subscribed capital	1.67	1.80	14.38	15.10	15.10	15.10	15.10
Capital reserve	17.64	23.45	10.86	29.27	29.27	29.27	29.27
Retained earnings	0.00	1.90	4.95	4.39	7.03	10.84	19.50
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	51.71	55.51	64.17
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>52.11</b>	<b>55.91</b>	<b>64.57</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	1.70	2.00	2.30
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>18.74</b>	<b>19.04</b>	<b>19.34</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>70.80</b>	<b>74.90</b>	<b>83.90</b>

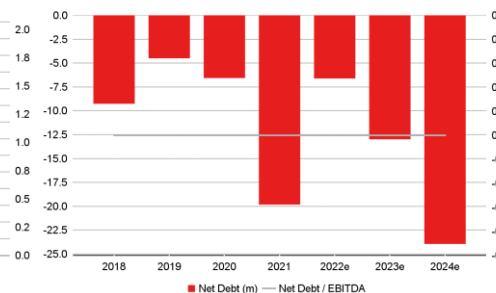
**Financial Ratios**

	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	9.0 x	10.5 x	10.7 x
Capital Employed Turnover	0.8 x	0.4 x	1.2 x	1.6 x	1.4 x	1.7 x	2.0 x
ROA	31.6 %	6.7 %	12.2 %	-1.4 %	5.4 %	8.3 %	20.2 %
<b>Return on Capital</b>							
ROCE (NOPAT)	68.6 %	14.2 %	6.8 %	n.a.	7.0 %	8.6 %	20.7 %
ROE	30.3 %	8.2 %	12.2 %	-1.4 %	5.2 %	7.1 %	14.5 %
Adj. ROE	30.3 %	8.2 %	12.2 %	-1.4 %	5.2 %	7.1 %	14.5 %
<b>Balance sheet quality</b>							
Net Debt	-9.26	-4.50	-6.57	-19.82	-6.62	-12.98	-23.95
Net Financial Debt	-9.26	-4.50	-6.57	-19.82	-6.62	-12.98	-23.95
Net Gearing	-48.0 %	-16.6 %	-21.7 %	-40.1 %	-12.7 %	-23.2 %	-37.1 %
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	3.7	4.2
Book value per share ex intangibles	11.5	15.0	0.7	0.8	0.4	0.8	1.6

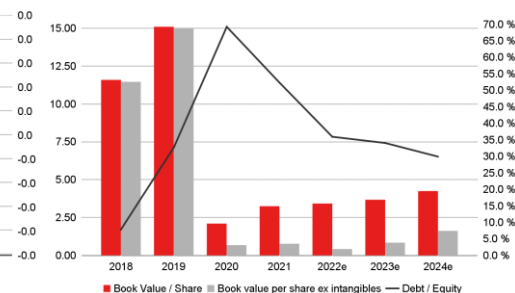
**ROCE Development**



**Net debt in EUR m**



**Book Value per Share in EUR**



Source: Warburg Research

Source: Warburg Research

Source: Warburg Research

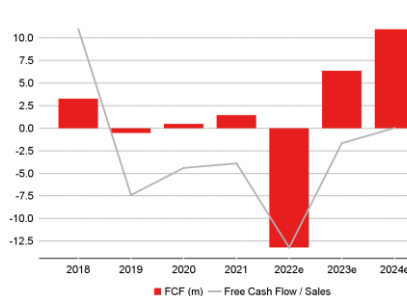
## Consolidated cash flow statement

In EUR m	2018	2019	2020	2021	2022e	2023e	2024e
Net income	3.23	1.90	3.55	-0.54	2.64	3.80	8.66
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	7.07	7.58	8.11
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>9.72</b>	<b>11.38</b>	<b>16.78</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	-0.63	-0.30	-1.10
Increase / decrease in accounts payable	0.04	-0.01	2.28	9.03	-7.18	0.30	0.30
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	-7.91	0.00	-0.80
<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>1.81</b>	<b>11.38</b>	<b>15.98</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	0.00	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>0.00</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>-13.21</b>	<b>6.37</b>	<b>10.96</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>12.32</b>	<b>18.69</b>	<b>29.65</b>

## Financial Ratios

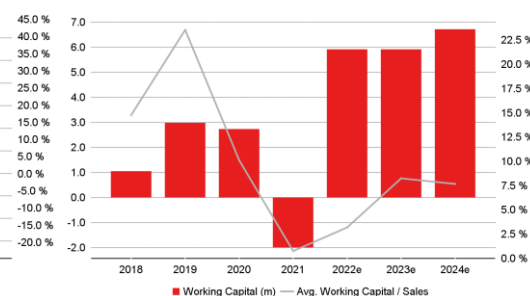
	2018	2019	2020	2021	2022e	2023e	2024e
<b>Cash Flow</b>							
FCF	3.28	-0.53	0.48	1.45	-13.21	6.37	10.96
Free Cash Flow / Sales	42.1 %	-6.2 %	1.7 %	3.0 %	-21.5 %	8.9 %	13.3 %
Free Cash Flow Potential	3.05	2.58	3.52	2.98	9.72	11.38	16.78
Free Cash Flow / Net Profit	101.4 %	-27.8 %	13.8 %	-259.4 %	-500.0 %	167.6 %	126.5 %
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 %	24.4 %	7.0 %	6.1 %
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 %	212.3 %	66.1 %	61.8 %
Avg. Working Capital / Sales	14.8 %	23.6 %	10.1 %	0.8 %	3.2 %	8.3 %	7.7 %
Trade Debtors / Trade Creditors	647.9 %	1744.5 %	276.1 %	78.5 %	447.1 %	395.0 %	391.3 %
Inventory Turnover	n.a.	n.a.	1360.2 x	6062.8 x	257.9 x	299.3 x	322.0 x
Receivables collection period (days)	59	136	56	53	45	40	40
Payables payment period (days)	67	49	43	125	24	24	26
Cash conversion cycle (Days)	n.a.	n.a.	13	-74	21	16	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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-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.
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“-“	<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	171	80
Hold	37	17
Sell	3	1
Rating suspended	2	1
<b>Total</b>	<b>213</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	50	86
Hold	6	10
Sell	0	0
Rating suspended	2	3
<b>Total</b>	<b>58</b>	<b>100</b>

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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.

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## Our research can be found under:

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