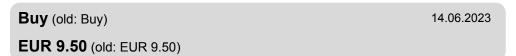
Financial Services - Germany



by Hauck Aufhäuser Lampe



### Convertible placed // promising strategic cooperation ahead

LAIQON recently successfully placed a convertible bond (5 years duration, 7% coupon, conversion price  $\in$  10,50) and collected  $\in$  19m. The fact that the transaction was carried by a diversified investors base (eNUW. c. 50% existing shareholders, 50% new investors) and that Achim Plate himself invested roughly  $\in$  0.8m are strong signs of conviction in our view. The proceeds should be used to:

- pay the 2023 tranches of acquisitions since 2019 (SPSW, Lange, BV, growney; with that 90% will paid; c. € 10m remain) and pay back the bank loan for the acquisition of BV,
- invest into sales and strategic cooperations (€ 2m), personnel and marketing (€ 2m) and into the further development of DAP 4.0 and LAIC (€ 2m),
- keep the remaining € 5m as reserve for further bold-on transactions.

Apart from that, the recent newsflow was quite promising: LAIQON announced to be in **advanced discussions with Union Investment** on a joint product development and a potential cooperation. We expect LAIQON's wealth-tech LAIC to be the core of a potential joint product, which would be a massive boost for LAIC in particular but also for the whole Group.

Furthermore, LAIQON announced that it acquired 30% of the Investment Boutique QC Partners GmbH for an earnings-related low single-digit million Euro amount, payable within the next years. Since QC has € 1.8bn AuM and an existing network of Volks- und Raiffeisenbanken and associated investors, we expect new cross-selling and product expansion opportunities from the cooperation that should materialize within the next years.

All that, paired with the **platform thinking** and the **customer centricity** that are essential components of the strategy GROWTH 25, should fuel AuM growth. The **AuM guidance of € 8-10bn**, implying 15% CA-GR (2022-25e), looks hence absolutely reasonable. Nevertheless, the **EBITDA margin guidance of >45%** (which includes potential performance fees) until 2025 looks too ambitious, in our view. Being more conservative, we are expecting an EBITDA margin of only 11% (without performance fees).

BUY with an unchanged PT of € 9.50 based on DCF.

Y/E 31.12 (EUR m)	2020	2021	2022	2023e	2024e	2025e
Sales	27.7	26.1	21.6	33.4	41.1	48.3
Sales growth	237.3%	-5.8%	-17.4%	54.8%	23.0%	17.4%
EBITDA	7.0	4.6	-9.9	-1.6	3.1	7.4
Net debt (if net cash=0)	12.4	6.7	12.8	20.4	22.4	21.5
FCF	-2.1	18.8	-4.0	-4.1	2.0	5.4
Net Debt/EBITDA	1.8	1.4	-1.3	-12.7	7.2	2.9
EPS pro forma	-0.05	0.40	-0.58	-0.36	-0.04	0.01
EBITDA margin	25.1%	17.6%	-46.1%	-4.8%	7.6%	15.2%
ROCE	7.4%	1.0%	-18.3%	-7.0%	-1.7%	2.0%
EV/sales	4.0	4.1	6.7	4.5	3.7	3.2
EV/EBITDA	16.0	23.0	-14.4	-93.9	49.3	20.7
PER	-141.5	18.9	-13.0	-20.6	-169.3	656.9
Adjusted FCF yield	5.2%	-0.6%	-6.0%	-3.2%	0.5%	1.2%

Source: Company data, NuWays, Close price as of 13.06.2023



iviai ket uata	
Share price (in €)	7.48
Market cap (in € m)	130.8
Number of shares (in m pcs)	17.5
Enterprise value (in € m)	151.2
Ø trading volume (6 months)	6,500

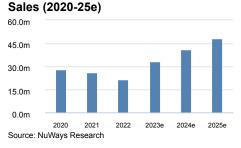
Market data

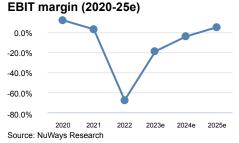
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Bloomberg	LQAG GR					
Reuters	L10Gk					
WKN	A12UP2					
ISIN	DE000A12UP29					

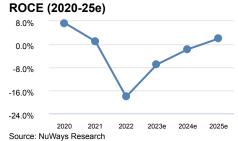
Key shareholders					
DEWB	21.0%				
SPSW Shareholder	10.0%				
Plate Family Office	10.0%				
Lange Asset & Consulting Shareholder	8.0%				
Free Float	51.0%				

Estimates changes					
	<u>2023e</u>	<u>2024e</u>	<u>2025e</u>		
Sales	0%	0%	0%		
EBIT	0%	0%	0%		
EPS	0%	0%	0%		

### Comment on changes







### **Company description**

LAIQON is an independent asset- and wealth manager with focus on actively managed non-benchmark funds, on 360 degree, holistic wealth management solutions for wealthy clients as well as on digitizing wealth management via its WealthTech LAIC Advisor.

### Guidance

- FY25: € 8-10bn AuM
- FY25: >45% EBITDA margin (incl. performance fees)

Update - 14.06.2023



# **Financials**

Profit and loss (EUR m)	2020	2021	2022	2023e	2024e	2025e
Net sales	27.7	26.1	21.6	33.4	41.1	48.3
Sales growth	237.3%	-5.8%	-17.4%	54.8%	23.0%	17.4%
Increase/decrease in finished goods and work-in-process	0.0	0.0	0.0	0.0	0.0	0.0
Total sales	27.7	26.1	21.6	33.4	41.1	48.3
Other operating income	1.2	1.7	3.4	4.9	2.6	2.7
Material expenses	1.1	2.7	3.7	5.4	7.0	8.7
Personnel expenses	11.7	11.3	17.1	21.9	22.1	22.3
Other operating expenses	9.1	9.2	14.1	12.7	11.4	12.6
Total operating expenses	20.8	21.5	31.5	35.0	38.0	40.9
EBITDA	7.0	4.6	-9.9	-1.6	3.1	7.4
Depreciation	1.8	1.6	2.0	2.0	2.1	2.1
EBITA	5.2	3.0	-11.9	-3.7	1.0	5.2
Amortisation of goodwill	0.0	0.0	0.0	0.0	0.0	0.0
Amortisation of intangible assets	2.0	2.3	2.7	2.8	2.9	2.9
Impairment charges	0.0	0.0	0.0	0.0	0.0	0.0
EBIT (inc revaluation net)	3.2	0.7	-14.7	-6.4	-1.8	2.3
Interest income	0.0	0.1	0.1	0.1	0.1	0.1
Interest expenses	7.7	9.8	3.9	4.0	4.1	4.2
Investment income	1.5	15.6	2.3	2.3	2.4	2.4
Financial result	-6.2	5.8	-1.5	-1.5	-1.6	-1.6
Recurring pretax income from continuing operations	-2.9	6.5	-16.2	-8.0	-3.4	0.7
Extraordinary income/loss	0.0	0.0	0.0	0.0	0.0	0.0
Earnings before taxes	-2.9	6.5	-16.2	-8.0	-3.4	0.7
Income tax expense	-4.0	-0.2	-5.7	-2.0	-3.0	0.1
Net income from continuing operations	1.0	6.7	-10.4	-6.0	-0.4	0.5
Income from discontinued operations (net of tax)	0.0	0.0	0.0	0.0	0.0	0.0
Net income	1.0	6.7	-10.4	-6.0	-0.4	0.5
Minority interest	1.7	1.5	-0.4	0.4	0.4	0.4
Net profit (reported)	-0.7	5.3	-10.1	-6.3	-0.8	0.2
Average number of shares	13.3	13.3	15.4	17.5	17.5	17.5
EPS reported	-0.05	0.40	-0.65	-0.36	-0.04	0.01
Lr o reported	-0.03	0.40	-0.03	-0.50	-0.04	0.01
Profit and loss (common size)	2020	2021	2022	2023e	2024e	2025e
Net sales	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
Sales growth	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
Increase/decrease in finished goods and work-in-process	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Total sales	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
Other operating income	4.2%	6.7%	15.7%	14.8%	6.4%	5.5%
, -			10.1 /0			18.1%
Material eynenses			17.0%	16 N%	1/1%	
·	3.9%	10.3%	17.0% 79.3%	16.0% 65.5%	17.1% 53.9%	
Personnel expenses	3.9% 42.3%	10.3% 43.4%	79.3%	65.5%	53.9%	46.2%
Personnel expenses Other operating expenses	3.9% 42.3% 33.0%	10.3% 43.4% 35.3%	79.3% 65.5%	65.5% 38.1%	53.9% 27.8%	46.2% 26.1%
Personnel expenses Other operating expenses Total operating expenses	3.9% 42.3% 33.0% <b>74.9%</b>	10.3% 43.4% 35.3% <b>82.4%</b>	79.3% 65.5% <b>146.1%</b>	65.5% 38.1% <b>104.8%</b>	53.9% 27.8% <b>92.4%</b>	46.2% 26.1% <b>84.8%</b>
Personnel expenses Other operating expenses Total operating expenses EBITDA	3.9% 42.3% 33.0% <b>74.9%</b> <b>25.1%</b>	10.3% 43.4% 35.3% <b>82.4%</b> <b>17.6%</b>	79.3% 65.5% <b>146.1%</b> <b>-46.1%</b>	65.5% 38.1% <b>104.8%</b> <b>-4.8%</b>	53.9% 27.8% <b>92.4%</b> <b>7.6%</b>	46.2% 26.1% <b>84.8%</b> <b>15.2%</b>
Personnel expenses Other operating expenses Total operating expenses EBITDA Depreciation	3.9% 42.3% 33.0% <b>74.9%</b> <b>25.1%</b> 6.4%	10.3% 43.4% 35.3% <b>82.4%</b> <b>17.6%</b> 6.2%	79.3% 65.5% <b>146.1%</b> <b>-46.1%</b> 9.2%	65.5% 38.1% <b>104.8%</b> <b>-4.8%</b> 6.1%	53.9% 27.8% <b>92.4%</b> <b>7.6%</b> 5.1%	46.2% 26.1% <b>84.8%</b> <b>15.2%</b> 4.4%
Personnel expenses Other operating expenses Total operating expenses EBITDA Depreciation EBITA	3.9% 42.3% 33.0% 74.9% 25.1% 6.4% 18.7%	10.3% 43.4% 35.3% <b>82.4%</b> 17.6% 6.2% 11.4%	79.3% 65.5% <b>146.1%</b> <b>-46.1%</b> 9.2% <b>-55.3%</b>	65.5% 38.1% <b>104.8%</b> - <b>4.8%</b> 6.1% - <b>10.9%</b>	53.9% 27.8% <b>92.4%</b> <b>7.6%</b> 5.1% <b>2.5%</b>	46.2% 26.1% <b>84.8%</b> <b>15.2%</b> 4.4% <b>10.8%</b>
Personnel expenses Other operating expenses Total operating expenses EBITDA Depreciation EBITA Amortisation of goodwill	3.9% 42.3% 33.0% 74.9% 25.1% 6.4% 18.7% 0.0%	10.3% 43.4% 35.3% 82.4% 17.6% 6.2% 11.4% 0.0%	79.3% 65.5% <b>146.1%</b> <b>-46.1%</b> 9.2% <b>-55.3%</b> 0.0%	65.5% 38.1% <b>104.8%</b> <b>-4.8%</b> 6.1% <b>-10.9%</b> 0.0%	53.9% 27.8% <b>92.4%</b> <b>7.6%</b> 5.1% <b>2.5%</b> 0.0%	46.2% 26.1% <b>84.8%</b> <b>15.2%</b> 4.4% <b>10.8%</b> 0.0%
Personnel expenses Other operating expenses Total operating expenses EBITDA Depreciation EBITA Amortisation of goodwill Amortisation of intangible assets	3.9% 42.3% 33.0% 74.9% 25.1% 6.4% 18.7% 0.0% 7.2%	10.3% 43.4% 35.3% 82.4% 17.6% 6.2% 11.4% 0.0% 8.8%	79.3% 65.5% <b>146.1%</b> <b>-46.1%</b> 9.2% <b>-55.3%</b> 0.0% 12.6%	65.5% 38.1% 104.8% -4.8% 6.1% -10.9% 0.0% 8.3%	53.9% 27.8% <b>92.4%</b> <b>7.6%</b> 5.1% <b>2.5%</b> 0.0% 6.9%	46.2% 26.1% <b>84.8%</b> <b>15.2%</b> 4.4% <b>10.8%</b> 0.0% 6.1%
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Personnel expenses Other operating expenses Total operating expenses EBITDA Depreciation EBITA Amortisation of goodwill Amortisation of intangible assets Impairment charges EBIT (inc revaluation net)	3.9% 42.3% 33.0% 74.9% 25.1% 6.4% 18.7% 0.0% 7.2% 0.0%	10.3% 43.4% 35.3% 82.4% 17.6% 6.2% 11.4% 0.0% 8.8% 0.0% 2.6%	79.3% 65.5% 146.1% -46.1% 9.2% -55.3% 0.0% 12.6% 0.0% -67.9%	65.5% 38.1% 104.8% -4.8% 6.1% -10.9% 0.0% 8.3% 0.0% -19.3%	53.9% 27.8% 92.4% 7.6% 5.1% 2.5% 0.0% 6.9% 0.0% -4.5%	46.2% 26.1% 84.8% 15.2% 4.4% 10.8% 0.0% 6.1% 0.0%
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Personnel expenses 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	3.9% 42.3% 33.0% 74.9% 25.1% 6.4% 18.7% 0.0% 7.2% 0.0% 11.6% 0.0% 27.7%	10.3% 43.4% 35.3% 82.4% 17.6% 6.2% 11.4% 0.0% 8.8% 0.0% 2.6% 0.4% 37.7%	79.3% 65.5% 146.1% -46.1% 9.2% -55.3% 0.0% 12.6% 0.0% -67.9% 0.5% 18.0%	65.5% 38.1% 104.8% -4.8% 6.1% -10.9% 0.0% 8.3% 0.0% -19.3% 0.4% 11.9%	53.9% 27.8% 92.4% 7.6% 5.1% 2.5% 0.0% 6.9% 0.0% -4.5% 0.3% 10.0%	46.2% 26.1% 84.8% 15.2% 4.4% 10.8% 0.0% 6.1% 0.0% 4.7% 0.3% 8.7%
Personnel expenses 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	3.9% 42.3% 33.0% 74.9% 25.1% 6.4% 18.7% 0.0% 7.2% 0.0% 11.6% 0.0% 27.7% 5.5%	10.3% 43.4% 35.3% 82.4% 17.6% 6.2% 11.4% 0.0% 8.8% 0.0% 2.6% 0.4% 37.7% 59.7%	79.3% 65.5% 146.1% -46.1% 9.2% -55.3% 0.0% 12.6% 0.0% -67.9% 0.5% 18.0% 10.5%	65.5% 38.1% 104.8% -4.8% 6.1% -10.9% 0.0% 8.3% 0.0% -19.3% 0.4% 11.9% 6.9%	53.9% 27.8% 92.4% 7.6% 5.1% 2.5% 0.0% 6.9% 0.0% -4.5% 0.3% 10.0% 5.8%	46.2% 26.1% 84.8% 15.2% 4.4% 10.8% 0.0% 6.1% 0.0% 4.7% 0.3% 8.7% 5.0%
Personnel expenses 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	3.9% 42.3% 33.0% 74.9% 25.1% 6.4% 18.7% 0.0% 7.2% 0.0% 11.6% 0.0% 27.7% 5.5% neg.	10.3% 43.4% 35.3% 82.4% 17.6% 6.2% 11.4% 0.0% 8.8% 0.0% 2.6% 0.4% 37.7% 59.7% 22.4%	79.3% 65.5% <b>146.1%</b> <b>-46.1%</b> 9.2% <b>-55.3%</b> 0.0% 12.6% 0.0% <b>-67.9%</b> 0.5% 18.0% 10.5% neg.	65.5% 38.1% 104.8% -4.8% 6.1% -10.9% 0.0% 8.3% 0.0% -19.3% 0.4% 11.9% 6.9% neg.	53.9% 27.8% 92.4% 7.6% 5.1% 2.5% 0.0% 6.9% 0.0% -4.5% 0.3% 10.0% 5.8% neg.	46.2% 26.1% 84.8% 15.2% 4.4% 10.8% 0.0% 6.1% 0.0% 4.7% 0.3% 8.7% 5.0% neg
Personnel expenses 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	3.9% 42.3% 33.0% 74.9% 25.1% 6.4% 18.7% 0.0% 7.2% 0.0% 11.6% 0.0% 27.7% 5.5% neg10.6%	10.3% 43.4% 35.3% 82.4% 17.6% 6.2% 11.4% 0.0% 8.8% 0.0% 2.6% 0.4% 37.7% 59.7% 22.4% 25.0%	79.3% 65.5% 146.1% -46.1% 9.2% -55.3% 0.0% 12.6% 0.0% -67.9% 0.5% 18.0% 10.5% neg75.0%	65.5% 38.1% 104.8% -4.8% 6.1% -10.9% 0.0% 8.3% 0.0% -19.3% 0.4% 11.9% 6.9% neg23.9%	53.9% 27.8% 92.4% 7.6% 5.1% 2.5% 0.0% 6.9% 0.0% -4.5% 0.3% 10.0% 5.8% neg. -8.3%	46.2% 26.1% 84.8% 15.2% 4.4% 10.8% 0.0% 6.1% 0.0% 4.7% 0.3% 8.7% 5.0% neg 1.4%
Personnel expenses 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	3.9% 42.3% 33.0% 74.9% 25.1% 6.4% 18.7% 0.0% 7.2% 0.0% 11.6% 0.0% 27.7% 5.5% neg.	10.3% 43.4% 35.3% 82.4% 17.6% 6.2% 11.4% 0.0% 8.8% 0.0% 2.6% 0.4% 37.7% 59.7% 22.4%	79.3% 65.5% <b>146.1%</b> <b>-46.1%</b> 9.2% <b>-55.3%</b> 0.0% 12.6% 0.0% <b>-67.9%</b> 0.5% 18.0% 10.5% neg.	65.5% 38.1% 104.8% -4.8% 6.1% -10.9% 0.0% 8.3% 0.0% -19.3% 0.4% 11.9% 6.9% neg.	53.9% 27.8% 92.4% 7.6% 5.1% 2.5% 0.0% 6.9% 0.0% -4.5% 0.3% 10.0% 5.8% neg.	46.2% 26.1% 84.8% 15.2% 4.4% 10.8% 0.0% 6.1% 0.0% 4.7% 0.3% 8.7% 5.0% neg 1.4%
Personnel expenses 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	3.9% 42.3% 33.0% 74.9% 25.1% 6.4% 18.7% 0.0% 7.2% 0.0% 11.6% 0.0% 27.7% 5.5% neg10.6%	10.3% 43.4% 35.3% 82.4% 17.6% 6.2% 11.4% 0.0% 8.8% 0.0% 2.6% 0.4% 37.7% 59.7% 22.4% 25.0%	79.3% 65.5% 146.1% -46.1% 9.2% -55.3% 0.0% 12.6% 0.0% -67.9% 0.5% 18.0% 10.5% neg75.0%	65.5% 38.1% 104.8% -4.8% 6.1% -10.9% 0.0% 8.3% 0.0% -19.3% 0.4% 11.9% 6.9% neg23.9%	53.9% 27.8% 92.4% 7.6% 5.1% 2.5% 0.0% 6.9% 0.0% -4.5% 0.3% 10.0% 5.8% neg. -8.3%	46.2% 26.1% 84.8% 15.2% 4.4% 10.8% 0.0% 6.1% 0.0% 4.7% 0.3% 8.7% 5.0% neg 1.4% 0.0%
Personnel expenses 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	3.9% 42.3% 33.0% 74.9% 25.1% 6.4% 18.7% 0.0% 7.2% 0.0% 11.6% 0.0% 27.7% 5.5% neg10.6% 0.0%	10.3% 43.4% 35.3% 82.4% 17.6% 6.2% 11.4% 0.0% 8.8% 0.0% 2.6% 0.4% 37.7% 59.7% 22.4% 25.0% 0.0%	79.3% 65.5% 146.1% -46.1% 9.2% -55.3% 0.0% 12.6% 0.0% -67.9% 0.5% 18.0% 10.5% neg75.0% 0.0%	65.5% 38.1% 104.8% -4.8% 6.1% -10.9% 0.0% 8.3% 0.0% -19.3% 0.4% 11.9% 6.9% neg23.9% 0.0%	53.9% 27.8% 92.4% 7.6% 5.1% 2.5% 0.0% 6.9% 0.0% -4.5% 0.3% 10.0% 5.8% neg8.3% 0.0%	46.2% 26.1% 84.8% 15.2% 4.4% 10.8% 0.0% 6.1% 0.0% 4.7% 0.3% 8.7% 5.0% neg 1.4% 0.0%
Personnel expenses 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	3.9% 42.3% 33.0% 74.9% 25.1% 6.4% 18.7% 0.0% 7.2% 0.0% 11.6% 0.0% 27.7% 5.5% neg10.6% 0.0% -10.6%	10.3% 43.4% 35.3% 82.4% 17.6% 6.2% 11.4% 0.0% 8.8% 0.0% 2.6% 0.4% 37.7% 59.7% 22.4% 25.0% 0.0%	79.3% 65.5% 146.1% -46.1% 9.2% -55.3% 0.0% 12.6% 0.0% -67.9% 0.5% 18.0% 10.5% neg75.0%	65.5% 38.1% 104.8% -4.8% 6.1% -10.9% 0.0% 8.3% 0.0% -19.3% 0.4% 11.9% 6.9% neg23.9%	53.9% 27.8% 92.4% 7.6% 5.1% 2.5% 0.0% 6.9% 0.0% -4.5% 10.0% 5.8% neg8.3% 0.0% -8.3%	46.2% 26.1% 84.8% 15.2% 4.4% 10.8% 0.0% 6.1% 0.0% 4.7% 0.3% 8.7% 5.0% neg 1.4% 0.0%
Personnel expenses 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	3.9% 42.3% 33.0% 74.9% 25.1% 6.4% 18.7% 0.0% 7.2% 0.0% 11.6% 0.0% 27.7% 5.5% neg10.6% 0.0% -10.6% n.a.	10.3% 43.4% 35.3% 82.4% 17.6% 6.2% 11.4% 0.0% 8.8% 0.0% 2.6% 0.4% 37.7% 59.7% 22.4% 25.0% 0.0% 25.0% n.a.	79.3% 65.5% 146.1% -46.1% 9.2% -55.3% 0.0% 12.6% 0.0% -67.9% 0.5% 18.0% 10.5% neg75.0% 0.0% -75.0%	65.5% 38.1% 104.8% -4.8% 6.1% -10.9% 0.0% 8.3% 0.0% -19.3% 0.4% 11.9% 6.9% neg23.9% 0.0% -23.9% n.a.	53.9% 27.8% 92.4% 7.6% 5.1% 2.5% 0.0% 6.9% 0.0% -4.5% 0.3% 10.0% 5.8% neg8.3% 0.0% -8.3% n.a.	46.2% 26.1% 84.8% 15.2% 4.4% 10.8% 0.0% 6.1% 0.0% 4.7% 0.3% 8.7% 5.0% neg 1.4% 0.0% 1.4% n.a
Material expenses Personnel expenses 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 Income from discontinued operations (net of tax) Net income	3.9% 42.3% 33.0% 74.9% 25.1% 6.4% 18.7% 0.0% 7.2% 0.0% 11.6% 0.0% 27.7% 5.5% neg10.6% 0.0% -10.6% n.a. 3.7%	10.3% 43.4% 35.3% 82.4% 17.6% 6.2% 11.4% 0.0% 8.8% 0.0% 2.6% 0.4% 37.7% 59.7% 22.4% 25.0% 0.0% 25.0% n.a. 25.8%	79.3% 65.5% 146.1% -46.1% 9.2% -55.3% 0.0% 12.6% 0.0% -67.9% 0.5% 18.0% 10.5% neg75.0% 0.0% -75.0% n.a48.3%	65.5% 38.1% 104.8% -4.8% 6.1% -10.9% 0.0% 8.3% 0.0% -19.3% 0.4% 11.9% 6.9% neg23.9% 0.0% -23.9% n.a17.9%	53.9% 27.8% 92.4% 7.6% 5.1% 2.5% 0.0% 6.9% 0.0% -4.5% 0.3% 10.0% 5.8% neg8.3% 0.0% -8.3% n.a1.0%	10.176 46.2% 26.1% 84.8% 15.2% 4.4% 10.8% 0.0% 6.1% 0.0% 4.7% 0.3% 8.7% 5.0% neg. 1.4% 0.0% 1.1% 0.0%

Net profit (reported)
Source: Company data, NuWays

Minority interest

NuWays AG 2

-1.7%

-46.6%

1.0%

-19.0%

0.9%

-1.9%

0.7%

0.4%

5.7% **20.1%** 

6.2%

-2.5%

Update - 14.06.2023



Balance sheet (EUR m)	2020	2021	2022	2023e	2024e	2025e
Intangible assets	56.2	54.8	90.3	88.1	85.9	83.7
Property, plant and equipment	11.5	9.9	10.4	13.9	17.9	22.4
Financial assets	7.7	9.1	1.8	1.8	1.8	1.8
FIXED ASSETS	75.4	73.8	102.5	103.8	105.6	107.9
Inventories	0.0	0.0	0.0	0.0	0.0	0.0
Accounts receivable	20.0	6.2	9.9	15.4	18.9	22.2
Other assets and short-term financial assets	2.6	9.9	0.9	0.9	0.9	0.9
Liquid assets	6.5	16.3	10.4	22.0	24.3	30.5
Deferred taxes	9.2	10.7	16.1	16.1	16.1	16.1
Deferred charges and prepaid expenses	0.0	0.0	0.0	0.0	0.0	0.0
CURRENT ASSETS	38.3	43.2	37.4	54.4	60.3	69.8
TOTAL ASSETS	113.7	117.0	139.8	158.3	165.9	177.7
SHAREHOLDERS EQUITY	37.9	43.3	66.6	60.3	59.5	59.7
MINORITY INTEREST	4.9	5.1	5.5	5.1	5.4	5.8
Provisions for pensions and similar obligations	0.0	0.0	0.0	0.0	0.0	0.0
Other provisions and accrued liabilities	0.2	0.3	0.3	0.3	0.3	0.3
Short-term liabilities to banks	1.3	7.2	2.3	2.1	1.9	1.7
Accounts payable	30.2	25.3	21.7	26.8	29.7	34.9
Advance payments received on orders	0.0	0.0	0.0	0.0	0.0	0.0
Other liabilities (incl. from lease and rental contracts)	7.9	6.1	3.5	4.3	5.2	5.9
Deferred taxes	14.4	12.2	17.1	17.1	17.1	17.1
Deferred income	0.0	0.0	0.0	0.0	0.0	0.0
CURRENT LIABILITIES	38.1	31.4	25.2	31.2	34.9	40.8
TOTAL LIABILITIES AND SHAREHOLDERS EQUITY	115.5	117.0	139.8	158.3	165.9	177.7
Balance sheet (common size)	2020	2021	2022	2023e	2024e	2025e
Intangible assets	49.4%	46.8%	64.6%	55.7%	51.8%	47.1%
Property, plant and equipment	10.1%	8.5%	7.5%	8.8%	10.8%	12.6%
Financial assets	6.7%	7.8%	1.3%	1.1%	1.1%	1.0%
FIXED ASSETS	66.3%	63.1%	73.3%	65.6%	63.7%	60.7%
Inventories	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Accounts receivable	17.6%	5.3%	7.1%	9.7%	11.4%	12.5%
Other assets and short-term financial assets	2.3%	8.5%	0.6%	0.5%	0.5%	0.5%
Liquid assets	5.7%	14.0%	7.4%	13.9%	14.7%	17.2%
Deferred taxes	8.0%	9.2%	11.5%	10.2%	9.7%	9.1%
Deferred charges and prepaid expenses	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
CURRENT ASSETS	33.7%	36.9%	26.7%	34.4%	36.3%	39.3%
TOTAL ASSETS	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
SHAREHOLDERS EQUITY	32.8%	37.0%	47.6%	38.1%	35.9%	33.6%
MINORITY INTEREST	4.2%	4.4%	3.9%	3.2%	3.3%	3.3%
Provisions for pensions and similar obligations	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Other provisions and accrued liabilities	0.2%	0.2%	0.2%	0.2%	0.2%	0.2%
Short-term liabilities to banks	1.1%	6.2%	1.7%	1.3%	1.1%	0.9%
Accounts payable	26.2%	21.7%	15.5%	16.9%	17.9%	19.6%
Advance payments received on orders	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Other liabilities (incl. from lease and rental contracts)	6.8%	5.2%	2.5%	2.7%	3.2%	3.3%
Deferred taxes	12.5%	10.4%	12.2%	10.8%	10.3%	9.6%
Deferred income	0.0%	0.0%	U.U%	U.U%	0.0%	U.U%
Deferred income CURRENT LIABILITIES	0.0% <b>33.0%</b>	0.0% <b>26.8%</b>	0.0% <b>18.0%</b>	0.0% <b>19.7%</b>	0.0% <b>21.1%</b>	0.0% <b>23.0%</b>

Source: Company data, NuWays

Update - 14.06.2023



Cash flow statement (EUR m)	2020	2021	2022	2023e	2024e	2025
Net profit/loss	1.9	6.6	-10.5	-6.0	-0.4	0.5
Depreciation of fixed assets (incl. leases)	1.8	1.6	2.0	2.0	2.1	2.1
Amortisation of goodwill & intangible assets	2.0	2.3	2.7	2.8	2.9	2.9
Others	-4.7	-6.1	-11.3	0.0	0.0	0.0
Cash flow from operating activities	-4.7	16.0	-7.5	-4.1	2.0	5.4
Increase/decrease in inventory	0.0	0.0	0.0	0.0	0.0	0.0
Increase/decrease in accounts receivable	-14.2	2.4	-5.3	-5.4	-3.5	-3.3
Increase/decrease in accounts payable	2.8	1.2	1.4	5.2	2.9	5.2
Increase/decrease in other working capital positions	0.0	0.0	0.0	0.0	0.0	0.0
Increase/decrease in working capital	-11.4	3.6	-3.9	-0.3	-0.7	1.9
Cash flow from operating activities	-0.9	20.0	-2.7	0.8	7.0	10.
CAPEX	1.2	1.2	1.2	4.8	5.0	5.
Payments for acquisitions	0.0	0.0	5.0	3.5	4.0	4.
Financial investments	0.0	-0.5	2.2	0.0	0.0	0.
Income from asset disposals	0.3	-0.4	-0.0	0.0	0.0	0.
Cash flow from investing activities	-0.9	-1.1	-8.5	-8.3	-9.0	-9.
Cash flow before financing	-1.9	18.8	-11.2	-7.6	-2.0	0.
Increase/decrease in debt position	3.9	-2.9	4.5	19.2	4.3	5.
Purchase of own shares	0.0	0.0	0.0	0.0	0.0	0.
Capital measures	0.0	0.0	12.0	0.0	0.0	0.
Dividends paid	0.0	0.0	0.0	0.0	0.0	0.
Others	-4.7	-6.1	-11.3	0.0	0.0	0.
	0.0	0.0	0.0	0.0	0.0	0.
Effects of exchange rate changes on cash						
Cash flow from financing activities	-0.7	-9.0	5.3	19.2	4.3	5.
Increase/decrease in liquid assets	-2.6	9.8	-6.0	11.6	2.3	6.
Liquid assets at end of period	6.5	16.3	10.4	22.0	24.3	30.
Key ratios (EUR m)	2020	2021	2022	2023e	2024e	2025
P&L growth analysis						
Sales growth	237.3%	-5.8%	-17.4%	54.8%	23.0%	17.49
EBITDA growth	-516.6%	-147.6%	-242.9%	-134.9%	-131.2%	-557.09
EBIT growth	-280.0%	-106.1%	-556.9%	-1058.2%	-87.4%	-135.4°
EPS growth	-66.8%	-4429.0%	1137.3%	-191.6%	-93.2%	-103.1°
Efficiency						
Sales per employee	538.6	389.9	293.5	436.6	510.5	567.
EBITDA per employee	135.1	68.8	-135.3	-21.0	38.6	86.
No. employees (average)	52	67	74	76	80	8
Balance sheet analysis	32	07	74	70	80	O
Avg. working capital / sales	-14.8%	-77.1%	-50.6%	-45.7%	-27.3%	-24.99
Inventory turnover (sales/inventory)	n.a.	n.a.	n.a.	n.a.	n.a.	n.a
Accounts receivable turnover	263.2	86.3	168.2	168.2	168.2	168.
Accounts payable turnover	397.5	353.9	366.4	293.1	263.8	263.
Cash flow analysis						
Free cash flow	-2.1	18.8	-4.0	-4.1	2.0	5.
Free cash flow/sales	-7.7%	71.8%	-18.3%	-12.2%	4.9%	11.29
FCF / net profit	neg.	282.8%	37.5%	68.0%	neg.	988.09
Capex / sales	n.a.	n.a.	n.a.	n.a.	n.a.	n.a
Solvency						
Net debt	12.4	6.7	12.8	20.4	22.4	21.
Net Debt/EBITDA	1.8	1.4	-1.3	-12.7	7.2	2.
Dividend payout ratio	0.0%	0.0%	0.0%	0.0%	0.0%	0.09
Interest paid / avg. debt	71.9%	52.0%	18.5%	12.2%	11.7%	8.99
Returns						
ROCE	7.4%	1.0%	-18.3%	-7.0%	-1.7%	2.00
ROE	-1.9%	12.1%	-15.1%	-10.5%	-1.3%	0.3
Adjusted FCF yield	5.2%	-0.6%	-6.0%	-3.2%	0.5%	1.2
Dividend yield	0.0%	0.0%	0.0%	0.0%	0.0%	0.0
DPS	0.0	0.0	0.0	0.0	0.0	0.
EPS reported	-0.05	0.40	-0.65	-0.36	-0.04	0.0
·	13.3	13.3	15.4	17.5	17.5	17.
Average number of shares						
Average number of shares  Valuation ratios		2.2	0.0	0.0	2.2	^
Average number of shares  Valuation ratios  P/BV	2.6	2.3	2.0	2.2	2.2	
Average number of shares  Valuation ratios  P/BV  EV/sales	2.6 4.0	4.1	6.7	4.5	3.7	3.
Average number of shares  Valuation ratios  P/BV	2.6					

Update - 14.06.2023



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

Company	Disclosures
LAIQON AG	2

Historical target p	orice and rating changes	for LAIQON AG			
Company	Date	Analyst	Rating	Target Price	Close
LAIQON AG	03.12.2022	Jarchow, Frederik	Buy	EUR 10.00	EUR 8.32

Update - 14.06.2023



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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.

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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.

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### 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:

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