

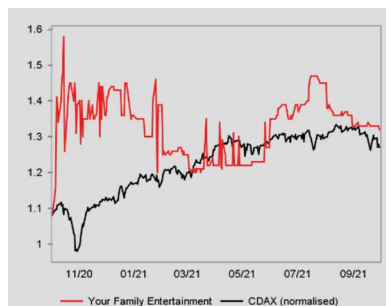
<b>Hold</b> <b>EUR 1.40</b>  Price <b>EUR 1.32</b> Upside <b>6.1 %</b>	<b>Value Indicators:</b> EUR DCF: 1.39	<b>Warburg ESG Risk Score: 1.3</b> ESG Score (MSCI based): 3.0 Balance Sheet Score: 1.0 Market Liquidity Score: 0.0	<b>Description:</b> Media company with its own content and distribution channels
	<b>Market Snapshot:</b> EUR m Market cap: 13.58 No. of shares (m): 10.29 Freefloat MC: 2.72 Ø Trad. Vol. (30d): 0.15 th	<b>Shareholders:</b> Freefloat 20.0 % F&M 66.9 % Holler Stiftung 13.1 %	<b>Key Figures (WRe):</b> 2021e Beta: 1.3 Price / Book: 0.2 x Equity Ratio: 47 % Net Fin. Debt / EBITDA: 5.5 x Net Debt / EBITDA: 5.7 x

## Solid Q1

Your Family Entertainment - 6M 2021					Comment on Figures:
in EUR m	6M/21	6M/21e	6M/20	yoy	
Sales	1.5	1.7	1.5	1.4%	<ul style="list-style-type: none"> <li>Your Family Entertainment AG announced the figures for the first half of 2021 on September 30, 2021.</li> <li>These were slightly below expectations and presumably included hardly any effects of larger "package deals".</li> </ul>
EBITDA	0.7	0.8	0.5	38.6%	
margin	48.4%	47.1%	35.4%		
EBIT	0.1	0.2	-0.1	-	
margin	10.0%	11.8%	-5.2%		
EPS in EUR	0.00	0.01	-0.02	-	

Although the figures presented for the first half of the year do not completely match the forecasts (WRe), the relative development compared to the first half of last year was convincing. The operational business development in 2021 showed a slight increase in sales while, at the same time, cost savings were implemented. As in previous years, the company's focus will continue to be on expanding international and national broadcasting activities. In the areas of free-TV with "RiC" and pay-TV with "Fix & Foxi", the aim is to further develop the markets. In addition, the company plans to benefit from the rapidly increasing development in the area of VoD driven by the Covid-19 pandemic and to concentrate on this business area more than in the past. The size of the film library in the area of children's and family programmes continues to form the basis for supplying existing customers and for basic equipment for new players. Although the development of sales and earnings will continue to be subject to natural fluctuations due to the dependency on projects or so-called "package deals", greater concentration on the broadcasters should provide additional impetus for sales growth in addition to a stabilizing element of continuity. For the current financial year, the management expects sales to be slightly higher than the previous year with a slightly positive EBITDA (excl. write-ups) in line with the forecasts (WRe). **The share continues to be rated Hold with a price target of EUR 1.40.**

Changes in Estimates:						Comment on Changes:	
FY End: 31.12. in EUR m	2021e (old)	+ / -	2022e (old)	+ / -	2023e (old)		+ / -
Sales	3.54	-4.1 %	3.91	-4.0 %	4.31	-4.0 %	<ul style="list-style-type: none"> <li>The half-year figures, which were slightly below expectations (WRe), result in a slight adjustment of the forecasts.</li> <li>"Package deals" like in H2/20 could also lead to better earnings.</li> <li>The high visual difference in earnings per share 2023 is due to rounding.</li> </ul>
EBIT	0.43	-38.8 %	0.62	-6.9 %	0.77	-9.4 %	
EPS	0.02	-100.0 %	0.03	0.0 %	0.05	-20.0 %	
DPS	0.00	0.0 %	0.00	0.0 %	0.00	0.0 %	



Rel. Performance vs CDAX:	
1 month:	3.1 %
6 months:	8.4 %
Year to date:	-11.7 %
Trailing 12 months:	14.7 %

Company events:	

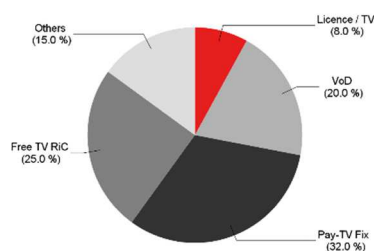
FY End: 31.12. in EUR m	CAGR (20-23e)	2017	2018	2019	2020	2021e	2022e	2023e
Sales	10.9 %	5.09	3.21	2.91	3.04	3.40	3.75	4.14
Change Sales yoy		37.5 %	-36.9 %	-9.3 %	4.3 %	12.0 %	10.3 %	10.3 %
Gross profit margin		79.9 %	64.8 %	60.7 %	67.8 %	67.0 %	67.0 %	67.0 %
EBITDA	9.5 %	5.44	0.56	-0.04	1.47	1.39	1.71	1.92
Margin		106.9 %	17.5 %	-1.2 %	48.3 %	40.8 %	45.5 %	46.5 %
EBIT	30.7 %	1.16	-3.93	-2.09	0.31	0.26	0.58	0.69
Margin		22.9 %	-122.4 %	-71.8 %	10.2 %	7.7 %	15.4 %	16.8 %
Net income	109.7 %	0.88	-4.22	-2.37	0.05	0.00	0.32	0.43
EPS	-	0.09	-0.41	-0.23	0.00	0.00	0.03	0.04
EPS adj.	-	0.09	-0.41	-0.23	0.00	0.00	0.03	0.04
DPS	-	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Dividend Yield		n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
FCFPS		-0.03	0.01	-0.05	-0.01	0.00	0.03	0.04
FCF / Market cap		-2.1 %	0.5 %	-3.9 %	-0.8 %	3.1 %	26.6 %	35.4 %
EV / Sales		3.8 x	6.9 x	6.8 x	6.2 x	n.a.	n.a.	n.a.
EV / EBITDA		3.5 x	39.4 x	n.a.	12.9 x	n.a.	n.a.	n.a.
EV / EBIT		16.5 x	n.a.	n.a.	61.1 x	n.a.	n.a.	n.a.
P / E		17.7 x	n.a.	n.a.	n.a.	n.a.	44.0 x	33.0 x
P / E adj.		17.7 x	n.a.	n.a.	n.a.	n.a.	44.0 x	33.0 x
FCF Potential Yield		28.3 %	2.5 %	-0.2 %	7.7 %	n.a.	n.a.	n.a.
Net Debt		2.81	7.30	7.89	7.99	7.94	7.59	7.13
ROCE (NOPAT)		6.1 %	n.a.	n.a.	1.8 %	1.6 %	3.6 %	4.3 %
Guidance:		Slight increase in sales, slightly positive EBITDA (excluding write-ups)						

**Sales development**  
in EUR m



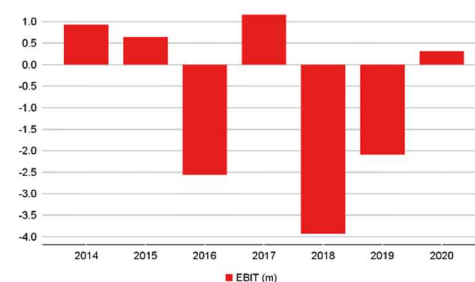
Source: Warburg Research

**Sales by segments**  
2021e; in %



Source: Warburg Research

**EBIT development**  
in EUR m



Source: Warburg Research

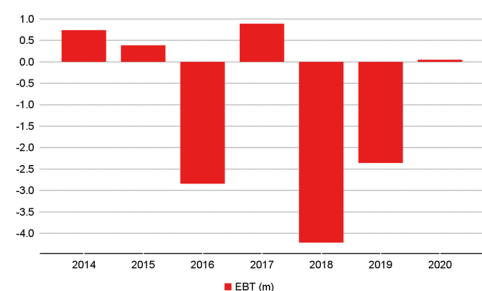
## Company Background

- Your Family Entertainment originated from the former RTV AG
- At the core of the business activity is the company's own film assets as well as licences and rights that are utilised by the company to generate value
- Today, the company focuses on generating value from the content (which includes classics like "Fix and Foxi", Enid Blyton, and "Urmel") as well as the marketing of ancilliary rights
- The content, which is almost entirely over 50 years old, is aimed at the target group of young children for which the content has proven to be consistently up-to-date and attractive
- Value is generated over four distribution channels: linear TV licence sales, VoD licence sales, the company's own free-TV channel Ric, and the company's own pay-TV channel stream "Fix and Foxi"

## Competitive Quality

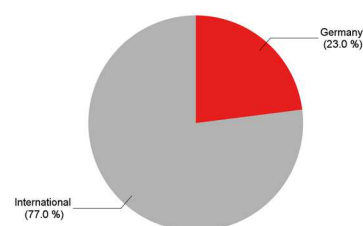
- The group's media catalogue, for which the original acquisition costs were ca. EUR 120m, is practically impossible to replicate today (original production value EUR 1.2bn)
- The productions, which were often financed by public broadcasters in the past, are of very high quality editorially and in terms of their craftsmanship
- With the distribution channels free-TV, VoD, and pay-TV, the company can benefit from the increase in media use, especially internationally (e.g. pay-TV in emerging economies)

**EBT development**  
in EUR m



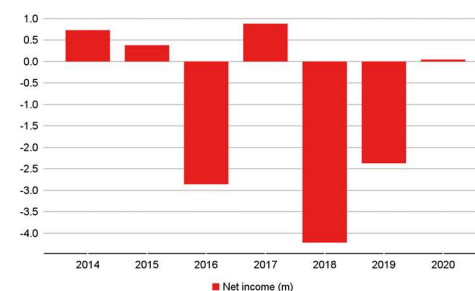
Source: Warburg Research

**Sales by regions**  
2021e; in %



Source: Warburg Research

**Net income development**  
in EUR m



Source: Warburg Research

## DCF model

Figures in EUR m	Detailed forecast period			Transitional period										Term. Value	
	2021e	2022e	2023e	2024e	2025e	2026e	2027e	2028e	2029e	2030e	2031e	2032e	2033e		
Sales	3.40	3.75	4.14	4.55	5.01	5.51	6.06	6.66	7.33	8.06	8.87	9.75	8.78		
Sales change	12.0 %	10.3 %	10.3 %	10.0 %	10.0 %	10.0 %	10.0 %	10.0 %	10.0 %	10.0 %	10.0 %	10.0 %	10.0 %	-10.0 %	-10.0 %
EBIT	0.26	0.58	0.69	0.82	1.05	1.32	1.64	2.00	2.34	2.74	3.19	3.71	3.51		
EBIT-margin	7.7 %	15.4 %	16.8 %	18.0 %	21.0 %	24.0 %	27.0 %	30.0 %	32.0 %	34.0 %	36.0 %	38.0 %	40.0 %		
Tax rate (EBT)	0.0 %	0.0 %	0.0 %	0.0 %	1.5 %	3.0 %	3.5 %	4.5 %	5.0 %	5.6 %	6.0 %	7.0 %	7.3 %		
NOPAT	0.26	0.58	0.69	0.82	1.04	1.28	1.58	1.91	2.23	2.59	3.00	3.45	3.25		
Depreciation	1.13	1.13	1.23	1.14	1.25	1.38	1.51	1.67	1.83	2.02	2.22	2.44	2.19		
in % of Sales	33.2 %	30.1 %	29.7 %	25.0 %	25.0 %	25.0 %	25.0 %	25.0 %	25.0 %	25.0 %	25.0 %	25.0 %	25.0 %		
Changes in provisions	0.00	0.00	0.00	-0.08	-0.02	-0.03	-0.02	-0.01	-0.04	-0.04	-0.04	-0.03	-0.03		
Change in Liquidity from															
- Working Capital	-0.01	0.00	0.00	0.00	0.03	0.03	0.01	0.01	0.01	0.01	0.01	0.01	-0.01		
- Capex	1.10	1.10	1.20	1.14	1.25	1.38	1.51	1.67	1.83	2.02	2.22	2.44	2.19		
Capex in % of Sales	32.2 %	29.2 %	28.9 %	25.0 %	25.0 %	25.0 %	25.0 %	25.0 %	25.0 %	25.0 %	25.0 %	25.0 %	25.0 %		
Other	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
Free Cash Flow (WACC Model)	0.30	0.61	0.73	0.74	0.99	1.22	1.55	1.89	2.18	2.54	2.95	3.41	3.24	3	
PV of FCF	0.30	0.57	0.64	0.61	0.77	0.90	1.07	1.23	1.34	1.47	1.60	1.74	1.56	9	
share of PVs	6.67 %			54.47 %										38.85 %	

### Model parameter

Derivation of WACC:		Derivation of Beta:	
Debt ratio	40.00 %	Financial Strength	1.30
Cost of debt (after tax)	2.5 %	Liquidity (share)	1.30
Market return	7.00 %	Cyclicality	1.30
Risk free rate	1.50 %	Transparency	1.30
		Others	1.30
<b>WACC</b>	<b>6.17 %</b>	<b>Beta</b>	<b>1.30</b>

### Valuation (m)

Present values 2033e	14		
Terminal Value	9		
Financial liabilities	8		
Pension liabilities	0		
Hybrid capital	0		
Minority interest	0		
Market val. of investments	0		
Liquidity	0	No. of shares (m)	10.5
<b>Equity Value</b>	<b>15</b>	<b>Value per share (EUR)</b>	<b>1.39</b>

### Sensitivity Value per Share (EUR)

Beta	WACC	Terminal Growth							Delta EBIT-margin								
		-10.75 %	-10.50 %	-10.25 %	-10.00 %	-9.75 %	-9.50 %	-9.25 %	-1.5 pp	-1.0 pp	-0.5 pp	+0.0 pp	+0.5 pp	+1.0 pp	+1.5 pp		
1.60	7.2 %	1.14	1.15	1.16	1.17	1.18	1.19	1.20	1.60	7.2 %	1.07	1.11	1.14	1.17	1.20	1.23	1.27
1.45	6.7 %	1.24	1.26	1.27	1.28	1.29	1.30	1.31	1.45	6.7 %	1.18	1.21	1.24	1.28	1.31	1.35	1.38
1.38	6.4 %	1.30	1.31	1.32	1.34	1.35	1.36	1.37	1.38	6.4 %	1.23	1.27	1.30	1.34	1.37	1.40	1.44
1.30	6.2 %	1.36	1.37	1.38	1.39	1.41	1.42	1.44	1.30	6.2 %	1.29	1.32	1.36	1.39	1.43	1.47	1.50
1.22	5.9 %	1.42	1.43	1.44	1.46	1.47	1.49	1.50	1.22	5.9 %	1.35	1.38	1.42	1.46	1.49	1.53	1.57
1.15	5.7 %	1.48	1.49	1.51	1.52	1.54	1.55	1.57	1.15	5.7 %	1.41	1.45	1.48	1.52	1.56	1.60	1.63
1.00	5.2 %	1.61	1.63	1.64	1.66	1.68	1.69	1.71	1.00	5.2 %	1.54	1.58	1.62	1.66	1.70	1.74	1.78

- EBIT and depreciation are historically strongly distorted by the value effects of the film assets
- These will be evened out in future by notionally assuming identical appreciation and depreciation of the film assets
- The fundamental assumption framework implies an expansion (also in the very long term) of the customer base
- As a central assumption, this leads to a long-term continuous increase in the EBIT margin
- The contentious issue of the lifespan of the portfolio is simulated with a very low terminal value

Valuation	2017	2018	2019	2020	2021e	2022e	2023e
Price / Book	1.1 x	1.4 x	1.5 x	1.3 x	0.2 x	0.2 x	0.1 x
Book value per share ex intangibles	-6.94	-7.67	-8.36	-8.42	-8.42	-8.11	-7.67
EV / Sales	3.8 x	6.9 x	6.8 x	6.2 x	n.a.	n.a.	n.a.
EV / EBITDA	3.5 x	39.4 x	n.a.	12.9 x	n.a.	n.a.	n.a.
EV / EBIT	16.5 x	n.a.	n.a.	61.1 x	n.a.	n.a.	n.a.
EV / EBIT adj.*	16.5 x	n.a.	n.a.	61.1 x	n.a.	n.a.	n.a.
P / FCF	n.a.	182.2 x	n.a.	n.a.	32.1 x	3.8 x	2.8 x
P / E	17.7 x	n.a.	n.a.	n.a.	n.a.	44.0 x	33.0 x
P / E adj.*	17.7 x	n.a.	n.a.	n.a.	n.a.	44.0 x	33.0 x
Dividend Yield	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
FCF Potential Yield (on market EV)	28.3 %	2.5 %	-0.2 %	7.7 %	n.a.	n.a.	n.a.

\*Adjustments made for: Theoretical changes in the value of the film assets

## Consolidated profit & loss

In EUR m	2017	2018	2019	2020	2021e	2022e	2023e
<b>Sales</b>	<b>5.09</b>	<b>3.21</b>	<b>2.91</b>	<b>3.04</b>	<b>3.40</b>	<b>3.75</b>	<b>4.14</b>
Change Sales yoy	37.5 %	-36.9 %	-9.3 %	4.3 %	12.0 %	10.3 %	10.3 %
Increase / decrease in inventory	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Own work capitalised	0.00	0.00	0.00	0.00	0.00	0.00	0.00
<b>Total Sales</b>	<b>5.09</b>	<b>3.21</b>	<b>2.91</b>	<b>3.04</b>	<b>3.40</b>	<b>3.75</b>	<b>4.14</b>
Material expenses	1.02	1.13	1.14	0.98	1.12	1.24	1.37
<b>Gross profit</b>	<b>4.07</b>	<b>2.08</b>	<b>1.77</b>	<b>2.06</b>	<b>2.28</b>	<b>2.51</b>	<b>2.77</b>
<i>Gross profit margin</i>	<i>79.9 %</i>	<i>64.8 %</i>	<i>60.7 %</i>	<i>67.8 %</i>	<i>67.0 %</i>	<i>67.0 %</i>	<i>67.0 %</i>
Personnel expenses	1.15	1.15	1.22	1.25	1.19	1.16	1.28
Other operating income	4.07	1.09	0.41	1.52	1.40	1.54	1.70
Other operating expenses	1.54	1.45	1.00	0.86	1.10	1.18	1.26
Unfrequent items	0.00	0.00	0.00	0.00	0.00	0.00	0.00
<b>EBITDA</b>	<b>5.44</b>	<b>0.56</b>	<b>-0.04</b>	<b>1.47</b>	<b>1.39</b>	<b>1.71</b>	<b>1.92</b>
<i>Margin</i>	<i>106.9 %</i>	<i>17.5 %</i>	<i>-1.2 %</i>	<i>48.3 %</i>	<i>40.8 %</i>	<i>45.5 %</i>	<i>46.5 %</i>
Depreciation of fixed assets	0.04	0.03	0.03	0.00	0.03	0.03	0.03
<b>EBITA</b>	<b>5.40</b>	<b>0.53</b>	<b>-0.06</b>	<b>1.46</b>	<b>1.36</b>	<b>1.68</b>	<b>1.89</b>
Amortisation of intangible assets	4.24	4.46	2.03	1.15	1.10	1.10	1.20
Goodwill amortisation	0.00	0.00	0.00	0.00	0.00	0.00	0.00
<b>EBIT</b>	<b>1.16</b>	<b>-3.93</b>	<b>-2.09</b>	<b>0.31</b>	<b>0.26</b>	<b>0.58</b>	<b>0.69</b>
<i>Margin</i>	<i>22.9 %</i>	<i>-122.4 %</i>	<i>-71.8 %</i>	<i>10.2 %</i>	<i>7.7 %</i>	<i>15.4 %</i>	<i>16.8 %</i>
<b>EBIT adj.</b>	<b>1.16</b>	<b>-3.93</b>	<b>-2.09</b>	<b>0.31</b>	<b>0.26</b>	<b>0.58</b>	<b>0.69</b>
Interest income	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Interest expenses	0.27	0.29	0.27	0.26	0.26	0.26	0.26
Other financial income (loss)	0.00	0.00	0.00	0.00	0.00	0.00	0.00
<b>EBT</b>	<b>0.89</b>	<b>-4.22</b>	<b>-2.36</b>	<b>0.05</b>	<b>0.00</b>	<b>0.32</b>	<b>0.43</b>
<i>Margin</i>	<i>17.5 %</i>	<i>-131.4 %</i>	<i>-81.1 %</i>	<i>1.7 %</i>	<i>0.0 %</i>	<i>8.5 %</i>	<i>10.5 %</i>
Total taxes	0.01	0.00	0.01	0.00	0.00	0.00	0.00
<b>Net income from continuing operations</b>	<b>0.88</b>	<b>-4.22</b>	<b>-2.37</b>	<b>0.05</b>	<b>0.00</b>	<b>0.32</b>	<b>0.43</b>
Income from discontinued operations (net of tax)	0.00	0.00	0.00	0.00	0.00	0.00	0.00
<b>Net income before minorities</b>	<b>0.88</b>	<b>-4.22</b>	<b>-2.37</b>	<b>0.05</b>	<b>0.00</b>	<b>0.32</b>	<b>0.43</b>
Minority interest	0.00	0.00	0.00	0.00	0.00	0.00	0.00
<b>Net income</b>	<b>0.88</b>	<b>-4.22</b>	<b>-2.37</b>	<b>0.05</b>	<b>0.00</b>	<b>0.32</b>	<b>0.43</b>
<i>Margin</i>	<i>17.3 %</i>	<i>-131.5 %</i>	<i>-81.5 %</i>	<i>1.6 %</i>	<i>0.0 %</i>	<i>8.5 %</i>	<i>10.5 %</i>
Number of shares, average	10.29	10.29	10.29	10.46	10.46	10.46	10.46
<b>EPS</b>	<b>0.09</b>	<b>-0.41</b>	<b>-0.23</b>	<b>0.00</b>	<b>0.00</b>	<b>0.03</b>	<b>0.04</b>
EPS adj.	0.09	-0.41	-0.23	0.00	0.00	0.03	0.04

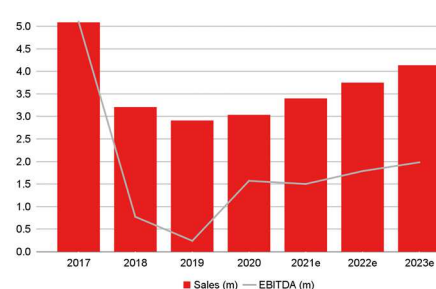
\*Adjustments made for: Theoretical changes in the value of the film assets

**Guidance: Slight increase in sales, slightly positive EBITDA (excluding write-ups)**

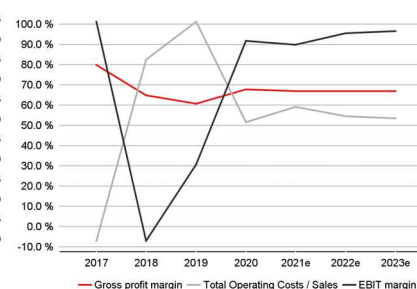
## Financial Ratios

	2017	2018	2019	2020	2021e	2022e	2023e
Total Operating Costs / Sales	-6.9 %	82.5 %	101.2 %	51.7 %	59.2 %	54.5 %	53.5 %
Operating Leverage	n.a.	n.a.	5.0 x	n.a.	-1.3 x	11.8 x	1.9 x
EBITDA / Interest expenses	19.9 x	1.9 x	n.m.	5.6 x	5.3 x	6.6 x	7.4 x
Tax rate (EBT)	1.0 %	0.0 %	-0.5 %	6.8 %	0.0 %	0.0 %	0.0 %
Dividend Payout Ratio	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Sales per Employee	299,250	200,500	171,196	252,946	261,538	267,871	275,765

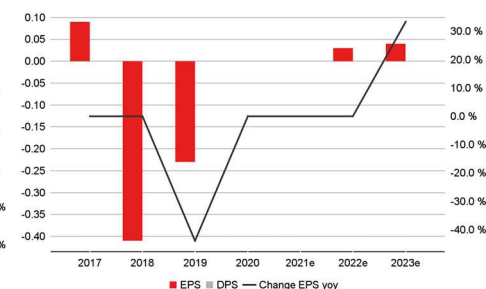
**Sales, EBITDA**  
in EUR m



**Operating Performance**  
in %



**Performance per Share**



Source: Warburg Research

Source: Warburg Research

Source: Warburg Research

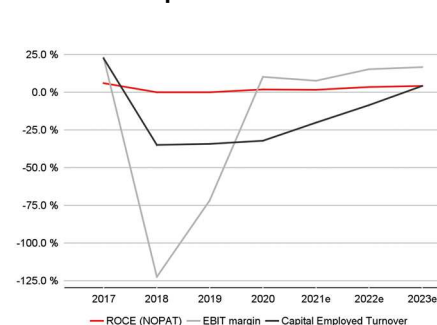
## Consolidated balance sheet

In EUR m	2017	2018	2019	2020	2021e	2022e	2023e
<b>Assets</b>							
Goodwill and other intangible assets	21.55	18.04	16.36	16.65	16.65	16.65	16.65
thereof other intangible assets	0.00	0.00	0.00	0.00	0.00	0.00	0.00
thereof Goodwill	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Property, plant and equipment	0.06	0.03	0.03	0.02	-0.01	-0.04	-0.08
Financial assets	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Other long-term assets	0.00	0.00	0.00	0.00	0.00	0.00	0.00
<b>Fixed assets</b>	<b>21.61</b>	<b>18.08</b>	<b>16.39</b>	<b>16.67</b>	<b>16.64</b>	<b>16.60</b>	<b>16.57</b>
Inventories	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Accounts receivable	1.13	0.67	0.41	0.35	0.40	0.40	0.50
Liquid assets	4.10	1.10	1.07	0.23	0.27	0.62	1.09
Other short-term assets	0.09	0.08	0.07	0.05	0.05	0.05	0.05
<b>Current assets</b>	<b>5.33</b>	<b>1.84</b>	<b>1.55</b>	<b>0.62</b>	<b>0.72</b>	<b>1.07</b>	<b>1.64</b>
<b>Total Assets</b>	<b>26.90</b>	<b>19.90</b>	<b>17.90</b>	<b>17.30</b>	<b>17.40</b>	<b>17.70</b>	<b>18.20</b>
<b>Liabilities and shareholders' equity</b>							
Subscribed capital	10.29	10.28	10.27	10.39	10.39	10.39	10.39
Capital reserve	2.79	2.78	2.78	2.84	2.84	2.84	2.84
Retained earnings	1.53	-2.69	-5.06	-5.01	-5.01	-4.69	-4.26
Other equity components	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Shareholders' equity	14.61	10.37	7.99	8.22	8.22	8.54	8.98
Minority interest	0.00	0.00	0.00	0.00	0.00	0.00	0.00
<b>Total equity</b>	<b>14.61</b>	<b>10.37</b>	<b>7.99</b>	<b>8.22</b>	<b>8.22</b>	<b>8.54</b>	<b>8.98</b>
Provisions	0.87	0.82	0.82	0.80	0.80	0.80	0.80
thereof provisions for pensions and similar obligations	0.31	0.35	0.35	0.35	0.35	0.35	0.35
Financial liabilities (total)	6.60	8.05	8.61	7.87	7.87	7.87	7.87
Short-term financial liabilities	3.11	3.67	4.24	3.49	3.49	3.49	3.49
Accounts payable	0.75	0.60	0.43	0.34	0.40	0.40	0.50
Other liabilities	4.11	0.08	0.07	0.08	0.08	0.08	0.08
<b>Liabilities</b>	<b>12.33</b>	<b>9.54</b>	<b>9.92</b>	<b>9.08</b>	<b>9.14</b>	<b>9.14</b>	<b>9.24</b>
<b>Total liabilities and shareholders' equity</b>	<b>26.90</b>	<b>19.90</b>	<b>17.90</b>	<b>17.30</b>	<b>17.40</b>	<b>17.70</b>	<b>18.20</b>

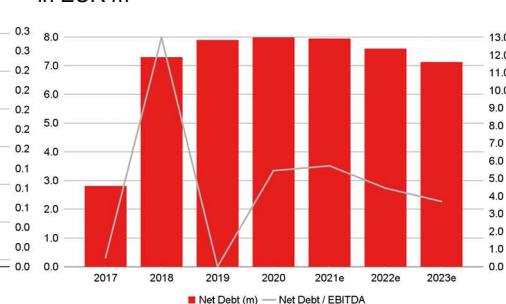
## Financial Ratios

	2017	2018	2019	2020	2021e	2022e	2023e
<b>Efficiency of Capital Employment</b>							
Operating Assets Turnover	12.4 x	42.9 x	-339.6 x	110.0 x	-262.2 x	-82.2 x	-52.0 x
Capital Employed Turnover	0.3 x	0.2 x	0.2 x	0.2 x	0.2 x	0.2 x	0.3 x
ROA	4.1 %	-23.3 %	-14.5 %	0.3 %	0.0 %	1.9 %	2.6 %
<b>Return on Capital</b>							
ROCE (NOPAT)	6.1 %	n.a.	n.a.	1.8 %	1.6 %	3.6 %	4.3 %
ROE	6.2 %	-33.8 %	-25.8 %	0.6 %	0.0 %	3.8 %	5.0 %
Adj. ROE	6.2 %	-33.8 %	-25.8 %	0.6 %	0.0 %	3.8 %	5.0 %
<b>Balance sheet quality</b>							
Net Debt	2.81	7.30	7.89	7.99	7.94	7.59	7.13
Net Financial Debt	2.50	6.95	7.54	7.64	7.59	7.24	6.78
Net Gearing	19.2 %	70.3 %	98.8 %	97.1 %	96.6 %	88.9 %	79.4 %
Net Fin. Debt / EBITDA	45.9 %	1239.9 %	n.a.	520.8 %	547.2 %	424.6 %	352.3 %
Book Value / Share	14.6	10.4	8.0	8.2	8.2	8.5	9.0
Book value per share ex intangibles	-6.9	-7.7	-8.4	-8.4	-8.4	-8.1	-7.7

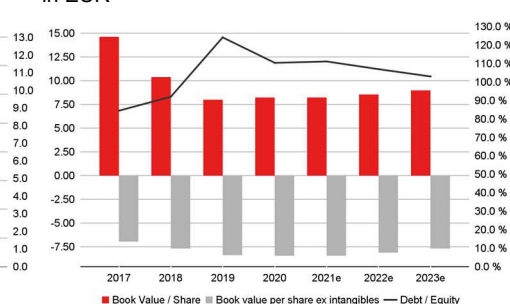
## ROCE Development



## Net debt in EUR m



## Book Value per Share in EUR



Source: Warburg Research

Source: Warburg Research

Source: Warburg Research

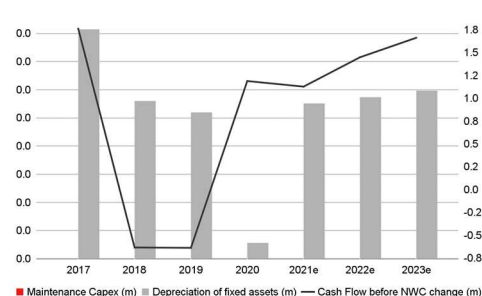
## Consolidated cash flow statement

In EUR m	2017	2018	2019	2020	2021e	2022e	2023e
Net income	0.88	-4.22	-2.37	0.05	0.00	0.32	0.43
Depreciation of fixed assets	0.04	0.03	0.03	0.00	0.03	0.03	0.03
Amortisation of goodwill	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Amortisation of intangible assets	4.24	4.46	2.03	1.15	1.10	1.10	1.20
Increase/decrease in long-term provisions	0.00	0.00	0.00	-0.02	0.00	0.00	0.00
Other non-cash income and expenses	-3.40	-0.90	-0.32	0.00	0.00	0.00	0.00
<b>Cash Flow before NWC change</b>	<b>1.76</b>	<b>-0.64</b>	<b>-0.64</b>	<b>1.19</b>	<b>1.13</b>	<b>1.45</b>	<b>1.66</b>
Increase / decrease in inventory	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Increase / decrease in accounts receivable	-0.18	0.25	0.14	-0.06	-0.05	0.00	-0.10
Increase / decrease in accounts payable	-0.09	-0.16	-0.17	0.09	0.06	0.00	0.10
Increase / decrease in other working capital positions	-1.78	0.67	0.25	-1.25	0.00	0.00	0.00
Increase / decrease in working capital (total)	-2.05	0.77	0.22	-1.22	0.01	0.00	0.00
<b>Net cash provided by operating activities [1]</b>	<b>-0.29</b>	<b>0.13</b>	<b>-0.42</b>	<b>-0.04</b>	<b>1.14</b>	<b>1.45</b>	<b>1.66</b>
Investments in intangible assets	-0.03	-0.05	-0.03	-1.45	-1.10	-1.10	-1.20
Investments in property, plant and equipment	-0.03	0.00	-0.02	0.00	0.00	0.00	0.00
Payments for acquisitions	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Financial investments	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Income from asset disposals	0.00	0.00	0.00	0.05	0.00	0.00	0.00
<b>Net cash provided by investing activities [2]</b>	<b>-0.06</b>	<b>-0.05</b>	<b>-0.05</b>	<b>0.00</b>	<b>-1.10</b>	<b>-1.10</b>	<b>-1.20</b>
Change in financial liabilities	3.64	-3.49	0.20	-4.38	0.00	0.00	0.00
Dividends paid	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Purchase of own shares	0.00	-0.02	-0.13	0.00	0.00	0.00	0.00
Capital measures	0.00	0.00	0.00	4.38	0.00	0.00	0.00
Other	0.00	0.00	0.00	-0.05	0.00	0.00	0.00
<b>Net cash provided by financing activities [3]</b>	<b>3.64</b>	<b>-3.51</b>	<b>0.08</b>	<b>-0.05</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>
<b>Change in liquid funds [1]+[2]+[3]</b>	<b>3.29</b>	<b>-3.42</b>	<b>-0.39</b>	<b>-0.09</b>	<b>0.04</b>	<b>0.35</b>	<b>0.47</b>
Effects of exchange-rate changes on cash	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Cash and cash equivalent at end of period	4.10	0.67	0.28	0.19	0.27	0.62	1.09

## Financial Ratios

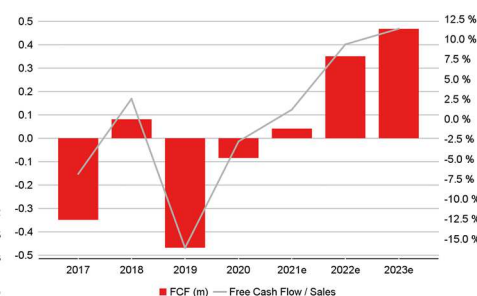
	2017	2018	2019	2020	2021e	2022e	2023e
<b>Cash Flow</b>							
FCF	-0.35	0.08	-0.47	-0.08	0.04	0.35	0.47
Free Cash Flow / Sales	-6.9 %	2.5 %	-16.1 %	-2.8 %	1.2 %	9.3 %	11.3 %
Free Cash Flow Potential	5.43	0.56	-0.05	1.46	n.a.	n.a.	n.a.
Free Cash Flow / Net Profit	-39.6 %	-1.9 %	19.7 %	-179.2 %	6983.9 %	110.3 %	107.8 %
Interest Received / Avg. Cash	0.0 %	0.0 %	0.1 %	0.0 %	0.0 %	0.0 %	0.0 %
Interest Paid / Avg. Debt	4.0 %	4.0 %	3.2 %	3.2 %	3.3 %	3.3 %	3.3 %
<b>Management of Funds</b>							
Investment ratio	1.1 %	1.5 %	1.7 %	47.5 %	32.2 %	29.2 %	28.9 %
Maint. Capex / Sales	0.0 %	0.0 %	0.0 %	0.0 %	n.a.	n.a.	n.a.
Capex / Dep	1.4 %	1.1 %	2.4 %	124.7 %	97.2 %	97.1 %	97.2 %
Avg. Working Capital / Sales	-13.8 %	6.1 %	0.0 %	-0.6 %	0.1 %	-0.1 %	0.0 %
Trade Debtors / Trade Creditors	150.3 %	112.0 %	94.8 %	102.7 %	100.0 %	100.0 %	100.0 %
Inventory Turnover	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
Receivables collection period (days)	81	76	51	42	43	39	44
Payables payment period (days)	269	193	137	126	130	118	134
Cash conversion cycle (Days)	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.

### CAPEX and Cash Flow in EUR m



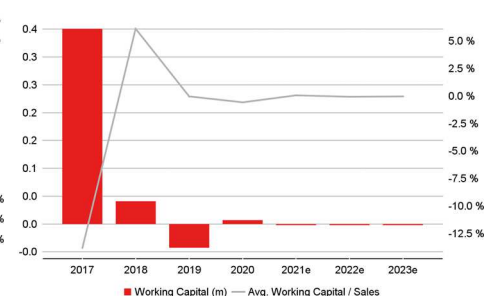
Source: Warburg Research

### Free Cash Flow Generation



Source: Warburg Research

### Working Capital



Source: Warburg Research

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Company	Disclosure	Link to the historical price targets and rating changes (last 12 months)
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Investment recommendation: expected direction of the share price development of the financial instrument up to the given price target in the opinion of the analyst who covers this financial instrument.

-B-	<b>Buy:</b>	The price of the analysed financial instrument is expected to rise over the next 12 months.
-H-	<b>Hold:</b>	The price of the analysed financial instrument is expected to remain mostly flat over the next 12 months.
-S-	<b>Sell:</b>	The price of the analysed financial instrument is expected to fall over the next 12 months.
“-“	<b>Rating suspended:</b>	The available information currently does not permit an evaluation of the company.

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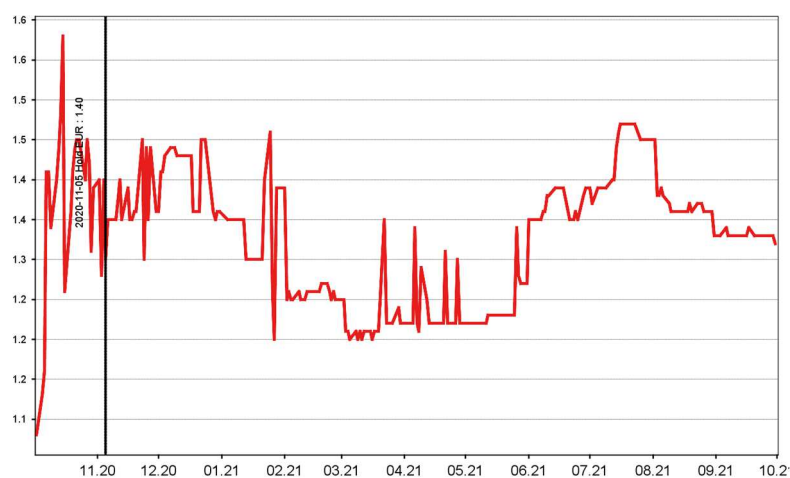
Rating	Number of stocks	% of Universe
Buy	145	67
Hold	60	28
Sell	7	3
Rating suspended	3	1
<b>Total</b>	<b>215</b>	<b>100</b>

## WARBURG RESEARCH GMBH – ANALYSED RESEARCH UNIVERSE BY RATING ...

... taking into account only those companies which were provided with major investment services in the last twelve months.

Rating	Number of stocks	% of Universe
Buy	45	78
Hold	11	19
Sell	0	0
Rating suspended	2	3
<b>Total</b>	<b>58</b>	<b>100</b>

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Markings in the chart show rating changes by Warburg Research GmbH in the last 12 months. Every marking details the date and closing price on the day of the rating change.

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