

asknet Solutions AG

Reuters: ASKN

Bloomberg: ASKN:GR

Value creating three-pillar strategy

Following the publication of a new medium-term guidance and an update of our financial estimates, we have adjusted our valuation model. Based on our new forecasts, we calculate a price target of EUR 35.30 per share versus previously EUR 24.90, using a three-phase DCF entity model (base case scenario), which we believe best reflects the company's long-term earnings prospects. Assuming that the Executive Board's expectations for 2023e regarding sales and gross profit in the three business segments materialize, the shares will be significantly undervalued. In view of a 275.5% upside potential over the next 24 months, that we expect in our base case scenario, we reiterate our Buy rating for the shares of asknet Solutions AG.

Three-pillar strategy

At the Annual General Meeting earlier this week, the Executive Board presented its new three-pillar strategy for the company:

Strengthening the EduTech market

In the core **Academics** business unit, asknet Solutions will expand its offering beyond software procurement in the academic university market and address the entire education sector. When it comes to the planned development of the primary (elementary schools) and secondary (secondary schools) education sector ("K-12"), which explicitly includes adults and employee training, we believe that asknet Solutions will not only benefit from existing purchasing agreements with leading software manufacturers, but also from exclusive contracts with non-standard software providers, which we believe offer higher margins than the current volume contracts. Overall, asknet Solutions can provide solutions to reduce organizational deficits in schools that were uncovered during the COVID 19 pandemic and to integrate more cloud-based learning systems.

Targeted customer acquisitions in the eCommerce segment

In the **eCommerce solutions** segment, asknet Solutions plans to strengthen its three areas of expertise - technology platform, merchant-of-record services and payment facilitation services and solutions - while at the same time repositioning itself and driving scalable growth. This is to be achieved by focusing on the acquisition of new customers and the expansion of business with existing customers, for example via flexible API-driven solutions. In a highly competitive market environment, asknet Solutions is focusing on customers with in-house solutions and on new business areas, e.g. in the SaaS environment.

Rating: Buy **Risk:** High
Price: EUR 9.40
Target price: EUR 35.30 (previously EUR 24.90)

WKN / ISIN: A2E370 / DE000A2E3707

Indices: -

Transparency level: Open Market Frankfurt

Weighted number of shares: 1.308 million

Market capitalization: EUR 12.3 million

Daily trading volume: 1,000 shares

Half-year report FY 2021: October 2021

P&L (EUR mn)	2019	2020	2021e	2022e
Turnover	84.3	81.9	95.6	127.3
EBITDA	-1.9	-0.5	0.0	1.0
EBIT	-2.7	-1.2	-0.7	0.3
EBT	-2.7	-1.7	-0.2	0.9
EAT	-2.6	-1.6	-0.2	0.8

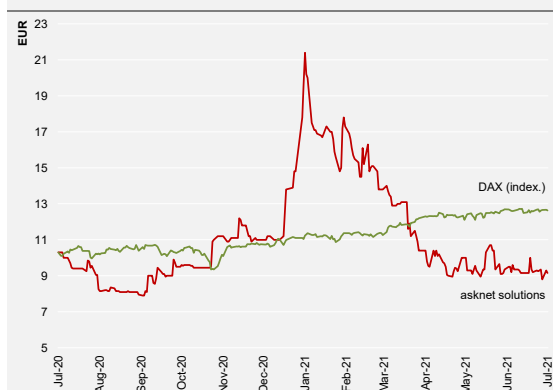
% gross profit	2019	2020	2021e	2022e
EBITDA	-20.7%	-5.8%	-0.2%	6.1%
EBIT	-30.0%	-13.9%	-6.1%	1.5%
EBT	-29.9%	-19.9%	-1.8%	5.4%
EAT	-29.3%	-18.7%	-1.7%	5.1%

Per share (EUR)	2019	2020	2021e	2022e
EPS	-4.05	-1.22	-0.16	0.64
Dividend	0.00	0.00	0.00	0.00
Book value	0.00	0.58	0.42	1.06
Cash flow	-0.84	3.51	-0.66	3.15

(%)	2019	2020	2021e	2022e
Equity ratio	0.0%	2.4%	2.8%	5.4%
Gearing	n/a	n/a	-63%	-39%

Multiples (x)	2019	2020	2021e	2022e
KGV	n/a	n/a	n/a	14.8
EV/turnover	0.07	0.30	0.12	0.09
EV/EBIT	n/a	n/a	n/a	46.9
KBV	n/a	25.4	22.2	8.9

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



Source: Company data, Sphene Capital forecasts

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New business area

In the new business area **New Pipeline**, strategic partnerships are to be established within the EduTech sector, comparable to the recently concluded exclusive partnerships with the US EduTech company Blackboard and the VFX/VR specialist Digital Domain. According to our view, the segment can thus be seen as a supplement or extension of the Academics business unit. The Hosted Shopping Application contract with Dell, under which asknet Solutions operates as a full-service provider, was cited as a role model for potential future partnerships. According to the company, a roll-out to other partnerships is being implemented in the second half of 2021e. Due to the higher complexity of the services offered, we expect New Pipeline to be profitable above average in the medium term, resulting in rising EBIT margins at group level as the importance of the business unit grows.

Publication of Guidance 2023e

At the Annual General Meeting, the revenue and earnings guidance for the current financial year 2021e was confirmed. The Executive Board expects constant to single-digit percentage growth in turnover, gross profit slightly below the previous year, taking into account the one-off earnings from the sale of Nexway, and a significant reduction of operating loss (EBIT).

asknet Solutions is among the few micro-cap companies in Germany to publish medium-term guidance in addition to its annual guidance. At the Annual General Meeting, specific forecasts for sales and gross profits for the fiscal year 2023e were communicated and specified at segment level. Noteworthy, in our opinion, is the target of achieving around 15% of total gross profit in the new New Pipeline business unit in 2023e..

TABLE 1: TURNOVER GUIDANCE FOR THE FINANCIAL YEAR 2023E

		2020 (Actual)	2023e	Change (%)	CAGR 2020-23e (%)
Academics	EUR m	31.8	55.7	+75%	20.5%
eCommerce solutions	EUR m	50.1	100.1	+100%	26.0%
New Pipeline	%	0	15% of the total gross yield	n/a	

SOURCE: COMPANY DATA, SPHENE CAPITAL

Guidance 2023e significantly above our previous estimates

The guidance issued at the Annual General Meeting is significantly higher than our previous estimates. Accordingly, we have adjusted our forecasts and now expect the following development:

TABLE 2: ADJUSTMENT OF OUR FORECASTS 2023E

		2023e (new)	2023e (old)	Change (%)
Turnover	EUR m	178.4	110.8	61.0%
thereof Academics	EUR m	55.7	41.7	33.5%
thereof eCommerce solutions	EUR m	100.1	57.1	75.4%
thereof New Pipeline	EUR m	22.6	0.0	n/a
Gross profit	EUR m	24.2	14.5	66.5%
in % of gross sales	%	13.6%	13.1%	45pp
EBIT	EUR m	1.9	0.9	118.9%
in % of gross profit	%	7.9%	6.0%	189pp
Net result	EUR m	2.7	1.7	59.4%
EPS	EUR	2.03	1.27	59.4%

SOURCE: COMPANY DATA, SPHENE CAPITAL FORECASTS

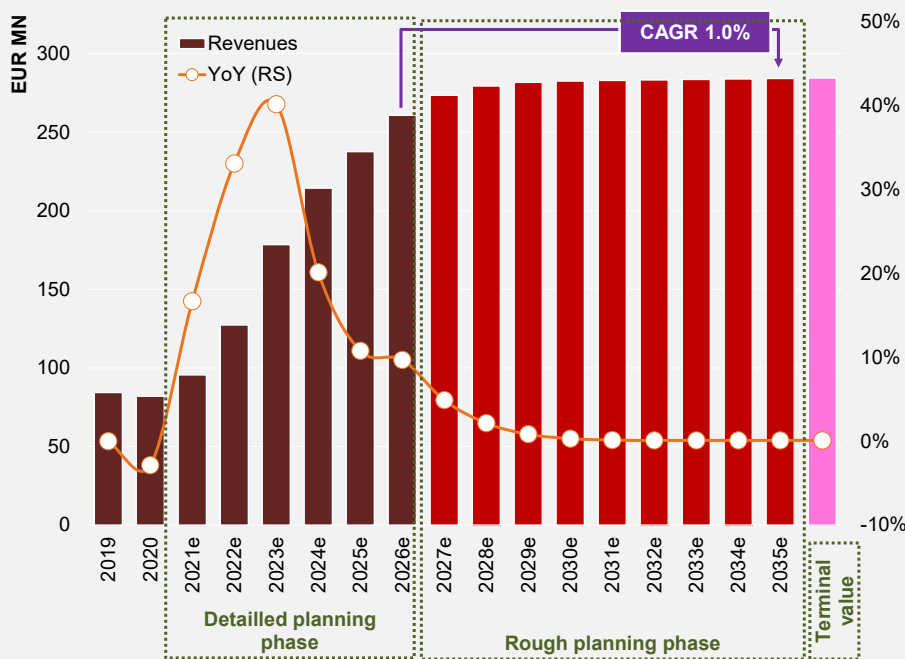
Following the publication of a new medium-term guidance and an update of our financial forecasts, we have also adjusted our valuation model. Based on our new forecasts, we calculate a price target of EUR 35.30 per share versus previously EUR 24.90, using a three-phase DCF entity model (base case scenario), which we believe best reflects the company's long-term earnings prospects. If the expectations presented by the Executive Board for the year 2023e for sales and gross profit in the three business segments materialize, the shares will be significantly undervalued. In view of a 275.5% upside potential in our base case scenario over the next 24 months, we reiterate our Buy rating for the shares of asknet Solutions AG.

Our primary valuation method for asknet Solutions is a three-stage DCF entity model

The reason why we use a fundamental valuation method such as the DCF model for the valuation of asknet Solutions is not only because standard valuation methods using stock market multiples do not provide valid results in the absence of meaningful consensus estimates, but also because we believe that the company will achieve high sales and earnings growth in the coming years. In view of the company's turnaround situation, we believe that a long-term standardized three-phase discounted cash flow entity model (primary valuation method) is the most suitable method for determining the company's value.

No further external raising of equity is envisaged in our model.

FIGURE 1: SALES AND SALES GROWTH, 2019-2035E



Until 2026e, the model is based on our detailed P&L, balance sheet and cash flow planning, which is based on the new guidance 2023e. These lead into a second rough planning phase, which ends in 2035e. After that, we model the terminal value, in which asknet Solutions is in a steady state, in which excess returns can no longer be achieved.

The average annual sales growth rates during the detailed and rough planning phases are 21.3% and 1.0%, respectively. In the terminal value, where model-imminent risky investments no longer "pay-off", operating cash flows are invested at risk-free rates (currently 0.1%).

SOURCE: SPHENE CAPITAL FORECASTS

Growth assumptions of the DCF model

We assume the following growth assumptions for our three-stage discounted cash flow model:

Three-stage DCF entity model:
Assumptions for turnover development

- ⑤ **Phase 1** of the DCF model (the so-called "detailed planning phase") is initially based on our detailed revenue, earnings, cash flow and balance sheet projections

up to 2026e, which are based on the guidance issued by the Executive Board for 2023e, and assuming average annual growth rates (CAGR) of 21.3% for revenue between 2020 and 2026e.

- ⑤ In the subsequent **phase 2** (eight-year "**rough planning phase**"), which ends in 2035e, we have assumed a CAGR of sales of 1.0%. Furthermore, during the rough planning phase, we have assumed that the company's key performance indicators would approach a level that could be achieved in the long term.
- ⑤ For the final **phase 3** of the so-called "**terminal value**", in which growth is by definition only possible without taking operational risks, we set the quasi-risk-free interest rate of 30-year German government bonds, currently 0.1%, as the sales growth rate.

Further assumptions during the rough planning phase

For our three-stage DCF model, we assume in detail during the detailed and rough planning phase,

Three-stage DCF entity model:
Assumptions for the other items of the
DCF model

- ⑤ that the **EBIT margins** during the rough planning phase can hardly be increased any more compared to the value of 1.3% (basis: turnover) expected in 2026e; moreover, we have not assumed any further inflow of external equity, but only internal financing from the cash flows generated;
- ⑤ that **operating margins** in the subsequent **terminal value** phase will be 1.5%;
- ⑤ a declining **investment ratio to net sales** over time, whereby asknet Solutions benefits on the one hand from a traditionally negative working capital, so that growth does not have to be financed by the provision of current assets, and on the other hand from a business model that can be classified as asset-light;
- ⑤ that asknet Solutions' **marginal tax rate** will rise to 30% during the rough planning phase after the tax loss carryforwards expire, a realistic average for the company, which operates almost exclusively in Europe;
- ⑤ that negative free cash flows are not discounted, but rather compounded to the actual valuation date with the weighted cost of capital; this consideration, based on the **axiom of investor risk aversion**, is not applied to the company, which according to our estimates is only unprofitable in the first year of the detailed planning phase;
- ⑤ a **beta** of 1.30 derived from fundamental factors, which we derive from the following macroeconomic and company-specific factors against the background of the high volatility of asknet Solutions' share price and the statistically insignificant values (in doing so, we deviate from the observed beta values, which are typically significantly higher for asknet Solutions);

TABLE 3: FUNDAMENTAL BETA

Degree of diversification	0.00
Competitive intensity	0.10
Maturity of the business model	0.00
Regulatory risks	0.10
Financial risks	0.00
Risks of the business forecast	0.10
Market-beta	1.00
beta	1.30

SOURCE: SPHENE CAPITAL

- Ⓢ a **terminal value insolvency probability** of 7.2% per year, which we consider realistic for the company with an expected recovery rate of 10.0% and despite a synthetic rating of B- derived from the current negative interest coverage ratio;
- Ⓢ that the cash flows generated by asknet Solutions in the period 2021e-2026e are discounted at **weighted average cost of capital (WACC)** of 11.0%. In addition to the fundamental beta of 1.30, this is composed of a quasi-risk-free interest rate of 0.1%, calculated from the yield of long-term (30-year) German government bonds, and an implicitly calculated risk premium for the overall market (assumption of the geometric mean) of currently 8.0%. In addition, we have applied a small caps premium of 2.5%, which is composed of management dependency (0.5%), a transparency premium (1.0%) and a share liquidity premium (1.0%). As a company headquartered in Germany, asknet Solutions should be able to refinance at comparatively favorable borrowing rates, so that we consider a risk premium for the debt capital of currently around 900 basis points to be appropriate, despite our assumed synthetic corporate rating of B-. Finally, we assume that asknet Solutions aims for an industry-typical target capital structure for the market values of equity and debt of 70%/30%;

Assumptions for the other items of the DCF model (continued)

TABLE 4: WACC, 2021E-2026E

Cost of equity	%	10.5%	Calculation according to Capital Asset Pricing Model (CAPM)
Quasi-risk-free interest rate	%	0.1%	German government bonds with 30-year residual maturity
Beta		1.30	Fundamentally determined beta
Implied Equity Risk Premium	%	8.0%	From dividend discount model using consensus estimates on DAX earnings and DAX dividends
Small Cap Premium	%	2.5%	
Management premium	%	0.5%	Key-Man-Risk
Liquidity premium	%	1.0%	Based on the daily stock exchange turnover
Transparency premium	%	1.0%	Lack of quarterly financial statements, reporting under HGB
Private Company Premium	%	0.0%	
Early Stage Premium	%	0.0%	
Pandemic premium	%	0.0%	
Target capital structure	%	70.0%	
Weighted average cost of equity capital	%	9.1%	
Cost of debt after taxes		6.4%	
Quasi-risk-free interest rate	%	0.1%	German government bonds with 30-year residual maturity
Risk premium debt capital	%	9.0%	According to the CDS of B-rated companies
Default spread of the home market	%	0.0%	Negligible in Germany
Cost of debt capital before taxes	%	9.1%	
Tax rate	%	30.0%	Inclusion of the FC-induced tax shield
Target capital structure of debt capital	%	30.0%	
Weighted average cost of capital of debt capital	%	1.9%	
WACC based on market values	%	11.0%	For the detailed planning phase 2021e-2026e

SOURCE: SPHENE CAPITAL FORECASTS

⊕ that asknet Solutions will have **cost of capital in the terminal value** phase that do not differ from those of other mature companies; accordingly, we assume a decline in the beta to the level of the market portfolio (i.e. 1.0) and thus the WACC from 11.0% (2021e-2026e) to 5.1% (which would correspond to a market risk premium of 500 basis points based on current risk-free interest rates).

Assumptions for the other items of the DCF model (continued)

In the medium term, our base case scenario results in an equity value of EUR 46.2 million or EUR 35.30 per share.

Value of equity of EUR 46.2 million or EUR 35.30 per share

The enterprise value of asknet Solutions in our model is EUR 43.9 million. From this, 13.9% is derived via the terminal value, 43.6% and 42.5% 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 46.2 million or EUR 35.30 per share.

TABLE 5: 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	6.1		Based on the terminal value in 2035e	↗
in % of the enterprise value	%	13.9%			⇔
Present values cash flow detailed planning	EUR m	19.1		Present Value of FCFF for the period 2021e-26e	↗
in % of the Enterprise Value	%	43.6%			↗
Present values cash flow rough planning	EUR m	18.7		Present Value of the FCFF for the period 2027e-35e	↗
in % of the Enterprise Value	%	42.5%			↘
Enterprise value	EUR m	43.9			↗
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	46.2			↗
Number of shares outstanding	m.	1.3			⇔
Value of equity per share	EUR	35.30		Target price on a 24-month horizon	↗
Current rate	EUR	9.40		Xetra closing price as of 06.07.2021	
Expected price potential	%	275.5%		Share price potential on a 24-month horizon	

SOURCE: SPHENE CAPITAL FORECASTS

Advanced scenario analysis through Monte Carlo simulation

We then performed a Monte Carlo simulation to interrogate 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 6: 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%

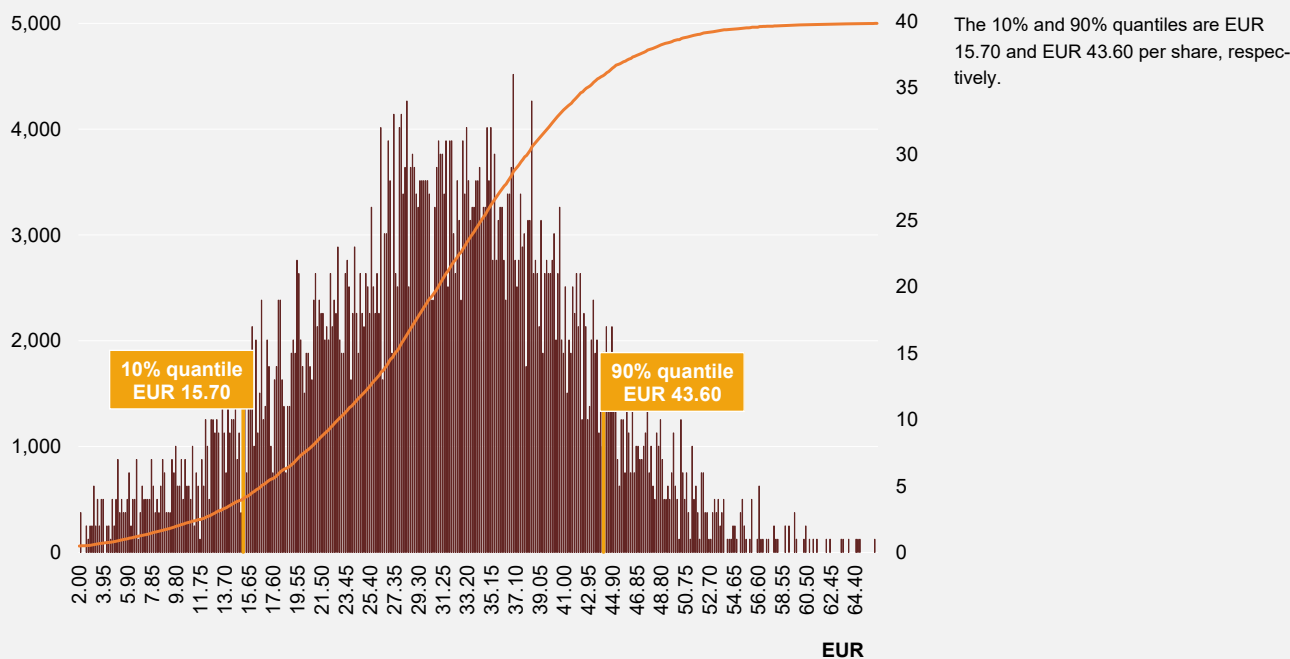
SOURCE: SPHENE CAPITAL FORECASTS

Wide dispersion of the valuation results

This shows that the 10% and 90% quantiles of the equity capital are EUR 20.5 million (EUR 15.70 per share) and EUR 57.0 million (EUR 43.60 per share), respectively. The results of the Monte Carlo simulation are summarized in Figure 2 below:

Monte Carlo simulation with 10% and 90% quantile price targets between EUR 20.5 and 57.0 million or EUR 15.70 and EUR 43.60 per share.

FIGURE 2: 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 9.40, the equity value we have calculated, based on the sales and gross profit guidance issued by the Executive Board for 2023e, results in an expected share price appreciation potential of 275.5% 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 35.30 per share is reached, asknet Solutions would be valued at the multiples below:

TABLE 7: VALUATION MULTIPLIERS

		Valuation at the current share price				Valuation at price target			
		2021e	2022e	2023e	2024e	2021e	2022e	2023e	2024e
PER	X	n/a	14.8x	4.6x	3.2x	n/a	55.6x	17.4x	12.1x
EV/sales	X	0.1x	0.1x	0.1x	0.1x	0.5x	0.4x	0.3x	0.2x
EV/EBIT	X	n/a	46.9x	6.0x	4.1x	n/a	n/a	23.6x	17.2x
PBR	X	22.2x	8.9x	3.0x	1.6x	83.4x	33.4x	11.4x	5.9x
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 in particular 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** receivables in the amount of up to EUR 0.764 million,
- Ⓢ comparatively low **liquidity of the share...**
- Ⓢ ...with unusually high **volatility of the share**,
- Ⓢ **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.

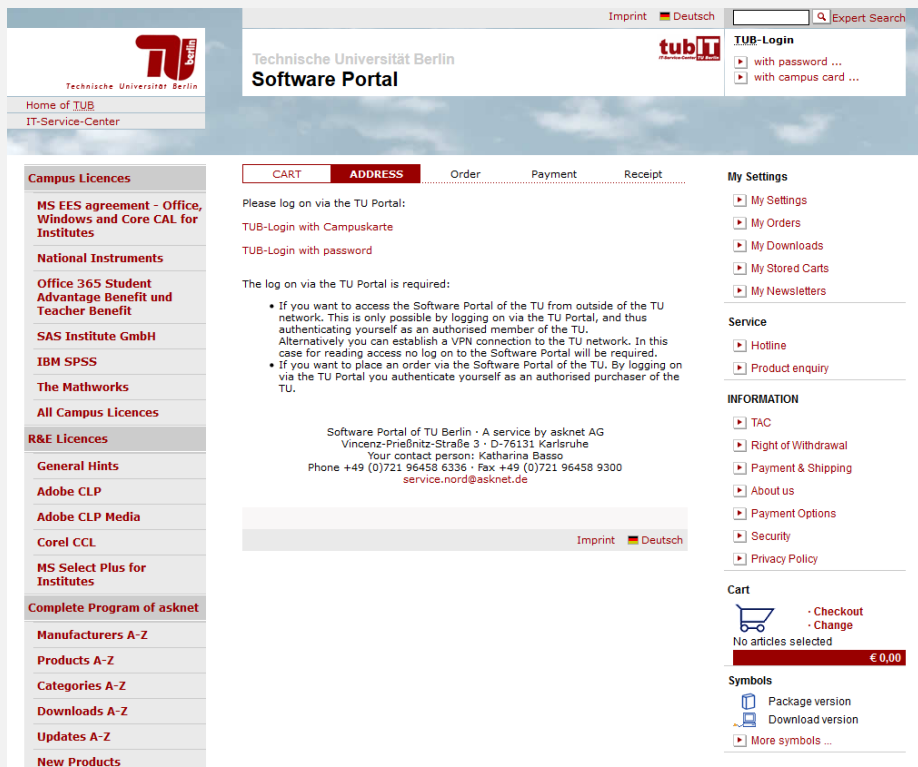
asknet Solutions' business activities focus on the development and operation of software procurement portals for universities, colleges, research institutes, university hospitals and companies in the form of central intranet portals. These procurement portals enable authorized users to purchase software 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 3: SCREENSHOT OF A UNIVERSITY PORTAL



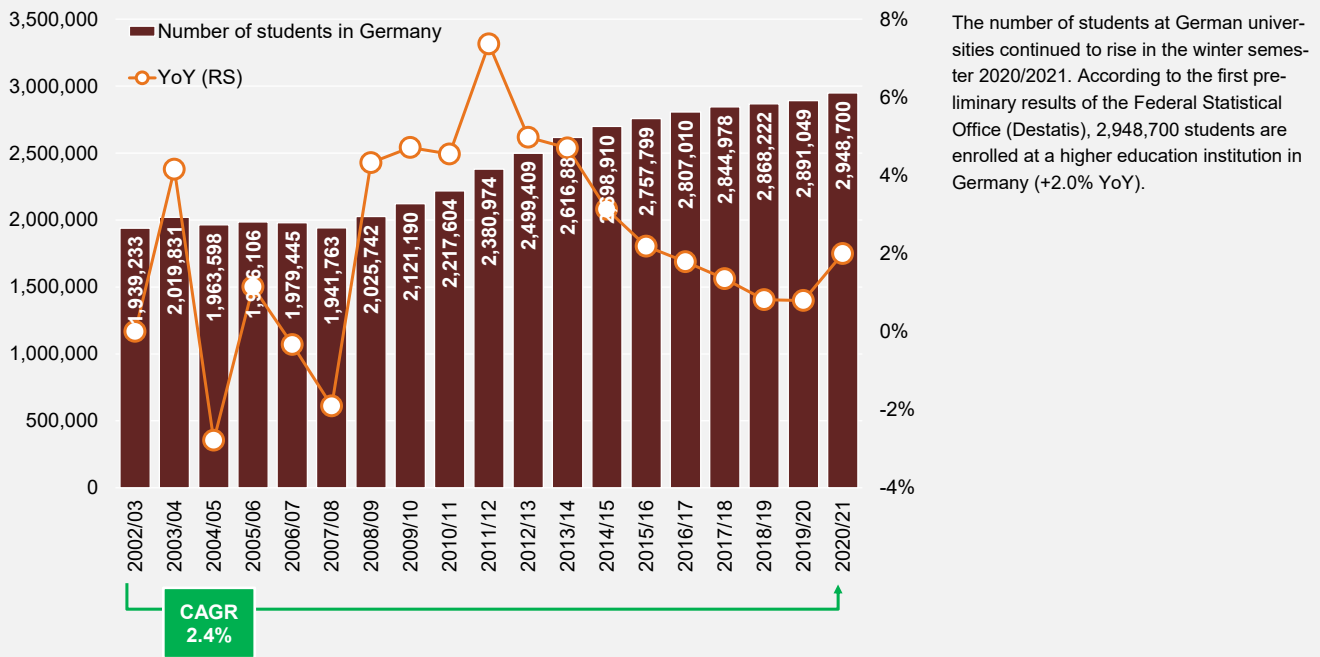
More than 80% of German universities use asknet Solutions' procurement portals.

SOURCE: COMPANY INFORMATION, 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 4: 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.

Basically, all universities are potential customers of asknet Solutions.

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

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 8: 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 INFORMATION, 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	95.6	127.3	178.4
YoY	%	-3.7%	29.7%	-1.8%	-2.8%	16.7%	33.1%	40.2%
Other operating income	EUR m	0.9	0.9	0.2	2.5	1.0	1.0	1.0
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	96.6	128.3	179.5
YoY	%	-0.9%	27.2%	-3.3%	-0.1%	14.5%	32.8%	39.9%
Cost of materials	EUR m	-57.9	-76.4	-75.3	-73.4	-83.5	-111.1	-155.3
in % of total output	%	-84.2%	-87.4%	-89.1%	-86.9%	-86.5%	-86.6%	-86.5%
Gross profit	EUR m	10.9	11.0	9.2	11.0	13.1	17.2	24.2
YoY	%	18.1%	1.4%	-16.4%	19.6%	18.6%	31.6%	40.6%
in % of total output	%	15.8%	12.6%	10.9%	13.1%	13.5%	13.4%	13.5%
Gross profit (adjusted)	EUR m	8.3	9.4	9.0	8.5	12.1	16.2	23.2
YoY	%	-3.3%	14.0%	-4.4%	-5.5%	41.3%	34.2%	43.1%
in % of total output	%	12.1%	10.8%	10.7%	10.1%	12.5%	12.6%	12.9%
Personnel expenses	EUR m	-4.9	-5.6	-4.4	-3.7	-3.9	-4.1	-4.5
in % of gross revenues	%	-7.5%	-6.5%	-5.2%	-4.5%	-4.1%	-3.2%	-2.5%
Other operating expenses	EUR m	-4.9	-5.7	-6.7	-7.8	-9.2	-12.1	-17.0
in % of gross revenues	%	-7.5%	-6.7%	-7.9%	-9.5%	-9.6%	-9.5%	-9.5%
EBITDA	EUR m	1.0	-0.3	-1.9	-0.5	0.0	1.0	2.7
in % of gross profit (adjusted)	%	12.0%	-2.7%	-20.7%	-5.8%	-0.2%	6.1%	11.5%
Depreciation	EUR m	-0.4	-1.6	-0.8	-0.7	-0.7	-0.7	-0.8
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	-0.7	0.3	1.9
YoY	%	-135.6%	-415.8%	45.8%	-56.2%	-37.8%	-133.9%	663.6%
YoY	EUR m	0.8	-6.1	5.1	0.6	0.9	1.4	0.8
in % of gross profit (adjusted)	%	7.1%	-19.7%	-30.0%	-13.9%	-6.1%	1.5%	8.3%
Result from participations	EUR m	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net financial result	EUR m	0.0	0.0	0.0	-0.5	0.5	0.6	0.9
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	-0.2	0.9	2.8
in % of gross profit (adjusted)	%	7.0%	-19.8%	-29.9%	-19.9%	-1.8%	5.4%	12.0%
Taxes	EUR m	-0.5	0.0	0.0	0.1	0.0	0.0	-0.1
in % of EBT	%	-85.9%	-2.0%	-1.8%	-6.2%	-5.0%	-5.0%	-5.0%
Net result	EUR m	0.1	-1.8	-2.6	-1.6	-0.2	0.8	2.7
in % of gross profit (adjusted)	%	1.0%	-19.4%	-29.3%	-18.7%	-1.7%	5.1%	11.4%
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	-0.16	0.64	2.03

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	95.6	127.3	178.4
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	52.6	71.0	100.1
Academics	EUR m	16.9	18.7	22.7	31.8	35.0	44.3	55.7
Digital domain	EUR m	0.0	0.0	0.0	0.0	8.0	12.0	22.6
YoY	EUR m	-3.7%	29.7%	-1.8%	-2.8%	16.7%	33.1%	40.2%
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%	5.0%	35.0%	41.1%
Academics	EUR m	-15.3%	10.6%	21.2%	40.4%	10.0%	26.5%	25.8%
Digital domain	EUR m	n/a	n/a	n/a	n/a	n/a	50.0%	88.3%
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%	55.0%	55.8%	56.1%
Academics	EUR m	25.6%	21.8%	26.9%	38.9%	36.6%	34.8%	31.2%
Digital domain	EUR m	0.0%	0.0%	0.0%	0.0%	8.4%	9.4%	12.7%
Gross profit (adjusted)	EUR m	10.9	11.0	9.2	11.0	12.1	16.2	23.2
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	7.2	9.7	13.7
Academics	EUR m	2.9	2.6	2.6	3.3	3.7	4.7	6.0
Digital domain	EUR m	0.0	0.0	0.0	0.0	1.2	1.8	3.5
YoY	EUR m	27.0%	1.4%	-16.4%	19.6%	9.4%	34.2%	43.1%
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	6.1%	-21.5%	16.8%	-6.9%	34.9%	41.5%
Academics	EUR m	1.0%	-11.3%	0.0%	26.9%	11.1%	27.8%	27.1%
Digital domain	EUR m	n/a	n/a	n/a	n/a	n/a	50.0%	93.0%
in % of gross revenues	EUR m	16.4%	12.8%	10.9%	13.5%	12.6%	12.7%	13.0%
Digital Goods	EUR m	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Physical Goods	EUR m	n/a	n/a	n/a	n/a	n/a	n/a	n/a
eCommerce solutions	EUR m	16.1%	12.6%	10.7%	15.4%	13.7%	13.7%	13.7%
Academics	EUR m	17.3%	13.9%	11.5%	10.4%	10.5%	10.6%	10.7%
Digital domain	EUR m	n/a	n/a	n/a	n/a	15.0%	15.0%	15.4%

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	6.4	6.5	6.6
Intangible assets	EUR m	2.9	2.3	1.5	0.9	0.9	1.0	1.0
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	13.2	18.8	29.0
Inventories	EUR m	0.0	0.0	0.0	0.0	0.0	0.1	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	5.5	7.3	10.2
DSO	d	17	15	17	21	21	21	21
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	7.0	10.7	18.0
Prepaid expenses	EUR m	0.1	0.1	0.2	4.3	0.2	0.2	0.2
Unfunded equity capital	EUR m	0.0	0.0	1.6	0.0	0.0	0.0	0.0
Balance sheet total	EUR m	11.2	11.0	12.9	31.8	19.8	25.4	35.8
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	0.6	1.4	4.0
Equity ratio	%	19.1%	11.9%	0.0%	2.4%	2.8%	5.4%	11.3%
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	-4.5	-4.5	-4.5
Balance sheet loss/profit	EUR m	0.2	-1.7	-4.5	-1.6	-1.8	-1.0	1.7
Unfunded equity capital	EUR m	0.0	0.0	1.6	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	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	17.4	22.2	29.9
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	13.3	17.7	25.0
DPO	d	26	22	31	51	50	50	50
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	19.8	25.4	35.8
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%	32.4%	25.6%	18.4%
Intangible assets	%	26.0%	21.0%	12.0%	2.8%	4.8%	3.9%	2.9%
Tangible fixed assets	%	1.8%	1.4%	0.8%	0.2%	0.5%	0.5%	0.4%
Participations	%	0.0%	0.0%	5.2%	35.7%	27.2%	21.2%	15.0%
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%	66.8%	73.8%	81.2%
Inventories	%	0.4%	0.4%	0.2%	0.0%	0.2%	0.3%	0.3%
Receivables from deliveries and services	%	28.2%	33.3%	31.2%	14.9%	27.6%	28.6%	28.6%
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%	3.8%	3.0%	2.1%
Cash and cash equivalents	%	39.8%	35.1%	25.0%	26.8%	35.2%	42.0%	50.2%
Prepaid expenses	%	1.2%	1.2%	1.2%	13.5%	0.8%	0.6%	0.4%
Unfunded equity capital	%	0.0%	0.0%	12.2%	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 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%	2.8%	5.4%	11.3%
Share capital	%	5.0%	5.9%	5.1%	4.1%	6.6%	5.1%	3.7%
Capital reserve	%	12.2%	20.4%	17.6%	17.4%	27.9%	21.8%	15.5%
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%	-22.6%	-17.6%	-12.5%
Balance sheet loss/profit	%	1.4%	-15.1%	-34.8%	-5.0%	-9.1%	-3.8%	4.7%
Unfunded equity capital	%	0.0%	0.0%	12.2%	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	%	24.2%	20.0%	22.3%	11.0%	9.1%	7.1%	5.0%
Current liabilities	%	51.4%	64.3%	75.1%	67.6%	88.0%	87.4%	83.6%
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%	67.4%	69.7%	69.8%
Other liabilities	%	9.6%	17.2%	16.5%	11.7%	20.6%	17.7%	13.8%
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	-0.2	0.8	2.7
Depreciation	EUR m	0.4	1.6	0.8	0.7	0.7	0.7	0.8
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	-0.7	-1.8	-3.0
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	4.1	0.0	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	1.8	4.4	7.3
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	-0.9	4.1	7.7
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	-0.1	-0.1	-0.1
Investments in property, plant and equipment	EUR m	-0.3	-1.6	-0.8	-0.7	-0.7	-0.8	-0.8
Investing cash flow	EUR m	-1.7	-1.5	-0.7	-10.7	5.2	-0.8	-0.8
Free cash flow	EUR m	-1.1	-1.6	-1.2	-6.1	4.3	3.3	6.8
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	-1.6	3.7	7.3
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	7.0	10.7
Cash and cash equivalents at end of period	EUR m	4.5	3.9	3.2	8.5	7.0	10.7	18.0

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	95.6	127.3	178.4
Gross profit	EUR m	10.9	11.0	9.2	11.0	13.1	17.2	24.2
Gross profit (adjusted)	EUR m	8.3	9.4	9.0	8.5	12.1	16.2	23.2
EBITDA	EUR m	1.0	-0.3	-1.9	-0.5	0.0	1.0	2.7
EBIT	EUR m	0.6	-1.9	-2.7	-1.2	-0.7	0.3	1.9
EBT	EUR m	0.6	-1.9	-2.7	-1.7	-0.2	0.9	2.8
Net result	EUR m	0.1	-1.8	-2.6	-1.6	-0.2	0.8	2.7
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	8.80		
Price average	EUR	12.05	11.16	14.29	9.63	12.33		
Closing price	EUR	10.49	10.90	9.80	14.80	9.40	9.40	9.40
EPS	EUR	0.15	-3.26	-4.05	-1.22	-0.16	0.64	2.03
BVPS	EUR	3.83	2.35	0.00	0.58	0.42	1.06	3.09
CFPS	EUR	1.08	-0.17	-0.84	3.51	-0.66	3.15	5.86
Dividend	EUR	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Target price	EUR							35.30
Performance to target price	%							275.5%
Profitability ratios (basis gross profit adjusted)								
EBITDA margin	%	12.0%	-2.7%	-20.7%	-5.8%	-0.2%	6.1%	11.5%
EBIT margin	%	7.1%	-19.7%	-30.0%	-13.9%	-6.1%	1.5%	8.3%
EBT margin	%	7.0%	-19.8%	-29.9%	-19.9%	-1.8%	5.4%	12.0%
Net margin	%	1.0%	-19.4%	-29.3%	-18.7%	-1.7%	5.1%	11.4%
FCF margin	%	-13.5%	-16.8%	-13.5%	-71.4%	35.6%	20.4%	29.5%
ROE	%	3.8%	-138.6%	n/a	-209.1%	-37.9%	60.0%	65.7%
NWC/turnover	%	19.7%	10.5%	-16.8%	-68.4%	-56.2%	-57.2%	-58.0%
Per capita turnover	EURk	778	1.010	1.187	1.154	1.346	1.793	2.513
Per capita EBIT	EURk	6.9	-21.9	-38.2	-16.7	-10.4	3.5	27.0
Capex/turnover	%	0.5%	1.8%	0.9%	0.8%	0.8%	0.6%	0.4%
Gross profit premium	%	184.5%	142.0%	140.5%	427.5%	270.6%	343.5%	484.9%
Growth rates								
Gross revenues	%	-3.7%	29.7%	-1.8%	-2.8%	16.7%	33.1%	40.2%
Gross profit	%	18.1%	1.4%	-16.4%	19.6%	18.6%	31.6%	40.6%
Service revenues	%	-3.3%	14.0%	-4.4%	-5.5%	41.3%	34.2%	43.1%
EBITDA	%	n/a	n/a	621.2%	-73.3%	-94.2%	n/a	171.7%
EBIT	%	n/a	n/a	45.8%	-56.2%	-37.8%	n/a	663.6%
EBT	%	n/a	n/a	44.5%	-36.9%	-87.0%	n/a	219.0%
Net result	%	n/a	n/a	44.8%	-39.7%	-86.9%	n/a	219.0%
EPS	%	n/a	n/a	24.1%	-69.9%	-86.9%	n/a	219.0%
CFPS	%	53.1%	n/a	405.8%	n/a	n/a	n/a	86.1%
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	6.4	6.5	6.6
Current assets	EUR m	8.1	8.1	9.0	19.5	13.4	18.9	29.2
Equity	EUR m	2.1	1.3	0.0	0.8	0.6	1.4	4.0
Liabilities	EUR m	9.1	9.7	12.9	31.0	19.2	24.0	31.7
Equity ratio	%	19.1%	11.9%	0.0%	2.4%	2.8%	5.4%	11.3%
Gearing	%	-10.4%	-14.7%	n/a	730.8%	-62.9%	-38.6%	-22.3%
Working capital	EUR m	-1.5	-1.5	-3.2	-6.8	-7.8	-10.4	-14.6
Capital employed	EUR m	1.6	1.0	-1.5	-5.8	-6.8	-9.3	-13.4
Asset turnover	x	5.9	7.8	6.6	2.6	4.8	5.0	5.0
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	11.5	0.0	0.0
Market capitalisation average	EUR m	6.8	6.3	9.3	12.6	16.1	0.0	0.0
Market capitalisation closing price	EUR m	5.9	6.1	6.4	19.4	12.3	12.3	12.3
Net debt	EUR m	-0.2	-0.2	-0.2	5.6	-0.3	-0.5	-0.9
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	27.6	-0.5	-0.9
Enterprise Value low	EUR m	3.9	5.2	5.9	13.2	11.2	-0.5	-0.9
Enterprise Value average	EUR m	6.5	6.1	9.2	18.2	15.8	-0.5	-0.9
Enterprise Value closing price	EUR m	5.7	5.9	6.3	24.9	11.9	11.8	11.4
Valuation ratios								
EV/Turnover high	x	0.14	0.08	0.19	0.30	0.29	n/a	n/a
EV/Turnover low	x	0.06	0.06	0.07	0.16	0.12	n/a	n/a
EV/turnover average	x	0.10	0.07	0.11	0.22	0.17	n/a	n/a
EV/Sales closing price	x	0.09	0.07	0.07	0.30	0.12	0.09	0.06
EV/EBITDA high	x	9.4	-27.8	-8.4	-50.0	-961.4	n/a	n/a
EV/EBITDA low	x	3.9	-20.2	-3.2	-26.5	-388.2	n/a	n/a
EV/EBITDA average	x	6.6	-23.4	-4.9	-36.4	-548.8	n/a	n/a
EV/EBITDA closing price	x	5.7	-22.8	-3.3	-50.0	-415.5	12.0	4.3
EV/EBIT closing price	x	9.6	-3.2	-2.3	-21.0	-16.2	46.9	6.0
P/E high	x	117.0	n/a	n/a	n/a	n/a	0.0	0.0
P/E ratio low	x	51.0	n/a	n/a	n/a	n/a	0.0	0.0
P/E average	x	83.0	n/a	n/a	n/a	n/a	0.0	0.0
P/E ratio closing price	x	72.2	n/a	n/a	n/a	n/a	14.8	4.6
KBV closing price	x	2.7	4.6	n/a	25.4	22.2	8.9	3.0
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%	34.9%	26.9%	55.6%
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	95.6	127.3	178.4	214.4	237.6	260.6	273.4	279.3	281.7	282.5	282.9	283.3	283.5	283.8	284.1	284.4
YoY	%	16.7%	33.1%	40.2%	20.2%	10.8%	9.7%	4.9%	2.2%	0.8%	0.3%	0.1%	0.1%	0.1%	0.1%	0.1%	0.1%
EBIT	EUR m	-0.7	0.3	1.9	2.6	3.0	3.4	3.5	3.7	3.7	3.8	3.8	3.8	3.9	3.9	3.9	4.3
EBIT margin	%	-0.8%	0.2%	1.1%	1.2%	1.3%	1.3%	1.3%	1.3%	1.3%	1.3%	1.3%	1.3%	1.4%	1.4%	1.4%	1.5%
Taxes	EUR m	0.0	0.0	-0.1	-0.2	-0.2	-0.3	-0.2	-0.2	-0.2	-0.2	-0.2	-1.1	-1.2	-1.2	-1.2	-1.3
Tax ratio (τ)	%	1.5%	17.4%	7.3%	7.7%	7.6%	7.5%	5.0%	5.0%	5.0%	5.0%	5.0%	30.0%	30.0%	30.0%	30.0%	30.0%
Adjusted EBIT(1-τ)	EUR m	-0.7	0.2	1.8	2.4	2.7	3.1	3.4	3.5	3.5	3.6	3.6	2.7	2.7	2.7	2.7	3.0
Reinvestment	EUR m	6.9	2.5	4.2	8.3	1.8	1.8	1.9	1.7	1.2	0.7	0.4	0.3	0.3	0.3	0.3	-0.1
FCFF	EUR m	6.2	2.7	6.0	10.7	4.6	4.9	5.3	5.2	4.8	4.3	4.0	3.0	3.0	3.0	3.0	2.9
WACC	%	11.0%	11.0%	11.0%	11.0%	11.0%	11.0%	10.4%	9.7%	9.0%	8.4%	7.7%	7.1%	6.4%	5.8%	5.1%	
Discount rate	%	90.1%	81.1%	73.1%	65.8%	59.3%	53.4%	48.4%	44.1%	40.5%	37.3%	34.7%	32.4%	30.4%	28.8%	27.4%	
Present value of the FCFF	EUR	5.5	2.2	4.4	7.1	2.7	2.6	2.5	2.3	1.9	1.6	1.4	1.0	0.9	0.9	0.8	
TV insolvency probability	%	7.2%															
Terminal cost of capital	%	5.1%															
Present value terminal value	EUR m	6.1															
in % of the Enterprise Value	%	13.9%															
Present value FCFF detailed planning phase	EUR m	19.1															
in % of the Enterprise Value	%	43.6%															
Present value FCFF rough planning phase	EUR m	18.7															
in % of the Enterprise Value	%	42.5%															
Enterprise Value	EUR m	43.9															
Interest bearing liabilities	EUR m	-6.0															
Excess cash	EUR m	8.3															
Value of equity	EUR m	46.2															
Number of shares	m.	1.3															
Value of equity per share	EUR	35.30															

SOURCE: SPHENE CAPITAL FORECASTS

This study was prepared by the



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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%.
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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)
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

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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

Sphene Capital GmbH has taken regular internal precautions to prevent conflicts of interest regarding the analyzed company and to disclose potential conflicts of interest. All employees involved in the preparation of this study are subject to the internal compliance regulations of Sphene Capital GmbH. The remuneration of the employees is neither directly nor indirectly related to the preparation of this study. Susanne Hasler, susanne.hasler@sphene-capital.de, is responsible for compliance with these arrangements.

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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