(CDAX, Technology, BKHT GR)



| Buy | | Value Indicators: SotP: | | Warburg ESG Risk Score: ESG Score (MSCI based): | 2.4 3.0 | Description: Brockhaus invests into high | toch |
|-----------|-------------|----------------------------|----------|--|-------------------|---|-------|
| EUR 65.00 | (EUR 64.00) | | | Balance Sheet Score: Market Liquidity Score: | 3.3 1.0 | German Mittelstand compan | |
| | | Market Snapshot: | EUR m | Shareholders: | | Key Figures (WRe): | 2022e |
| | | Market cap: | 258.6 | Freefloat | 77.60 % | Beta: | 1.7 |
| Price | EUR 24.90 | No. of shares (m): | 10.4 | Kayne Anderson Rudnick Inv. | 10.00 % | Price / Book: | 1.0 x |
| Upside | 161.0 % | EV: | 460.4 | DWS Investment | 7.20 % | Equity Ratio: | 43 % |
| opense | | Freefloat MC: | 200.7 | Marco Brockhaus | 22.40 % | Net Fin. Debt / EBITDA: | 0.3 x |
| | | Ø Trad. Vol. (30d): | 97.80 th | | | Net Debt / EBITDA: | 0.3 x |

Sale of Palas realizes high valuation and brings state of internal M&A financing

Brockhaus has sold its subsidiary Palas to Swedish Holding company Indutrade AB. Closure of the deal was on the signing date, November 24. The sale brings the realization of at least the value in our SotP model and the initial cash received would already enable the company to fully repay the acquisition financing of Bikeleasing and reach a state of internal M&A funding capability. The likelihood of a capital increase to fund future acquisitions is now rather remote and should only be expected opportunistically. The deal should act as a catalyst to the stock.

The valuation of Palas including an earn-out is an EV of EUR 100m, which represents a 4.3x EV/sales and 13.1x EV/EBIT multiple based on our FY 22e estimates. For the 70% stake sold, Brockhaus receives an initial payment of EUR 59m (equity value), which corresponds to its initial equity investment of EUR 18m, of which EUR 15m was in cash and EUR 3m in shares. Hence, the deal reflects a multiple of 3.3x. Our SotP, which values the portfolio companies with separate DCF models, assumed a valuation of EUR 62m for the 70% stake. Thus, the initial payment covers 95% of our implied valuation. Depending on the adj. EBIT development in FY 23 and FY 24, a maximum of EUR 16.7m will be paid on top, leading to a total maximum payment of EUR 75.7m, which would be 122% of our SotP value.

The initial cash payment would be fully sufficient to pay down the remaining EUR 44m acquisition debt of Bikeleasing. In turn, Bikeleasing dividends distributed are income at the Holding and thus shareholder level. Considering the strong operational development of Bikeleasing, an acquisition in the scope of Palas can now be financed every year internally even without using additional leverage. Further, the holding now has additional debt capacity of its own. However, our model update does not assume additional early debt redemptions but additional cash at hand. We assume a tax-free book gain of EUR 30m from the deal.

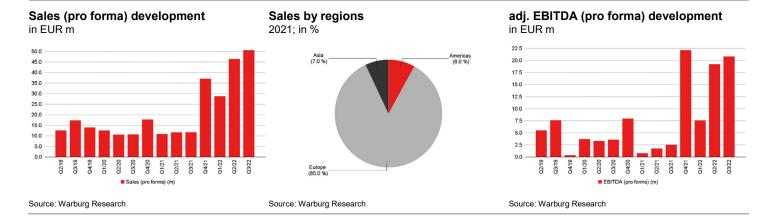
In our view, the deal should be a catalyst to the stock. It shows management willingness and ability to act on opportunities and realize generated values. Further, the company has full financial flexibility and can pursue every opportunity to invest, which might even include a share buyback as the stock remains undervalued. Lastly, it might simply be the necessary trigger event for the market to realize that there is no larger capital increase ahead that could act as an opportunistic entry point.

The stock remains a clear Buy and is on our Best Ideas list. Our forecast remains ahead of the company's new guidance, which was adjusted for the sale of Palas. PT inches up to EUR 65 from EUR 64.

| Changes in Es | stimates: | | | | | | Comment on Changes: |
|----------------------------|----------------|--------------------|----------------|--------------------|----------------|--------------------|--|
| FY End: 31.12. in EUR m | 2022e (old) | +/- | 2023e (old) | + / - | 2024e (old) | + / - | Palas is deconsolidated for FY 22e and the following years. For FY 22e we assumed a book gain of EUR 30m. For FY 23e and FY |
| Sales EBITDA adj. | 164.3 60.4 | -14.4 % -12.5 % | 212.7 83.9 | -13.9 % -12.7 % | 280.0 113.1 | -13.2 % -11.7 % | 24e we treat the expected earn-out payments as positive one-offs. With respect to valuation the earn-out has a scope of just 50% in our PT. |
| Net income | 15.0 | 140.1 % | 23.3 | -9.6 % | 36.8 | -8.3 % | |

| 25 | | FY End: 31.12. | CAGR | | | | | | | |
|--|--------|-----------------------|--------------|--------------|-------------|-------------|-------------|--------------|--------|--------|
| 24 - My My | | in EUR m | (21-24e) | 2018 | 2019 | 2020 | 2021 | 2022e | 2023e | 2024e |
| 23 - 4 4 4 4 4 4 4 4 4 4 4 4 4 4 4 4 4 4 | | Sales (pro forma) | 24.3 % | 11.7 | 54.3 | 51.6 | 126.5 | 140.7 | 183.1 | 243.1 |
| 22 W M. Mruhy M | | уоу | | n.a. | n.a. | -5.0 % | 145.3 % | 11.2 % | 30.2 % | 32.7 % |
| 20 MM MM | A. | Sales | 59.1 % | 1.1 | 16.6 | 51.6 | 60.3 | 140.7 | 183.1 | 243.1 |
| 19 - M. M. | J. | Change Sales yoy | | n.a. | 1408.3 % | 211.5 % | 16.9 % | 133.2 % | 30.2 % | 32.7 % |
| 18 - 17 - | w | EBITDA (pro forma) | 27.5 % | 3.7 | 16.2 | 12.3 | 48.2 | 52.8 | 73.2 | 99.9 |
| 16 - 4 MV | M | Margin (pro forma) | | 31.9 % | 29.8 % | 23.8 % | 38.1 % | 37.5 % | 40.0 % | 41.1 % |
| 15 - | | EBITDA | 535.7 % | -1.3 | 1.3 | 8.3 | 0.4 | 82.8 | 81.2 | 107.9 |
| 14 - | Ŷ | Margin | | -119.7 % | 7.7 % | 16.2 % | 0.7 % | 58.9 % | 44.3 % | 44.4 % |
| 01/22 03/22 05/22 07/22 09/22 | 11/22 | EBIT | - | -1.6 | -2.3 | -1.0 | -9.3 | 66.0 | 63.7 | 89.3 |
| Brockhaus Technologies CDAX (normal | ised) | Margin | | -141.9 % | -13.7 % | -2.0 % | -15.4 % | 46.9 % | 34.8 % | 36.7 % |
| | | Net income | - | -1.7 | -3.8 | -6.8 | -15.9 | 35.9 | 21.0 | 33.8 |
| Rel. Performance vs CDAX: | | EPS | - | -0.66 | -1.32 | -0.81 | -1.52 | 3.28 | 1.92 | 3.08 |
| 1 month: | 47.1 % | FCFPS | | -0.30 | 1.47 | 0.57 | -0.71 | 2.76 | 3.61 | 5.38 |
| 6 months: | 76.6 % | FCF / Market cap | | n.a. | n.a. | 1.8 % | -2.9 % | 11.1 % | 14.5 % | 21.6 % |
| Year to date: | 25.0 % | EV / Sales | | n.a. | n.a. | 3.6 x | 6.0 x | 3.4 x | 2.3 x | 1.5 x |
| Trailing 12 months: | 15.2 % | EV / EBITDA | | n.a. | n.a. | 22.4 x | 859.3 x | 5.7 x | 5.3 x | 3.3 x |
| , | | EV / EBIT | | n.a. | n.a. | n.a. | n.a. | 7.2 x | 6.7 x | 4.0 x |
| Company events: | | P/E | | n.a. | n.a. | n.a. | n.a. | 7.6 x | 13.0 x | 8.1 x |
| 21.06.23 | AGM | FCF Potential Yield | | n.a. | n.a. | 2.8 % | -1.1 % | 15.4 % | 15.1 % | 23.0 % |
| | | Net Debt | | -14.6 | 44.2 | -69.3 | 110.6 | 21.4 | -26.5 | -93.7 |
| | | ROCE (NOPAT) | | n.a. | n.a. | n.a. | n.a. | 16.5 % | 14.8 % | 23.1 % |
| | | Guidance: F | Pro forma sa | les of EUR 1 | 30-135m and | adj. EBITDA | pro forma o | f EUR 45-47n | า | |
| | | | | | | | | | | |



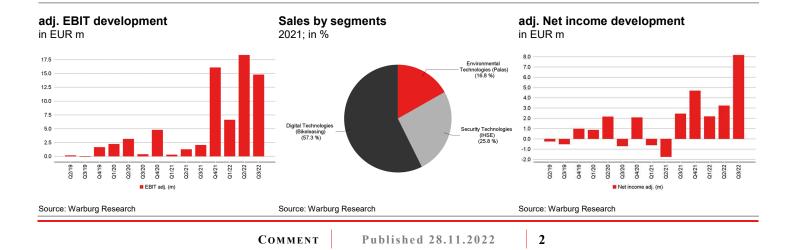


Company Background

- Founded in 2017 by CEO Marco Brockhaus and other team members as the successor to three private equity funds.
- In contrast to the limited lifetime of a PE fund, the structure of a holding company precludes forced exits and management influence is increased.
- IPO in 2020
- Portfolio companies are managed by a lean holding with around 10 employees

Competitive Quality

- Brockhaus has an extensive network and over 20 years of expertise in PE transactions to support portfolio companies to grow and expand into new markets
- Focus of investment is scalable B2B business models in high-tech German Mittelstand companies that generate high margins and superior cash returns
- Typically, the companies invested in are not large enough to go to the capital market alone but are champions in their niches
- Brockhaus' investments represent a niche that asset managers have little or no access to.





Sum of the parts

| (EURm) | 2022 | WACC -1% | WACC +1% |
|---|---------------------|---------------------|---------------------|
| Equity value IHSE (DCF) Share Brockhaus | 107 100% 107 | 133 100% 133 | 88 100% 88 |
| Equity value Bikeleasing (DCF) Share Brockhaus | 1.232 52% 644 | 1.294 52% 676 | 1.177 52% 615 |
| FY 22e adj. EBITDA Holding | -6 | -6 | -6 |
| Discount factor | 7% | 6% | 8% |
| Value holding | -96 | -116 | -83 |
| Sum of the Parts | 655 | 694 | 620 |
| Less net debt (-cash) holding | -52 | -52 | -52 |
| Equity value Brockhaus Technologies | 707 | 746 | 672 |
| Number of shares | 10,95 | 10,95 | 10,95 |
| Value per share | 64,56 | 68,10 | 61,40 |

IHSE and Bikeleasing valued by separate DCF models

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Debt at portfolio company level is included in DCF model. Remaining debt at holding level is subtracted separately.
Holding cost are discounted in a single stage model with same WACC as portfolio companies.

• Holding cost are expected to be subject to inflation of 4% p.a. subtracted from the discount rate.

Deal generating capability of holding is a hidden reserve and not valued currently



| Valuation | | | | | | | |
|-------------------------------------|-------|--------|--------|---------|--------|--------|--------|
| | 2018 | 2019 | 2020 | 2021 | 2022e | 2023e | 2024e |
| Price / Book | n.a. | n.a. | 1.1 x | 1.1 x | 1.0 x | 0.9 x | 0.8 x |
| Book value per share ex intangibles | 46.59 | -41.67 | 6.81 | -16.15 | -10.17 | -6.89 | -2.72 |
| EV / Sales | n.a. | n.a. | 3.6 x | 6.0 x | 3.4 x | 2.3 x | 1.5 x |
| EV / EBITDA | n.a. | n.a. | 22.4 x | 859.3 x | 5.7 x | 5.3 x | 3.3 x |
| EV / EBIT | n.a. | n.a. | n.a. | n.a. | 7.2 x | 6.7 x | 4.0 x |
| EV / EBIT adj.* | n.a. | n.a. | 17.6 x | 18.3 x | 9.5 x | 6.1 x | 3.8 x |
| P / FCF | n.a. | n.a. | 54.1 x | n.a. | 9.0 x | 6.9 x | 4.6 x |
| P/E | n.a. | n.a. | n.a. | n.a. | 7.6 x | 13.0 x | 8.1 x |
| P / E adj.* | n.a. | n.a. | 57.9 x | 52.2 x | 17.1 x | 11.8 x | 7.6 x |
| Dividend Yield | n.a. | n.a. | n.a. | n.a. | n.a. | n.a. | n.a. |
| FCF Potential Yield (on market EV) | n.a. | n.a. | 2.8 % | -1.1 % | 15.4 % | 15.1 % | 23.0 % |
| *Adjustments made for: - | | | | | | | |

Company Specific Items

| | 2018 | 2019 | 2020 | 2021 | 2022e | 2023e | 2024e |
|--------------------|--------|--------|--------|---------|--------|--------|--------|
| Sales (pro forma) | 11.7 | 54.3 | 51.6 | 126.5 | 140.7 | 183.1 | 243.1 |
| yoy | n.a. | n.a. | -5.0 % | 145.3 % | 11.2 % | 30.2 % | 32.7 % |
| EBITDA (pro forma) | 3.7 | 16.2 | 12.3 | 48.2 | 52.8 | 73.2 | 99.9 |
| Margin (pro forma) | 31.9 % | 29.8 % | 23.8 % | 38.1 % | 37.5 % | 40.0 % | 41.1 % |

Consolidated profit & loss



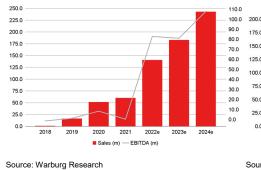
| In EUR m | 2018 | 2019 | 2020 | 2021 | 2022e | 2023e | 2024e |
|--|----------|----------|---------|---------|---------|--------|--------|
| Sales | 1.1 | 16.6 | 51.6 | 60.3 | 140.7 | 183.1 | 243.1 |
| Change Sales yoy | n.a. | 1408.3 % | 211.5 % | 16.9 % | 133.2 % | 30.2 % | 32.7 % |
| Increase / decrease in inventory | -0.1 | 0.2 | -0.1 | -0.2 | 0.0 | 0.0 | 0.0 |
| Own work capitalised | 0.0 | 0.8 | 0.9 | 1.4 | 0.0 | 0.0 | 0.0 |
| Total Sales | 1.1 | 17.5 | 52.3 | 61.5 | 140.7 | 183.1 | 243.1 |
| Material expenses | 0.2 | 4.3 | 13.8 | 14.2 | 15.5 | 34.8 | 46.2 |
| Gross profit | 0.8 | 13.2 | 38.6 | 47.3 | 125.2 | 148.3 | 196.9 |
| Gross profit margin | 75.8 % | 80.0 % | 74.7 % | 78.4 % | 89.0 % | 81.0 % | 81.0 % |
| Personnel expenses | 0.7 | 6.8 | 19.5 | 21.8 | 40.8 | 51.3 | 68.1 |
| Other operating income | 0.3 | 0.4 | 1.5 | 2.0 | 42.4 | 10.1 | 10.7 |
| Other operating expenses | 1.6 | 5.6 | 12.0 | 26.9 | 44.0 | 26.0 | 31.7 |
| Unfrequent items | 0.0 | 0.0 | -0.1 | -0.2 | 0.0 | 0.0 | 0.0 |
| EBITDA | -1.3 | 1.3 | 8.3 | 0.4 | 82.8 | 81.2 | 107.9 |
| Margin | -119.7 % | 7.7 % | 16.2 % | 0.7 % | 58.9 % | 44.3 % | 44.4 % |
| Depreciation of fixed assets | 0.0 | 0.8 | 1.7 | 2.1 | 2.7 | 3.3 | 4.4 |
| EBITA | -1.3 | 0.4 | 6.7 | -1.7 | 80.1 | 77.9 | 103.5 |
| Amortisation of intangible assets | 0.2 | 2.7 | 7.7 | 7.6 | 14.1 | 14.2 | 14.2 |
| Goodwill amortisation | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| EBIT | -1.6 | -2.3 | -1.0 | -9.3 | 66.0 | 63.7 | 89.3 |
| Margin | -141.9 % | -13.7 % | -2.0 % | -15.4 % | 46.9 % | 34.8 % | 36.7 % |
| EBIT adj. | -1.6 | 1.9 | 10.6 | 19.7 | 50.0 | 69.7 | 95.3 |
| Interest income | 0.0 | 0.1 | 0.1 | 0.0 | 2.8 | 0.0 | 0.0 |
| Interest expenses | 0.0 | 1.2 | 3.9 | 6.2 | 12.0 | 10.4 | 7.0 |
| Other financial income (loss) | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| EBT | -1.6 | -3.4 | -4.8 | -15.4 | 56.8 | 53.4 | 82.3 |
| Margin | -146.2 % | -20.5 % | -9.4 % | -25.5 % | 40.4 % | 29.2 % | 33.8 % |
| Total taxes | 0.1 | 0.4 | 1.9 | 3.4 | 8.0 | 14.9 | 23.0 |
| Net income from continuing operations | -1.7 | -3.8 | -6.8 | -18.8 | 48.8 | 38.4 | 59.2 |
| Income from discontinued operations (net of tax) | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Net income before minorities | -1.7 | -3.8 | -6.8 | -18.8 | 48.8 | 38.4 | 59.2 |
| Minority interest | 0.0 | 0.0 | 0.0 | -2.9 | 12.9 | 17.4 | 25.5 |
| Net income | -1.7 | -3.8 | -6.8 | -15.9 | 35.9 | 21.0 | 33.8 |
| Margin | -151.5 % | -23.1 % | -13.1 % | -26.3 % | 25.5 % | 11.5 % | 13.9 % |
| Number of shares, average | 2.5 | 2.9 | 8.3 | 10.4 | 10.9 | 10.9 | 10.9 |
| EPS | -0.66 | -1.32 | -0.81 | -1.52 | 3.28 | 1.92 | 3.08 |
| EPS adj. | -0.66 | -0.01 | 0.53 | 0.46 | 1.46 | 2.11 | 3.27 |
| *Adjustments made for: | | | | | | | |

Guidance: Pro forma sales of EUR 130-135m and adj. EBITDA pro forma of EUR 45-47m

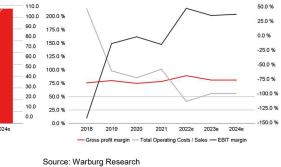
Financial Ratios

| | 2018 | 2019 | 2020 | 2021 | 2022e | 2023e | 2024e |
|-------------------------------|---------|---------|---------|---------|--------|--------|--------|
| Total Operating Costs / Sales | 214.2 % | 98.2 % | 85.0 % | 101.0 % | 41.1 % | 55.7 % | 55.6 % |
| Operating Leverage | n.a. | 0.0 x | -0.3 x | 46.5 x | n.a. | -0.1 x | 1.2 x |
| EBITDA / Interest expenses | n.m. | 1.1 x | 2.1 x | 0.1 x | 6.9 x | 7.8 x | 15.4 x |
| Tax rate (EBT) | -3.7 % | -12.9 % | -39.7 % | -22.0 % | 14.1 % | 28.0 % | 28.0 % |
| 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. |

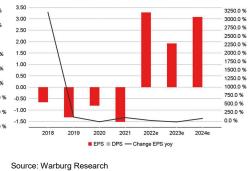
Sales, EBITDA in EUR m



Operating Performance in %



Performance per Share



COMMENT Published 28.11.2022

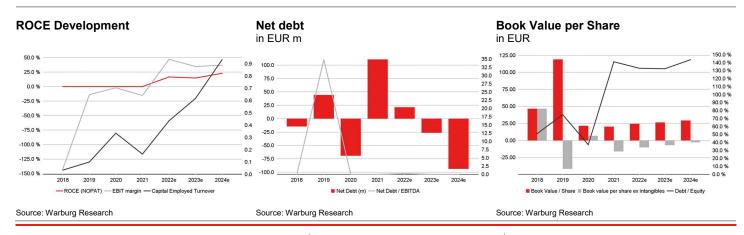


Consolidated balance sheet

| In EUR m | 2018 | 2019 | 2020 | 2021 | 2022e | 2023e | 2024e |
|---|------|-------|-------|-------|-------|-------|-------|
| Assets | | | | | | | |
| Goodwill and other intangible assets | 0.0 | 160.6 | 152.7 | 398.9 | 379.5 | 365.3 | 351.0 |
| thereof other intangible assets | 0.0 | 0.0 | 53.7 | 147.7 | 133.6 | 119.4 | 105.1 |
| thereof Goodwill | 0.0 | 91.4 | 91.4 | 243.6 | 243.6 | 243.6 | 243.6 |
| Property, plant and equipment | 0.8 | 11.3 | 11.7 | 16.2 | 15.8 | 15.1 | 13.8 |
| Financial assets | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Other long-term assets | 32.2 | 1.0 | 0.6 | 82.7 | 118.5 | 158.6 | 219.4 |
| Fixed assets | 33.0 | 172.9 | 165.0 | 497.7 | 513.7 | 539.0 | 584.2 |
| Inventories | 4.3 | 10.7 | 9.7 | 12.6 | 14.1 | 18.3 | 24.3 |
| Accounts receivable | 1.4 | 5.9 | 7.2 | 20.2 | 23.1 | 27.6 | 36.6 |
| Liquid assets | 31.6 | 17.2 | 123.5 | 30.3 | 84.6 | 92.4 | 134.7 |
| Other short-term assets | 0.1 | 1.1 | 0.9 | 53.7 | 65.6 | 72.6 | 83.1 |
| Current assets | 37.3 | 34.8 | 141.4 | 116.8 | 187.3 | 210.9 | 278.7 |
| Total Assets | 70.3 | 207.7 | 306.4 | 614.5 | 701.1 | 749.8 | 863.0 |
| Liabilities and shareholders' equity | | | | | | | |
| Subscribed capital | 4.2 | 6.6 | 10.4 | 10.4 | 10.4 | 10.4 | 10.4 |
| Capital reserve | 42.1 | 118.7 | 227.7 | 227.7 | 227.7 | 227.7 | 227.7 |
| Retained earnings | -2.6 | 0.0 | 0.0 | 0.0 | 35.9 | 57.0 | 90.7 |
| Other equity components | 3.0 | -6.5 | -14.6 | -16.0 | -5.8 | -5.2 | -7.5 |
| Shareholders' equity | 46.6 | 118.9 | 223.4 | 222.0 | 268.2 | 289.8 | 321.3 |
| Minority interest | 0.0 | 0.0 | 0.0 | 32.9 | 32.9 | 32.9 | 32.9 |
| Total equity | 46.6 | 118.9 | 223.4 | 254.9 | 301.0 | 322.7 | 354.1 |
| Provisions | 0.3 | 0.6 | 2.2 | 4.9 | 6.9 | 6.9 | 6.9 |
| thereof provisions for pensions and similar obligations | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Financial liabilities (total) | 17.0 | 61.3 | 54.3 | 140.9 | 105.9 | 65.9 | 40.9 |
| Short-term financial liabilities | 1.0 | 5.4 | 6.1 | 17.0 | 32.0 | 22.0 | 22.0 |
| Accounts payable | 2.8 | 3.1 | 2.5 | 12.7 | 14.6 | 19.1 | 25.3 |
| Other liabilities | 3.7 | 23.8 | 24.0 | 201.0 | 272.6 | 335.2 | 435.7 |
| Liabilities | 23.8 | 88.8 | 83.0 | 359.6 | 400.0 | 427.1 | 508.9 |
| Total liabilities and shareholders' equity | 70.3 | 207.7 | 306.4 | 614.5 | 701.1 | 749.8 | 863.0 |

Financial Ratios

| | 2018 | 2019 | 2020 | 2021 | 2022e | 2023e | 2024e |
|-------------------------------------|---------|----------|---------|--------|--------|--------|---------|
| Efficiency of Capital Employment | | | | | | | |
| Operating Assets Turnover | 0.3 x | 0.7 x | 2.0 x | 1.7 x | 3.7 x | 4.4 x | 4.9 x |
| Capital Employed Turnover | 0.0 x | 0.1 x | 0.3 x | 0.2 x | 0.4 x | 0.6 x | 0.9 x |
| ROA | -5.0 % | -2.2 % | -4.1 % | -3.2 % | 7.0 % | 3.9 % | 5.8 % |
| Return on Capital | | | | | | | |
| ROCE (NOPAT) | n.a. | n.a. | n.a. | n.a. | 16.5 % | 14.8 % | 23.1 % |
| ROE | -6.8 % | -4.6 % | -3.9 % | -7.1 % | 14.7 % | 7.5 % | 11.0 % |
| Adj. ROE | -6.8 % | 0.0 % | 2.6 % | 2.1 % | 6.5 % | 8.3 % | 11.7 % |
| Balance sheet quality | | | | | | | |
| Net Debt | -14.6 | 44.2 | -69.3 | 110.6 | 21.4 | -26.5 | -93.7 |
| Net Financial Debt | -14.6 | 44.2 | -69.3 | 110.6 | 21.4 | -26.5 | -93.7 |
| Net Gearing | -31.3 % | 37.1 % | -31.0 % | 43.4 % | 7.1 % | -8.2 % | -26.5 % |
| Net Fin. Debt / EBITDA | n.a. | 3482.1 % | n.a. | n.a. | 25.8 % | n.a. | n.a. |
| Book Value / Share | 46.6 | 118.9 | 21.5 | 20.3 | 24.5 | 26.5 | 29.3 |
| Book value per share ex intangibles | 46.6 | -41.7 | 6.8 | -16.2 | -10.2 | -6.9 | -2.7 |



Consolidated cash flow statement

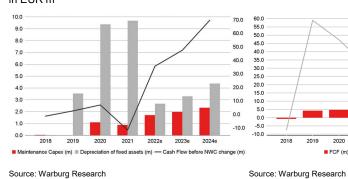


| In EUR m | 2018 | 2019 | 2020 | 2021 | 2022e | 2023e | 2024e |
|--|-------|-------|-------|--------|-------|-------|-------|
| Net income | -1.7 | -3.8 | -6.8 | -18.8 | 48.8 | 38.4 | 59.2 |
| Depreciation of fixed assets | 0.0 | 3.5 | 9.4 | 9.7 | 2.7 | 3.3 | 4.4 |
| Amortisation of goodwill | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Amortisation of intangible assets | 0.2 | 2.7 | 7.7 | 7.6 | 14.1 | 14.2 | 14.2 |
| Increase/decrease in long-term provisions | 0.0 | 0.1 | 0.0 | -0.1 | 0.0 | 0.0 | 0.0 |
| Other non-cash income and expenses | 0.1 | 0.0 | -3.4 | -9.9 | -30.0 | -8.4 | -8.3 |
| Cash Flow before NWC change | -1.4 | 2.6 | 7.0 | -11.5 | 35.6 | 47.5 | 69.5 |
| Increase / decrease in inventory | 0.5 | 0.5 | -1.1 | -2.3 | -1.5 | -4.2 | -6.0 |
| Increase / decrease in accounts receivable | 0.0 | 0.0 | 0.0 | 0.0 | -2.9 | -4.5 | -9.0 |
| Increase / decrease in accounts payable | 0.1 | 1.2 | -0.2 | 7.6 | 1.9 | 4.5 | 6.2 |
| Increase / decrease in other working capital positions | 0.0 | 0.0 | 0.0 | 0.0 | -0.5 | -1.2 | 1.3 |
| Increase / decrease in working capital (total) | 0.6 | 1.7 | -1.3 | 5.3 | -3.1 | -5.4 | -7.5 |
| Net cash provided by operating activities [1] | -0.7 | 4.3 | 5.7 | -6.2 | 32.5 | 42.1 | 62.0 |
| Investments in intangible assets | 0.0 | 0.0 | -0.1 | 0.0 | 0.0 | 0.0 | 0.0 |
| Investments in property, plant and equipment | 0.0 | 0.0 | -1.0 | -1.2 | -2.3 | -2.6 | -3.1 |
| Payments for acquisitions | 0.0 | 0.0 | -0.1 | -142.1 | 0.0 | 0.0 | 0.0 |
| Financial investments | 0.0 | 0.0 | -0.4 | -0.8 | 0.0 | 0.0 | 0.0 |
| Income from asset disposals | -26.0 | 0.1 | 0.0 | 0.1 | 59.0 | 8.4 | 8.4 |
| Net cash provided by investing activities [2] | -26.0 | 0.1 | -1.4 | -144.0 | 56.7 | 5.7 | 5.2 |
| Change in financial liabilities | 12.7 | 17.2 | 0.0 | 58.0 | -35.0 | -40.0 | -25.0 |
| Dividends paid | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Purchase of own shares | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Capital measures | 0.0 | 56.5 | 112.7 | 0.0 | 0.0 | 0.0 | 0.0 |
| Other | 0.0 | -2.2 | -10.4 | -2.4 | 0.0 | 0.0 | 0.0 |
| Net cash provided by financing activities [3] | 12.7 | 71.5 | 102.3 | 55.7 | -35.0 | -40.0 | -25.0 |
| Change in liquid funds [1]+[2]+[3] | -14.0 | 75.9 | 106.6 | -94.5 | 54.2 | 7.8 | 42.3 |
| Effects of exchange-rate changes on cash | 0.0 | 0.0 | 0.2 | 0.3 | 0.0 | 0.0 | 0.0 |
| Cash and cash equivalent at end of period | -11.5 | 107.5 | 124.0 | 29.3 | 84.6 | 92.4 | 134.7 |

Financial Ratios

| | 2018 | 2019 | 2020 | 2021 | 2022e | 2023e | 2024e |
|--------------------------------------|---------|----------|---------|---------|---------|---------|---------|
| Cash Flow | | | | | | | |
| FCF | -0.7 | 4.3 | 4.7 | -7.4 | 30.2 | 39.5 | 58.9 |
| Free Cash Flow / Sales | -68.2 % | 25.8 % | 9.2 % | -12.2 % | 21.5 % | 21.6 % | 24.2 % |
| Free Cash Flow Potential | -1.4 | 0.8 | 5.3 | -3.8 | 73.1 | 64.3 | 82.5 |
| Free Cash Flow / Net Profit | 45.0 % | -111.6 % | -70.0 % | 46.5 % | 84.1 % | 187.8 % | 174.6 % |
| Interest Received / Avg. Cash | 0.0 % | 0.2 % | 0.1 % | 0.1 % | 4.9 % | 0.0 % | 0.0 % |
| Interest Paid / Avg. Debt | 0.5 % | 3.0 % | 6.7 % | 6.3 % | 9.7 % | 12.0 % | 13.1 % |
| Management of Funds | | | | | | | |
| Investment ratio | 0.0 % | 0.0 % | 2.0 % | 1.9 % | 1.6 % | 1.4 % | 1.3 % |
| Maint. Capex / Sales | 3.2 % | 0.0 % | 2.1 % | 1.5 % | 1.2 % | 1.1 % | 1.0 % |
| Capex / Dep | 0.0 % | 0.0 % | 11.2 % | 12.1 % | 13.6 % | 15.1 % | 16.7 % |
| Avg. Working Capital / Sales | 129.3 % | 49.1 % | 27.0 % | 28.5 % | 15.1 % | 13.5 % | 12.8 % |
| Trade Debtors / Trade Creditors | 48.8 % | 188.4 % | 284.5 % | 158.4 % | 158.2 % | 144.5 % | 144.7 % |
| Inventory Turnover | 0.1 x | 0.4 x | 1.4 x | 1.1 x | 1.1 x | 1.9 x | 1.9 x |
| Receivables collection period (days) | 458 | 129 | 51 | 122 | 60 | 55 | 55 |
| Payables payment period (days) | 4,677 | 264 | 67 | 326 | 344 | 200 | 200 |
| Cash conversion cycle (Days) | 2,883 | 772 | 241 | 118 | 48 | 47 | 47 |

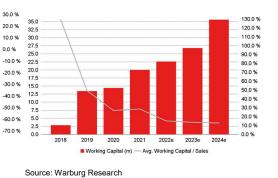
CAPEX and Cash Flow in EUR m





2019 2020

Working Capital





Published 28.11.2022

2021 2022e 2023e 2024e

FCF (m) - Free Cash Flow / Sales



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|-----|-------------------|---|--|
| -H- | Hold: | The price of the analysed financial instrument is expected to remain mostly flat over the next 12 months. | |
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| "_" | Rating suspended: | The available information currently does not permit an evaluation of the company. | |

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| Rating | Number of stocks | % of Universe |
|------------------|------------------|---------------|
| Buy | 163 | 76 |
| Hold | 42 | 20 |
| Sell | 6 | 3 |
| Rating suspended | 3 | 1 |
| Total | 214 | 100 |

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 |
| Total | 54 | 100 |

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