

# Media and Games Invest SE

Malta / Application Software  
 Xetra & Nasdaq First North Premier  
 Bloomberg: M8G GR  
 ISIN: MT0000580101

Q2/22  
 Update

**RATING**  
**BUY**

**PRICE TARGET**  
**€ 4.40**

Return Potential 129.2%  
 Risk Rating High

## GUIDANCE CONFIRMED DESPITE SOFTENING MARKET

Q2 reporting topped our expectations and overall performance was led by another period of good organic growth (+18%) that kept pace with the Q1 KPI as well as currency (Fx) effects. Turnover climbed some 37% year on year to €78m, while earnings grew at a similar clip. MGI also hosted its Capital Markets Day (CMD) and provided a look under the operational hood that included a compelling presentation by the Dataseat boss on how his business predicted and is now succeeding in a post-identifier digital advertising world. MGI is tracking well towards confirmed guidance (17% to 25% growth) after a solid Q2 in which it outperformed many rivals in a slowing market with shrinking advertising budgets. We remain Buy-rated on MGI with a €4.4 target price.

**MG outperforms in softening market** Q2 was spurred by 18% organic sales growth (OSG). Operations were able to overcome market headwinds already evident in Q2 that broadly hurt other digital advertising operators. Profitability remained high (AEBITDA margin 26% vs 25% Q1/21), and net operating cash flow nearly trebled Y/Y to €21m. H1 net debt climbed to €299m vs €199m at YE21 occasioned in part by the final earn-out payments for the Kingsisle acquisition. The leverage ratio stood at 3.7x (YE21: 2.8x) but does not yet reflect the full T12 EBITDA contributions of AxesInMotion or Smaato. Over the midterm, MGI wants to de-lever and compress the ratio < 3.0x.

**2022 guidance and midterm targets confirmed** Management sounded a cautious note in its Q2 report, acknowledging that a recession could impact the growth of the business. In July, we dialled down 2023 FBE to anticipate a slowdown in global ad-spend. Despite flagging demand, MGI confirmed 2022 guidance. Confidence in a solid H2 stems from: (1) MGI's contextual targeting tools that help advertisers in a post-identifier world; (2) a portfolio of premium MMO (massively multiplayer online) games, which are resilient to economic downturns—we play games when we are feeling rich or poor; and (3) the ability to harness and leverage synergies from prior acquisitions (AxesInMotion and Dataseat). (p.t.o.)

### FINANCIAL HISTORY & PROJECTIONS

	2018	2019	2020	2021	2022E	2023E
Revenue (€ m)	32.62	83.89	140.22	252.17	310.67	335.52
Y/Y growth	n.a.	157.2%	67.1%	79.8%	23.2%	8.0%
EBITDA (€ m)	8.65	15.54	26.55	65.04	85.30	92.92
EBITDA margin	26.5%	18.5%	18.9%	25.8%	27.5%	27.7%
Net income (€ m)*	4.32	-0.32	6.58	28.02	31.51	33.55
EPS (diluted) (€)*	0.10	-0.01	0.04	0.20	0.20	0.21
DPS (€)	0.00	0.00	0.00	0.00	0.00	0.00
FCF (€m)	-7.17	3.13	-12.50	-230.79	-125.96	38.83
Net gearing	15.2%	22.4%	31.2%	63.7%	77.4%	69.9%
Liquid assets (€ m)	4.45	32.98	46.25	180.16	123.08	134.54

\* Adjusted for PPA-amortisation

### RISKS

Risks include but are not limited to: revenue diversity, financing, technology, and regulatory risks.

### COMPANY PROFILE

Media and Games Invest SE is an advertising software platform with strong first-party games content. MGI's main operational presence is in North America & Europe. The Company combines organic growth with value-generating synergetic acquisitions and has demonstrated continuous strong profitable growth with a revenue CAGR of 77% (2018-2021). MGI has successfully acquired and integrated over 35 companies and assets in the past 6 years to achieve efficiency gains & competitive advantages.

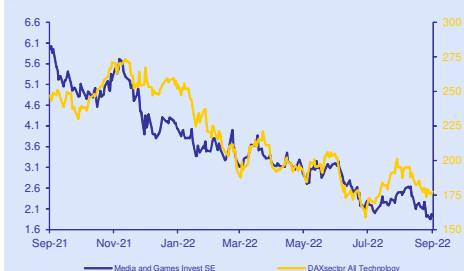
### MARKET DATA

As of 08 Sep 2022

Closing Price	€ 1.92
Shares outstanding	159.25m
Market Capitalisation	€ 305.76m
52-week Range	€ 1.85 / 6.02
Avg. Volume (12 Months)	147,195

Multiples	2021	2022E	2023E
P/E	9.7	9.5	9.1
EV/Sales	2.2	1.8	1.7
EV/EBITDA	8.6	6.5	6.0
Div. Yield	0.0%	0.0%	0.0%

### STOCK OVERVIEW



### COMPANY DATA

As of 30 Jun 2022

Liquid Assets	€ 125.40m
Current Assets	€ 222.20m
Intangible Assets	€ 790.40m
Total Assets	€ 1,042.20m
Current Liabilities	€ 204.90m
Shareholders' Equity	€ 352.40m

### SHAREHOLDERS

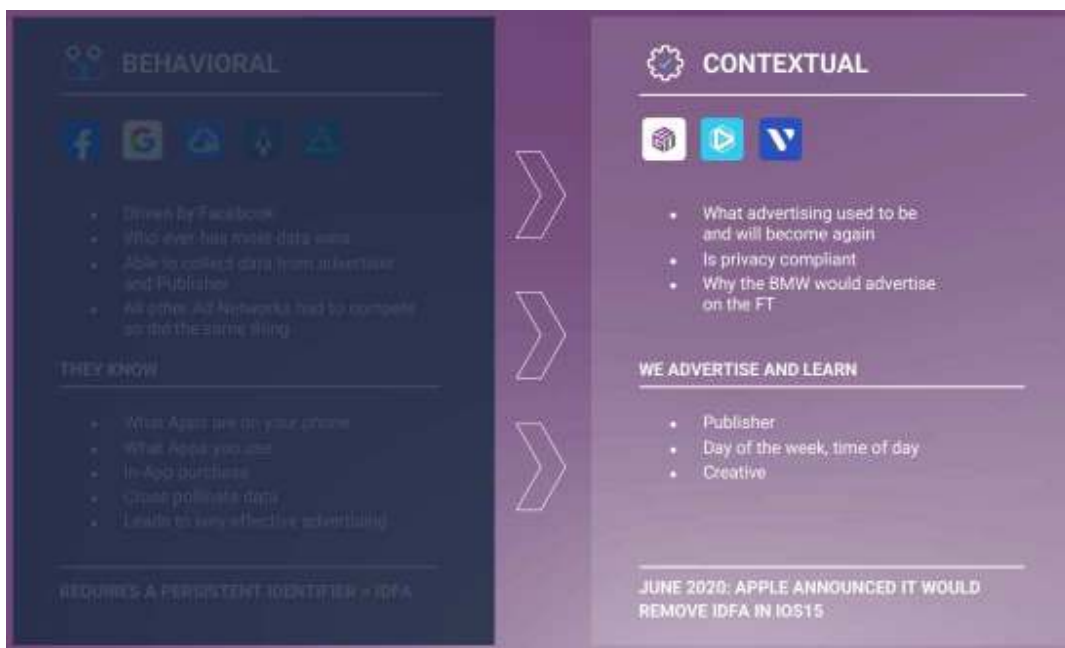
Bodhivas GmbH	27.8%
Oaktree Capital Mngt	12.6%
Janus Henderson	3.4%
Free Float	56.2%

## DATASEAT HIGHLIGHTS CMD

MGI acquired Dataseat in July to gain access to the start-up's AI-driven non-identifier platform capabilities for mobile gaming and non-gaming companies and leverage their technology with MGI's existing platforms.

Dataseat CEO and co-founder David Philippon presented his company at the Capital Markets Day and helped demystify the post-identifier world. In April 2021, Apple put an end to advertisers' digital snooping with the rollout of its iOS14.5 update, which caught many ad-tech operators completely unprepared.

**Figure 1: Changing landscape for digital advertisers**



Source: First Berlin Equity Research; Media and Games Invest

**Back to the way advertising used to be** Before Apple's disruption digital advertising was a "whoever has the most data wins" game that tech giants such as Facebook thrived on. Impressively, Dataseat actually anticipated back in 2018 that Apple would limit identifiers in its App store and that IDFA would eventually disappear. This theory kicked off the start-up's technology journey to develop solutions that rely on AI to optimise campaigns by fully using contextual signals and thus eliminate the need for third-party identifiers.

Dataseat's technology can learn how an advertiser performs best on a specific publisher, on which particular day of the week and time of day, with which creative content, while also factoring in other variables, such as device type and operating system. These tools are more reminiscent of traditional advertising and will grow in importance with Google set to follow Apple's lead in prioritising privacy. Moreover, Apple is expected early next year to enforce a ban on probabilistic attribution (fingerprinting), a process used to link users to certain mobile marketing campaigns.

We reckon Dataseat's toolbox gives MGI a robust workaround for the changing ad-tech landscape. Although the gaming market was the initial focus for Dataseat, their technology is scalable across almost all TAMs. Joining the MGI mother ship was the logical strategic step for the start-up, which needed to scale globally and quickly to exploit its technology advantages.



## SECOND QUARTER HIGHLIGHTS

Table 1: Second quarter vs prior year and FB€

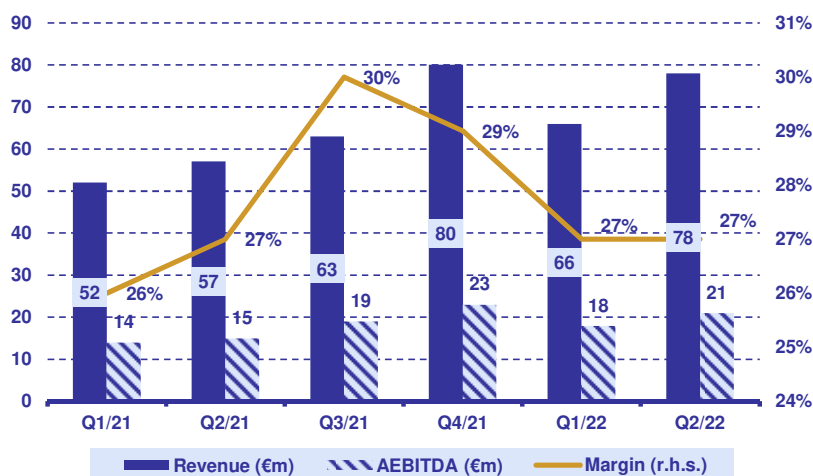
EURm	Q2/22	Q2/22E	Variance	Q2/21	Variance	H1/22	H1/21	Variance
Revenue	78.1	74.4	5%	57.1	37%	143.9	109.0	32%
EBITDA	20.0	19.7	2%	14.5	38%	36.9	26.6	39%
Margin (%)	26%	26%	-	25%	-	26%	24%	-
EBIT	11.9	11.5	3%	9.3	28%	21.8	13.2	65%
Margin	15%	15%	-	16%	-	15%	12%	-
AEBITDA <sup>1</sup>	21.1	20.5	3%	15.3	38%	38.6	28.7	34%
Margin	27%	27%	-	27%	-	27%	26%	-
AEBIT <sup>2</sup>	16.4	15.5	6%	11.1	48%	29.9	20.4	47%
Margin	21%	21%	-	19%	-	21%	19%	-

<sup>1</sup> EBITDA adjusted for one-off expenses; <sup>2</sup> EBIT adjusted for one-off & PPA expenses

Source: First Berlin Equity Research; Media and Games Invest

**Profitability remains stable** The 37% year-on-year revenue growth was spurred by 18% OSG with both of MGI's reconstituted segments (table 2 overleaf) contributing to the topline growth. After the sequential decline in Q1 sales owing to seasonality effects, turnover rose ~18% Q/Q and nearly matched the Q4 level that is normally supercharged by the holiday season (figure 1). On a six month basis, sales were up 32% on the prior year. Seasonal effects should also provide a boost to H2/22 and partially offset flagging market demand, while propelling the company towards its YE targets (table 5 overleaf).

Figure 2: Quarterly sales and earnings developments



Source: First Berlin Equity Research; Media and Games Invest

AEBITDA tallied €21.1m for the three month period (+38% Y/Y) and slightly outpaced revenue growth. On a non-adjusted basis, EBITDA, including one-off and ESOP costs, totalled €20m (+38%). On a six month basis, AEBITDA was up 34% on the prior year to €39m. MGI was able to sustain its AEBITDA margin year on year. Currency effects (USD/EUR) on the topline were largely offset by a predominately US Dollar denominated cost structure.

**Table 2: Segment breakdown**

EURm	Q2/22	Q2/21	Variance	H1/22	H1/23	Variance
<b>Demand side platform</b>						
Revenue	12.3	7.3	68%	16.9	10.8	56%
EBITDA	0.7	1.0	-23%	0.9	1.2	-30%
Margin (%)	6%	13%	-	5%	11%	-
<b>Supply side platform</b>						
Revenue	131.6	101.7	29%	192.9	150.1	29%
EBITDA	36.2	25.7	41%	53.0	37.5	41%
Margin	28%	25%	-	27%	25%	-

Source: First Berlin Equity Research; Media and Games Invest

**Balance sheet update** Cash and equivalents tallied €125m as of the end of Q2 (YE21: €189m). The decline was occasioned by the final earn-out and deferred purchase price payments in conjunction with the KingsIsle acquisition plus the initial purchase price payment for AxesInMotion.

**Table 3: Financial highlights**

EURm	H1/22	2021	Variance
Cash	125	180	-31%
Liabilities (short- and long-term)	690	627	10%
Net debt	299	199	51%
Intangible assets	790	606	30%
Total assets	1,042	934	12%
Total equity	352	308	15%
Equity ratio	34%	33%	-
Interest coverage ratio*	3.9x	4.7x	-
Net leverage ratio	3.7x	2.8x	-

\* based on cash interest expenses

Source: First Berlin Equity Research; Media and Games Invest

Net debt totalled €299m at the end of June. The leverage ratio stood at 3.7x but this is somewhat overstated since it only includes ten months of Smaato and two months of AiM EBITDA in the calculation. The company wants to compress the leverage ratio to < 3.0x over the midterm with free cash flows and other de-leveraging options. The ICR was a still comfortable 3.9x at the end of H1. We also note that earn-out liabilities will decline if the recession impacts the earnings of its acquired companies.

**Table 4: Cash flow developments**

EURm	Q2/22	Q2/21	Variance	2021
Net operating cash flow	21	7	196%	65
Investing cash flow	-117	-29	n.m.	-296
Financing cash flow	93	216	n.m.	365
Net cash flow	-2	195	n.m.	134
Cash & cash equivalents	125	246	-49%	180

Source: First Berlin Equity Research; Media and Games Invest

**Net working capital dips to 16% of sales** Net operating cash flow was also boosted by lower net working capital consumption in Q2 (YE21: 19% of sales). The company expects this trend to continue in the coming quarters and help improve the leverage ratio.



## VALUATION MODEL

Table 5: Confirmed 2022 guidance vs FBe

	Unit	Guidance			
		2021A	2022 (old)	2022 (new <sup>1</sup> )	2022 FBe
Revenue	€m	252	290 - 310	295 - 315	311
Grow th	%	80	15 - 23	17 - 25	23
AEBITDA	€m	71	80 - 90	83 - 93	89
Grow th	%	143	13 - 27	17 - 31	25

<sup>1</sup> includes AxesInMotion takeover

Source: First Berlin Equity Research; Media and Games Invest

**Sticking to Buy rating and €4.4 target price** Management's confidence in confirmed 2022 guidance stems from: (1) its toolbox of contextual targeting that helps advertisers in a post-identifiers world; (2) a portfolio of premium MMO games, which are resilient to economic downturn and sometimes even prosper—we play games when we are feeling rich or poor; and (3) the ability to harness and leverage synergies from prior acquisitions (AxesInMotion and Dataseat).

Over the midterm, MGI still targets a 25% to 30% revenue CAGR with a 25% to 30% AEBITDA margin and 15% to 20% AEBIT margin, while keeping the leverage ratio between 2x and 3x.

All figures in EUR '000	2022E	2023E	2024E	2025E	2026E	2027E	2028E	2029E
Revenue	310,669	335,522	385,850	439,869	488,255	512,668	528,048	542,569
NOPLAT	38,981	43,263	51,094	64,018	81,690	87,683	90,669	94,163
(+) depreciation & amortisation	31,165	32,830	36,202	38,021	34,063	35,699	36,729	37,702
<b>Net operating cash flow</b>	<b>70,146</b>	<b>76,093</b>	<b>87,296</b>	<b>102,039</b>	<b>115,753</b>	<b>123,382</b>	<b>127,398</b>	<b>131,865</b>
(-) Investments	-221,411	-44,826	-61,106	-72,864	-32,282	-31,411	-30,546	-30,113
(-) Working capital	-8,230	-1,071	-4,478	-4,910	-3,495	-7,602	-1,443	-1,338
<b>Free cash flows (FCF)</b>	<b>-159,496</b>	<b>30,196</b>	<b>21,712</b>	<b>24,264</b>	<b>79,976</b>	<b>84,368</b>	<b>95,408</b>	<b>100,415</b>
PV of FCFs	-155,080	26,793	17,581	17,929	53,928	51,916	53,576	51,457

All figures in thousands	WACC	Terminal EBIT margin							
		17.8%	19.8%	21.8%	23.8%	25.8%	27.8%	29.8%	
PV of FCFs in explicit period	166,077	8.1%	4.33	5.00	5.67	6.35	7.02	7.69	8.36
PV of FCFs in terminal period	694,454	8.6%	3.79	4.38	4.98	5.57	6.16	6.76	7.35
Enterprise value (EV)	860,531	9.1%	3.33	3.86	<b>4.39</b>	<b>4.91</b>	<b>5.44</b>	5.97	6.50
(+) Net cash / (-) net debt (pro-forma)	-166,753	9.6%	2.93	3.41	<b>3.88</b>	<b>4.35</b>	<b>4.82</b>	5.30	5.77
(-) Non-controlling interests	-516	10.1%	2.59	3.02	<b>3.44</b>	<b>3.87</b>	<b>4.29</b>	4.72	5.14
Shareholder value	693,262	10.6%	2.29	2.67	3.06	3.44	3.82	4.21	4.59
Fair value per share (€)	4.40	11.1%	2.02	2.37	2.72	3.07	3.42	3.76	4.11

	WACC	Terminal growth rate							
		1.0%	1.5%	2.0%	2.5%	3.0%	3.5%	4.0%	
Cost of equity	12.8%	8.1%	4.96	5.35	5.81	6.35	6.99	7.77	8.75
Pre-tax cost of debt	5.0%	8.6%	4.42	4.75	5.13	5.57	6.09	6.71	7.47
Tax rate	28.0%	9.1%	3.95	4.23	<b>4.55</b>	<b>4.91</b>	<b>5.34</b>	5.84	6.44
After-tax cost of debt	3.6%	9.6%	3.54	3.78	<b>4.04</b>	<b>4.35</b>	<b>4.71</b>	5.12	5.60
Share of equity capital	65.0%	10.1%	3.17	3.37	<b>3.60</b>	<b>3.87</b>	<b>4.16</b>	4.50	4.90
Share of debt capital	35.0%	10.6%	2.84	3.02	3.22	3.44	3.69	3.98	4.31
WACC	9.6%	11.1%	2.55	2.70	2.88	3.07	3.28	3.53	3.80

<sup>1</sup>Please note our model runs through 2030 and we have only shown the abbreviated version for formatting purposes



## INCOME STATEMENT

All figures in EUR '000	2019	2020	2021	2022E	2023E	2024E
<b>Revenues</b>	<b>83,893</b>	<b>140,220</b>	<b>252,166</b>	<b>310,669</b>	<b>335,522</b>	<b>385,850</b>
Capitalised work	10,187	15,994	22,851	25,972	25,097	26,788
<b>Total output</b>	<b>94,080</b>	<b>156,214</b>	<b>275,017</b>	<b>336,640</b>	<b>360,619</b>	<b>412,639</b>
Cost of goods sold	-45,803	-77,620	-137,968	-158,441	-168,768	-192,925
<b>Gross profit</b>	<b>48,277</b>	<b>78,594</b>	<b>137,049</b>	<b>178,199</b>	<b>191,851</b>	<b>219,713</b>
Personnel expenses	-27,359	-39,573	-55,978	-75,570	-80,104	-90,117
Other OpEx	-10,012	-18,745	-24,655	-28,970	-30,708	-34,546
Other operating income	4,636	6,272	8,626	11,645	11,878	12,116
<b>EBITDA</b>	<b>15,542</b>	<b>26,549</b>	<b>65,042</b>	<b>85,305</b>	<b>92,917</b>	<b>107,165</b>
Depreciation & amortisation	-10,543	-15,508	-28,238	-31,165	-32,830	-36,202
<b>Operating income (EBIT)</b>	<b>4,999</b>	<b>11,041</b>	<b>36,804</b>	<b>54,140</b>	<b>60,087</b>	<b>70,963</b>
Net financial result	-5,758	-7,139	-21,919	-25,129	-27,375	-28,462
<b>Pre-tax income (EBT)</b>	<b>-759</b>	<b>3,901</b>	<b>14,885</b>	<b>29,011</b>	<b>32,713</b>	<b>42,502</b>
Income taxes	2,012	-1,194	1,169	-7,833	-9,487	-13,813
<b>Net income</b>	<b>1,253</b>	<b>2,707</b>	<b>16,054</b>	<b>21,178</b>	<b>23,226</b>	<b>28,689</b>
Discontinued operations	0	0	0	0	0	0
<b>Consolidated profit</b>	<b>1,253</b>	<b>2,707</b>	<b>16,054</b>	<b>21,178</b>	<b>23,226</b>	<b>28,689</b>
Minority interests	-1,577	352	7	-21	-23	-29
<b>Net income to owners</b>	<b>-324</b>	<b>3,059</b>	<b>16,060</b>	<b>21,157</b>	<b>23,203</b>	<b>28,660</b>
<b>Diluted EPS (in €)</b>	<b>-0.01</b>	<b>0.03</b>	<b>0.11</b>	<b>0.14</b>	<b>0.15</b>	<b>0.18</b>
<b>AEBITDA (excl: one-offs)</b>	<b>18,110</b>	<b>29,090</b>	<b>71,100</b>	<b>88,605</b>	<b>94,917</b>	<b>107,165</b>
<b>AEBIT (excl: PPA amort. &amp; one-offs)</b>	<b>4,999</b>	<b>14,916</b>	<b>54,826</b>	<b>67,790</b>	<b>72,437</b>	<b>81,313</b>
<b>Ratios</b>						
Gross margin on output	51.3%	50.3%	49.8%	52.9%	53.2%	53.2%
EBITDA margin on revenues	18.5%	18.9%	25.8%	27.5%	27.7%	27.8%
EBIT margin on revenues	6.0%	7.9%	14.6%	17.4%	17.9%	18.4%
Net margin on revenues	-0.4%	2.2%	6.4%	6.8%	6.9%	7.4%
AEBITDA margin on revenues	21.6%	20.7%	28.2%	28.5%	28.3%	27.8%
Tax rate	n.a.	30.6%	n.a.	27.0%	29.0%	32.5%
<b>Expenses as % of revenues</b>						
Personnel expenses	32.6%	28.2%	22.2%	24.3%	23.9%	23.4%
Other OpEx	11.9%	13.4%	9.8%	9.3%	9.2%	9.0%
Depreciation & amortisation	12.6%	11.1%	11.2%	10.0%	9.8%	9.4%
<b>Y-Y Growth</b>						
Revenues	157.2%	67.1%	79.8%	23.2%	8.0%	15.0%
EBITDA	79.8%	70.8%	145.0%	31.2%	8.9%	15.3%
Operating income	114.7%	120.9%	233.4%	47.1%	11.0%	18.1%
Net income/ loss	n.m.	n.m.	425.0%	31.7%	9.7%	23.5%



## BALANCE SHEET

All figures in EUR '000	2019	2020	2021	2022E	2023E	2024E
<b>Assets</b>						
<b>Current assets, total</b>	<b>55,856</b>	<b>92,375</b>	<b>283,599</b>	<b>242,242</b>	<b>258,633</b>	<b>288,662</b>
Cash and equivalents	32,984	46,254	180,157	123,081	134,536	151,235
Trade receivables	22,872	46,121	103,442	119,161	124,097	137,426
<b>Non-current assets, total</b>	<b>256,593</b>	<b>293,467</b>	<b>650,495</b>	<b>829,041</b>	<b>826,043</b>	<b>821,557</b>
Property, plant & equipment	3,521	1,742	4,681	5,302	5,638	5,831
Intangible assets	233,208	272,829	605,746	796,803	793,164	788,174
Deferred taxes	11,215	15,737	11,545	11,776	12,011	12,252
Investments in associated companies	6,410	1,207	1,154	1,154	1,154	1,154
Other financial assets	2,239	1,952	27,369	14,006	14,076	14,146
<b>Total assets</b>	<b>312,449</b>	<b>385,842</b>	<b>934,094</b>	<b>1,071,283</b>	<b>1,084,676</b>	<b>1,110,219</b>
<b>Shareholders' equity &amp; debt</b>						
<b>Current liabilities, total</b>	<b>54,544</b>	<b>78,205</b>	<b>243,434</b>	<b>221,438</b>	<b>445,057</b>	<b>191,428</b>
Trade payables	20,274	30,037	53,754	61,242	65,108	73,959
ST financial debt	6,772	6,087	32,027	0	233,925	0
Provisions	12,585	17,257	54,036	54,847	55,669	56,504
Other current financial liabilities	0	12,897	83,568	85,000	69,700	40,000
Other current liabilities	14,913	11,927	20,049	20,350	20,655	20,965
<b>Long term liabilities, total</b>	<b>89,347</b>	<b>130,792</b>	<b>383,168</b>	<b>480,632</b>	<b>247,181</b>	<b>497,664</b>
Long-term debt	8,369	11,671	16,034	48,034	48,034	48,034
Bonds	63,988	95,355	343,925	408,925	175,000	425,000
Other LT liabilities	0	0	0	0	0	0
Deferred tax liabilities	16,990	23,766	23,209	23,673	24,147	24,630
<b>Shareholders' equity</b>	<b>168,558</b>	<b>176,845</b>	<b>307,492</b>	<b>369,212</b>	<b>392,438</b>	<b>421,127</b>
<b>Total consolidated equity and debt</b>	<b>312,449</b>	<b>385,842</b>	<b>934,094</b>	<b>1,071,283</b>	<b>1,084,676</b>	<b>1,110,219</b>
<b>Ratios</b>						
Current ratio (x)	1.0	1.2	1.2	1.1	0.6	1.5
Net debt	37,776	55,188	195,795	285,844	274,389	273,765
ICR (x)	3.1	4.1	3.1	3.5	3.5	3.8
Net gearing	22%	31%	64%	77%	70%	65%
Net debt / EBITDA (x)	2.4	2.1	3.0	3.4	3.0	2.6
Equity ratio	54%	46%	33%	34%	36%	38%
Return on equity (ROE)	0.7%	1.5%	5.2%	5.7%	5.9%	6.8%
Capital employed (CE)	257,905	307,637	690,660	849,845	639,619	918,791
Return on capital employed (ROCE)	2%	4%	5%	6%	9%	8%



## CASH FLOW STATEMENT

All figures in EUR '000	2019	2020	2021	2022E	2023E	2024E
<b>Net income</b>	<b>1,253</b>	<b>2,707</b>	<b>16,054</b>	<b>21,178</b>	<b>23,226</b>	<b>28,689</b>
Depreciation and amortisation	10,543	15,508	28,238	31,165	32,830	36,202
Results from sale of subsidiaries	0	0	0	0	0	0
Other non-cash adjustments	-5,752	4,072	1,165	0	0	0
Net interest expense	5,529	6,264	21,600	25,129	27,375	28,462
Tax result	-822	1,194	1,939	7,833	9,487	13,813
<b>Operating cash flow</b>	<b>10,751</b>	<b>29,745</b>	<b>68,996</b>	<b>85,305</b>	<b>92,917</b>	<b>107,165</b>
Tax expense	0	0	-425	-7,833	-9,487	-13,813
Change in working capital	5,365	-4,543	-4,634	-6,886	295	-3,090
<b>Net operating cash flow</b>	<b>16,116</b>	<b>25,202</b>	<b>63,937</b>	<b>70,586</b>	<b>83,725</b>	<b>90,262</b>
Payments for intangible assets	-12,606	-17,380	-34,561	-46,600	-28,519	-30,441
Acquisition of subsidiaries	-6,214	-22,930	-244,349	-173,568	-15,300	-29,700
CapEx	0	0	-5,283	-1,243	-1,007	-965
Deposits / payments for other assets	5,750	2,603	-11,441	24,863	-70	-70
Interest income	83	0	905	0	0	0
<b>Cash flow from investing</b>	<b>-12,987</b>	<b>-37,707</b>	<b>-294,729</b>	<b>-196,548</b>	<b>-44,896</b>	<b>-61,176</b>
<b>Free cash flow (FCF)</b>	<b>3,129</b>	<b>-12,505</b>	<b>-230,792</b>	<b>-125,962</b>	<b>38,830</b>	<b>29,086</b>
Equity inflow , net	8,845	26,876	109,338	29,042	0	0
Debt inflow , net	-12,011	-1,420	33,230	-27	0	0
Corporate debt inflow , net	38,699	27,678	247,047	65,000	0	16,075
Interest paid	-5,345	-6,018	-22,059	-25,129	-27,375	-28,462
Payments for non-controlling interests	-5,000	-17,480	0	0	0	0
Other adjustments	220	-3,862	-2,861	0	0	0
<b>Cash flow from financing</b>	<b>25,408</b>	<b>25,774</b>	<b>364,695</b>	<b>68,887</b>	<b>-27,375</b>	<b>-12,387</b>
<b>Net cash flows</b>	<b>28,537</b>	<b>13,269</b>	<b>133,903</b>	<b>-57,076</b>	<b>11,455</b>	<b>16,699</b>
Fx adjustments	0	0	0	0	0	0
Cash, start of the year	4,447	32,984	46,254	180,157	123,081	134,536
<b>Cash, end of the year</b>	<b>32,984</b>	<b>46,253</b>	<b>180,157</b>	<b>123,081</b>	<b>134,536</b>	<b>151,235</b>
<b>FCFps (in €)</b>	<b>0.05</b>	<b>-0.15</b>	<b>-1.63</b>	<b>-0.81</b>	<b>0.24</b>	<b>0.18</b>
<b>Y-Y Growth</b>						
Operating cash flow	132.2%	56.4%	153.7%	10.4%	18.6%	7.8%
Free cash flow	n.m.	n.m.	n.m.	n.m.	n.m.	-25.1%
FCF / share	-74.6%	n.m.	n.m.	n.m.	n.m.	-25.1%



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Anschrift:

First Berlin Equity Research GmbH  
Mohrenstr. 34  
10117 Berlin  
Germany

Vertreten durch den Geschäftsführer: Martin Bailey

Telefon: +49 (0) 30-80 93 9 680

Fax: +49 (0) 30-80 93 9 687

E-Mail: [info@firstberlin.com](mailto:info@firstberlin.com)

Amtsgericht Berlin Charlottenburg HR B 103329 B

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First Berlin Equity Research GmbH

**Authored by: Ellis Acklin, Senior Analyst**

**All publications of the last 12 months were authored by Ellis Acklin.**

**Company responsible for preparation: First Berlin Equity Research GmbH, Mohrenstraße 34, 10117 Berlin**

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Category		1	2
Current market capitalisation (in €)		0 - 2 billion	> 2 billion
Strong Buy <sup>1</sup>	An expected favourable price trend of:	> 50%	> 30%
Buy	An expected favourable price trend of:	> 25%	> 15%
Add	An expected favourable price trend of:	0% to 25%	0% to 15%
Reduce	An expected negative price trend of:	0% to -15%	0% to -10%
Sell	An expected negative price trend of:	< -15%	< -10%

<sup>1</sup> The expected price trend is in combination with sizable confidence in the quality and forecast security of management.

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Report No.:	Date of publication	Previous day closing price	Recommendation	Price target
Initial Report	7 November 2019	€1.23	Buy	€2.10
2...18	↓	↓	↓	↓
19	27 October 2021	€4.80	Buy	€8.00
20	18 November 2021	€5.35	Buy	€8.20
21	10 February 2022	€3.73	Buy	€8.20
22	3 March 2022	€3.56	Buy	€7.90
23	25 April 2022	€3.23	Buy	€7.90
24	4 May 2022	€3.29	Buy	€8.20
25	2 June 2022	€3.08	Buy	€8.20
26	29 July 2022	€2.24	Buy	€4.40
27	Today	€1.92	Buy	€4.40

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