

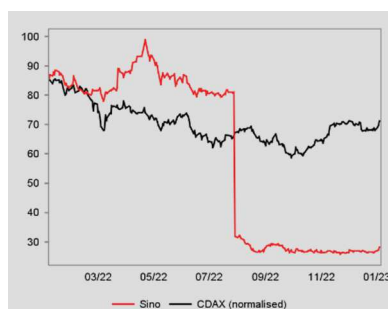
<b>Buy</b> <b>EUR 52.30</b>  Price <b>EUR 28.20</b> <b>Upside 85.5 %</b>	<b>Value Indicators:</b> EUR DCF: 52.35	<b>Warburg ESG Risk Score: 2.8</b> ESG Score (MSCI based): 3.0 Balance Sheet Score: 5.0 Market Liquidity Score: 0.5	<b>Description:</b> Online broker specialized on heavy traders
	<b>Market Snapshot:</b> EUR m Market cap: 65.9 No. of shares (m): 2.3 EV: 44.3 Freefloat MC: 42.3 Ø Trad. Vol. (30d): 31.59 th	<b>Shareholders:</b> Freefloat 64.10 % Ingo Hillen 11.00 % HSBC Trinkaus & Burkhardt 24.90 %	<b>Key Figures (WRe):</b> 2021/22e Beta: 1.4 Price / Book: 2.6 x Equity Ratio: 84 %

## First Glance: Trade Republic to attract new customers by paying 2% interest

Trade Republic (in which sino holds a stake of 2.3%) announced it would pay its customers 2% interest on deposits up to EUR 50k. With other banks or brokers are increasing their rates only moderately, this step was rather surprising. However, for the reasons outlined below, this step is probably to be seen as a smart marketing move to gain further clients:

- Trade Republic (TR) announced it would pay 2% interest on deposits for existing and new clients. In the short run, this will probably cost the company, as the ECB currently pays 2% interest on its deposit facility, of which the partner banks presumably keep a fair share. Assuming the partner banks keep 0.5%, the remaining delta for Trade Republic would be 1.5%, leaving the company with costs of 0.5% on deposits.
- However, the ECB will probably increase interest rates at its next meeting which should lower or eliminate the costs TR effectively has to pay, assuming that the interest for customers remains at 2%.
- Assuming about EUR 1bn cash of existing customers and interest expenses of 0.5% for three months, the effective costs from existing customers would be only EUR 1.25m.
- Furthermore, assuming that this measure attracts 250k new customers, each with deposits of about EUR 10k, total fresh deposits would amount to EUR 2.5bn. Once again, with 0.5% interest expenses for three months, this would effectively cost the company EUR 3.125m.
- Expressing these interest expenses as customer acquisition costs, TR would have spent EUR 4.375m for another 250k customers, which is EUR 17.5 per new customer and a bargain in terms of customer acquisition costs.
- Even though not all of these customers become trading customers initially, they have at least an affinity for finance and saving. In our view this should result in a relatively high probability of converting a good share of these new customers into at least ETF saving-plan customers. Assuming that interest rates increase further and assuming no change in TR's 2% on customer deposits, the company would then still earn a considerable interest income.

Assessment: Even though the surprising step by Trade Republic to pay 2% interest on customer deposits has no direct impact on sino, it should boost the customer growth rate at TR. This in turn should increase the probability of a higher valuation in a potential exit scenario for sino, which is the main value contributor of our investment case. Therefore, the step is regarded to be positive for sino as well.

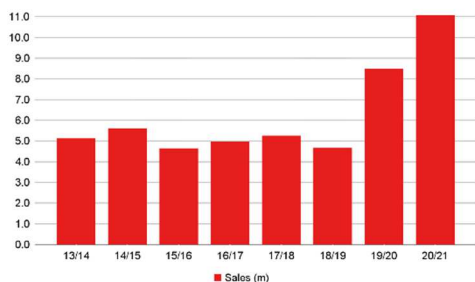


Rel. Performance vs CDAX:	
1 month:	4.6 %
6 months:	-79.7 %
Year to date:	0.9 %
Trailing 12 months:	-50.1 %

### Company events:

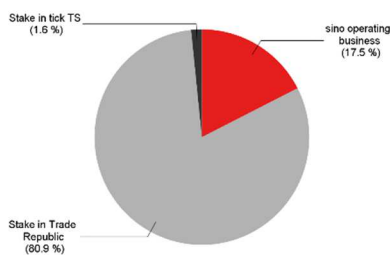
FY End: 30.9. in EUR m	CAGR (20/21-23/24e)	2017/18	2018/19	2019/20	2020/21	2021/22e	2022/23e	2023/24e
<b>Sales</b>	-6.2 %	5.3	4.7	8.5	11.1	8.9	9.0	9.1
Change Sales yoy		5.8 %	-11.1 %	82.0 %	30.3 %	-19.9 %	1.5 %	1.4 %
Gross profit margin		100.0 %	95.8 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %
<b>EBITDA</b>	-	-1.4	-3.1	2.4	-2.0	0.6	1.4	1.9
Margin		-26.6 %	-66.6 %	28.4 %	-18.0 %	7.1 %	15.6 %	20.5 %
<b>EBIT</b>	-	-1.7	-3.5	2.1	-2.2	0.3	1.0	1.5
Margin		-31.6 %	-74.3 %	25.0 %	-20.2 %	3.1 %	11.6 %	16.5 %
<b>Net income</b>	-79.2 %	-1.0	-1.6	9.5	139.4	0.4	1.0	1.3
<b>EPS</b>	-79.2 %	-0.42	-0.69	4.07	59.65	0.19	0.42	0.54
<b>EPS adj.</b>	-79.2 %	-0.42	-0.69	4.07	59.65	0.19	0.42	0.54
<b>DPS</b>	-	0.00	0.64	2.92	0.00	53.00	0.00	0.00
Dividend Yield		n.a.	15.0 %	33.7 %	n.a.	187.9 %	n.a.	n.a.
<b>FCFPS</b>		-0.36	-1.01	1.43	-2.27	0.54	0.48	0.65
<b>FCF / Market cap</b>		-10.1 %	-23.8 %	16.5 %	-4.1 %	1.9 %	1.7 %	2.3 %
<b>EV / Sales</b>		1.6 x	2.1 x	2.4 x	n.a.	5.1 x	4.9 x	4.7 x
<b>EV / EBITDA</b>		n.a.	n.a.	8.4 x	n.a.	71.7 x	31.6 x	22.9 x
<b>EV / EBIT</b>		n.a.	n.a.	9.5 x	n.a.	163.0 x	42.6 x	28.4 x
<b>P / E</b>		n.a.	n.a.	2.1 x	0.9 x	148.4 x	67.1 x	52.2 x
<b>P / E adj.</b>		n.a.	n.a.	2.1 x	0.9 x	148.4 x	67.1 x	52.2 x
<b>FCF Potential Yield</b>		-11.7 %	-22.6 %	8.4 %	39.9 %	1.0 %	2.2 %	3.0 %
<b>Net Debt</b>		-0.3	0.0	0.0	-143.1	-20.5	-21.6	-23.1
<b>ROCE (NOPAT)</b>		n.a.	n.a.	19.1 %	n.a.	3.7 %	15.3 %	22.4 %
<b>Guidance:</b>		Net income between EUR 0.2m and 1.3m						

### Sales development in EUR m



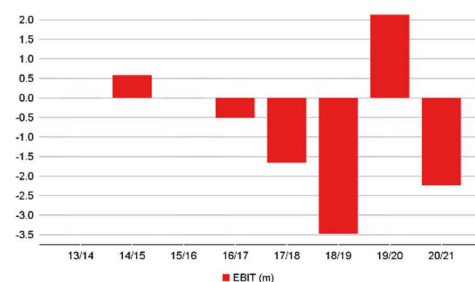
Source: Warburg Research

### Valuation contributors in %



Source: Warburg Research

### EBIT development in EUR m



Source: Warburg Research

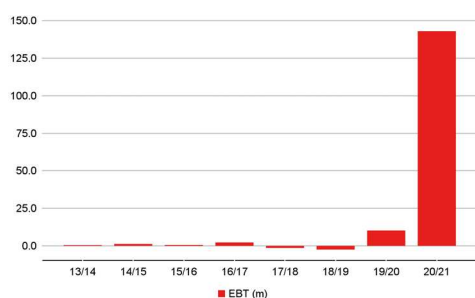
## Company Background

- sino is a high end online brokerage company, specializing on providing services to heavy traders.
- The trading software tool MX-PRO is especially designed to fulfill the needs of heavy traders providing extraordinary high stability.
- In addition to common product offerings, such as stocks, bonds, futures, derivatives, ETFs, funds and forex, sino also grants access to IPOs and the ability to short-sale securities.
- The very experienced management team is actively contributing to the development of the industry with investments in the fintech startups Trade Republic and Quinn Technologies.

## Competitive Quality

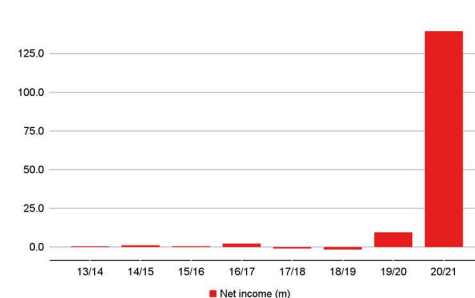
- High end trading platform provides extended scale of services through customizable software tools with access to a greater variety of financial products than usual brokerage businesses.
- sino operates in the niche market of heavy traders with few competitors and considerable entry barriers due to the loyalty of the customer base.
- The strong software and trading partners, HSBC Trinkaus and tick Trading Software, support sino through banking and operational frameworks.
- With the outsourcing of the IT and technical settlements to third-parties, sino is able to keep a lean corporate structure.
- Attractive shareholdings in Trade Republic, tick Trading Software and Quinn Technologies add significant value.

### EBT development in EUR m



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
	21/22e	22/23e	23/24e	24/25e	25/26e	26/27e	27/28e	28/29e	29/30e	30/31e	31/32e	32/33e	33/34e	
Sales	8.9	9.0	9.1	9.3	9.4	9.6	9.7	9.8	10.0	10.1	10.3	10.4	10.6	
Sales change	-19.9 %	1.5 %	1.4 %	1.5 %	1.5 %	1.5 %	1.5 %	1.5 %	1.5 %	1.5 %	1.5 %	1.5 %	1.5 %	1.5 %
EBIT	0.3	1.0	1.5	1.9	1.9	1.9	1.9	2.0	2.0	2.0	2.1	2.1	2.1	
EBIT-margin	3.1 %	11.6 %	16.5 %	20.0 %	20.0 %	20.0 %	20.0 %	20.0 %	20.0 %	20.0 %	20.0 %	20.0 %	20.0 %	
Tax rate (EBT)	30.0 %	30.0 %	32.0 %	32.0 %	32.0 %	32.0 %	32.0 %	32.0 %	32.0 %	32.0 %	32.0 %	32.0 %	32.0 %	
NOPAT	0.2	0.7	1.0	1.3	1.3	1.3	1.3	1.3	1.4	1.4	1.4	1.4	1.4	
Depreciation	0.4	0.4	0.4	0.4	0.3	0.2	0.1	0.1	0.1	0.1	0.1	0.1	0.1	
in % of Sales	4.0 %	4.0 %	4.0 %	4.0 %	3.0 %	2.0 %	1.0 %	1.0 %	1.0 %	1.0 %	1.0 %	1.0 %	1.0 %	
Changes in provisions	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
Change in Liquidity from														
- Working Capital	-0.6	0.1	0.0	0.0	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	
- Capex	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	
Capex in % of Sales	1.2 %	1.2 %	1.2 %	1.5 %	1.5 %	1.5 %	1.0 %	1.0 %	1.0 %	1.0 %	1.0 %	1.0 %	1.0 %	
- Other	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
Free Cash Flow (WACC Model)	1.0	0.9	1.3	1.5	1.4	1.3	1.3	1.3	1.3	1.3	1.3	1.4	1.4	1
PV of FCF	1.0	0.8	1.0	1.1	0.9	0.8	0.7	0.6	0.6	0.5	0.5	0.4	0.4	5
share of PVs	19.86 %			46.37 %										33.77 %

## Model parameter

Derivation of WACC:		Derivation of Beta:	
Debt ratio	0.00 %	Financial Strength	1.20
Cost of debt (after tax)	4.2 %	Liquidity (share)	1.50
Market return	8.25 %	Cyclicality	1.40
Risk free rate	2.75 %	Transparency	1.40
		Others	1.40
<b>WACC</b>	<b>10.34 %</b>	<b>Beta</b>	<b>1.38</b>

## Valuation (m)

Present values 2033/34e	9		
Terminal Value	5		
Financial liabilities	0		
Pension liabilities	0		
Hybrid capital	0		
Minority interest	0		
Market val. of investments	94		
Liquidity	14	No. of shares (m)	2.3
<b>Equity Value</b>	<b>122</b>	<b>Value per share (EUR)</b>	<b>52.35</b>

## Sensitivity Value per Share (EUR)

Beta	WACC	Terminal Growth							Beta	WACC	Delta EBIT-margin						
		0.75 %	1.00 %	1.25 %	1.50 %	1.75 %	2.00 %	2.25 %			-1.5 pp	-1.0 pp	-0.5 pp	+0.0 pp	+0.5 pp	+1.0 pp	+1.5 pp
1.56	11.3 %	51.66	51.69	51.73	51.77	51.81	51.86	51.91	1.56	11.3 %	51.34	51.49	51.63	51.77	51.91	52.06	52.20
1.47	10.8 %	51.91	51.95	52.00	52.05	52.10	52.15	52.20	1.47	10.8 %	51.60	51.75	51.90	52.05	52.20	52.35	52.50
1.43	10.6 %	52.05	52.09	52.14	52.19	52.25	52.31	52.37	1.43	10.6 %	51.73	51.89	52.04	52.19	52.35	52.50	52.65
1.38	10.3 %	52.19	52.24	52.29	52.35	52.41	52.47	52.54	1.38	10.3 %	51.88	52.03	52.19	52.35	52.51	52.67	52.82
1.33	10.1 %	52.34	52.40	52.45	52.52	52.58	52.65	52.72	1.33	10.1 %	52.03	52.19	52.35	52.52	52.68	52.84	53.00
1.29	9.8 %	52.50	52.56	52.62	52.69	52.76	52.84	52.92	1.29	9.8 %	52.19	52.36	52.52	52.69	52.86	53.02	53.19
1.20	9.3 %	52.85	52.92	53.00	53.07	53.16	53.25	53.35	1.20	9.3 %	52.54	52.72	52.90	53.07	53.25	53.43	53.60

- Strong top-line growth in 2021 is triggered by a favourable market environment
- A normalisation is assumed thereafter, resulting in declining revenues in 2022e
- The remaining stakes in Trade Republic and tick TS AG are reflected in market value of investments
- The value of the remaining share in Trade Republic bases on the last financing round

Valuation	2017/18	2018/19	2019/20	2020/21	2021/22e	2022/23e	2023/24e
Price / Book	1.2 x	2.2 x	1.2 x	0.9 x	2.6 x	2.5 x	2.4 x
Book value per share ex intangibles	2.63	1.72	6.83	63.57	10.72	11.13	11.67
EV / Sales	1.6 x	2.1 x	2.4 x	n.a.	5.1 x	4.9 x	4.7 x
EV / EBITDA	n.a.	n.a.	8.4 x	n.a.	71.7 x	31.6 x	22.9 x
EV / EBIT	n.a.	n.a.	9.5 x	n.a.	163.0 x	42.6 x	28.4 x
EV / EBIT adj.*	n.a.	n.a.	9.5 x	n.a.	163.0 x	42.6 x	28.4 x
P / FCF	n.a.	n.a.	6.1 x	n.a.	52.7 x	58.5 x	43.3 x
P / E	n.a.	n.a.	2.1 x	0.9 x	148.4 x	67.1 x	52.2 x
P / E adj.*	n.a.	n.a.	2.1 x	0.9 x	148.4 x	67.1 x	52.2 x
Dividend Yield	n.a.	15.0 %	33.7 %	n.a.	187.9 %	n.a.	n.a.
FCF Potential Yield (on market EV)	-11.7 %	-22.6 %	8.4 %	39.9 %	1.0 %	2.2 %	3.0 %

\*Adjustments made for: -

## Consolidated profit & loss

In EUR m	2017/18	2018/19	2019/20	2020/21	2021/22e	2022/23e	2023/24e
<b>Sales</b>	<b>5.3</b>	<b>4.7</b>	<b>8.5</b>	<b>11.1</b>	<b>8.9</b>	<b>9.0</b>	<b>9.1</b>
Change Sales yoy	5.8 %	-11.1 %	82.0 %	30.3 %	-19.9 %	1.5 %	1.4 %
Increase / decrease in inventory	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Own work capitalised	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>Total Sales</b>	<b>5.3</b>	<b>4.7</b>	<b>8.5</b>	<b>11.1</b>	<b>8.9</b>	<b>9.0</b>	<b>9.1</b>
Material expenses	0.0	0.2	0.0	0.0	0.0	0.0	0.0
<b>Gross profit</b>	<b>5.3</b>	<b>4.5</b>	<b>8.5</b>	<b>11.1</b>	<b>8.9</b>	<b>9.0</b>	<b>9.1</b>
<i>Gross profit margin</i>	<i>100.0 %</i>	<i>95.8 %</i>	<i>100.0 %</i>	<i>100.0 %</i>	<i>100.0 %</i>	<i>100.0 %</i>	<i>100.0 %</i>
Personnel expenses	2.6	2.9	2.7	3.4	3.5	3.4	3.2
Other operating income	0.5	0.5	0.3	0.5	0.9	0.5	0.5
Other operating expenses	4.6	5.1	3.7	10.2	5.6	4.7	4.6
Unfrequent items	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>EBITDA</b>	<b>-1.4</b>	<b>-3.1</b>	<b>2.4</b>	<b>-2.0</b>	<b>0.6</b>	<b>1.4</b>	<b>1.9</b>
<i>Margin</i>	<i>-26.6 %</i>	<i>-66.6 %</i>	<i>28.4 %</i>	<i>-18.0 %</i>	<i>7.1 %</i>	<i>15.6 %</i>	<i>20.5 %</i>
Depreciation of fixed assets	0.3	0.4	0.3	0.2	0.4	0.4	0.4
<b>EBITA</b>	<b>-1.7</b>	<b>-3.5</b>	<b>2.1</b>	<b>-2.2</b>	<b>0.3</b>	<b>1.0</b>	<b>1.5</b>
Amortisation of intangible assets	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Goodwill amortisation	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>EBIT</b>	<b>-1.7</b>	<b>-3.5</b>	<b>2.1</b>	<b>-2.2</b>	<b>0.3</b>	<b>1.0</b>	<b>1.5</b>
<i>Margin</i>	<i>-31.6 %</i>	<i>-74.3 %</i>	<i>25.0 %</i>	<i>-20.2 %</i>	<i>3.1 %</i>	<i>11.6 %</i>	<i>16.5 %</i>
<b>EBIT adj.</b>	<b>-1.7</b>	<b>-3.5</b>	<b>2.1</b>	<b>-2.2</b>	<b>0.3</b>	<b>1.0</b>	<b>1.5</b>
Interest income	0.0	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	0.0
Other financial income (loss)	0.6	1.2	8.1	145.3	0.5	0.5	0.5
<b>EBT</b>	<b>-1.4</b>	<b>-2.5</b>	<b>10.2</b>	<b>143.0</b>	<b>0.6</b>	<b>1.4</b>	<b>1.9</b>
<i>Margin</i>	<i>-26.8 %</i>	<i>-53.1 %</i>	<i>120.5 %</i>	<i>1291.3 %</i>	<i>7.1 %</i>	<i>15.4 %</i>	<i>20.3 %</i>
Total taxes	-0.4	-0.9	0.7	3.6	0.2	0.4	0.6
<b>Net income from continuing operations</b>	<b>-1.0</b>	<b>-1.6</b>	<b>9.5</b>	<b>139.4</b>	<b>0.4</b>	<b>1.0</b>	<b>1.3</b>
Income from discontinued operations (net of tax)	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>Net income before minorities</b>	<b>-1.0</b>	<b>-1.6</b>	<b>9.5</b>	<b>139.4</b>	<b>0.4</b>	<b>1.0</b>	<b>1.3</b>
Minority interest	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>Net income</b>	<b>-1.0</b>	<b>-1.6</b>	<b>9.5</b>	<b>139.4</b>	<b>0.4</b>	<b>1.0</b>	<b>1.3</b>
<i>Margin</i>	<i>-18.5 %</i>	<i>-34.7 %</i>	<i>112.0 %</i>	<i>1258.9 %</i>	<i>5.0 %</i>	<i>10.8 %</i>	<i>13.8 %</i>
Number of shares, average	2.3	2.3	2.3	2.3	2.3	2.3	2.3
<b>EPS</b>	<b>-0.42</b>	<b>-0.69</b>	<b>4.07</b>	<b>59.65</b>	<b>0.19</b>	<b>0.42</b>	<b>0.54</b>
EPS adj.	-0.42	-0.69	4.07	59.65	0.19	0.42	0.54

\*Adjustments made for:

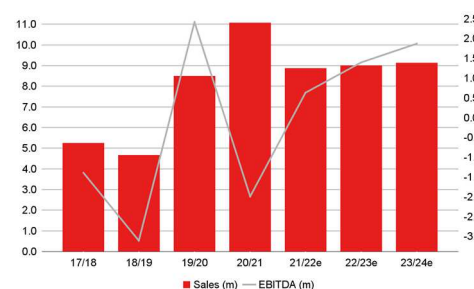
**Guidance: Net income between EUR 0.2m and 1.3m**

## Financial Ratios

	2017/18	2018/19	2019/20	2020/21	2021/22e	2022/23e	2023/24e
Total Operating Costs / Sales	126.6 %	166.6 %	71.6 %	118.0 %	92.9 %	84.4 %	79.5 %
Operating Leverage	38.4 x	-9.8 x	n.a.	n.a.	n.a.	185.7 x	30.8 x
EBITDA / Interest expenses	n.m.	n.m.	490.4 x	n.m.	n.a.	n.a.	n.a.
Tax rate (EBT)	31.0 %	34.7 %	7.1 %	2.5 %	30.0 %	30.0 %	32.0 %
Dividend Payout Ratio	0.0 %	n.m.	71.7 %	0.0 %	28145.1 %	0.0 %	0.0 %
Sales per Employee	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.

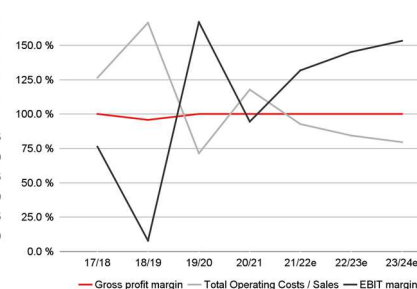
### Sales, EBITDA

in EUR m

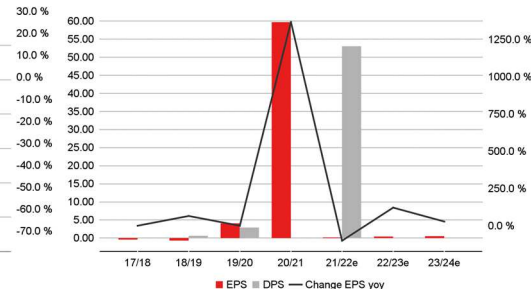


### Operating Performance

in %



### Performance per Share



Source: Warburg Research

Source: Warburg Research

Source: Warburg Research

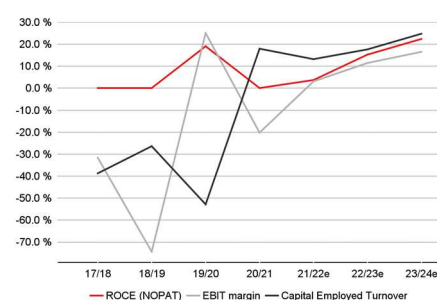
## Consolidated balance sheet

In EUR m	2017/18	2018/19	2019/20	2020/21	2021/22e	2022/23e	2023/24e
<b>Assets</b>							
Goodwill and other intangible assets	0.7	0.5	0.3	0.3	0.3	0.3	0.3
thereof other intangible assets	0.5	0.5	0.3	0.3	0.3	0.3	0.3
thereof Goodwill	0.1	0.0	0.0	0.0	0.0	0.0	0.0
Property, plant and equipment	0.4	0.3	0.2	0.4	0.1	-0.1	-0.4
Financial assets	0.6	2.5	9.4	5.6	5.5	5.5	5.4
Other long-term assets	0.3	0.3	1.3	0.0	0.0	0.0	0.0
<b>Fixed assets</b>	<b>2.0</b>	<b>3.6</b>	<b>11.2</b>	<b>6.2</b>	<b>5.9</b>	<b>5.6</b>	<b>5.3</b>
Inventories	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Accounts receivable	5.4	1.9	7.7	4.2	3.6	3.7	3.7
Liquid assets	0.3	0.0	0.0	143.1	20.5	21.6	23.1
Other short-term assets	0.8	0.1	0.1	0.1	0.1	0.1	0.1
<b>Current assets</b>	<b>6.4</b>	<b>2.0</b>	<b>7.9</b>	<b>147.4</b>	<b>24.2</b>	<b>25.4</b>	<b>26.9</b>
<b>Total Assets</b>	<b>8.4</b>	<b>5.6</b>	<b>19.1</b>	<b>153.6</b>	<b>30.1</b>	<b>31.0</b>	<b>32.3</b>
<b>Liabilities and shareholders' equity</b>							
Subscribed capital	2.3	2.3	2.3	2.3	2.3	2.3	2.3
Capital reserve	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Retained earnings	0.2	0.2	1.4	1.4	-122.1	-121.1	-119.8
Other equity components	4.2	1.9	12.5	145.1	145.0	145.0	145.0
Shareholders' equity	6.8	4.5	16.3	148.9	25.3	26.3	27.6
Minority interest	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>Total equity</b>	<b>6.8</b>	<b>4.5</b>	<b>16.3</b>	<b>148.9</b>	<b>25.3</b>	<b>26.3</b>	<b>27.6</b>
Provisions	0.7	0.6	1.5	4.3	4.3	4.3	4.3
thereof provisions for pensions and similar obligations	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Financial liabilities (total)	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Short-term financial liabilities	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Accounts payable	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other liabilities	0.8	0.5	1.3	0.5	0.5	0.5	0.5
<b>Liabilities</b>	<b>1.5</b>	<b>1.1</b>	<b>2.8</b>	<b>4.7</b>	<b>4.7</b>	<b>4.7</b>	<b>4.7</b>
<b>Total liabilities and shareholders' equity</b>	<b>8.4</b>	<b>5.6</b>	<b>19.1</b>	<b>153.6</b>	<b>30.1</b>	<b>31.0</b>	<b>32.3</b>

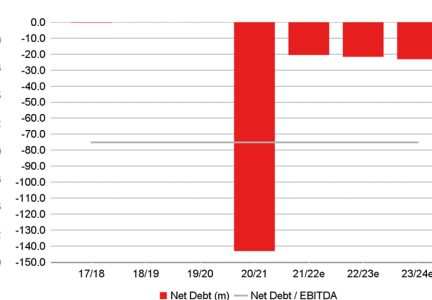
## Financial Ratios

	2017/18	2018/19	2019/20	2020/21	2021/22e	2022/23e	2023/24e
<b>Efficiency of Capital Employment</b>							
Operating Assets Turnover	0.9 x	2.1 x	1.1 x	2.4 x	2.4 x	2.5 x	2.8 x
Capital Employed Turnover	0.8 x	1.0 x	0.5 x	1.9 x	1.8 x	1.9 x	2.1 x
ROA	-47.8 %	-45.2 %	85.0 %	2240.7 %	7.4 %	17.3 %	23.8 %
<b>Return on Capital</b>							
ROCE (NOPAT)	n.a.	n.a.	19.1 %	n.a.	3.7 %	15.3 %	22.4 %
ROE	-15.5 %	-28.7 %	91.8 %	168.8 %	0.5 %	3.8 %	4.7 %
Adj. ROE	-15.5 %	-28.7 %	91.8 %	168.8 %	0.5 %	3.8 %	4.7 %
<b>Balance sheet quality</b>							
Net Debt	-0.3	0.0	0.0	-143.1	-20.5	-21.6	-23.1
Net Financial Debt	-0.3	0.0	0.0	-143.1	-20.5	-21.6	-23.1
Net Gearing	-3.8 %	-0.2 %	-0.1 %	-96.1 %	-80.9 %	-82.2 %	-83.9 %
Net Fin. Debt / EBITDA	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
Book Value / Share	2.9	1.9	7.0	63.7	10.8	11.3	11.8
Book value per share ex intangibles	2.6	1.7	6.8	63.6	10.7	11.1	11.7

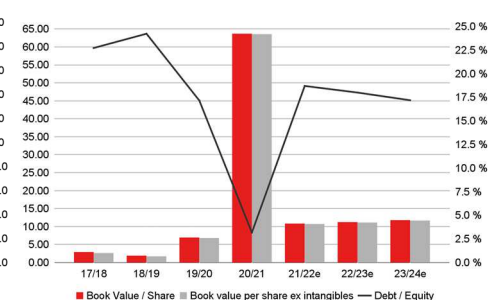
### ROCE Development



### Net debt in EUR m



### Book Value per Share in EUR



Source: Warburg Research

Source: Warburg Research

Source: Warburg Research

## Consolidated cash flow statement

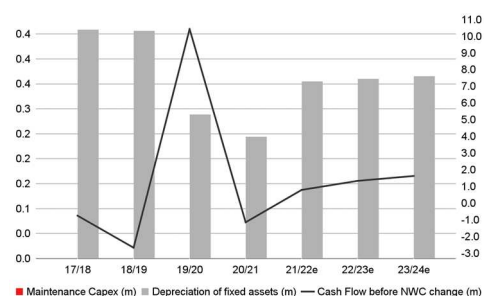
In EUR m	2017/18	2018/19	2019/20	2020/21	2021/22e	2022/23e	2023/24e
Net income	-1.0	-1.6	9.5	139.4	0.4	1.0	1.3
Depreciation of fixed assets	0.5	0.5	0.3	0.2	0.4	0.4	0.4
Amortisation of goodwill	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Amortisation of intangible assets	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Increase/decrease in long-term provisions	-0.2	0.2	0.6	0.0	0.0	0.0	0.0
Other non-cash income and expenses	-0.1	-1.7	0.0	-140.8	0.0	0.0	0.0
<b>Cash Flow before NWC change</b>	<b>-0.8</b>	<b>-2.7</b>	<b>10.4</b>	<b>-1.1</b>	<b>0.8</b>	<b>1.3</b>	<b>1.6</b>
Increase / decrease in inventory	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Increase / decrease in accounts receivable	0.2	0.4	-0.1	-2.8	0.6	-0.1	0.0
Increase / decrease in accounts payable	0.0	0.4	0.0	0.0	0.0	0.0	0.0
Increase / decrease in other working capital positions	0.4	-0.1	-6.9	-1.2	0.0	0.0	0.0
Increase / decrease in working capital (total)	0.6	0.7	-6.9	-4.0	0.6	-0.1	0.0
<b>Net cash provided by operating activities [1]</b>	<b>-0.1</b>	<b>-2.0</b>	<b>3.5</b>	<b>-5.2</b>	<b>1.4</b>	<b>1.2</b>	<b>1.6</b>
Investments in intangible assets	-0.5	-0.3	0.0	0.0	0.0	0.0	0.0
Investments in property, plant and equipment	-0.2	-0.1	-0.1	-0.1	-0.1	-0.1	-0.1
Payments for acquisitions	0.0	0.0	0.1	0.0	0.0	0.0	0.0
Financial investments	0.0	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	0.0
<b>Net cash provided by investing activities [2]</b>	<b>-0.7</b>	<b>-0.4</b>	<b>-0.1</b>	<b>-0.1</b>	<b>-0.1</b>	<b>-0.1</b>	<b>-0.1</b>
Change in financial liabilities	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Dividends paid	-0.2	0.0	-2.1	0.0	-123.9	0.0	0.0
Purchase of own shares	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Capital measures	2.3	2.5	0.0	0.0	0.0	0.0	0.0
Other	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>Net cash provided by financing activities [3]</b>	<b>2.1</b>	<b>2.5</b>	<b>-2.1</b>	<b>0.0</b>	<b>-123.9</b>	<b>0.0</b>	<b>0.0</b>
<b>Change in liquid funds [1]+[2]+[3]</b>	<b>1.3</b>	<b>0.1</b>	<b>1.4</b>	<b>-5.3</b>	<b>-122.6</b>	<b>1.1</b>	<b>1.5</b>
Effects of exchange-rate changes on cash	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Cash and cash equivalent at end of period	1.3	0.1	2.0	-5.3	-122.6	2.4	3.9

## Financial Ratios

	2017/18	2018/19	2019/20	2020/21	2021/22e	2022/23e	2023/24e
<b>Cash Flow</b>							
FCF	-0.9	-2.4	3.3	-5.3	1.3	1.1	1.5
Free Cash Flow / Sales	-16.2 %	-50.8 %	39.2 %	-47.8 %	14.1 %	12.5 %	16.6 %
Free Cash Flow Potential	-1.0	-2.2	1.7	-5.6	0.4	1.0	1.3
Free Cash Flow / Net Profit	87.8 %	146.3 %	35.0 %	-3.8 %	284.2 %	115.9 %	120.6 %
Interest Received / Avg. Cash	0.1 %	0.5 %	33.3 %	0.0 %	0.0 %	0.0 %	0.0 %
Interest Paid / Avg. Debt	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
<b>Management of Funds</b>							
Investment ratio	13.7 %	8.6 %	1.2 %	1.0 %	1.2 %	1.2 %	1.2 %
Maint. Capex / Sales	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Capex / Dep	274.0 %	111.6 %	36.8 %	43.4 %	29.8 %	29.4 %	29.0 %
Avg. Working Capital / Sales	94.6 %	77.8 %	56.5 %	53.5 %	43.7 %	40.5 %	40.5 %
Trade Debtors / Trade Creditors	34370.0 %	103903.5 %	22554.0 %	n.a.	n.a.	n.a.	n.a.
Inventory Turnover	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
Receivables collection period (days)	373	149	332	137	148	150	148
Payables payment period (days)	n.a.	3	n.a.	n.a.	n.a.	n.a.	n.a.
Cash conversion cycle (Days)	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.

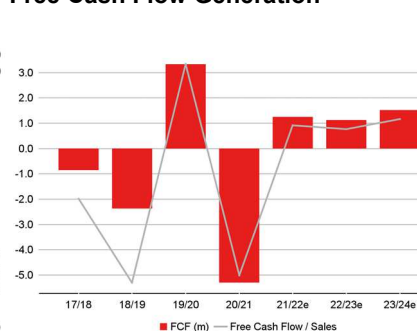
## CAPEX and Cash Flow

in EUR m



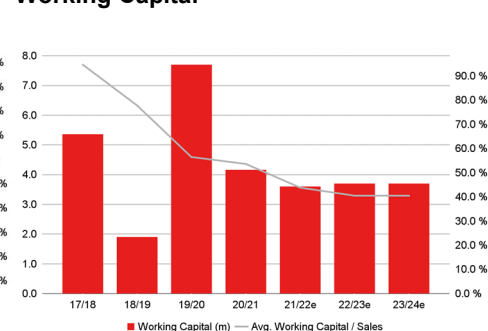
Source: Warburg Research

## 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.
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“-“	<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	161	76
Hold	43	20
Sell	6	3
Rating suspended	3	1
<b>Total</b>	<b>213</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	44	86
Hold	6	12
Sell	0	0
Rating suspended	1	2
<b>Total</b>	<b>51</b>	<b>100</b>

**PRICE AND RATING HISTORY SINO AS OF 05.01.2023**


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### Our research can be found under:

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