Health Care / Pharma - Germany



by Hauck Aufhäuser Lampe

Buy (old: Hold) 22.05.2023 **EUR 12.00** (old: EUR 12.00)

Strong Q1 prelims // FY profitability in reach; Up to BUY

Topic: Cantourage released strong Q1 prelims, which underpin the ramp-up of its unique platform that enables cannabis cultivators from around the world to easily enter the European medical market. With further sequential growth around the corner and profitability already achieved, **we upgrade to BUY**.

Preliminary Q1 sales increased by 95% yoy to € 4.8m (eNuW: € 4.7m) as Cantourage's "Fast Track Access" platform is quickly gaining traction. Mind you, Cantourage enables producers from around the world to become part of the growing European medical cannabis market faster, easier and more cost-effectively. As a result of the consequent positive operating leverage, the company achieved a net income of € 0.1m (FY22p with € -2.4m).

For the next quarters, we expect further sequential growth stemming from the gradually increasing number of cultivators being fully onboarded on the platform, i.e. having a product deployed at pharmacies. So far, Cantourage should have been able to sign roughly 50 individual cultivators from across the world (eNuW). While Cantourage sold cannabis from 7 cultivators at the end of FY22, this number looks set to increase to more than 20 by the end of H1 (eNuW). Mind you, individual craft strains such as the recently introduced LOT420 have a higher price point but are also low-volume and hence not available year-round. The rising number of available strains should hence allow for a constant supply of a wide range of cannabis products, which puts Cantourage on track to outperform our profitability estimates for FY23e of € 0.2m net income.

Cooperation with PURIZE Filters to increase the total addressable market. Since the introduction of medical cannabis in 2017, the number of patients has grown to more than 100k, which is still small compared to the total number cannabis consumers in Germany of roughly 4m. A large proportion of which is expected to buy cannabis for self-medication purposes on the black markets. Here, Cantourage and PURIZE Filters are educating by promoting telemedicine providers, specialized online pharmacies and other sources of information.

Following the recent share price weakness coupled with sequentially growing sales and the potential to outperform our profitability estimates for FY23e, we upgrade to BUY (old: HOLD) with an unchanged PT of € 12 based on DCF.

Y/E 31.12 (EUR m)	2019	2020	2021	2022e	2023e	2024e
Sales	0.0	0.5	5.2	14.0	30.7	56.1
Sales growth	n.a.	n.a.	884.2%	168.4%	119.5%	82.4%
EBITDA	-0.2	-0.6	-0.8	-2.1	0.6	3.6
Net debt (if net cash=0)	-1.0	2.6	2.6	2.6	2.6	-2.7
FCF	-0.2	-1.2	-2.0	-3.4	-0.1	0.6
Net Debt/EBITDA	0.0	-4.7	-3.2	-1.2	4.1	0.0
EPS pro forma	-0.01	-0.05	-0.08	-0.19	0.01	0.15
EBITDA margin	n.a.	-104.7%	-15.8%	-15.1%	2.1%	6.4%
ROCE	-17.5%	-44.4%	-14.0%	-18.8%	1.4%	19.0%
EV/sales	n.a.	238.0	24.2	14.6	4.1	2.2
EV/EBITDA	-734.1	-227.3	-153.1	-97.0	196.7	33.9
PER	-694.1	-210.5	-127.6	-51.7	685.2	64.8
Adjusted FCF yield	-0.1%	-0.5%	-0.8%	-1.2%	0.1%	1.6%

Source: Company data, NuWays, Close price as of 19.05.2023

	Share Performance						
24.00	1						
22.00							
20.00	1						
18.00	11						
16.00	11 Por						
14.00		M					
12.00							
10.00		-					
8.00							
	11/22	01/23	03/23				
3m r 6m r	el. perfo el. perfo		24.30 / 8.43 -7.4% -55.9%				

iviai ket uata	
Share price (in €)	9.90
Market cap (in € m)	123.6
Number of shares (in m pcs)	12.5
Enterprice value (in € m)	126.2
Ø trading volume (6 months)	5,080

Market data

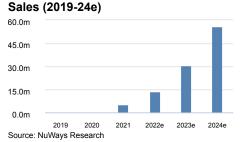
Identifier							
Bloomberg	HIGH GR						
Reuters	HIGH.DE						
WKN	A3DSV0						
ISIN	DE000A3DSV01						

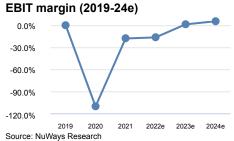
Key snareholders	
Management & Founders	71.6%
Other institutional investors	12.7%
Free Float	15.7%

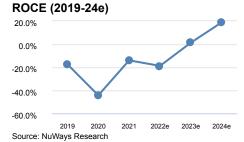
Estimates changes						
	<u>2022e</u>	<u>2023e</u>	<u>2024e</u>			
Sales	0%	0%	0%			
EBIT	-70%	0%	0%			
EPS	-70%	0%	0%			

Comment on changes

 FY22e are adjusted according to prelims to account for higher than initially expected listing-related expenses







Company description

Cantourage wants to revolutionize the German medical cannabis market for the benefit of patients. It enables cultivators from around the world to offer their products in Europe, one of the fastest growing cannabis markets in the world.

Guidance

Update - 22.05.2023



Financials

Profit and loss (EUR m)	2019	2020	2021	2022e	2023e	2024e
Sales	0.0	0.5	5.2	14.0	30.7	56.1
Sales growth	n.a.	n.a.	884.2%	168.4%	119.5%	82.4%
Cost of sales	0.0	0.4	3.4	10.6	20.8	36.0
Gross profit	n.a.	0.1	1.8	3.4	9.9	20.1
Sales and marketing	0.0	0.0	0.0	0.0	0.0	0.3
General and administration	0.1	0.3	0.9	3.2	6.5	11.5
Research and development	0.0	0.0	0.0	0.7	1.5	2.8
Other operating income	0.0	0.0	0.0	0.1	0.2	0.3
Other operating expenses	0.1	0.3	1.7	1.7	1.4	2.2
Total operating expenses	0.2	0.7	2.7	5.5	9.3	16.5
Unusual or infrequent items	0.0	0.0	0.0	0.0	0.0	0.0
EBITDA	-0.2	-0.6	-0.8	-2.1	0.6	3.6
Depreciation	0.0	0.0	0.1	0.3	0.5	0.8
EBITA	-0.2	-0.6	-1.0	-2.4	0.2	2.7
Amortisation of goodwill	0.0	0.0	0.0	0.0	0.0	0.0
Amortisation of intangible assets	0.0	0.0	0.0	0.0	0.0	0.0
Impairment charges	0.0	0.0	0.0	0.0	0.0	0.0
EBIT (inc revaluation net)	-0.2	-0.6	-1.0	-2.4	0.2	2.7
Interest income	0.0	0.0	0.0	0.0	0.0	0.0
Interest expenses	0.0	0.0	0.0	0.0	0.0	0.0
Investment income	0.0	0.0	0.0	0.0	0.0	0.0
Financial result	0.0	0.0	0.0	0.0	0.0	0.0
Recurring pretax income from continuing operations	-0.2	-0.6	-1. 0	-2.4	0.0	2.7
Extraordinary income/loss	0.0	0.0	0.0	0.0	0.0	0.0
Earnings before taxes	-0.2	- 0.6	-1.0	-2.4	0.0	2.7
Income tax expense	0.0	0.0	0.0	0.0	0.0	0.8
·	- 0.2	- 0.6	-1.0	-2.4	0.0 0.2	1.9
Net income from continuing operations	- 0.2 0.0	- 0.6 0.0	-1. 0 0.0	- 2.4 0.0	0.2	0.0
Income from discontinued operations (net of tax)	- 0.2	- 0.6			0.0	
Net income			-1.0	-2.4		1.9
Minority interest	0.0	0.0	0.0	0.0	0.0	0.0
Net profit (reported)	-0.2 0.0	-0.6 0.0	-1.0 0.0	-2.4 12.5	0.2	1.9
Average number of shares	0.0	0.0	0.0		12.5	12.5
EDC non-out-of				0.40	0.04	0.45
EPS reported	n.a.	n.a.	n.a.	-0.19	0.01	0.15
Profit and loss (common size)	2019	2020	2021	2022e	2023e	2024e
Profit and loss (common size) Sales	2019 n.a.	2020 100.0%	2021 100.0%	2022e 100.0%	2023e 100.0%	2024e 100.0%
Profit and loss (common size) Sales Cost of sales	2019 n.a. n.a.	2020 100.0% 80.9%	2021 100.0% 64.9%	2022e 100.0% 75.6%	2023e 100.0% 67.7%	2024e 100.0% 64.1%
Profit and loss (common size) Sales Cost of sales Gross profit	2019 n.a. n.a. n.a.	2020 100.0% 80.9% 19.1%	2021 100.0% 64.9% 35.1%	2022e 100.0% 75.6% 24.4%	2023e 100.0% 67.7% 32.3%	2024e 100.0% 64.1% 35.9%
Profit and loss (common size) Sales Cost of sales Gross profit Sales and marketing	2019 n.a. n.a. n.a. n.a.	2020 100.0% 80.9% 19.1% 0.0%	2021 100.0% 64.9% 35.1% 0.0%	2022e 100.0% 75.6% 24.4% 0.0%	2023e 100.0% 67.7% 32.3% 0.0%	2024e 100.0% 64.1% 35.9% 0.5%
Profit and loss (common size) Sales Cost of sales Gross profit Sales and marketing General and administration	2019 n.a. n.a. n.a. n.a. n.a.	2020 100.0% 80.9% 19.1% 0.0% 64.7%	2021 100.0% 64.9% 35.1% 0.0% 18.2%	2022e 100.0% 75.6% 24.4% 0.0% 23.0%	2023e 100.0% 67.7% 32.3% 0.0% 21.3%	2024e 100.0% 64.1% 35.9% 0.5% 20.5%
Profit and loss (common size) Sales Cost of sales Gross profit Sales and marketing General and administration Research and development	2019 n.a. n.a. n.a. n.a. n.a. n.a.	2020 100.0% 80.9% 19.1% 0.0% 64.7% 0.0%	2021 100.0% 64.9% 35.1% 0.0% 18.2% 0.0%	2022e 100.0% 75.6% 24.4% 0.0% 23.0% 5.0%	2023e 100.0% 67.7% 32.3% 0.0% 21.3% 5.0%	2024e 100.0% 64.1% 35.9% 0.5% 20.5% 5.0%
Profit and loss (common size) Sales Cost of sales Gross profit Sales and marketing General and administration Research and development Other operating income	2019 n.a. n.a. n.a. n.a. n.a. n.a. n.a. n.a	2020 100.0% 80.9% 19.1% 0.0% 64.7% 0.0% 0.0%	2021 100.0% 64.9% 35.1% 0.0% 18.2% 0.0% 0.0%	2022e 100.0% 75.6% 24.4% 0.0% 23.0% 5.0% 0.5%	2023e 100.0% 67.7% 32.3% 0.0% 21.3% 5.0% 0.5%	2024e 100.0% 64.1% 35.9% 0.5% 20.5% 5.0% 0.5%
Profit and loss (common size) Sales Cost of sales Gross profit Sales and marketing General and administration Research and development Other operating income Other operating expenses	2019 n.a. n.a. n.a. n.a. n.a. n.a. n.a. n.a	2020 100.0% 80.9% 19.1% 0.0% 64.7% 0.0% 0.0% 59.1%	2021 100.0% 64.9% 35.1% 0.0% 18.2% 0.0% 0.0% 32.8%	2022e 100.0% 75.6% 24.4% 0.0% 23.0% 5.0% 0.5% 12.0%	2023e 100.0% 67.7% 32.3% 0.0% 21.3% 5.0% 0.5% 4.5%	2024e 100.0% 64.1% 35.9% 0.5% 20.5% 5.0% 0.5% 4.0%
Profit and loss (common size) Sales Cost of sales Gross profit Sales and marketing General and administration Research and development Other operating income Other operating expenses Total operating expenses	2019 n.a. n.a. n.a. n.a. n.a. n.a. n.a. n.a	2020 100.0% 80.9% 19.1% 0.0% 64.7% 0.0% 0.0% 59.1% 123.8%	2021 100.0% 64.9% 35.1% 0.0% 18.2% 0.0% 0.0% 32.8% 50.9%	2022e 100.0% 75.6% 24.4% 0.0% 23.0% 5.0% 0.5% 12.0% 39.5%	2023e 100.0% 67.7% 32.3% 0.0% 21.3% 5.0% 0.5% 4.5% 30.3%	2024e 100.0% 64.1% 35.9% 0.5% 20.5% 5.0% 0.5% 4.0% 29.5%
Profit and loss (common size) Sales Cost of sales Gross profit Sales and marketing General and administration Research and development Other operating income Other operating expenses Total operating expenses EBITDA	2019 n.a. n.a. n.a. n.a. n.a. n.a. n.a. n.a	2020 100.0% 80.9% 19.1% 0.0% 64.7% 0.0% 59.1% 123.8% -104.7%	2021 100.0% 64.9% 35.1% 0.0% 18.2% 0.0% 0.0% 32.8% 50.9% -15.8%	2022e 100.0% 75.6% 24.4% 0.0% 23.0% 5.0% 0.5% 12.0% 39.5% -15.1%	2023e 100.0% 67.7% 32.3% 0.0% 21.3% 5.0% 0.5% 4.5% 30.3% 2.1%	2024e 100.0% 64.1% 35.9% 0.5% 20.5% 5.0% 0.5% 4.0% 29.5% 6.4%
Profit and loss (common size) Sales Cost of sales Gross profit Sales and marketing General and administration Research and development Other operating income Other operating expenses Total operating expenses EBITDA Depreciation	2019 n.a. n.a. n.a. n.a. n.a. n.a. n.a. n.a	2020 100.0% 80.9% 19.1% 0.0% 64.7% 0.0% 59.1% 123.8% -104.7% 6.0%	2021 100.0% 64.9% 35.1% 0.0% 18.2% 0.0% 0.0% 32.8% 50.9% -15.8%	2022e 100.0% 75.6% 24.4% 0.0% 23.0% 5.0% 0.5% 12.0% 39.5% -15.1% 2.0%	2023e 100.0% 67.7% 32.3% 0.0% 21.3% 5.0% 0.5% 4.5% 30.3% 2.1%	2024e 100.0% 64.1% 35.9% 0.5% 20.5% 5.0% 0.5% 4.0% 29.5% 6.4% 1.5%
Profit and loss (common size) Sales Cost of sales Gross profit Sales and marketing General and administration Research and development Other operating income Other operating expenses Total operating expenses EBITDA Depreciation EBITA	2019 n.a. n.a. n.a. n.a. n.a. n.a. n.a. n.a	2020 100.0% 80.9% 19.1% 0.0% 64.7% 0.0% 59.1% 123.8% -104.7% 6.0% -110.8%	2021 100.0% 64.9% 35.1% 0.0% 18.2% 0.0% 0.0% 32.8% 50.9% -15.8% -2.8% -18.6%	2022e 100.0% 75.6% 24.4% 0.0% 23.0% 5.0% 0.5% 12.0% 39.5% -15.1% 2.0% -17.1%	2023e 100.0% 67.7% 32.3% 0.0% 21.3% 5.0% 0.5% 4.5% 30.3% 2.1% 1.5% 0.6%	2024e 100.0% 64.1% 35.9% 0.5% 20.5% 5.0% 0.5% 4.0% 29.5% 6.4% 1.5% 4.9%
Profit and loss (common size) Sales Cost of sales Gross profit Sales and marketing General and administration Research and development Other operating income Other operating expenses Total operating expenses EBITDA Depreciation EBITA Amortisation of goodwill	2019 n.a. n.a. n.a. n.a. n.a. n.a. n.a. n.a	2020 100.0% 80.9% 19.1% 0.0% 64.7% 0.0% 59.1% 123.8% -104.7% 6.0% -110.8% 0.0%	2021 100.0% 64.9% 35.1% 0.0% 18.2% 0.0% 0.0% 32.8% 50.9% -15.8% 2.8% -18.6% 0.0%	2022e 100.0% 75.6% 24.4% 0.0% 23.0% 5.0% 0.5% 12.0% 39.5% -15.1% 2.0% -17.1% 0.0%	2023e 100.0% 67.7% 32.3% 0.0% 21.3% 5.0% 0.5% 4.5% 30.3% 2.1% 1.5% 0.6% 0.0%	2024e 100.0% 64.1% 35.9% 0.5% 20.5% 5.0% 0.5% 4.0% 29.5% 6.4% 1.5% 4.9% 0.0%
Profit and loss (common size) Sales Cost of sales Gross profit Sales and marketing General and administration Research and development Other operating income Other operating expenses Total operating expenses EBITDA Depreciation EBITA Amortisation of goodwill Amortisation of intangible assets	2019 n.a. n.a. n.a. n.a. n.a. n.a. n.a. n.a	2020 100.0% 80.9% 19.1% 0.0% 64.7% 0.0% 59.1% 123.8% -104.7% 6.0% -110.8% 0.0%	2021 100.0% 64.9% 35.1% 0.0% 18.2% 0.0% 0.0% 32.8% 50.9% -15.8% 2.8% -18.6% 0.0% 0.0%	2022e 100.0% 75.6% 24.4% 0.0% 23.0% 5.0% 0.5% 12.0% 39.5% -15.1% 0.0% 0.0%	2023e 100.0% 67.7% 32.3% 0.0% 21.3% 5.0% 0.5% 4.5% 30.3% 2.1% 1.5% 0.6% 0.0%	2024e 100.0% 64.1% 35.9% 0.5% 20.5% 5.0% 0.5% 4.0% 29.5% 6.4% 1.5% 4.9% 0.0% 0.0%
Profit and loss (common size) Sales Cost of sales Gross profit Sales and marketing General and administration Research and development Other operating income Other operating expenses Total operating expenses EBITDA Depreciation EBITA Amortisation of goodwill Amortisation of intangible assets Impairment charges	2019 n.a. n.a. n.a. n.a. n.a. n.a. n.a. n.a	2020 100.0% 80.9% 19.1% 0.0% 64.7% 0.0% 59.1% 123.8% -104.7% 6.0% -110.8% 0.0% 0.0%	2021 100.0% 64.9% 35.1% 0.0% 18.2% 0.0% 32.8% 50.9% -15.8% 2.8% -18.6% 0.0% 0.0% 0.0%	2022e 100.0% 75.6% 24.4% 0.0% 23.0% 5.0% 0.5% 12.0% 39.5% -15.1% 0.0% 0.0% 0.0%	2023e 100.0% 67.7% 32.3% 0.0% 21.3% 5.0% 0.5% 4.5% 30.3% 2.1% 1.5% 0.6% 0.0% 0.0%	2024e 100.0% 64.1% 35.9% 0.5% 20.5% 5.0% 0.5% 4.0% 29.5% 6.4% 1.5% 4.9% 0.0% 0.0%
Profit and loss (common size) Sales Cost of sales Gross profit Sales and marketing General and administration Research and development Other operating income Other operating expenses Total operating expenses EBITDA Depreciation EBITA Amortisation of goodwill Amortisation of intangible assets Impairment charges EBIT (inc revaluation net)	2019 n.a. n.a. n.a. n.a. n.a. n.a. n.a. n.a	2020 100.0% 80.9% 19.1% 0.0% 64.7% 0.0% 59.1% 123.8% -104.7% 6.0% -110.8% 0.0% -110.8%	2021 100.0% 64.9% 35.1% 0.0% 18.2% 0.0% 32.8% 50.9% -15.8% 2.8% -18.6% 0.0% 0.0% -18.6%	2022e 100.0% 75.6% 24.4% 0.0% 23.0% 5.0% 0.5% 12.0% 39.5% -15.1% 2.0% -17.1% 0.0% 0.0% -17.1%	2023e 100.0% 67.7% 32.3% 0.0% 21.3% 5.0% 0.5% 4.5% 30.3% 2.1% 1.5% 0.6% 0.0% 0.0%	2024e 100.0% 64.1% 35.9% 0.5% 20.5% 5.0% 0.5% 4.0% 29.5% 6.4% 1.5% 4.9% 0.0% 0.0% 4.9%
Profit and loss (common size) Sales Cost of sales Gross profit Sales and marketing General and administration Research and development Other operating income Other operating expenses Total operating expenses EBITDA Depreciation EBITA Amortisation of goodwill Amortisation of intangible assets Impairment charges EBIT (inc revaluation net) Interest income	2019 n.a. n.a. n.a. n.a. n.a. n.a. n.a. n.a	2020 100.0% 80.9% 19.1% 0.0% 64.7% 0.0% 59.1% 123.8% -104.7% 6.0% -110.8% 0.0% -110.8% 0.0%	2021 100.0% 64.9% 35.1% 0.0% 18.2% 0.0% 32.8% 50.9% -15.8% 2.8% -18.6% 0.0% 0.0% -18.6% 0.0%	2022e 100.0% 75.6% 24.4% 0.0% 23.0% 5.0% 0.5% 12.0% 39.5% -15.1% 0.0% 0.0% 0.0% 0.0% 0.0%	2023e 100.0% 67.7% 32.3% 0.0% 21.3% 5.0% 0.5% 4.5% 30.3% 2.1% 1.5% 0.6% 0.0% 0.0% 0.0%	2024e 100.0% 64.1% 35.9% 0.5% 20.5% 5.0% 4.0% 29.5% 4.9% 0.0% 0.0% 0.0% 0.0%
Profit and loss (common size) Sales Cost of sales Gross profit Sales and marketing General and administration Research and development Other operating income Other operating expenses Total operating expenses EBITDA Depreciation EBITA Amortisation of goodwill Amortisation of intangible assets Impairment charges EBIT (inc revaluation net) Interest income Interest expenses	2019 n.a. n.a. n.a. n.a. n.a. n.a. n.a. n.a	2020 100.0% 80.9% 19.1% 0.0% 64.7% 0.0% 59.1% 123.8% -104.7% 6.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0%	2021 100.0% 64.9% 35.1% 0.0% 18.2% 0.0% 0.0% 32.8% 50.9% -15.8% 2.8% -18.6% 0.0% 0.0% -18.6% 0.0% 0.0%	2022e 100.0% 75.6% 24.4% 0.0% 23.0% 5.0% 0.5% 12.0% 39.5% -15.1% 0.0% 0.0% 0.0% 0.0% 0.0%	2023e 100.0% 67.7% 32.3% 0.0% 21.3% 5.0% 0.5% 4.5% 30.3% 2.1% 1.5% 0.6% 0.0% 0.0% 0.0% 0.0%	2024e 100.0% 64.1% 35.9% 0.5% 20.5% 5.0% 4.0% 29.5% 6.4% 1.5% 4.9% 0.0% 0.0% 0.0% 0.0%
Profit and loss (common size) Sales Cost of sales Gross profit Sales and marketing General and administration Research and development Other operating income Other operating expenses Total operating expenses EBITDA Depreciation EBITA Amortisation of goodwill Amortisation of intangible assets Impairment charges EBIT (inc revaluation net) Interest income Interest expenses Investment income	2019 n.a. n.a. n.a. n.a. n.a. n.a. n.a. n.a	2020 100.0% 80.9% 19.1% 0.0% 64.7% 0.0% 59.1% 123.8% -104.7% 6.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0	2021 100.0% 64.9% 35.1% 0.0% 18.2% 0.0% 32.8% 50.9% -15.8% 2.8% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0%	2022e 100.0% 75.6% 24.4% 0.0% 23.0% 5.0% 0.5% 12.0% 39.5% -15.1% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0%	2023e 100.0% 67.7% 32.3% 0.0% 21.3% 5.0% 0.5% 4.5% 30.3% 2.1% 1.5% 0.6% 0.0% 0.0% 0.0% 0.0%	2024e 100.0% 64.1% 35.9% 0.5% 20.5% 5.0% 0.5% 4.0% 29.5% 6.4% 1.5% 4.9% 0.0% 0.0% 0.0% 0.0% 0.0%
Profit and loss (common size) Sales Cost of sales Gross profit Sales and marketing General and administration Research and development Other operating income Other operating expenses Total operating expenses EBITDA Depreciation EBITA Amortisation of goodwill Amortisation of intangible assets Impairment charges EBIT (inc revaluation net) Interest income Interest expenses Investment income Financial result	2019 n.a. n.a. n.a. n.a. n.a. n.a. n.a. n.a	2020 100.0% 80.9% 19.1% 0.0% 64.7% 0.0% 59.1% 123.8% -104.7% 6.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0	2021 100.0% 64.9% 35.1% 0.0% 18.2% 0.0% 32.8% 50.9% -15.8% 2.8% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0	2022e 100.0% 75.6% 24.4% 0.0% 23.0% 5.0% 0.5% 12.0% 39.5% -15.1% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0	2023e 100.0% 67.7% 32.3% 0.0% 21.3% 5.0% 0.5% 4.5% 30.3% 2.1% 1.5% 0.6% 0.0% 0.0% 0.0% 0.0% 0.0%	2024e 100.0% 64.1% 35.9% 0.5% 20.5% 5.0% 0.5% 4.0% 29.5% 6.4% 1.5% 4.9% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0%
Profit and loss (common size) Sales Cost of sales Gross profit Sales and marketing General and administration Research and development Other operating income Other operating expenses Total operating expenses EBITDA Depreciation EBITA Amortisation of goodwill Amortisation of intangible assets Impairment charges EBIT (inc revaluation net) Interest income Interest expenses Investment income Financial result Recurring pretax income from continuing operations	2019 n.a. n.a. n.a. n.a. n.a. n.a. n.a. n.a	2020 100.0% 80.9% 19.1% 0.0% 64.7% 0.0% 59.1% 123.8% -104.7% 6.0% 0.0% 0.0% 0.0% 0.0% -110.8% 0.0% 0.0% 0.0% 0.0%	2021 100.0% 64.9% 35.1% 0.0% 18.2% 0.0% 32.8% 50.9% -15.8% 2.8% -18.6% 0.0% 0.0% 0.0% -18.6%	2022e 100.0% 75.6% 24.4% 0.0% 23.0% 5.0% 0.5% 12.0% 39.5% -15.1% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0	2023e 100.0% 67.7% 32.3% 0.0% 21.3% 5.0% 0.5% 4.5% 30.3% 2.1% 1.5% 0.6% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0	2024e 100.0% 64.1% 35.9% 0.5% 20.5% 5.0% 0.5% 4.0% 29.5% 6.4% 1.5% 4.9% 0.0% 0.0% 0.0% 0.0% 4.9%
Profit and loss (common size) Sales Cost of sales Gross profit Sales and marketing General and administration Research and development Other operating income Other operating expenses Total operating expenses EBITDA Depreciation EBITA Amortisation of goodwill Amortisation of intangible assets Impairment charges EBIT (inc revaluation net) Interest income Interest expenses Investment income Financial result	2019 n.a. n.a. n.a. n.a. n.a. n.a. n.a. n.a	2020 100.0% 80.9% 19.1% 0.0% 64.7% 0.0% 59.1% 123.8% -104.7% 6.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0	2021 100.0% 64.9% 35.1% 0.0% 18.2% 0.0% 32.8% 50.9% -15.8% 2.8% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0	2022e 100.0% 75.6% 24.4% 0.0% 23.0% 5.0% 0.5% 12.0% 39.5% -15.1% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0	2023e 100.0% 67.7% 32.3% 0.0% 21.3% 5.0% 0.5% 4.5% 30.3% 2.1% 1.5% 0.6% 0.0% 0.0% 0.0% 0.0% 0.0%	2024e 100.0% 64.1% 35.9% 0.5% 20.5% 5.0% 4.0% 29.5% 6.4% 1.5% 4.9% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0%
Profit and loss (common size) Sales Cost of sales Gross profit Sales and marketing General and administration Research and development Other operating income Other operating expenses Total operating expenses EBITDA Depreciation EBITA Amortisation of goodwill Amortisation of intangible assets Impairment charges EBIT (inc revaluation net) Interest income Interest expenses Investment income Financial result Recurring pretax income from continuing operations	2019 n.a. n.a. n.a. n.a. n.a. n.a. n.a. n.a	2020 100.0% 80.9% 19.1% 0.0% 64.7% 0.0% 59.1% 123.8% -104.7% 6.0% 0.0% 0.0% 0.0% 0.0% -110.8% 0.0% 0.0% 0.0% 0.0%	2021 100.0% 64.9% 35.1% 0.0% 18.2% 0.0% 32.8% 50.9% -15.8% 2.8% -18.6% 0.0% 0.0% 0.0% -18.6%	2022e 100.0% 75.6% 24.4% 0.0% 23.0% 5.0% 0.5% 12.0% 39.5% -15.1% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0	2023e 100.0% 67.7% 32.3% 0.0% 21.3% 5.0% 0.5% 4.5% 30.3% 2.1% 1.5% 0.6% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0	2024e 100.0% 64.1% 35.9% 0.5% 20.5% 5.0% 0.5% 4.0% 29.5% 6.4% 1.5% 4.9% 0.0% 0.0% 0.0% 0.0% 4.9%
Profit and loss (common size) Sales Cost of sales Gross profit Sales and marketing General and administration Research and development Other operating income Other operating expenses Total operating expenses EBITDA Depreciation EBITA Amortisation of goodwill Amortisation of intangible assets Impairment charges EBIT (inc revaluation net) Interest income Interest expenses Investment income Financial result Recurring pretax income from continuing operations Extraordinary income/loss	2019 n.a. n.a. n.a. n.a. n.a. n.a. n.a. n.a	2020 100.0% 80.9% 19.1% 0.0% 64.7% 0.0% 59.1% 123.8% -104.7% 6.0% 0.0% 0.0% 0.0% 0.0% -110.8% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0%	2021 100.0% 64.9% 35.1% 0.0% 18.2% 0.0% 32.8% 50.9% -15.8% 2.8% -18.6% 0.0% 0.0% 0.0% -18.6% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0%	2022e 100.0% 75.6% 24.4% 0.0% 23.0% 5.0% 0.5% 12.0% 39.5% -15.1% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0	2023e 100.0% 67.7% 32.3% 0.0% 21.3% 5.0% 0.5% 4.5% 30.3% 2.1% 1.5% 0.6% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0	2024e 100.0% 64.1% 35.9% 0.5% 20.5% 5.0% 4.0% 29.5% 6.4% 1.5% 4.9% 0.0% 0.0% 0.0% 4.9% 0.0% 0.0% 0.0%
Profit and loss (common size) Sales Cost of sales Gross profit Sales and marketing General and administration Research and development Other operating income Other operating expenses Total operating expenses EBITDA Depreciation EBITA Amortisation of goodwill Amortisation of intangible assets Impairment charges EBIT (inc revaluation net) Interest income Interest expenses Investment income Financial result Recurring pretax income from continuing operations Extraordinary income/loss Earnings before taxes	2019 n.a. n.a. n.a. n.a. n.a. n.a. n.a. n.a	2020 100.0% 80.9% 19.1% 0.0% 64.7% 0.0% 59.1% 123.8% -104.7% 6.0% -110.8% 0.0% 0.0% 0.0% -110.8% 0.0% -110.8% 0.0% -110.8%	2021 100.0% 64.9% 35.1% 0.0% 18.2% 0.0% 32.8% 50.9% -15.8% 2.8% -18.6% 0.0% 0.0% 0.0% 0.0% -18.6% 0.0% 0.0% -18.6% 0.0%	2022e 100.0% 75.6% 24.4% 0.0% 23.0% 5.0% 0.5% 12.0% 39.5% -15.1% 2.0% -17.1% 0.0% 0.0% 0.0% 0.0% 0.0% -17.11% 0.0% 0.0% -17.11%	2023e 100.0% 67.7% 32.3% 0.0% 21.3% 5.0% 0.5% 4.5% 30.3% 2.1% 1.5% 0.6% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0	2024e 100.0% 64.1% 35.9% 0.5% 20.5% 5.0% 4.0% 29.5% 6.4% 1.5% 4.9% 0.0% 0.0% 0.0% 0.0% 0.0% 4.9% 0.0% 4.9%
Profit and loss (common size) Sales Cost of sales Gross profit Sales and marketing General and administration Research and development Other operating income Other operating expenses Total operating expenses EBITDA Depreciation EBITA Amortisation of goodwill Amortisation of intangible assets Impairment charges EBIT (inc revaluation net) Interest income Interest expenses Investment income Financial result Recurring pretax income from continuing operations Extraordinary income/loss Earnings before taxes Income tax expense	2019 n.a. n.a. n.a. n.a. n.a. n.a. n.a. n.a	2020 100.0% 80.9% 19.1% 0.0% 64.7% 0.0% 59.1% 123.8% -104.7% 6.0% -110.8% 0.0% 0.0% -110.8% 0.0% 0.0% -110.8% 0.0% 0.0% -110.8% 0.0% -110.8% 0.0% -110.8% 0.0% -110.8% 0.0% -110.8% 0.0% -110.8% 0.0%	2021 100.0% 64.9% 35.1% 0.0% 18.2% 0.0% 32.8% 50.9% -15.8% 2.8% -18.6% 0.0% 0.0% 0.0% -18.6% 0.0% 0.0% -18.6% 0.0% 0.0% -18.6% 0.0% -18.6% 0.0% -18.6% 0.0% -18.6% 0.0% -18.6% 0.0% -18.6% 0.0% -18.6% 0.0% -18.6% 0.0% -18.6%	2022e 100.0% 75.6% 24.4% 0.0% 23.0% 5.0% 0.5% 12.0% 39.5% -15.1% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0	2023e 100.0% 67.7% 32.3% 0.0% 21.3% 5.0% 0.5% 4.5% 30.3% 2.1% 1.5% 0.6% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0	2024e 100.0% 64.1% 35.9% 0.5% 5.0% 0.5% 4.0% 29.5% 6.4% 1.5% 4.9% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0
Profit and loss (common size) Sales Cost of sales Gross profit Sales and marketing General and administration Research and development Other operating income Other operating expenses Total operating expenses EBITDA Depreciation EBITA Amortisation of goodwill Amortisation of intangible assets Impairment charges EBIT (inc revaluation net) Interest income Interest expenses Investment income Financial result Recurring pretax income from continuing operations Extraordinary income/loss Earnings before taxes Income tax expense Net income from continuing operations	2019 n.a. n.a. n.a. n.a. n.a. n.a. n.a. n.a	2020 100.0% 80.9% 19.1% 0.0% 64.7% 0.0% 59.1% 123.8% -104.7% 6.0% -110.8% 0.0% 0.0% 0.0% -110.8% 0.0% 0.0% -110.8% 0.0% -110.8% 0.0% -110.8% 0.0% -110.8% 0.0% -110.8%	2021 100.0% 64.9% 35.1% 0.0% 18.2% 0.0% 0.0% 32.8% 50.9% -15.8% 2.8% -18.6% 0.0% 0.0% 0.0% 0.0% -18.6% 0.0% 0.0% -18.6% 0.0% -18.6% 0.0% -18.6% -18.6%	2022e 100.0% 75.6% 24.4% 0.0% 23.0% 5.0% 0.5% 12.0% 39.5% -15.1% 2.0% -17.1% 0.0% 0.0% 0.0% 0.0% 0.0% -17.1% 0.0% 0.0% -17.1% 0.0% -17.1% 0.0% -17.1% 0.0% -17.1% 0.0% -17.1%	2023e 100.0% 67.7% 32.3% 0.0% 21.3% 5.0% 0.5% 4.5% 30.3% 2.1% 1.5% 0.6% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0	2024e 100.0% 64.1% 35.9% 0.5% 5.0% 0.5% 4.0% 29.5% 6.4% 1.5% 4.9% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 1.0% 0.0% 0
Profit and loss (common size) Sales Cost of sales Gross profit Sales and marketing General and administration Research and development Other operating income Other operating expenses Total operating expenses EBITDA Depreciation EBITA Amortisation of goodwill Amortisation of intangible assets Impairment charges EBIT (inc revaluation net) Interest income Interest expenses Investment income Financial result Recurring pretax income from continuing operations Extraordinary income/loss Earnings before taxes Income tax expense Net income	2019 n.a. n.a. n.a. n.a. n.a. n.a. n.a. n.a	2020 100.0% 80.9% 19.1% 0.0% 64.7% 0.0% 59.1% 123.8% -104.7% 6.0% -110.8% 0.0% 0.0% 0.0% -110.8% 0.0% -110.8% 0.0% -110.8% -10.8% -10.8% -10.8% -110.8% -110.8%	2021 100.0% 64.9% 35.1% 0.0% 18.2% 0.0% 32.8% 50.9% -15.8% 2.8% -18.6% 0.0% 0.0% 0.0% -18.6% 0.0% 0.0% -18.6% 0.0% -18.6% -18.6% -18.6% -18.6% -18.6%	2022e 100.0% 75.6% 24.4% 0.0% 23.0% 5.0% 0.5% 12.0% 39.5% -15.1% 2.0% -17.1% 0.0% 0.0% 0.0% 0.0% 0.0% -17.1% 0.0% 0.0% -17.1% 0.0% -17.1% 0.0% -17.1% 0.0% -17.1%	2023e 100.0% 67.7% 32.3% 0.0% 21.3% 5.0% 0.5% 4.5% 30.3% 2.1% 1.5% 0.6% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0	2024e 100.0% 64.1% 35.9% 0.5% 5.0% 0.5% 4.0% 29.5% 6.4% 1.5% 4.9% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0

Source: Company data, NuWays

Update - 22.05.2023



Balance sheet (EUR m)	2019	2020	2021	2022e	2023e	2024e
Intangible assets	0.1	0.1	8.3	8.3	8.3	8.3
Property, plant and equipment	0.0	0.1	0.4	2.2	4.0	6.0
Financial assets	0.0	0.0	0.0	0.0	0.0	0.0
FIXED ASSETS	0.1	0.2	8.7	10.5	12.3	14.3
Inventories	0.0	0.5	1.1	1.8	2.6	4.7
Accounts receivable	0.0	0.1	1.3	1.9	2.5	4.6
Other assets and short-term financial assets	0.0	0.0	0.0	0.0	0.0	0.0
Liquid assets	1.0	1.0	2.1	2.1	2.0	2.7
Deferred taxes	0.0	0.0	0.0	0.0	0.0	0.0
Deferred charges and prepaid expenses	0.0	0.0	0.0	0.0	0.0	0.0
CURRENT ASSETS	1.0	1.6	4.5	5.8	7.1	11.9
TOTAL ASSETS	1.0	1.8	13.1	16.3	19.5	26.2
SHAREHOLDERS EQUITY	1.0	1.6	11.9	12.9	13.1	15.0
MINORITY INTEREST	0.0	0.0	0.0	0.0	0.0	0.0
Provisions for pensions and similar obligations	0.0	0.0	0.0	0.0	0.0	0.0
Other provisions and accrued liabilities	0.0	0.0	0.2	0.2	0.2	0.2
short-term liabilities to banks	0.0	0.0	0.0	0.0	0.0	0.0
Accounts payable	0.0	0.1	0.7	2.9	5.9	10.8
Accounts receivable	0.0	0.1	1.3	1.9	2.5	4.6
Other liabilities (incl. from lease and rental contracts)	0.0	0.0	0.0	0.0	0.0	0.0
Deferred taxes	0.0	0.0	0.0	0.0	0.0	0.0
Deferred income	0.0	0.0	0.0	0.0	0.0	0.0
Current liabilities	0.0	0.1	0.9	3.1	6.1	10.9
TOTAL LIABILITIES AND SHAREHOLDERS EQUITY	1.0	1.8	13.1	16.3	19.5	26.2
Balance sheet (common size)	2019	2020	2021	2022e	2023e	2024e
Intangible assets	6.1%	7.3%	63.2%	50.9%	42.6%	31.6%
Property, plant and equipment	0.7%	3.8%	2.8%	13.5%	20.8%	22.9%
Financial assets	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
FIXED ASSETS	6.7%	11.1%	66.0%	64.4%	63.3%	54.5%
Inventories	0.0%	25.8%	8.2%	10.8%	13.2%	17.8%
Accounts receivable	1.2%	8.2%	9.8%	11.8%	13.0%	17.6%
Other assets and short-term financial assets	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Liquid assets	92.0%	54.8%	15.9%	13.0%	10.5%	10.1%
Deferred taxes	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Deferred charges and prepaid expenses	0.0%	0.0%	0.1%	0.1%	0.0%	0.0%
CURRENT ASSETS	93.3%	88.9%	34.0%	35.6%	36.7%	45.5%
TOTAL ASSETS	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
SHAREHOLDERS EQUITY	98.3%	90.7%	90.6%	79.1%	67.1%	57.0%
MINORITY INTEREST	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Provisions for pensions and similar obligations	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Other provisions and accrued liabilities	0.0%	0.2%	1.4%	1.1%	0.9%	0.7%
short-term liabilities to banks	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Accounts payable	0.0%	7.4%	5.5%	17.7%	30.3%	41.0%
Accounts receivable	1.3%	8.2%	9.8%	11.8%	13.0%	17.6%
Other liabilities (incl. from lease and rental contracts)	0.0%	1.0%	0.3%	0.2%	0.2%	0.1%
Deferred taxes	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Deferred income	1.7%	0.0%	0.0%	0.0%	0.0%	0.0%
Current liabilities	0.0%	8.4%	6.9%	18.8%	31.2%	41.7%
TOTAL LIABILITIES AND SHAREHOLDERS EQUITY	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Source: Company data, NuWays

Update - 22.05.2023

Cash flow statement (EUR m)



2022e

2023e

2024e

Cash flow statement (EUR m)	2019	2020	2021	2022e	2023e	2024e
Net profit/loss	-0.2	-0.6	-1.0	-2.4	0.2	1.9
Depreciation of fixed assets (incl. leases)	0.0	0.0	0.1	0.3	0.5	0.8
Amortisation of goodwill & intangible assets	0.0	0.0	0.0	0.0	0.0	0.0
Others	0.0	0.0	0.0	0.0	0.0	0.0
Cash flow from operating activities	-0.2	-1.0	-1.7	-1.5	1.8	2.6
Increase/decrease in inventory	0.0	0.0	-0.6	-0.7	-0.8	-2.1
Increase/decrease in accounts receivable	-0.0	-0.6	-1.1	-0.6	-0.6	-2.1
Increase/decrease in accounts payable	0.0	0.1	1.1	2.2	3.0	4.9
Increase/decrease in other working capital positions	0.0	0.0	0.0	0.0	0.0	0.0
Increase/decrease in working capital	0.0	-0.4	-0.7	0.9	1.6	0.7
Cash flow from operating activities	-0.2	-1.0	-1.5	-1.3	2.2	3.4
CAPEX	0.1	0.2	0.5	2.1	2.3	2.8
Payments for acquisitions	0.0	0.2	0.0	0.0	0.0	0.0
·						
Financial investments	0.0	0.0	0.0	0.0	0.0	0.0
Income from asset disposals	0.0	0.0	0.0	0.0	0.0	0.0
Cash flow from investing activities	-0.1	-0.2	-0.5	-2.1	-2.3	-2.8
Cash flow before financing	-0.2	-1.2	-2.0	-3.4	-0.1	0.6
Increase/decrease in debt position	0.0	0.0	0.0	0.0	0.0	0.0
Purchase of own shares	0.0	0.0	0.0	0.0	0.0	0.0
Capital measures	1.2	1.2	3.0	3.5	0.0	0.0
Dividends paid	0.0	0.0	0.0	0.0	0.0	0.0
·						
Others	0.0	0.0	0.0	0.0	0.0	0.0
Effects of exchange rate changes on cash	0.0	0.0	0.0	0.0	0.0	0.0
Cash flow from financing activities	1.2	1.2	3.0	3.5	0.0	0.0
Increase/decrease in liquid assets	0.9	0.0	1.0	0.1	-0.1	0.6
Liquid assets at end of period	1.0	1.0	2.0	2.1	2.0	2.7
Key ratios (EUR m)	2019	2020	2021	2022e	2023e	2024e
P&L growth analysis						
Sales growth	n.a.	n.a.	884.2%	168.4%	119.5%	82.4%
EBITDA growth	n.a.	n.a.	48.5%	156.1%	-177.8%	456.1%
			64.9%	146.9%	-118.6%	1411.4%
EBIT growth	n.a.	n.a.				
EPS growth	n.a.	n.a.	n.a.	n.a.	n.a.	958.0%
Efficiency						
Sales per employee	0.0	70.7	289.8	560.0	787.9	1,180.2
EBITDA per employee	n.a.	n.a.	n.a.	n.a.	16.4	75.1
No. employees (average)	8	8	18	25	39	48
Balance sheet analysis						
Avg. working capital / sales	n.a.	89.0%	14.4%	4.0%	0.9%	-0.9%
Inventory turnover (sales/inventory)	n.a.	1.2	4.8	8.0	12.0	12.0
	II.a.				30.0	30.0
Accounts receivable turnover		100.5	89.9	50.0		
Accounts payable turnover	n.a.	111.9	77.5	75.0	70.0	70.0
Cash flow analysis						
Free cash flow	-0.2	-1.2	-2.0	-3.4	-0.1	0.6
Free cash flow/sales	n.a.	-219.2%	-38.3%	-24.0%	-0.2%	1.1%
FCF / net profit	136.0%	198.0%	206.6%	140.4%	neg.	32.0%
Capex / sales	n.a.	30.2%	9.3%	15.0%	7.5%	5.0%
Solvency						
Net debt	-1.0	2.6	2.6	2.6	2.6	-2.7
Net Debt/EBITDA	0.0	-4.7	-3.2	-1.2	4.1	0.0
Dividend payout ratio	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Interest paid / avg. debt	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
Returns						
ROCE	-17.5%	-44.4%	-14.0%	-18.8%	1.4%	19.0%
ROE	-17.5%	-36.5%	-8.2%	-18.6%	1.4%	12.8%
Adjusted FCF yield	-0.1%	-0.5%	-0.8%	-1.2%	0.1%	1.6%
Dividend yield	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
DPS	0.0	0.0	0.0	0.0	0.070	0.0
EPS reported				-0.19	0.01	0.0
•	n.a.	n.a.	n.a.			
Average number of shares	0.0	0.0	0.0	12.5	12.5	12.5
Valuation ratios						
P/BV	121.1	76.8	10.4	9.6	9.5	8.3
EV/sales	n.a.	238.0	24.2	14.6	4.1	2.2
EV/EBITDA	-734.1	-227.3	-153.1	-97.0	196.7	33.9
EV/EBIT	-688.7	-214.9	-130.3	-85.6	699.6	44.4
	000.1	_17.0	.00.0	00.0	555.5	77.7
Source: Company data, NuWays						

2019

2020

2021

Update - 22.05.2023



Disclosures

Disclosures regarding research publications of NuWays AG pursuant to section 85 of the German Securities Trading Act (WpHG)

Indication of conflict of interest

It is essential that any research recommendation is fairly presented and discloses interests of indicates relevant conflicts of interest. Pursuant to section 85 of the German Securities Trading Act (WpHG) a research report has to point out possible conflicts of interest in connection with the analysed company. A conflict of interest is presumed to exist in particular if NuWays AG

- (1) or any other person belonging to the same group with it was part of a consortium within the past twelve months that issued the financial instruments of the analysed company by way of a public offer.
- (2) or any other person belonging to the same group with it has entered into an agreement on the production of the research report with the analysed company.
- (3) or any other person belonging to the same group with it has been party to an agreement on the provision of investment banking services with the analysed company or have received services or a promise of services under the term of such an agreement within the past twelve month.
- (4) The analysed company holds 5% or more of the share capital of NuWays AG.
- (5) holds (a) a net short position or (b) a net long position of 0.5% of the outstanding share capital of the analysed company.
- (6) or any other person belonging to the same group with it is a market maker or liquidity provider in the financial instruments of the issuer.
- (7) or the analyst has any other significant financial interests relating to the analysed company such as, for example, exercising mandates in the interest of the analysed company.
- (8) The research report has been made available to the analysed company prior to its publication. Thereafter, only factual changes have been made to the report.

Conflicts of interest that existed at the time when this research report was published:

Company	Disclosures
Cantourage Group SE	2,8

Historical target price and r	rating changes for Cantoura	ge Group SE			
Company	Date	Analyst	Rating	Target Price	Close
Cantourage Group SE	14.04.2023	Sandherr, Christian	Hold	EUR 12.00	EUR 10.04
	20.12.2022	Sandherr, Christian	Hold	EUR 18.00	EUR 15.80

Update - 22.05.2023



1. General Information/Liabilities

This research report has been produced for the information purposes of institutional investors only, and is not in any way a personal recommendation, offer or solicitation to buy or sell the financial instruments mentioned herein. The document is confidential and is made available by NuWays AG exclusively to selected recipients in the European Union (EU) or, in individual cases, also in other countries. It is not allowed to pass the research report on to persons other than the intended recipient without the permission of NuWays AG. Reproduction of this document, in whole or in part, is not permitted without prior permission NuWays AG. All rights reserved.

Under no circumstances shall NuWays AG, any of its employees involved in the preparation, have any liability for possible errors or incompleteness of the information included in this research report – neither in relation to indirect or direct nor consequential damages. Liability for damages arising either directly or as a consequence of the use of information, opinions and estimates is also excluded. Past performance of a financial instrument is not necessarily indicative of future performance.

2. Responsibilities

This research report was prepared by the research analyst named on the front page (the "Producer"). The Producer is solely responsible for the views and estimates expressed in this report. The report has been prepared independently. The content of the research report was not influenced by the issuer of the analysed financial instrument at any time. It may be possible that parts of the research report were handed out to the issuer for information purposes prior to the publication without any major amendments being made thereafter.

3. Organisational Requirements

NuWays AG took internal organisational and regulative precautions to avoid or accordingly disclose possible conflicts of interest in connection with the preparation and distribution of the research report. All members of NuWays AG involved in the preparation of the research report are subject to internal compliance regulations. No part of the Producer's compensation is directly or indirectly related to the preparation of this financial analysis. In case a research analyst or a closely related person is confronted with a conflict of interest, the research analyst is restricted from covering this company.

4. Information Concerning the Methods of Valuation/Update

The determination of the fair value per share, i.e. the price target, and the resultant rating is done on the basis of the adjusted free cash flow (adj. FCF) method and on the basis of the discounted cash flow – DCF model. Furthermore, a peer group comparison is made.

The adj. FCF method is based on the assumption that investors purchase assets only at a price (enterprise value) at which the operating cash flow return after taxes on this investment exceeds their opportunity costs in the form of a hurdle rate of 7.5%. The operating cash flow is calculated as EBITDA less maintenance capex and taxes.

Within the framework of the DCF approach, the future free cash flows are calculated initially on the basis of a fictitious capital structure of 100% equity, i.e. interest and repayments on debt capital are not factored in initially. The adjustment towards the actual capital structure is done by discounting the calculated free cash flows with the weighted average cost of capital (WACC), which takes into account both the cost of equity capital and the cost of debt. After discounting, the calculated total enterprise value is reduced by the interest-bearing debt capital in order to arrive at the equity value.

NuWays AG uses the following three-step rating system for the analysed companies:

Buy: Sustainable upside potential of more than 20% within 12 months

Sell: Sustainable downside potential of more than 20% within 12 months.

Hold: Upside/downside potential is limited. No immediate catalyst visible.

The decision on the choice of the financial instruments analysed in this document was solely made by NuWays AG. The opinions and estimates in this research report are subject to change without notice. It is within the discretion of NuWays AG whether and when it publishes an update to this research report, but in general updates are created on a regular basis, after 6 months at the latest. A sensitivity analysis is included and published in company's initial studies.

5. Major Sources of Information

Part of the information required for this research report was made available by the issuer of the financial instrument. Furthermore, this report is based on publicly available sources (such as, for example, Bloomberg, Reuters, VWD-Trader and the relevant daily press) believed to be reliable. NuWays AG has checked the information for plausibility but not for accuracy or completeness.

6. Competent Supervisory Authority

NuWays AG is an affiliated company of Hauck Aufhäuser Lampe Privatbank AG which is under supervision of the BaFin – German Federal Financial Supervisory Authority (Bundesanstalt für Finanzdienstleistungsaufsicht), Graurheindorfer Straße 108, 53117 Bonn and Marie-Curie-Straße 24 – 28, 60439 Frankfurt a.M.

7. Specific Comments for Recipients Outside of Germany

This research report is subject to the law of the Federal Republic of Germany and the European Union (EU). The distribution of this information to other states in particular to the USA, Canada, Australia and Japan may be restricted or prohibited by the laws applicable within this state.

8. Miscellaneous

According to Article 4(1) No. i of the delegated regulation 2016/958 supplementing regulation 596/2014 of the European Parliament, further information regarding investment recommendations of the last 12 months are published under:

Date of publication creation: 22/05/2023 07:57 AM

Date of publication dissemination: 22/05/2023 07:57 AM

Update - 22.05.2023



Contacts

NuWays AG

Mittelweg 16-17 20148 Hamburg Germany info@nuways-ag.com www.nuways-ag.com



Christian Sandherr Co-CEO/Analyst

christian.sandherr@nuways-ag.com



Frederik Jarchow Co-CEO/Analyst

frederik.jarchow@nuways-ag.com



Philipp Sennewald

Analyst

philipp.sennewald@nuways-ag.com



Vaishnavi Khare

Analyst

vaishnavi.khare@nuways-ag.com



Henry Wendisch

Analyst

henry.wendisch@nuways-ag.com

Find us on Social Media

Instagram



<u>Twitter</u>



<u>LinkedIn</u>

