

asknet Solutions AG

Reuters: ASKN

Bloomberg: ASKN:GR

Gross profit increase in H1/2021

We confirm our Buy rating for the shares of asknet Solutions AG. However, since half-year sales in 2021 were below our expectations, we are lowering our price target, which is based on a three-phase DCF entity model (base case scenario), to EUR 21.40 from EUR 35.30 per share. Our target price is based on the managements revenue and gross profit expectations for 2023e for the three business segments, which, if they materialise, would result in a significant undervaluation of the shares.

Key data for the first half of 2021

Despite declining consolidated sales (EUR 35.7 million, -9.9% YoY), asknet Solutions was able to report an almost unchanged gross profit due to an improved sales mix and thus a significantly increased gross profit margin of 11.3% (previous year: 8.4%, +290 bps YoY) – gross profit is the most important performance indicator within the group. As the improvement is mainly due to the expansion of the partnership with IBM and higher license revenues, we believe it can be considered sustainable. However, the operating result of EUR -1.6 million was significantly below the previous year's figure of EUR 0.1 million and below our expectations due to higher one-off expenses, primarily from the implementation of the three-pillar strategy.

Key data for the first half of 2021 by segment

In eCommerce Solutions (EUR 25.8 million, -0.2% YoY), revenues stabilised, although the launch of a new release by one of the largest eCS customers was postponed to 2022e. In the Academics segment (EUR 9.9 million, -28.0% YoY), revenues declined significantly, as a major (albeit low margin) tender by a software provider was lost and the launch of a new project was postponed from the first to the second half of 2021. At the same time, asknet Solutions benefited from an expansion of the existing IBM partnership to include value-added services as well as additional software licenses. Furthermore, asknet Solutions was able to conclude a three-year contract with a new Swiss customer for their software distribution effective September 1, 2021.

In both segments, asknet Solutions will benefit from the ongoing migration of its technology infrastructure to Amazon Web Services (AWS), which will increase the scalability of the Infrastructure as a Service environment and enable the group to offer enhanced cloud functionalities. For this reason, we expect year-over-year revenue growth in both segments in the second half of 2021e. The **New Pipeline** division is preparing for a roll-out of the partnership with Blackboard; we expect first, but then already significant, revenues in the coming 2022e financial year.

Rating: Buy **Risk:** High
Price: EUR 7.10
Target price: EUR 21.40 (previous EUR 35.30)

WKN / ISIN: A2E370 / DE000A2E3707

Indices: -

Transparency level: Open Market Frankfurt

Weighted number of shares: 1.308 million

Market capitalization: EUR 9.3 million

Daily trading volume: 1,200 shares

EGM: 15 October 2021

P&L (EUR mn)	2019	2020	2021e	2022e
Turnover	84.3	81.9	81.0	116.9
EBITDA	-1.9	-0.5	-2.5	-0.6
EBIT	-2.7	-1.2	-3.2	-1.3
EBT	-2.7	-1.7	-3.2	-1.3
EAT	-2.6	-1.6	-3.2	-1.3

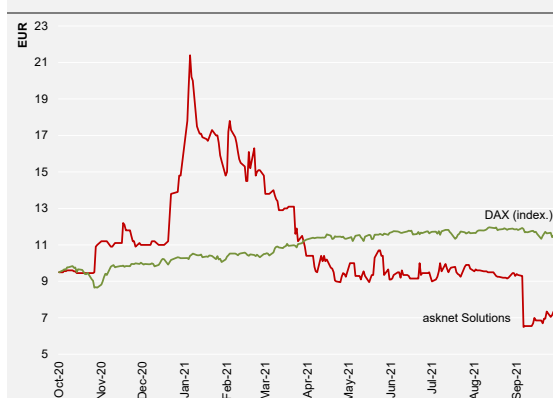
% of gross profit	2019	2020	2021e	2022e
EBITDA	-20.7%	-5.8%	-31.4%	-4.9%
EBIT	-30.0%	-13.9%	-40.0%	-10.6%
EBT	-29.9%	-19.9%	-40.5%	-10.7%
EAT	-29.3%	-18.7%	-40.0%	-10.1%

Per share (EUR)	2019	2020	2021e	2022e
EPS	-4.05	-1.22	-2.44	-0.96
Dividend	0.00	0.00	0.00	0.00
Book value	0.00	0.58	-1.33	-2.42
Cash flow	-0.84	3.51	-5.56	4.18

(%)	2019	2020	2021e	2022e
Equity ratio	0.0%	2.4%	-10.6%	-15.1%
Gearing	n/a	n/a	3%	10%

Multiples (x)	2019	2020	2021e	2022e
KGV	n/a	n/a	n/a	n/a
EV/turnover	0.07	0.30	0.11	0.08
EV/EBIT	n/a	n/a	n/a	n/a
KBV	n/a	25.4	n/a	n/a

Guidance (EUR mn)	2021e	2022e
Turnover	↘	n/a
EBIT	↔	n/a



Source: Company data, Sphene Capital forecasts

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Reduction of the guidance 2021e

Against the backdrop of first half of 2021, the company's management has adjusted the guidance for the full year 2021e. Accordingly, consolidated revenue will not reach the original target, which had assumed constant to single-digit percentage revenue growth. Instead, revenue and gross profit are now expected to be below previous year's figures. The management expects consolidated EBIT to be at the prior-year level of EUR -1.2 million.

We believe that the guidance is subject to the proviso that the COVID 19 pandemic does not further inflame supply chains and sales markets in the second half of 2021e and that there are no further postponements of new product launches. Under these premises, however, we consider the guidance to be well achievable.

TABLE 1: MANAGEMENT-GUIDANCE 2021E

		2021e (old)			2021e (new)
		2020	Lower end	Upper end	
Turnover	EUR mn	81.9	81.9	90.0	↘
YoY	%	-2.8%	0.0%	9.9%	
Gross profit	EUR mn	8.5		↘	↘
In % of turnover	%	10.1%		↘	
EBIT	EUR mn	-1.2		↗	↔

SOURCE: COMPANY DATA, SPHENE CAPITAL

Confirmation of Guidance 2023e

The medium-term revenue and earnings guidance for the financial year 2023e was confirmed. Based on the expected acquisition of new customers and the launch of new projects, the management expects a doubling of revenues in the eCommerce Solutions segment and a 75% increase in revenues in the Academics segment. The target of achieving around 15% of total gross profit in the new business unit New Pipeline in 2023e was also confirmed. After reaching break-even in the 2022e, a "clearly positive operating result" is to be generated in 2023e.

Extraordinary General Meeting with capital increase

At the upcoming Extraordinary General Meeting on 15 October 2021, a prospectus-free capital increase of up to EUR 1.961 million by issuing up to 1,961,295 new shares is to be voted on. The number of outstanding shares will thus increase to 3.269 million from the current 1.308 million.

The **subscription ratio** of the capital increase is 2:3, i.e. two shares entitle the owner to subscribe to three new shares. At a subscription price of EUR 3.50 per share, the net proceeds of the issue will amount to approximately EUR 7 million, which will be used to finance the ongoing operational optimization and the implementation of the companies three-pillar strategy. In addition, the capital increase will eliminate the current balance sheet over-indebtedness.

Excluding any growth financed from the capital increase, the **dilution effect** on earnings per share in 2022e is 60.0% according to our calculation. In contrast, the book

value per share 2022e improves significantly in percentage terms due to base effects, as does the return on equity.

As a positive sign, we note that two investors, who are currently not shareholders of the company, have committed to subscribe for all shares not subscribed for by the existing shareholders in the subscription offer.

In the medium term, our base case scenario results in an equity value of EUR 28.0 million or EUR 21.40 per share

Value of equity of EUR 28.0 million or EUR 21.40 per share

The enterprise value of asknet Solutions in our model EUR 25.7 million. From this, 9.0% is derived from the terminal value, 57.8% and 33.2% from the cash flows generated in the detailed and rough planning phase, respectively. Adding the net financial position (at the end of the 2020 financial year) of approximately EUR 2.3 million (based on excess cash) results in an equity value of EUR 28.0 million or EUR 21.40 per share.

TABLE 2: DCF VALUATION: SUMMARY OF RESULTS			
			Comment Δ
Probability of insolvency in the terminal value	%	7.2%	Synthetic rating B- with 10% RR and CDS of 900 basis points ⇔
Terminal cost of capital	%	5.1%	500 basis points long-term risk premium to 30-year German government bonds ⇔
Present value terminal value	EUR m	2.3	Based on the terminal value in 2035e ↕
in % of the enterprise value	%	9.0%	↕
Present values cash flow detailed planning	EUR m	14.9	Present Value of FCFF for the period 2021e-26e ↕
in % of the Enterprise Value	%	57.8%	↗
Present values cash flow rough planning	EUR m	8.5	Present Value of the FCFF for the period 2027e-35e ↕
in % of the Enterprise Value	%	33.2%	↕
Enterprise value	EUR m	25.7	↕
Interest bearing liabilities	EUR m	-6.0	Data as of 31.12.2020 ⇔
Liquidity	EUR m	8.3	Data as of 31.12.2020 plus securities ⇔
Value of equity	EUR m	28.0	↕
Number of shares outstanding	m.	1.3	⇔
Value of equity per share	EUR	21.40	Target price on a 24-month horizon ↕
Current rate	EUR	7.10	Xetra closing price as of 01.10.2021
Expected price potential	%	201.4%	Share price potential on a 24-month horizon

SOURCE: SPHENE CAPITAL FORECASTS

Scenario analysis through Monte Carlo simulation

We then performed a Monte Carlo simulation to examine the sensitivities of the enterprise value with respect to independent input variables. We performed a multivariate analysis and tested the results of the DCF model according to the following seven criteria and specific standard deviations (σ).

TABLE 3: SENSITIVITY PARAMETERS OF THE MONTE CARLO SIMULATION

		Is	σ
Turnover growth rate in the rough planning phase	%	2.6%	3.0%
Terminal value sales growth rate	%	0.1%	3.0%
EBIT margin rough planning phase	%	1.3%	2.0%
EBIT margin in terminal value	%	1.5%	2.0%
Tax rate rough planning phase/terminal value	%	30.0%	3.0%
Normalised sales to capital ratio	%	1.00	3.0%
Probability of insolvency in the terminal value	%	7.2%	0.7%

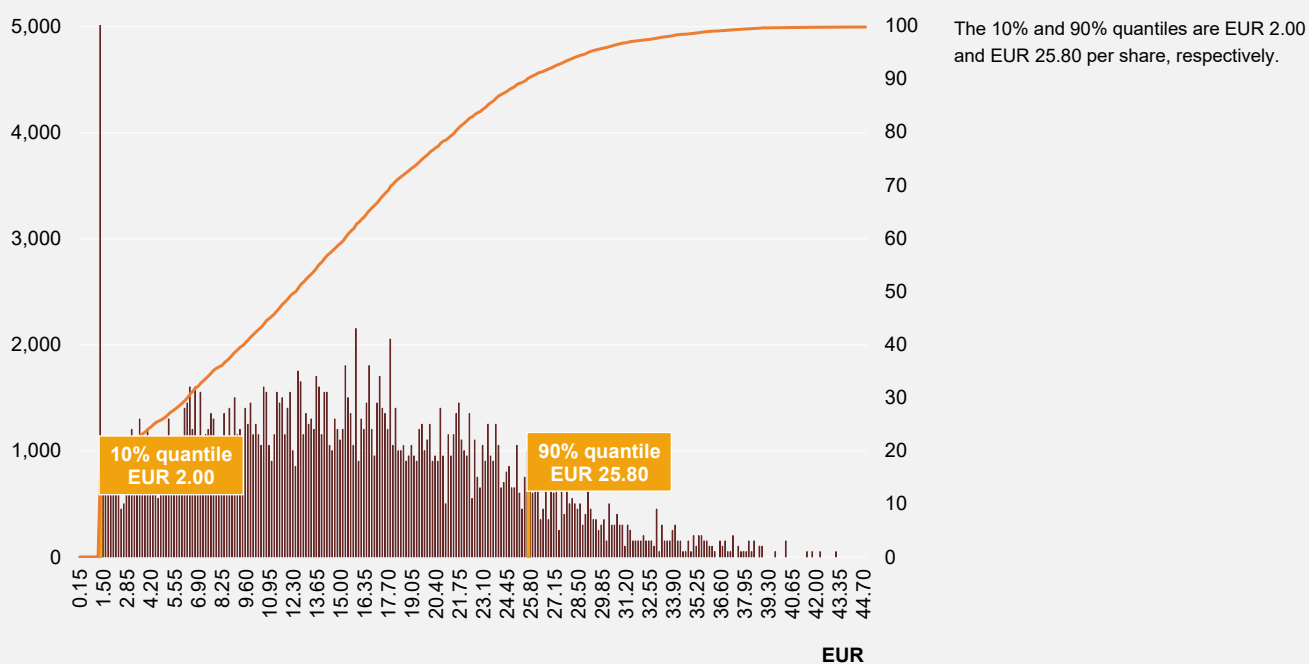
SOURCE: SPHENE CAPITAL FORECASTS

Wide range of valuation results

This shows that the 10% and 90% quantiles of the equity value are EUR 2.6 million (EUR 2.00 per share) and EUR 33.7 million (EUR 25.80 per share), respectively. The results of the Monte Carlo simulation are summarized in Figure 1 below:

Monte Carlo simulation with 10% and 90% quantile price targets between EUR 2.6 and 33.7 million or EUR 2.00 and EUR 25.80 per share.

FIGURE 1: MONTE CARLO SIMULATION



SOURCE: SPHENE CAPITAL FORECASTS

Confirmation of our Buy rating for the shares of asknet Solutions

Compared to the current share price of EUR 7.10, the equity value we have calculated, based on the sales and gross profit guidance issued by the management for 2023e, results in an expected share price potential of 201.4% over a period of 24 months. We therefore confirm our Buy rating for the shares of asknet Solutions AG.

Multiples on reaching our DCF-based target price

Based on our financial forecasts and if the equity value we calculated (base case scenario in the DCF valuation model) of EUR 21.40 per share is reached, asknet Solutions would be valued at the multiples below:

TABLE 4: VALUATION MULTIPLIERS

		Valuation at the current share price				Valuation at price target			
		2021e	2022e	2023e	2024e	2021e	2022e	2023e	2024e
PER	X	n/a	n/a	98.4x	35.1x	n/a	n/a	n/a	n/a
EV/sales	X	0.1x	0.1x	0.1x	0.0x	0.3x	0.2x	0.2x	0.1x
EV/EBIT	X	n/a	n/a	80.8x	28.5x	n/a	n/a	n/a	93.8x
PBR	X	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Dividend yield	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

SOURCE: SPHENE CAPITAL FORECASTS

Risks to the achievement of our price target

We see the following weaknesses and downside risks for the achievement of our price target:

- Ⓢ **Improvable profitability**, as asknet Solutions has hardly been able to achieve positive operating results in recent years,
- Ⓢ possible obligations to pay **default interest on VAT** in the amount of up to EUR 0.764 million,
- Ⓢ comparatively low **liquidity of the shares**...
- Ⓢ ...with unusually high **volatility of the shares**,
- Ⓢ **dependencies on management** ("key man risk") and major investors.

Catalysts for performance

We see the most important catalysts for the development of asknet Solutions' share price in the coming months in

- Ⓢ Reports of better than expected **earnings development** in the current financial year,
- Ⓢ **M&A activities** in the education sector,
- Ⓢ Reports on the **acquisition of new customers**, including in particular educational institutions, and news on strategic partnerships.

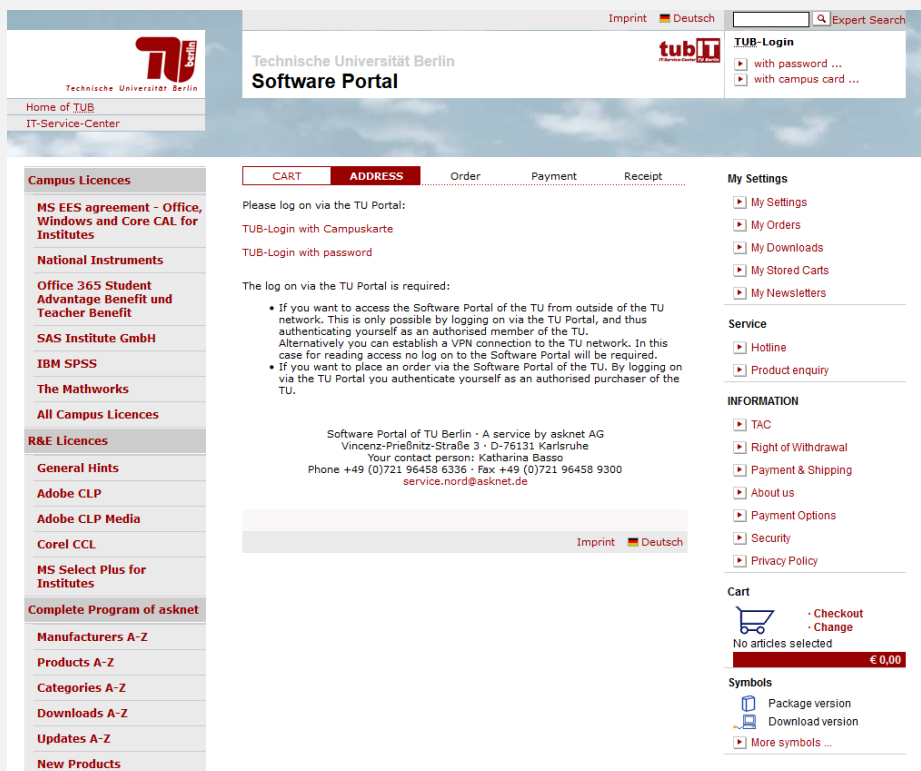
asknet Solutions' business activities focus on the development and operation of software procurement portals for universities, colleges, research institutes, university hospitals and companies in the form of central intranet portals. These procurement portals enable authorized users to purchase software products, usually at more favorable conditions than in the stand-alone case. asknet Solutions operates in this business unit exclusively in German-speaking countries. The second business unit, eCommerce solutions, is to be strengthened through targeted investments and strategic projects in its three areas of competence: technology platform, merchant-of-record services, and payment facilitation services and solutions. In the third area, New Pipeline, strategic partnerships are to be concluded within the EduTech sector.

Core business: Portals for scientific institutions and universities

asknet Solutions' core business is the development and operation of customized software and hardware procurement portals used in universities, research institutions, university hospitals and companies. Via a central intranet site, employees, scientific staff and students of the teaching institutions can procure software products with appropriate usage rights and download them to their computers. The procurement portals are seamlessly linked to the intranet of the respective institutions. Within the scope of the volume licenses agreed upon by asknet Solutions, users can purchase the software products offered at significantly reduced conditions, especially in the field of science.

The asknet Solutions procurement portals allow students and university employees to download software (packages) at discounted rates.

FIGURE 2: SCREENSHOT OF A UNIVERSITY PORTAL



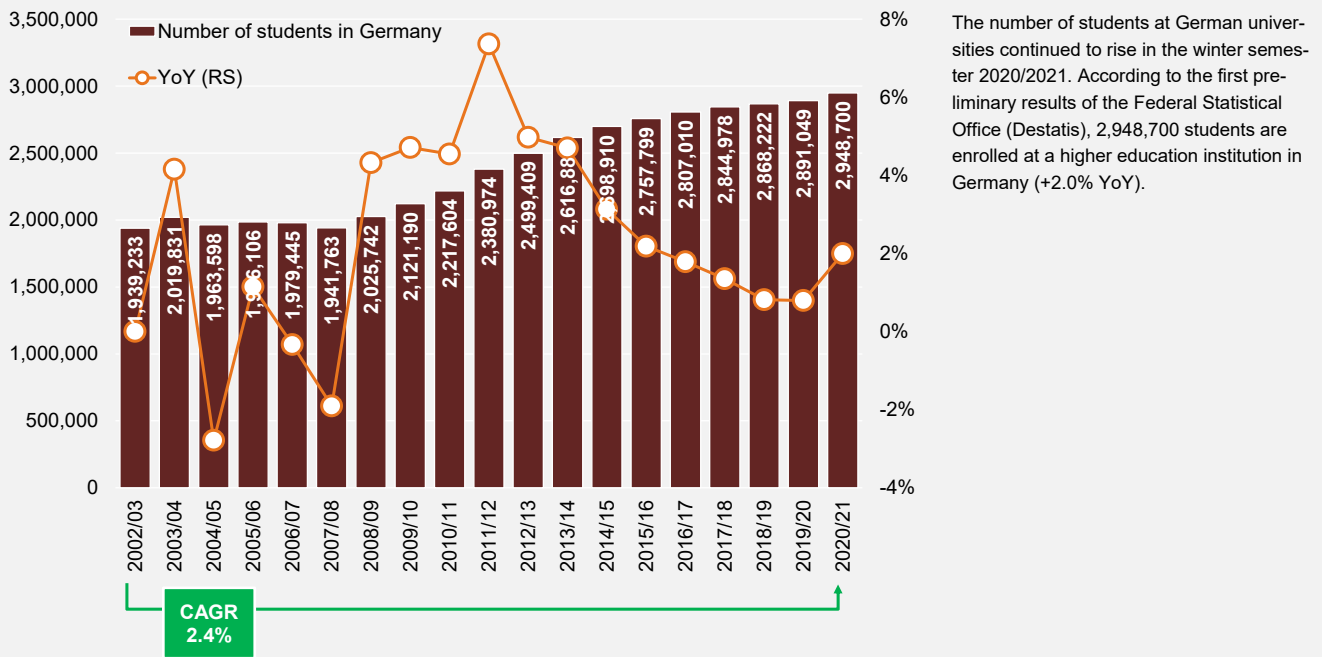
More than 80% of German universities use asknet Solutions' procurement portals.

SOURCE: COMPANY DATA, SPHENE CAPITAL

For these services, asknet Solutions receives a percentage of the gross or net revenues generated from the sale of digital products or from software updates via the online shop.

According to our estimates, 85% of the revenue is generated from the resale of software from more than 130 software vendors and 15% from the development and maintenance of the e-procurement portal via a software-as-a-service (SaaS) model as well as other customer-specific services, such as from Office 365, marketing or SEO services.

FIGURE 3: NUMBER OF STUDENTS IN GERMANY



SOURCE: FEDERAL STATISTICAL OFFICE, SPHENE CAPITAL

Considerable savings potential

In recent years, German higher education institutions have concluded large-volume license agreements at both university and state level in order to save costs. The advantage of a central procurement portal is that the individual HEIs have a central information, procurement and distribution platform that enables them to efficiently procure, distribute and bill for software.

This means that software licenses no longer have to be purchased for each individual PC; instead, the institutions pay license fees depending on the number of employees and users, who can then use the licensed desktop software on any computers and devices of the respective universities as well as for working on their private computers. In addition, the framework agreements concluded with asknet Solutions offer universities uniform conditions. These facilitate license management and enable a higher degree of standardization. The potential savings in procurement time and costs are thus considerable in our estimation.

asknet Solutions suppliers and customers

The suppliers of the software are, on the one hand, software developers such as Microsoft or Adobe and, on the other hand, the classic distributors such as Ingram or

Basically, all universities are potential customers of asknet Solutions.

asknet Solutions is exclusively present in the German-speaking region. With more than 80% of the universities, asknet Solutions clearly holds the market leadership.

TechData. Four software manufacturers - Microsoft (49%), Adobe (21%), Ansys (11%) and IBM (6%) - are reported to be responsible for about 85% of gross resale revenues.

asknet Solutions' customers are universities and technical colleges such as the Free University of Berlin or RWTH Aachen, university hospitals, and scientific research institutions such as the Max Planck Society or the Karlsruhe Research Center. The focus of the company's business activities is on German-speaking countries. According to the company, the customer structure is highly diversified.

Competitive environment

Currently, according to information, more than 80% of German universities and universities of applied sciences are asknet Solutions customers. Competition comes from three companies: Software 1, Cancom and Crayon. However, as Table 8 below shows, we believe that these companies are positioned worse than asknet Solutions in key respects.

TABLE 5: COMPETITORS IN COMPARISON				
	asknet Solutions	Software 1	Cancom	Crayon
Complexity of the procurement portal				
Number of software manufacturers offered				
Possibility of customisation				
Interface to SAP				
Role-based functionalities				

SOURCE: COMPANY DATA, SPHENE CAPITAL

Expansion of the service offer planned

In addition, it is planned to expand the Academics business unit beyond its original focus on the higher education sector to the entire education market, including schools, especially secondary schools, adult education and employee training. To this end, partnerships have been established with leading EduTech company Blackboard and with Digital Domain, the world leader in visual effects, virtual reality, digital humans and virtual human technology.

Profit and Loss Account, 2010-16

HGB (31.12.)		2010	2011	2012	2013	2014	2015	2016
Gross revenues	EUR m	72.7	65.4	74.8	82.2	89.4	73.3	68.7
YoY	%	5.4%	-10.0%	14.4%	9.9%	8.7%	-18.0%	-6.3%
Other operating income	EUR m	0.1	0.2	0.9	0.6	0.6	0.7	0.6
Own work capitalised	EUR m	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Total output	EUR m	72.8	65.6	75.7	82.8	90.0	74.0	69.4
YoY	%	5.3%	-9.8%	15.4%	9.4%	8.7%	-17.8%	-6.3%
Cost of materials	EUR m	-62.4	-55.6	-64.9	-72.1	-79.1	-63.4	-60.2
in % of total output	%	-85.7%	-84.7%	-85.8%	-87.1%	-88.0%	-85.6%	-86.7%
Gross profit	EUR m	10.4	10.0	10.8	10.7	10.8	10.6	9.2
YoY	%	7.8%	-3.4%	7.1%	-0.5%	1.3%	-1.9%	-13.4%
in % of total output	%	14.3%	15.3%	14.2%	12.9%	12.0%	14.4%	13.3%
Gross profit (adjusted)	EUR m	10.3	9.8	9.9	10.1	10.2	10.0	8.6
YoY	%	-12.0%	5.0%	0.5%	-9.9%	43.4%	-38.6%	23.8%
in % of total output	%	14.1%	15.0%	13.1%	12.3%	11.4%	13.5%	12.3%
Personnel expenses	EUR m	-5.7	-5.9	-4.8	-5.0	-5.4	-5.2	-5.4
in % of gross revenues	%	-7.8%	-9.0%	-6.3%	-6.1%	-6.1%	-7.1%	-7.8%
Other operating expenses	EUR m	-5.3	-4.9	-5.8	-5.4	-5.2	-5.2	-5.3
in % of gross revenues	%	-7.2%	-7.5%	-7.8%	-6.5%	-5.8%	-7.1%	-7.8%
EBITDA	EUR m	-0.5	-0.8	0.2	0.4	0.2	0.2	-1.5
in % of gross profit (adjusted)	%	-5.2%	-7.7%	2.0%	3.7%	2.3%	2.3%	-17.6%
Depreciation	EUR m	-0.1	-0.1	-0.1	-0.1	-0.1	-0.1	-0.1
Amortisation	EUR m	0.0	0.0	0.0	0.0	0.0	0.0	0.0
EBIT	EUR m	-0.7	-0.9	0.1	0.2	0.1	0.1	-1.7
YoY	%	-46.5%	34.7%	-109.5%	180.0%	-52.2%	-16.5%	n/a
YoY	EUR m	-0.1	0.3	0.0	-0.2	0.8	-1.2	0.3
in % of gross profit (adjusted)	%	-6.4%	-9.1%	0.9%	2.3%	1.1%	1.0%	-19.3%
Result from participations	EUR m	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net financial result	EUR m	0.1	0.0	0.0	0.0	0.0	0.0	-0.2
A. o. Result	EUR m	0.0	0.0	0.0	0.0	0.0	0.0	0.0
EBT	EUR m	-0.6	-0.8	0.1	0.2	0.1	0.1	-1.8
in % of gross profit (adjusted)	%	-5.7%	-8.6%	1.0%	2.4%	1.1%	0.9%	-21.4%
Taxes	EUR m	0.0	0.0	0.0	0.0	0.0	0.0	0.0
in % of EBT	%	6.0%	3.3%	-23.8%	-4.2%	-8.3%	-11.2%	0.0%
Net result	EUR m	-0.6	-0.9	0.1	0.2	0.1	0.1	-1.8
in % of gross profit (adjusted)	%	-6.0%	-8.9%	0.8%	2.3%	1.0%	0.8%	-21.4%
Minority interests	EUR m	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Number of shares	m.	0.5	0.5	0.5	0.5	0.5	0.5	0.5
EPS	EUR	-1.23	-1.74	0.16	0.46	0.21	0.16	-3.60

SOURCE: COMPANY DATA, SPHENE CAPITAL

Profit and Loss Account, 2017-23e

HGB (31.12.)		2017	2018	2019	2020	2021e	2022e	2023e
Gross revenues	EUR m	66.2	85.8	84.3	81.9	81.0	116.9	167.8
YoY	%	-3.7%	29.7%	-1.8%	-2.8%	-1.1%	44.3%	43.6%
Other operating income	EUR m	0.9	0.9	0.2	2.5	1.1	1.1	1.1
Own work capitalised	EUR m	1.6	0.7	0.0	0.0	0.0	0.0	0.0
Total output	EUR m	68.7	87.4	84.5	84.4	82.1	118.0	168.9
YoY	%	-0.9%	27.2%	-3.3%	-0.1%	-2.8%	43.7%	43.2%
Cost of materials	EUR m	-57.9	-76.4	-75.3	-73.4	-73.0	-104.5	-149.4
in % of total output	%	-84.2%	-87.4%	-89.1%	-86.9%	-89.0%	-88.6%	-88.5%
Gross profit	EUR m	10.9	11.0	9.2	11.0	9.0	13.4	19.5
YoY	%	18.1%	1.4%	-16.4%	19.6%	-18.2%	48.8%	45.3%
in % of total output	%	15.8%	12.6%	10.9%	13.1%	11.0%	11.4%	11.5%
Gross profit (adjusted)	EUR m	8.3	9.4	9.0	8.5	8.0	12.4	18.4
YoY	%	-3.3%	14.0%	-4.4%	-5.5%	-6.7%	55.2%	49.1%
in % of total output	%	12.1%	10.8%	10.7%	10.1%	9.7%	10.5%	10.9%
Personnel expenses	EUR m	-4.9	-5.6	-4.4	-3.7	-3.6	-3.8	-3.9
in % of gross revenues	%	-7.5%	-6.5%	-5.2%	-4.5%	-4.5%	-3.2%	-2.3%
Other operating expenses	EUR m	-4.9	-5.7	-6.7	-7.8	-7.9	-10.2	-14.8
in % of gross revenues	%	-7.5%	-6.7%	-7.9%	-9.5%	-9.8%	-8.8%	-8.8%
EBITDA	EUR m	1.0	-0.3	-1.9	-0.5	-2.5	-0.6	0.8
in % of gross profit (adjusted)	%	12.0%	-2.7%	-20.7%	-5.8%	-31.4%	-4.9%	4.5%
Depreciation	EUR m	-0.4	-1.6	-0.8	-0.7	-0.7	-0.7	-0.7
Amortisation	EUR m	0.0	0.0	0.0	0.0	0.0	0.0	0.0
EBIT	EUR m	0.6	-1.9	-2.7	-1.2	-3.2	-1.3	0.1
YoY	%	-135.6%	-415.8%	45.8%	-56.2%	168.0%	-58.8%	-108.2%
YoY	EUR m	0.8	-6.1	5.1	-1.4	1.4	1.0	0.2
in % of gross profit (adjusted)	%	7.1%	-19.7%	-30.0%	-13.9%	-40.0%	-10.6%	0.6%
Result from participations	EUR m	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net financial result	EUR m	0.0	0.0	0.0	-0.5	0.0	0.0	0.0
A. o. Result	EUR m	0.0	0.0	0.0	0.0	0.0	0.0	0.0
EBT	EUR m	0.6	-1.9	-2.7	-1.7	-3.2	-1.3	0.1
in % of gross profit (adjusted)	%	7.0%	-19.8%	-29.9%	-19.9%	-40.5%	-10.7%	0.5%
Taxes	EUR m	-0.5	0.0	0.0	0.1	0.0	0.1	0.0
in % of EBT	%	-85.9%	-2.0%	-1.8%	-6.2%	-1.1%	-5.0%	-5.0%
Net result	EUR m	0.1	-1.8	-2.6	-1.6	-3.2	-1.3	0.1
in % of gross profit (adjusted)	%	1.0%	-19.4%	-29.3%	-18.7%	-40.0%	-10.1%	0.5%
Minority interests	EUR m	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Number of shares	m.	0.6	0.6	0.7	1.3	1.3	1.3	1.3
EPS	EUR	0.15	-3.26	-4.05	-1.22	-2.44	-0.96	0.07

SOURCE: COMPANY DATA, SPHENE CAPITAL FORECASTS

Segments, 2010-16

HGB (31.12.)		2010	2011	2012	2013	2014	2015	2016
Gross revenues	EUR m	72.7	65.4	74.8	82.2	89.4	73.3	68.7
Digital Goods	EUR m	0.0	0.0	0.0	0.0	0.0	42.9	44.9
Physical Goods	EUR m	0.0	0.0	0.0	0.0	0.0	4.1	3.9
eCommerce solutions	EUR m	45.5	42.2	53.2	57.3	52.5	0.0	0.0
Academics	EUR m	27.1	23.2	21.6	24.9	36.9	26.4	20.0
Digital domain	EUR m	0.0	0.0	0.0	0.0	0.0	0.0	0.0
YoY	EUR m	5.4%	-10.0%	14.4%	9.9%	8.7%	-18.0%	-6.3%
Digital Goods	EUR m	n/a	n/a	n/a	n/a	n/a	n/a	4.8%
Physical Goods	EUR m	n/a	n/a	n/a	n/a	n/a	n/a	-5.7%
eCommerce solutions	EUR m	-4.0%	-7.4%	26.2%	7.7%	-8.4%	-100.0%	n/a
Academics	EUR m	26.1%	-14.3%	-7.1%	15.3%	48.1%	-28.5%	-24.3%
Digital domain	EUR m	n/a	n/a	n/a	n/a	n/a	n/a	n/a
In % of total gross revenues	EUR m	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
Digital Goods	EUR m	0.0%	0.0%	0.0%	0.0%	0.0%	58.4%	65.3%
Physical Goods	EUR m	0.0%	0.0%	0.0%	0.0%	0.0%	5.6%	5.6%
eCommerce solutions	EUR m	62.7%	64.5%	71.1%	69.7%	58.7%	0.0%	0.0%
Academics	EUR m	37.3%	35.5%	28.9%	30.3%	41.3%	36.0%	29.0%
Digital domain	EUR m	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Gross profit (adjusted)	EUR m	10.3	9.8	9.9	10.1	10.2	10.0	8.6
Digital Goods	EUR m	0.0	0.0	0.0	0.0	0.0	4.8	5.0
Physical Goods	EUR m	0.0	0.0	0.0	0.0	0.0	0.9	0.7
eCommerce solutions	EUR m	7.4	6.7	7.3	7.3	6.4	0.0	0.0
Academics	EUR m	2.9	3.1	2.6	2.8	3.8	4.3	2.9
Digital domain	EUR m	0.0	0.0	0.0	0.0	0.0	0.0	0.0
YoY	EUR m	8.8%	-4.3%	0.4%	2.7%	0.8%	-2.7%	-14.0%
Digital Goods	EUR m	n/a	n/a	n/a	n/a	n/a	n/a	2.8%
Physical Goods	EUR m	n/a	n/a	n/a	n/a	n/a	n/a	-18.6%
eCommerce solutions	EUR m	4.2%	-8.9%	8.3%	0.0%	-11.7%	-100.0%	n/a
Academics	EUR m	22.8%	7.7%	-16.8%	10.4%	33.0%	12.6%	-32.0%
Digital domain	EUR m	n/a	n/a	n/a	n/a	n/a	n/a	n/a
in % of gross revenues	EUR m	14.2%	15.1%	13.2%	12.3%	11.4%	13.6%	12.5%
Digital Goods	EUR m	n/a	n/a	n/a	n/a	n/a	11.3%	11.1%
Physical Goods	EUR m	n/a	n/a	n/a	n/a	n/a	21.0%	18.1%
eCommerce solutions	EUR m	16.3%	16.0%	13.7%	12.7%	12.3%	n/a	n/a
Academics	EUR m	10.6%	13.3%	11.9%	11.4%	10.3%	16.2%	14.5%
Digital domain	EUR m	n/a	n/a	n/a	n/a	n/a	n/a	n/a

SOURCE: COMPANY DATA, SPHENE CAPITAL

Segments, 2017-23e

HGB (31.12.)		2017	2018	2019	2020	2021e	2022e	2023e
Gross revenues	EUR m	66.2	85.8	84.3	81.9	81.0	116.9	167.8
Digital Goods	EUR m	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Physical Goods	EUR m	0.0	0.0	0.0	0.0	0.0	0.0	0.0
eCommerce solutions	EUR m	49.2	67.1	61.6	50.1	51.2	69.2	100.1
Academics	EUR m	16.9	18.7	22.7	31.8	29.8	39.7	55.7
Digital domain	EUR m	0.0	0.0	0.0	0.0	0.0	8.0	12.0
YoY	EUR m	-3.7%	29.7%	-1.8%	-2.8%	-1.1%	44.3%	43.6%
Digital Goods	EUR m	-100.0%	n/a	n/a	n/a	n/a	n/a	n/a
Physical Goods	EUR m	-100.0%	n/a	n/a	n/a	n/a	n/a	n/a
eCommerce solutions	EUR m	n/a	36.3%	-8.2%	-18.8%	2.3%	35.0%	44.8%
Academics	EUR m	-15.3%	10.6%	21.2%	40.4%	-6.5%	33.4%	40.3%
Digital domain	EUR m	n/a	n/a	n/a	n/a	n/a	n/a	50.0%
In % of total gross revenues	EUR m	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
Digital Goods	EUR m	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Physical Goods	EUR m	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
eCommerce solutions	EUR m	74.4%	78.2%	73.1%	61.1%	63.2%	59.2%	59.7%
Academics	EUR m	25.6%	21.8%	26.9%	38.9%	36.8%	34.0%	33.2%
Digital domain	EUR m	0.0%	0.0%	0.0%	0.0%	0.0%	6.8%	7.1%
Gross profit (adjusted)	EUR m	10.9	11.0	9.2	11.0	9.0	13.4	19.5
Digital Goods	EUR m	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Physical Goods	EUR m	0.0	0.0	0.0	0.0	0.0	0.0	0.0
eCommerce solutions	EUR m	7.9	8.4	6.6	7.7	5.7	7.6	11.4
Academics	EUR m	2.9	2.6	2.6	3.3	3.4	4.6	6.3
Digital domain	EUR m	0.0	0.0	0.0	0.0	0.0	1.2	1.8
		0.0	0.0	0.0	0.0	0.0	0.0	0.0
YoY	EUR m							
Digital Goods	EUR m	27.0%	1.4%	-16.4%	19.6%	-18.2%	48.8%	45.3%
Physical Goods	EUR m	-100.0%	n/a	n/a	n/a	n/a	n/a	n/a
eCommerce solutions	EUR m	-100.0%	n/a	n/a	n/a	n/a	n/a	n/a
Academics	EUR m	n/a	6.1%	-21.5%	16.8%	-26.7%	34.9%	48.8%
Digital domain	EUR m	1.0%	-11.3%	0.0%	26.9%	1.6%	36.7%	37.1%
		n/a	n/a	n/a	n/a	n/a	n/a	53.8%
in % of gross revenues	EUR m							
Digital Goods	EUR m	16.4%	12.8%	10.9%	13.5%	11.1%	11.5%	11.6%
Physical Goods	EUR m	n/a	n/a	n/a	n/a	n/a	n/a	n/a
eCommerce solutions	EUR m	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Academics	EUR m	16.1%	12.6%	10.7%	15.4%	11.1%	11.1%	11.4%
Digital domain	EUR m	17.3%	13.9%	11.5%	10.4%	11.3%	11.5%	11.3%

SOURCE: COMPANY DATA, SPHENE CAPITAL FORECASTS

Balance Sheet (Assets), 2010-16

HGB (31.12.)		2010	2011	2012	2013	2014	2015	2016
ASSETS								
Long-term assets	EUR m	0.3	0.2	0.3	0.3	1.4	1.4	1.8
Intangible assets	EUR m	0.0	0.0	0.0	0.0	1.1	1.1	1.6
Tangible fixed assets	EUR m	0.3	0.2	0.1	0.3	0.3	0.3	0.3
Participations	EUR m	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Receivables from participations	EUR m	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Prepayments made	EUR m	0.0	0.0	0.1	0.0	0.0	0.0	0.0
Current assets	EUR m	14.4	11.3	13.0	12.5	16.2	10.3	9.4
Inventories	EUR m	0.2	0.1	0.4	1.0	1.0	0.8	0.1
DIO	d	1	1	2	5	4	5	1
Receivables from deliveries and services	EUR m	5.1	4.8	5.4	6.4	7.6	3.6	3.8
DSO	d	25	26	26	28	30	18	20
Receivables from participations	EUR m	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Receivables from unpaid capital	EUR m	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other current assets	EUR m	0.3	0.3	0.6	0.2	0.2	0.6	0.4
Cash and cash equivalents	EUR m	8.8	6.1	6.6	4.9	7.5	5.3	5.2
Prepaid expenses	EUR m	0.2	0.1	0.2	0.2	0.2	0.4	0.2
Unfunded equity capital	EUR m	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Balance sheet total	EUR m	14.9	11.7	13.5	13.1	17.7	12.2	11.5
SOURCE: COMPANY DATA, SPHENE CAPITAL								

Balance Sheet (Assets), 2017-23e

HGB (31.12.)		2017	2018	2019	2020	2021e	2022e	2023e
ASSETS								
Long-term assets	EUR m	3.1	3.0	2.3	12.3	6.1	6.2	6.2
Intangible assets	EUR m	2.9	2.3	1.5	0.9	0.6	0.7	0.7
Tangible fixed assets	EUR m	0.2	0.2	0.1	0.1	0.1	0.1	0.1
Participations	EUR m	0.0	0.0	0.7	11.3	5.4	5.4	5.4
Receivables from participations	EUR m	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Prepayments made	EUR m	0.0	0.5	0.0	0.0	0.0	0.0	0.0
Current assets	EUR m	8.0	7.9	8.8	15.2	6.7	14.1	24.0
Inventories	EUR m	0.0	0.0	0.0	0.0	0.0	0.0	0.1
DIO	d	0	0	0	0	0	0	0
Receivables from deliveries and services	EUR m	3.2	3.7	4.0	4.7	5.1	7.3	11.1
DSO	d	17	15	17	21	22	22	24
Receivables from participations	EUR m	0.0	0.0	0.4	0.4	0.0	0.0	0.0
Receivables from unpaid capital	EUR m	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other current assets	EUR m	0.3	0.3	1.2	1.5	0.8	0.8	0.8
Cash and cash equivalents	EUR m	4.5	3.9	3.2	8.5	0.9	6.0	12.0
Prepaid expenses	EUR m	0.1	0.1	0.2	4.3	3.0	0.2	0.2
Unfunded equity capital	EUR m	0.0	0.0	1.6	0.0	0.7	0.5	0.2
Balance sheet total	EUR m	11.2	11.0	12.9	31.8	16.5	20.9	30.5
SOURCE: COMPANY DATA, SPHENE CAPITAL FORECASTS								

Balance Sheet (Liabilities), 2010-16

HGB (31.12.)		2010	2011	2012	2013	2014	2015	2016
PASSIVA								
Equity	EUR m	4.4	3.5	3.6	3.8	3.9	4.1	1.6
Equity ratio	%	29.6%	30.3%	26.7%	29.1%	22.1%	33.9%	14.3%
Share capital	EUR m	5.0	5.0	5.0	5.0	5.0	5.1	5.1
Capital reserve	EUR m	0.0	0.0	0.0	0.0	0.0	0.1	0.1
Currency adjustments	EUR m	0.1	0.1	0.1	0.0	0.0	0.1	0.1
Loss carried forward	EUR m	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Balance sheet loss/profit	EUR m	-0.7	-1.6	-1.5	-1.3	-1.2	-1.1	-3.6
Unfunded equity capital	EUR m	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Minority interests	EUR m	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Special item with an equity portion	EUR m	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Pension provisions	EUR m	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other provisions	EUR m	1.1	1.2	1.4	3.0	3.2	2.8	3.1
Current liabilities	EUR m	9.2	6.8	8.5	6.2	10.2	4.6	6.2
Bank debt	EUR m	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Liabilities from deliveries & services	EUR m	8.4	6.2	7.5	5.2	7.3	3.6	4.6
DPO	d	41	34	36	23	29	18	24
Other liabilities	EUR m	0.9	0.6	1.0	1.1	2.9	1.0	1.6
Prepaid expenses	EUR m	0.1	0.1	0.0	0.0	0.5	0.6	0.6
Balance sheet total	EUR m	14.9	11.7	13.5	13.1	17.7	12.2	11.5
SOURCE: COMPANY DATA, SPHENE CAPITAL								

Balance Sheet (Liabilities), 2017-23e

HGB (31.12.)		2017	2018	2019	2020	2021e	2022e	2023e
PASSIVA								
Equity	EUR m	2.1	1.3	0.0	0.8	-1.7	-3.2	-3.4
Equity ratio	%	19.1%	11.9%	0.0%	2.4%	-10.6%	-15.1%	-11.1%
Share capital	EUR m	0.6	0.7	0.7	1.3	1.3	1.3	1.3
Capital reserve	EUR m	1.4	2.3	2.3	5.5	5.5	5.5	5.5
Currency adjustments	EUR m	0.1	0.1	0.0	0.0	0.0	0.0	0.0
Loss carried forward	EUR m	0.0	0.0	0.0	-4.5	-6.1	-6.1	-6.1
Balance sheet loss/profit	EUR m	0.2	-1.7	-4.5	-1.6	-3.2	-4.4	-4.3
Unfunded equity capital	EUR m	0.0	0.0	1.6	0.0	0.7	0.5	0.2
Minority interests	EUR m	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Special item with an equity portion	EUR m	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Pension provisions	EUR m	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other provisions	EUR m	2.7	2.2	2.9	3.5	1.8	1.8	1.8
Current liabilities	EUR m	5.8	7.1	9.7	21.5	16.4	22.3	32.1
Bank debt	EUR m	0.0	0.0	0.0	6.0	0.0	0.0	0.0
Liabilities from deliveries & services	EUR m	4.7	5.2	7.2	11.5	12.3	17.8	27.2
DPO	d	26	22	31	51	55	55	58
Other liabilities	EUR m	1.1	1.9	2.1	3.7	4.1	4.5	4.9
Prepaid expenses	EUR m	0.6	0.4	0.3	6.0	0.0	0.0	0.0
Balance sheet total	EUR m	11.2	11.0	12.9	31.8	16.5	20.9	30.5
SOURCE: COMPANY DATA, SPHENE CAPITAL FORECASTS								

Balance Sheet (Assets, Normalised), 2010-16

HGB (31.12.)		2010	2011	2012	2013	2014	2015	2016
ASSETS								
	%							
Long-term assets	%	2.0%	2.0%	2.2%	2.6%	7.7%	11.4%	15.9%
Intangible assets	%	0.3%	0.2%	0.1%	0.1%	6.0%	8.7%	13.7%
Tangible fixed assets	%	1.7%	1.8%	1.1%	2.5%	1.7%	2.8%	2.2%
Participations	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Receivables from participations	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Prepayments made	%	0.0%	0.0%	1.1%	0.0%	0.0%	0.0%	0.0%
Current assets	%	96.9%	96.9%	96.3%	95.7%	91.4%	85.1%	82.1%
Inventories	%	1.5%	1.1%	2.7%	7.8%	5.6%	6.7%	0.8%
Receivables from deliveries and services	%	34.1%	41.1%	40.1%	48.7%	42.7%	29.4%	33.1%
Receivables from participations	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Receivables from unpaid capital	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Other current assets	%	1.9%	2.7%	4.8%	1.8%	1.0%	5.1%	3.3%
Cash and cash equivalents	%	59.3%	52.0%	48.7%	37.5%	42.1%	43.9%	44.9%
Prepaid expenses	%	1.1%	1.2%	1.5%	1.7%	0.9%	3.5%	2.0%
Unfunded equity capital	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Balance sheet total	%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
SOURCE: COMPANY DATA, SPHENE CAPITAL								

Balance Sheet (Assets, Normalised), 2017-23e

HGB (31.12.)		2017	2018	2019	2020	2021e	2022e	2023e
ASSETS								
	%							
Long-term assets	%	27.7%	26.9%	17.9%	38.7%	36.9%	29.5%	20.4%
Intangible assets	%	26.0%	21.0%	12.0%	2.8%	3.7%	3.2%	2.4%
Tangible fixed assets	%	1.8%	1.4%	0.8%	0.2%	0.6%	0.6%	0.5%
Participations	%	0.0%	0.0%	5.2%	35.7%	32.6%	25.7%	17.6%
Receivables from participations	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Prepayments made	%	0.0%	4.5%	0.0%	0.0%	0.0%	0.0%	0.0%
Current assets	%	71.1%	71.9%	68.7%	47.8%	40.8%	67.3%	78.5%
Inventories	%	0.4%	0.4%	0.2%	0.0%	0.1%	0.2%	0.2%
Receivables from deliveries and services	%	28.2%	33.3%	31.2%	14.9%	30.7%	34.8%	36.5%
Receivables from participations	%	0.0%	0.0%	3.3%	1.2%	0.0%	0.0%	0.0%
Receivables from unpaid capital	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Other current assets	%	2.7%	3.1%	9.0%	4.8%	4.5%	3.6%	2.5%
Cash and cash equivalents	%	39.8%	35.1%	25.0%	26.8%	5.5%	28.7%	39.3%
Prepaid expenses	%	1.2%	1.2%	1.2%	13.5%	18.2%	0.7%	0.5%
Unfunded equity capital	%	0.0%	0.0%	12.2%	0.0%	4.1%	2.5%	0.6%
Balance sheet total	%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
SOURCE: COMPANY DATA, SPHENE CAPITAL FORECASTS								

Balance Sheet (Liabilities, Normalised), 2010-16

HGB (31.12.)		2010	2011	2012	2013	2014	2015	2016
PASSIVA								
Equity	%	29.6%	30.3%	26.7%	29.1%	22.1%	33.9%	14.3%
Share capital	%	33.9%	43.1%	37.3%	38.6%	28.5%	41.9%	44.4%
Capital reserve	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.4%	0.4%
Currency adjustments	%	0.5%	0.8%	0.5%	0.3%	0.3%	0.6%	0.8%
Loss carried forward	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Balance sheet loss/profit	%	-4.8%	-13.6%	-11.2%	-9.8%	-6.6%	-9.0%	-31.3%
Unfunded equity capital	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Minority interests	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Special item with an equity portion	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Pension provisions	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Other provisions	%	7.6%	10.1%	10.4%	22.8%	17.9%	23.2%	27.1%
Current liabilities	%	62.0%	58.5%	62.6%	47.8%	57.4%	37.7%	53.8%
Bank debt	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Liabilities from deliveries & services	%	56.2%	53.3%	55.2%	39.4%	41.1%	29.3%	40.0%
Other liabilities	%	5.8%	5.2%	7.4%	8.4%	16.3%	8.3%	13.8%
Prepaid expenses	%	0.8%	1.1%	0.3%	0.3%	2.6%	5.2%	4.8%
Balance sheet total	%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
SOURCE: COMPANY DATA, SPHENE CAPITAL								

Balance Sheet (Liabilities, Normalised), 2017-23e

HGB (31.12.)		2017	2018	2019	2020	2021e	2022e	2023e
PASSIVA								
Equity	%	19.1%	11.9%	0.0%	2.4%	-10.6%	-15.1%	-11.1%
Share capital	%	5.0%	5.9%	5.1%	4.1%	7.9%	6.3%	4.3%
Capital reserve	%	12.2%	20.4%	17.6%	17.4%	33.5%	26.4%	18.1%
Currency adjustments	%	0.5%	0.7%	0.0%	0.0%	0.0%	0.0%	0.0%
Loss carried forward	%	0.0%	0.0%	0.0%	-14.1%	-36.8%	-29.0%	-19.9%
Balance sheet loss/profit	%	1.4%	-15.1%	-34.8%	-5.0%	-19.3%	-21.2%	-14.2%
Unfunded equity capital	%	0.0%	0.0%	12.2%	0.0%	4.1%	2.5%	0.6%
Minority interests	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Special item with an equity portion	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Pension provisions	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Other provisions	%	24.2%	20.0%	22.3%	11.0%	10.9%	8.6%	5.9%
Current liabilities	%	51.4%	64.3%	75.1%	67.6%	99.5%	106.4%	105.2%
Bank debt	%	0.0%	0.0%	0.1%	18.9%	0.0%	0.0%	0.0%
Liabilities from deliveries & services	%	41.8%	47.1%	56.0%	36.3%	74.8%	84.9%	89.0%
Other liabilities	%	9.6%	17.2%	16.5%	11.7%	24.7%	21.4%	16.2%
Prepaid expenses	%	5.3%	3.7%	2.6%	19.0%	0.1%	0.1%	0.1%
Balance sheet total	%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
SOURCE: COMPANY DATA, SPHENE CAPITAL FORECASTS								

Cash Flow Statement, 2010-16

HGB (31.12.)		2010	2011	2012	2013	2014	2015	2016
Net profit for the year	EUR m	-0.6	-0.9	0.1	0.2	0.1	0.1	-1.8
Depreciation	EUR m	0.1	0.1	0.1	0.1	0.1	0.1	0.1
Result from the disposal of fixed assets	EUR m	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Δ Inventory	EUR m	0.0	0.1	-0.2	-0.7	0.0	0.2	0.7
Δ Receivables from deliveries and services	EUR m	-0.5	0.3	-0.6	-0.9	-1.2	4.0	-0.2
Δ Receivables and other assets	EUR m	0.0	0.0	-0.3	0.4	0.1	-0.4	0.2
Δ RaP assets / deferred taxes	EUR m	0.0	0.0	-0.1	0.0	0.1	-0.3	0.2
Δ Non-current other provisions	EUR m	-0.3	0.1	0.2	1.6	0.2	-0.3	0.3
Δ Current other provisions	EUR m	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Δ Trade payables	EUR m	2.0	-2.1	1.2	-2.3	2.1	-3.7	1.0
Δ Special items	EUR m	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Δ Passive RaP / deferred taxes	EUR m	0.1	0.0	-0.1	0.0	0.4	0.2	-0.1
Currency adjustments	EUR m	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other operating adjustments	EUR m	0.2	-0.3	0.4	0.2	1.7	-2.0	-0.1
Operating cash flow	EUR m	1.0	-2.7	0.7	-1.4	3.7	-2.2	0.4
Investments in financial assets	EUR m	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Investments in intangible fixed assets	EUR m	0.0	0.0	0.0	0.0	-1.0	0.0	-0.5
Investments in property, plant and equipment	EUR m	-0.2	-0.1	-0.1	-0.3	-0.1	-0.2	-0.1
Investing cash flow	EUR m	-0.2	-0.1	-0.2	-0.2	-1.2	-0.2	-0.6
Free cash flow	EUR m	0.8	-2.8	0.5	-1.6	2.5	-2.3	-0.2
Δ Share capital	EUR m	0.0	0.0	0.0	0.0	0.0	0.1	0.0
Δ Capital reserves	EUR m	0.0	0.0	0.0	0.0	0.0	0.1	0.0
Δ Bank liabilities	EUR m	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Δ Other interest-bearing liabilities	EUR m	0.2	-0.2	0.4	0.1	1.8	-1.9	0.6
Less dividend of the previous year	EUR m	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other operating adjustments	EUR m	-0.2	0.2	-0.4	-0.1	-1.8	1.9	-0.6
Financial cash flow	EUR m	0.0	0.0	0.0	0.0	0.0	0.1	0.0
Cash inflow (net)	EUR m	0.8	-2.8	0.5	-1.6	2.5	-2.2	-0.2
Currency adjustments	EUR m	0.0	0.0	0.0	-0.1	0.0	0.1	0.0
Cash and cash equivalents at beginning of period	EUR m	8.0	8.8	6.1	6.6	4.9	7.5	5.3
Cash and cash equivalents at end of period	EUR m	8.8	6.1	6.6	4.9	7.5	5.3	5.2

SOURCE: COMPANY DATA, SPHENE CAPITAL

Cash Flow Statement, 2017-23e

HGB (31.12.)		2017	2018	2019	2020	2021e	2022e	2023e
Net profit for the year	EUR m	0.1	-1.8	-2.6	-1.6	-3.2	-1.3	0.1
Depreciation	EUR m	0.4	1.6	0.8	0.7	0.7	0.7	0.7
Result from the disposal of fixed assets	EUR m	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Δ Inventory	EUR m	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Δ Receivables from deliveries and services	EUR m	0.6	-0.5	-0.3	-0.7	-0.3	-2.2	-3.9
Δ Receivables and other assets	EUR m	0.1	0.0	-1.2	-0.3	1.2	0.0	0.0
Δ RaP assets / deferred taxes	EUR m	0.1	0.0	0.0	-4.1	1.3	2.9	0.0
Δ Non-current other provisions	EUR m	-0.4	-0.5	0.6	0.6	-1.7	0.0	0.0
Δ Current other provisions	EUR m	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Δ Trade payables	EUR m	0.1	0.5	2.0	4.3	0.8	5.4	9.4
Δ Special items	EUR m	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Δ Passive RaP / deferred taxes	EUR m	0.0	-0.2	-0.1	5.7	-6.0	0.0	0.0
Currency adjustments	EUR m	0.0	0.0	-0.1	0.0	0.0	0.0	0.0
Other operating adjustments	EUR m	-0.4	0.8	0.3	0.0	0.0	0.0	0.0
Operating cash flow	EUR m	0.6	-0.1	-0.5	4.6	-7.3	5.5	6.3
Investments in financial assets	EUR m	0.0	0.0	-0.7	-10.7	5.9	0.0	0.0
Investments in intangible fixed assets	EUR m	-1.3	0.6	0.8	0.6	0.3	-0.1	-0.1
Investments in property, plant and equipment	EUR m	-0.3	-1.6	-0.8	-0.7	-0.7	-0.7	-0.8
Investing cash flow	EUR m	-1.7	-1.5	-0.7	-10.7	5.5	-0.8	-0.8
Free cash flow	EUR m	-1.1	-1.6	-1.2	-6.1	-1.8	4.7	5.5
Δ Share capital	EUR m	-4.5	0.1	0.0	0.7	0.0	0.0	0.0
Δ Capital reserves	EUR m	1.3	0.9	0.0	3.3	0.0	0.0	0.0
Δ Bank liabilities	EUR m	0.0	0.0	0.0	6.0	-6.0	0.0	0.0
Δ Other interest-bearing liabilities	EUR m	-0.5	0.8	0.6	1.5	0.2	0.4	0.4
Less dividend of the previous year	EUR m	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other operating adjustments	EUR m	4.2	-0.8	0.0	0.0	0.0	0.0	0.0
Financial cash flow	EUR m	0.5	1.0	0.6	11.4	-5.8	0.4	0.4
Cash inflow (net)	EUR m	-0.7	-0.6	-0.7	5.3	-7.6	5.1	6.0
Currency adjustments	EUR m	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Cash and cash equivalents at beginning of period	EUR m	5.2	4.5	3.9	3.2	8.5	0.9	6.0
Cash and cash equivalents at end of period	EUR m	4.5	3.9	3.2	8.5	0.9	6.0	12.0

SOURCE: COMPANY DATA, SPHENE CAPITAL FORECASTS

One View, 2010-16

HGB (31.12.)		2010	2011	2012	2013	2014	2015	2016
Key Data								
Gross revenues	EUR m	72.7	65.4	74.8	82.2	89.4	73.3	68.7
Gross profit	EUR m	10.4	10.0	10.8	10.7	10.8	10.6	9.2
Gross profit (adjusted)	EUR m	10.3	9.8	9.9	10.1	10.2	10.0	8.6
EBITDA	EUR m	-0.5	-0.8	0.2	0.4	0.2	0.2	-1.5
EBIT	EUR m	-0.7	-0.9	0.1	0.2	0.1	0.1	-1.7
EBT	EUR m	-0.6	-0.8	0.1	0.2	0.1	0.1	-1.8
Net result	EUR m	-0.6	-0.9	0.1	0.2	0.1	0.1	-1.8
Number of employees		98	81	87	92	88	99	96
Per share								
Price high	EUR	41.70	34.90	22.50	30.00	28.00	18.60	29.20
Price low	EUR	25.60	8.90	10.90	12.80	13.50	13.70	11.10
Price average	EUR	32.40	22.50	15.30	17.60	21.20	16.40	15.80
Closing price	EUR	27.60	12.60	12.80	25.80	17.20	16.50	12.50
EPS	EUR	-1.23	-1.74	0.16	0.46	0.21	0.16	-3.60
BVPS	EUR	8.74	7.03	7.15	7.53	7.77	8.10	3.23
CFPS	EUR	1.94	-5.36	1.44	-2.79	7.30	-4.28	0.71
Dividend	EUR	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Profitability ratios (basis gross profit adjusted)								
EBITDA margin	%	-5.2%	-7.7%	2.0%	3.7%	2.3%	2.3%	-17.6%
EBIT margin	%	-6.4%	-9.1%	0.9%	2.3%	1.1%	1.0%	-19.3%
EBT margin	%	-5.7%	-8.6%	1.0%	2.4%	1.1%	0.9%	-21.4%
Net margin	%	-6.0%	-8.9%	0.8%	2.3%	1.0%	0.8%	-21.4%
FCF margin	%	7.8%	-28.1%	5.4%	-15.6%	24.7%	-23.5%	-2.6%
ROE	%	-14.1%	-24.7%	2.2%	6.1%	2.7%	2.0%	-111.5%
NWC/turnover	%	-26.9%	-10.8%	-15.4%	25.2%	25.7%	22.3%	13.2%
Per capita turnover	EURk	741	808	860	894	1.016	741	716
Per capita EBIT	EURk	-6.8	-11.0	1.0	2.6	1.3	1.0	-17.2
Capex/turnover	%	0.3%	0.1%	0.1%	0.4%	0.1%	0.2%	0.1%
Gross profit premium	%	212.6%	179.5%	194.3%	170.1%	214.9%	176.2%	153.9%
Growth rates								
Gross revenues	%	5.4%	-10.0%	14.4%	9.9%	8.7%	-18.0%	-6.3%
Gross profit	%	7.8%	-3.4%	7.1%	-0.5%	1.3%	-1.9%	-13.4%
Service revenues	%	8.8%	-4.3%	0.4%	2.7%	0.8%	-2.7%	-14.0%
EBITDA	%	-51.1%	41.7%	n/a	87.7%	-36.4%	-4.6%	n/a
EBIT	%	-46.5%	34.7%	n/a	180.0%	-52.2%	-16.5%	n/a
EBT	%	-48.6%	45.0%	n/a	131.7%	-52.8%	-19.3%	n/a
Net result	%	-46.0%	41.2%	n/a	191.4%	-54.8%	-21.8%	n/a
EPS	%	-46.0%	41.1%	n/a	191.4%	-54.8%	-22.6%	n/a
CFPS	%	n/a	n/a	n/a	n/a	n/a	n/a	n/a

SOURCE: COMPANY DATA, SPHENE CAPITAL

One View, 2017-23e

HGB (31.12.)		2017	2018	2019	2020	2021e	2022e	2023e
Key Data								
Gross revenues	EUR m	66.2	85.8	84.3	81.9	81.0	116.9	167.8
Gross profit	EUR m	10.9	11.0	9.2	11.0	9.0	13.4	19.5
Gross profit (adjusted)	EUR m	8.3	9.4	9.0	8.5	8.0	12.4	18.4
EBITDA	EUR m	1.0	-0.3	-1.9	-0.5	-2.5	-0.6	0.8
EBIT	EUR m	0.6	-1.9	-2.7	-1.2	-3.2	-1.3	0.1
EBT	EUR m	0.6	-1.9	-2.7	-1.7	-3.2	-1.3	0.1
Net result	EUR m	0.1	-1.8	-2.6	-1.6	-3.2	-1.3	0.1
Number of employees		85	85	71	71	71	71	71
Per share								
Price high	EUR	17.00	13.20	24.40	14.80	21.40		
Price low	EUR	7.41	9.70	9.25	5.85	6.50		
Price average	EUR	12.05	11.16	14.29	9.63	11.18		
Closing price	EUR	10.49	10.90	9.80	14.80	7.10	7.10	7.10
EPS	EUR	0.15	-3.26	-4.05	-1.22	-2.44	-0.96	0.07
BVPS	EUR	3.83	2.35	0.00	0.58	-1.33	-2.42	-2.60
CFPS	EUR	1.08	-0.17	-0.84	3.51	-5.56	4.18	4.85
Dividend	EUR	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Target price	EUR							21.40
Performance to target price	%							201.4%
Profitability ratios (basis gross profit adjusted)								
EBITDA margin	%	12.0%	-2.7%	-20.7%	-5.8%	-31.4%	-4.9%	4.5%
EBIT margin	%	7.1%	-19.7%	-30.0%	-13.9%	-40.0%	-10.6%	0.6%
EBT margin	%	7.0%	-19.8%	-29.9%	-19.9%	-40.5%	-10.7%	0.5%
Net margin	%	1.0%	-19.4%	-29.3%	-18.7%	-40.0%	-10.1%	0.5%
FCF margin	%	-13.5%	-16.8%	-13.5%	-71.4%	-22.1%	38.0%	30.1%
ROE	%	3.8%	-138.6%	n/a	-209.1%	182.7%	39.7%	-2.8%
NWC/turnover	%	19.7%	10.5%	-16.8%	-68.4%	-82.4%	-78.1%	-82.0%
Per capita turnover	EURk	778	1,010	1,187	1,154	1,141	1,646	2,364
Per capita EBIT	EURk	6.9	-21.9	-38.2	-16.7	-44.8	-18.5	1.5
Capex/turnover	%	0.5%	1.8%	0.9%	0.8%	0.9%	0.6%	0.4%
Gross profit premium	%	184.5%	142.0%	140.5%	427.5%	183.8%	240.2%	354.7%
Growth rates								
Gross revenues	%	-3.7%	29.7%	-1.8%	-2.8%	-1.1%	44.3%	43.6%
Gross profit	%	18.1%	1.4%	-16.4%	19.6%	-18.2%	48.8%	45.3%
Service revenues	%	-3.3%	14.0%	-4.4%	-5.5%	-6.7%	55.2%	49.1%
EBITDA	%	n/a	n/a	621.2%	-73.3%	401.4%	-75.7%	n/a
EBIT	%	n/a	n/a	45.8%	-56.2%	168.0%	-58.8%	n/a
EBT	%	n/a	n/a	44.5%	-36.9%	89.4%	-59.0%	n/a
Net result	%	n/a	n/a	44.8%	-39.7%	99.6%	-60.6%	n/a
EPS	%	n/a	n/a	24.1%	-69.9%	99.6%	-60.6%	n/a
CFPS	%	53.1%	n/a	405.8%	n/a	n/a	n/a	15.9%
SOURCE: COMPANY DATA, SPHENE CAPITAL FORECASTS								

One View II, 2010-16

HGB (31.12.)		2010	2011	2012	2013	2014	2015	2016
Balance sheet ratios								
Tangible fixed assets	EUR m	0.3	0.2	0.3	0.3	1.4	1.4	1.8
Current assets	EUR m	14.6	11.5	13.2	12.7	16.4	10.8	9.7
Equity	EUR m	4.4	3.5	3.6	3.8	3.9	4.1	1.6
Liabilities	EUR m	10.5	8.2	9.9	9.3	13.8	8.0	9.8
Equity ratio	%	29.6%	30.3%	26.7%	29.1%	22.1%	33.9%	14.3%
Gearing	%	-140.1%	-102.9%	-91.2%	-51.5%	-57.2%	-25.8%	-31.3%
Working capital	EUR m	-3.1	-1.3	-1.7	2.2	1.3	0.8	-0.7
Capital employed	EUR m	-2.8	-1.1	-1.5	2.6	2.6	2.2	1.1
Asset turnover	x	4.9	5.6	5.5	6.3	5.0	6.0	6.0
Enterprise Value								
Number of shares	1.000	504	504	504	504	504	509	509
Market capitalisation high	EUR m	21.0	17.6	11.3	15.1	14.1	9.5	14.9
Market capitalisation low	EUR m	12.9	4.5	5.5	6.5	6.8	7.0	5.7
Market capitalisation average	EUR m	16.3	11.3	7.7	8.9	10.7	8.4	8.0
Market capitalisation closing price	EUR m	13.9	6.4	6.5	13.0	8.7	8.4	6.4
Net debt	EUR m	-6.2	-3.6	-3.3	-2.0	-2.2	-1.1	-0.5
Pension provisions	EUR m	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Third party shares	EUR m	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Financial assets fixed assets	EUR m	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Enterprise Value high	EUR m	14.8	14.0	8.1	13.2	11.9	8.4	14.4
Enterprise Value low	EUR m	6.7	0.8	2.2	4.5	4.6	5.9	5.1
Enterprise Value average	EUR m	10.2	7.7	4.4	6.9	8.5	7.3	7.5
Enterprise Value closing price	EUR m	7.7	2.7	3.2	11.1	6.4	7.3	5.9
Valuation ratios								
EV/Turnover high	x	0.20	0.21	0.11	0.16	0.13	0.11	0.21
EV/Turnover low	x	0.09	0.01	0.03	0.05	0.05	0.08	0.07
EV/turnover average	x	0.14	0.12	0.06	0.08	0.09	0.10	0.11
EV/Sales closing price	x	0.11	0.04	0.04	0.13	0.07	0.10	0.09
EV/EBITDA high	x	-27.7	-18.4	40.0	34.9	49.5	36.7	-9.5
EV/EBITDA low	x	-12.6	-1.1	11.0	11.9	19.0	25.8	-3.4
EV/EBITDA average	x	-19.0	-10.1	22.0	18.3	35.2	31.8	-5.0
EV/EBITDA closing price	x	-14.4	-3.6	15.7	29.3	26.8	32.0	-3.9
EV/EBIT closing price	x	-11.7	-3.0	37.3	46.5	56.7	77.4	-3.5
P/E high	x	n/a	n/a	143.6	65.7	135.8	116.5	n/a
P/E ratio low	x	n/a	n/a	69.6	28.0	65.5	85.8	n/a
P/E average	x	n/a	n/a	97.7	38.6	102.8	102.8	n/a
P/E ratio closing price	x	n/a	n/a	81.7	56.5	83.4	103.4	n/a
KBV closing price	x	3.2	1.8	1.8	3.4	2.2	2.0	3.9
KCF average	x	16.7	n/a	10.6	n/a	2.9	n/a	22.3
FCF yield	%	5.8%	-43.6%	8.2%	-12.2%	29.2%	-27.8%	-3.5%
Dividend yield	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

SOURCE: COMPANY DATA, SPHENE CAPITAL FORECASTS

One View II, 2017-23e

HGB (31.12.)		2017	2018	2019	2020	2021e	2022e	2023e
Balance sheet ratios								
Tangible fixed assets	EUR m	3.1	3.0	2.3	12.3	6.1	6.2	6.2
Current assets	EUR m	8.1	8.1	9.0	19.5	9.7	14.2	24.1
Equity	EUR m	2.1	1.3	0.0	0.8	-1.7	-3.2	-3.4
Liabilities	EUR m	9.1	9.7	12.9	31.0	18.2	24.1	33.9
Equity ratio	%	19.1%	11.9%	0.0%	2.4%	-10.6%	-15.1%	-11.1%
Gearing	%	-10.4%	-14.7%	n/a	730.8%	2.6%	9.5%	17.6%
Working capital	EUR m	-1.5	-1.5	-3.2	-6.8	-7.3	-10.4	-16.0
Capital employed	EUR m	1.6	1.0	-1.5	-5.8	-6.6	-9.7	-15.1
Asset turnover	x	5.9	7.8	6.6	2.6	4.9	5.6	5.5
Enterprise Value								
Number of shares	1,000	560	560	654	1,308	1,308	1,308	1,308
Market capitalisation high	EUR m	9.5	7.4	16.0	19.4	28.0	0.0	0.0
Market capitalisation low	EUR m	4.2	5.4	6.0	7.6	8.5	0.0	0.0
Market capitalisation average	EUR m	6.8	6.3	9.3	12.6	14.6	0.0	0.0
Market capitalisation closing price	EUR m	5.9	6.1	6.4	19.4	9.3	9.3	9.3
Net debt	EUR m	-0.2	-0.2	-0.2	5.6	0.0	-0.3	-0.6
Pension provisions	EUR m	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Third party shares	EUR m	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Financial assets fixed assets	EUR m	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Enterprise Value high	EUR m	9.3	7.2	15.8	24.9	27.9	-0.3	-0.6
Enterprise Value low	EUR m	3.9	5.2	5.9	13.2	8.5	-0.3	-0.6
Enterprise Value average	EUR m	6.5	6.1	9.2	18.2	14.6	-0.3	-0.6
Enterprise Value closing price	EUR m	5.7	5.9	6.3	24.9	9.2	9.0	8.7
Valuation ratios								
EV/Turnover high	x	0.14	0.08	0.19	0.30	0.34	n/a	n/a
EV/Turnover low	x	0.06	0.06	0.07	0.16	0.10	n/a	n/a
EV/turnover average	x	0.10	0.07	0.11	0.22	0.18	n/a	n/a
EV/Sales closing price	x	0.09	0.07	0.07	0.30	0.11	0.08	0.05
EV/EBITDA high	x	9.4	-27.8	-8.4	-50.0	-11.2	n/a	n/a
EV/EBITDA low	x	3.9	-20.2	-3.2	-26.5	-3.4	n/a	n/a
EV/EBITDA average	x	6.6	-23.4	-4.9	-36.4	-5.8	n/a	n/a
EV/EBITDA closing price	x	5.7	-22.8	-3.3	-50.0	-3.7	-14.8	10.4
EV/EBIT closing price	x	9.6	-3.2	-2.3	-21.0	-2.9	-6.8	80.8
P/E high	x	117.0	n/a	n/a	n/a	n/a	n/a	0.0
P/E ratio low	x	51.0	n/a	n/a	n/a	n/a	n/a	0.0
P/E average	x	83.0	n/a	n/a	n/a	n/a	n/a	0.0
P/E ratio closing price	x	72.2	n/a	n/a	n/a	n/a	n/a	98.4
KBV closing price	x	2.7	4.6	n/a	25.4	n/a	n/a	n/a
KCF average	x	11.1	n/a	n/a	2.7	n/a	0.0	0.0
FCF yield	%	-19.0%	-25.9%	-19.0%	-31.5%	-18.9%	50.5%	59.7%
Dividend yield	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

SOURCE: COMPANY DATA, SPHENE CAPITAL FORECASTS

Discounted Cash Flow Valuation

HGB (31.12.)		2021e	2022e	2023e	2024e	2025e	2026e	2027e	2028e	2029e	2030e	2031e	2032e	2033e	2034e	2035e	Terminal year
Turnover	EUR m	81.0	116.9	167.8	202.1	219.9	235.6	244.1	248.0	249.6	250.2	250.6	250.8	251.1	251.3	251.6	251.8
YoY	%	-1.1%	44.3%	43.6%	20.4%	8.8%	7.1%	3.6%	1.6%	0.6%	0.3%	0.1%	0.1%	0.1%	0.1%	0.1%	0.1%
EBIT	EUR m	-3.2	-1.3	0.1	0.3	0.4	0.6	0.7	0.7	0.8	0.8	0.8	0.8	0.9	0.9	0.9	1.3
EBIT margin	%	-3.9%	-1.1%	0.1%	0.1%	0.2%	0.3%	0.3%	0.3%	0.3%	0.3%	0.3%	0.3%	0.3%	0.4%	0.4%	0.5%
Taxes	EUR m	0.0	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	-0.1
Tax ratio (τ)	%	1.1%	5.0%	4.6%	4.9%	4.9%	4.9%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%
Adjusted EBIT(1-τ)	EUR m	-3.1	-1.2	0.1	0.3	0.4	0.6	0.7	0.7	0.7	0.8	0.8	0.8	0.8	0.8	0.9	1.2
Reinvestment	EUR m	6.7	3.1	5.4	9.4	2.5	2.5	2.3	1.8	1.1	0.6	0.3	0.3	0.3	0.3	0.3	0.0
FCFF	EUR m	3.5	1.8	5.5	9.6	2.9	3.1	3.0	2.5	1.8	1.3	1.1	1.1	1.1	1.1	1.1	1.2
WACC	%	11.6%	11.6%	11.6%	11.6%	11.6%	11.6%	10.9%	10.1%	9.4%	8.7%	8.0%	7.3%	6.5%	5.8%	5.1%	
Discount rate	%	89.6%	80.3%	72.0%	64.5%	57.8%	51.8%	46.8%	42.5%	38.8%	35.7%	33.1%	30.8%	28.9%	27.3%	26.0%	
Present value of the FCFF	EUR	3.2	1.5	4.0	6.2	1.7	1.6	1.4	1.1	0.7	0.5	0.4	0.3	0.3	0.3	0.3	
TV insolvency probability	%	7.2%															
Terminal cost of capital	%	5.1%															
Present value terminal value	EUR m	2.3															
in % of the Enterprise Value	%	9.0%															
Present value FCFF detailed planning phase	EUR m	14.9															
in % of the Enterprise Value	%	57.8%															
Present value FCFF rough planning phase	EUR m	8.5															
in % of the Enterprise Value	%	33.2%															
Enterprise Value	EUR m	25.7															
Interest bearing liabilities	EUR m	-6.0															
Excess cash	EUR m	8.3															
Value of equity	EUR m	28.0															
Number of shares	m.	1.3															
Value of equity per share	EUR	21.40															

SOURCE: SPHENE CAPITAL FORECASTS

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Investment recommendations (for an investment period of 12 months)

Buy: We expect the price of the analyzed financial instrument to rise by at least 10%.
Hold: We expect a maximum outperformance/underperformance of 10% against the DAX benchmark.
Sell: We expect the price of the analyzed financial instrument to fall by at least 10%.

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Risk	Estimated probability of occurrence
Very high	>80%
High	50-80%
Medium	20-50%
Low	<20%

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Overview of investment recommendations to date (12 months):

Date/Time:	Target price/current price:	Investment recommendation:	Conflicts of interest (key statement)
04.10.2021/09:10 h	EUR 21.40/EUR 7.10	Buy, 24 months	8
04.08.2021/14:25 h	EUR 35.30/EUR 9.70	Buy, 24 months	8
07.07.2021/09:45 h	EUR 35.30/EUR 9.40	Buy, 24 months	1, 8
31.05.2021/11:00 h	EUR 24.90/EUR 9.70	Buy, 24 months	1, 8
25.03.2021/14:50 h	EUR 24,90/EUR 11,90	Buy, 24 months	1, 8
04.02.2021/11:00 h	EUR 25.70/EUR 17.50	Buy, 24 months	1, 8
19.11.2020/09:25 h	EUR 18.40/EUR 12.20	Buy, 24 months	1, 8
29.10.2020/07:00 h	EUR 17.50/EUR 9.50	Buy, 24 months	1, 8
07.10.2020/17:00 h	EUR 17.50/EUR 9.60	Buy, 24 months	1, 8
16.09.2020/08:00 h	EUR 17.30/EUR 8.60	Buy, 24 months	1, 8
18.08.2020/11:00 h	EUR 17.90/EUR 8.15	Buy, 24 months	1, 8

An overview of the investment recommendations of Sphene Capital GmbH is available at <http://www.sphene-capital.de>.

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Sources of information

The study is based on information obtained from carefully selected publicly available sources, in particular financial data providers, the publications of the analyzed company and other publicly available media.

Valuation principles/methods/risks and parameters

Company-specific methods from fundamental share analysis, quantitative statistical methods and models as well as procedures from technical analysis were used for the preparation of the study (inter alia historical valuation approaches, substance valuation approaches or sum-of-the-parts valuation approaches, discounting models, the economic profit approach, multiplier models or peer group comparisons). Valuation models depend on economic variables such as currencies, interest rates, commodities and economic assumptions. In addition, market sentiment and political developments influence company valuations. The approaches chosen are also based on expectations that can change quickly and without warning depending on industry-specific developments. Consequently, the recommendations and price targets also based on the individual models can change accordingly. The investment recommendations based on a period of twelve or 24 months may also be subject to market conditions and therefore represent a snapshot. The expected price developments may be achieved more quickly or more slowly or may be revised upwards or downwards.

Declaration Compliance

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Sources of information

Parts of the information required for this study were provided by the issuer of the analyzed security. In addition, this study is based on publicly available information that is considered reliable (such as Bloomberg, Reuters, VWD-Trader and press releases). Sphene Capital GmbH has checked this information for plausibility, but not for accuracy and completeness.

Declaration of the authors of the studies

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