



| | | Value Indicators: | EUR | Warburg ESG Risk Score: | 2.0 | Description: | |
|----------|----------|---------------------|-----------|----------------------------|--------|---|------------------|
| Buy | | DCF: | 6.10 | ESG Score (MSCI based): | 3.0 | MCL is opposed in the gamin | a a a |
| | | | | Balance Sheet Score: | 2.0 | MGI is engaged in the gamin well as media and advertising | g as g market |
| EUR 6.10 | | | | Market Liquidity Score: | 1.0 | , | J |
| | | Market Snapshot: | EUR m | Shareholders: | | Key Figures (WRe): | 2021e |
| | | Market cap: | 620.7 | Freefloat | 66.5 % | Beta: | 1.1 |
| Price | EUR 4.82 | No. of shares (m): | 128.8 | Bodhivas (Remco Westerm.) | 33.5 % | Price / Book: | 2.9 x |
| | | EV: | 739.6 | Oaktree Capital Management | 9.0 % | Equity Ratio: | 47 % |
| Upside | 26.6 % | Freefloat MC: | 412.7 | UBS | 4.0 % | Net Fin. Debt / EBITDA: | 2.3 x |
| | | Ø Trad. Vol. (30d): | 859.90 th | Nordnet Pensions | 2.0 % | Net Debt / EBITDA: | 2.3 x |

First Glance: Very strong organic growth

Yesterday, Media and Games reported strong preliminary Q1 figures:

- Net revenues amounted to 51.9 mEUR (Q1'20: 26.5 mEUR), which is an increase of 96% based on a strong organic growth of 38% with additional 58% M&A-driven growth. Adjusted EBITDA amounted to 13.5 mEUR (Q1'20: 5.9 mEUR), which is an increase of 127% based on the high revenue increase following organic growth, supported by a strong EBITDA contribution from KingsIsle. Adjusted EBIT amounted to 9.3 mEUR (Q1'20: 3.4 mEUR), which is an increase of 173%.
- Sales in the gaming divisions rose 97% to EUR 27.4m, Kingslsle contributed some EUR 8.8m to Q1 sales (consolidated as of Jan 1) and has thereby outperformed initial expectations, as it already generated 33% of the full year sales guidance of USD 32m in Q1.
- Sales in the Media division grew 94% to EUR 24.5m, while the reported growth in the segment was slightly below the gaming divisions, according to our estimates the organic growth in the media division was as in the 50% ballpark and thus even better than gaming.
- In the conference call management reiterated, that its acquisition pipeline is full. In light of EUR 51.7m cash at the end of the quarter, MGI is well prepared for another deal.
- Bearing in mind that media generated over 47% of group sales in Q1, which is seasonally the weakest quarter, while delivering strong organic growth confirms our view, that the company should not be regarded as loser of the opening of the economy post COVID. The media segment has suffered significantly due to the lockdowns in 2020 and is now poised for strong growth.
- Overall the figures confirm that the company is well on track to meet or exceed our estimates. We therefore reiterate our Buy recommendation.

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| 1 - 05/20 | 07/20 | 09/20 | 11/20 | 01/21 | 03/21 |
| 00.20 | 0.720 | 00/20 | | 0.121 | 00/21 |

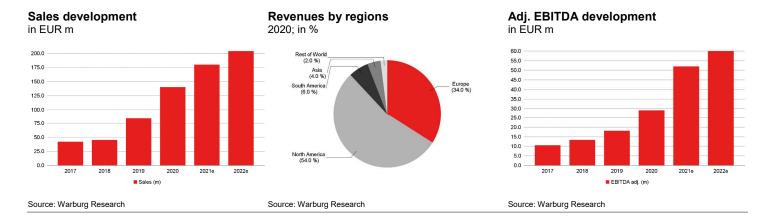
| Rel. Performance vs S | Scale All |
|-----------------------|-----------|
| 1 month: | 38.2 % |
| 6 months: | 183.6 % |
| Year to date: | 106.8 % |
| Trailing 12 months: | 218.4 % |
| Company events: | |
| 31.05.21 | Q1 |
| 31.05.21 | RS Calls |
| 30.06.21 | FY 2020 |
| 31 08 21 | 02 |

| FY End: 31.12. in EUR m | CAGR (20-23e) | 2017 | 2018 | 2019 | 2020 | 2021e | 2022e | 20236 |
|----------------------------|------------------|--------|--------|--------|--------|--------|--------|--------|
| Sales | 17.6 % | 42.1 | 45.3 | 83.9 | 140.2 | 180.0 | 204.0 | 228.0 |
| Change Sales yoy | | 8.0 % | 7.6 % | 85.2 % | 67.1 % | 28.4 % | 13.3 % | 11.8 % |
| EBITDA adj. | | 10.5 | 13.4 | 18.1 | 29.1 | 52.0 | 60.0 | 67. |
| Margin | 12.2 % | 25.0 % | 29.5 % | 21.6 % | 20.8 % | 28.9 % | 29.4 % | 29.4 % |
| EBITDA | | 7.0 | 11.1 | 15.5 | 26.5 | 49.0 | 57.0 | 64. |
| EBIT adj. | 38.4 % | -3.4 | 2.6 | 10.5 | 17.5 | 33.4 | 39.4 | 46. |
| Margin | | -8.0 % | 5.7 % | 12.5 % | 12.5 % | 18.6 % | 19.3 % | 20.4 % |
| Net income | 102.8 % | -5.0 | 1.5 | -0.3 | 3.1 | 15.4 | 19.9 | 25. |
| EPS | 88.2 % | n.a. | n.a. | -0.01 | 0.03 | 0.12 | 0.15 | 0.2 |
| EPS adj. | 38.7 % | n.a. | n.a. | 0.07 | 0.09 | 0.17 | 0.20 | 0.2 |
| DPS | - | n.a. | n.a. | 0.00 | 0.00 | 0.00 | 0.00 | 0.0 |
| Dividend Yield | | n.a. | n.a. | n.a. | n.a. | n.a. | n.a. | n.a |
| FCFPS | | n.a. | n.a. | 0.06 | 0.09 | 0.19 | 0.21 | 0.2 |
| FCF / Market cap | | n.a. | n.a. | 5.4 % | 7.0 % | 4.0 % | 4.3 % | 4.8 |
| EV / Sales | | n.a. | n.a. | 1.4 x | 1.5 x | 4.1 x | 3.6 x | 3.1 |
| EV / EBITDA | | n.a. | n.a. | 7.8 x | 7.9 x | 15.1 x | 13.0 x | 11.1 |
| EV / EBIT | | n.a. | n.a. | 24.1 x | 18.9 x | 27.9 x | 22.7 x | 18.0 |
| P/E | | n.a. | n.a. | n.a. | 43.7 x | 40.2 x | 32.1 x | 24.1 |
| P / E adj. | | n.a. | n.a. | 16.6 x | 14.6 x | 28.4 x | 24.1 x | 20.1 |
| FCF Potential Yield | | n.a. | n.a. | 11.7 % | 10.2 % | 5.6 % | 6.5 % | 7.5 9 |
| Net Debt | | 26.1 | 38.1 | 46.1 | 79.8 | 114.0 | 116.6 | 86. |
| ROCE (NOPAT) | | n.a. | 6.8 % | n.a. | 3.3 % | 7.2 % | 7.6 % | 9.0 9 |
| Guidance: r | 1.a. | | | | | | | |

Analyst

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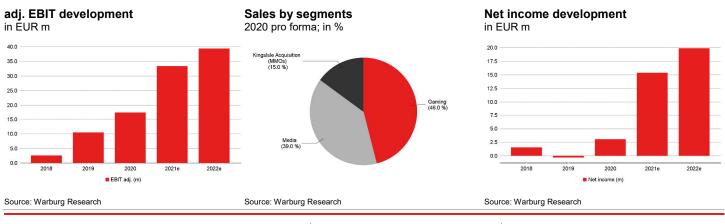


Company Background

- Media and Games Invest plc (MGI) is a corporation with a specific focus on gaming (especially via in-games purchases in MMOGs) and media advertising (agency business and programmatic ad-tech solutions)
- MGI's main asset is gamigo, a games publisher with more than 30 well-established MMOGs and 5k+ casual games. MGI holds 99.9% of gamigo (fully consolidated)
- In May 2018, the Solidate real estate holding was renamed blockescence plc. It decided to divest the real estate business and acquire an initial 35.5% stake in gamigo.
- In June 2019, the company changed its name to Media and Games Invest, to underline its commitment to the gaming and advertising market...
- ... as it acquired another 13.8% stake of gamigo and 100% of the two programmatic ad-tech companies Applift and its subsidiary PubNative and has announced its intention to acquire further gamigo shares (now at 99.9%).

Competitive Quality

- MGI's gamigo has a relatively broad games portfolio with a focus on multiplayer games. The top-10 games account for roughly 37% of total revenues but no game accounts for more than 8%.
- Revenues are generated with loyal customers. The majority of games generate over 60% of revenues with users who have been
 playing the game for more than five years.
- MGI is acting as a successful consolidator in the gaming market by purchasing distressed assets (games and media) for low prices
 and leveraging the acquired user base with its existing infrastructure
- Successful deal history of more than 25 deals prove high quality of the management as well as deal execution ability
- Recently acquired programmatic advertising companies should benefit from existing media content from own games portfolio as well
 as high experience and rich data of user behaviour and monetisation potential.





| Detailed forecast period Transitional period Figures in EUR m 2021e 2022e 2023e 2024e 2025e 2026e 2027e 2028e 2029e 2030e 2031e 2032e 2033e Sales 180.0 204.0 228.0 253.1 278.4 300.7 318.7 331.4 38.1 344.8 351.7 358.8 365.9 Sales change 28.4 % 13.3 % 11.8 % 11.0 % 100.0 % 80.% 60.% 40.% 20.% | | | | | | | | | | | | | | | DCF model |
|--|------------|--------|--------|--------|--------|-----------|-------------|---------|--------|--------|----------|------------|-----------|----------|--------------------------|
| Figures in EUR m 2021e 2022e 2023e 2024e 2026e 2027e 2028e 2029e 2030e 2031e 2032e 2033e Sales 180.0 204.0 228.0 253.1 278.4 300.7 318.7 331.4 338.1 344.8 351.7 358.8 366.9 Sales change 28.4 % 173.3 % 171.8 % 11.0 % 10.0 % 8.0 % 6.0 % 4.0 % 2.0 % <td< th=""><th>Term. Valu</th><th></th><th></th><th></th><th></th><th>al period</th><th>ransition</th><th>Т</th><th></th><th></th><th></th><th>t period</th><th>d forecas</th><th>Detaileo</th><th></th></td<> | Term. Valu | | | | | al period | ransition | Т | | | | t period | d forecas | Detaileo | |
| Sales change 28.4% 13.3% 11.8% 11.0% 10.0% 8.0% 6.0% 4.0% 2.0% <th2.0%< th=""> 2.0% 2.0</th2.0%<> | | 2033e | 2032e | 2031e | 2030e | • | | | 2026e | 2025e | 2024e | 2023e | 2022e | 2021e | Figures in EUR m |
| EBIT EBIT-margin 26.5 32.5 39.5 45.6 50.1 54.1 57.4 63.0 67.6 69.0 70.3 71.8 73.2 EBIT-margin 14.7% 15.9% 17.3% 18.0% 18.0% 18.0% 19.0% 20.0% <th< td=""><td>5.9</td><td>365.9</td><td>358.8</td><td>351.7</td><td>344.8</td><td>338.1</td><td>331.4</td><td>318.7</td><td>300.7</td><td>278.4</td><td>253.1</td><td>228.0</td><td>204.0</td><td>180.0</td><td>Sales</td></th<> | 5.9 | 365.9 | 358.8 | 351.7 | 344.8 | 338.1 | 331.4 | 318.7 | 300.7 | 278.4 | 253.1 | 228.0 | 204.0 | 180.0 | Sales |
| EBIT-margin 14.7% 15.9% 17.3% 18.0% 18.0% 18.0% 18.0% 19.0% 20.0% | 2.0 % | 2.0 % | 2.0 % | 2.0 % | 2.0 % | 2.0 % | 4.0 % | 6.0 % | 8.0 % | 10.0 % | 11.0 % | 11.8 % | 13.3 % | 28.4 % | Sales change |
| Tax rate (EBT) 20.0% | 3.2 | 73.2 | 71.8 | 70.3 | 69.0 | 67.6 | 63.0 | 57.4 | 54.1 | 50.1 | 45.6 | 39.5 | 32.5 | 26.5 | EBIT |
| NOPAT 21.2 26.0 31.6 36.4 40.1 43.3 45.9 49.1 50.7 50.3 50.6 51.7 52.7 Depreciation 22.5 24.5 24.5 30.4 33.4 36.1 35.1 36.5 33.8 34.5 35.2 35.9 36.6 in % of Sales 12.5% 12.0% 10.7% 12.0% 12.0% 11.0% 11.0% 10.0% |)% | 20.0 % | 20.0 % | 20.0 % | 20.0 % | 20.0 % | 19.0 % | 18.0 % | 18.0 % | 18.0 % | 18.0 % | 17.3 % | 15.9 % | 14.7 % | EBIT-margin |
| Depreciation in % of Sales 22.5 24.5 24.5 30.4 33.4 36.1 35.1 36.5 33.8 34.5 35.2 35.9 36.6 In % of Sales 12.5 % 12.0 % 10.7 % 12.0 % 12.0 % 11.0 % 11.0 % 11.0 % 10.0 % |)% | 28.0 % | 28.0 % | 28.0 % | 27.0 % | 25.0 % | 22.0 % | 20.0 % | 20.0 % | 20.0 % | 20.0 % | 20.0 % | 20.0 % | 20.0 % | Tax rate (EBT) |
| in % of Sales 12.5 % 12.0 % 10.7 % 12.0 % 12.0 % 11.0 % 11.0 % 10.0 | 2.7 | 52.7 | 51.7 | 50.6 | 50.3 | 50.7 | 49.1 | 45.9 | 43.3 | 40.1 | 36.4 | 31.6 | 26.0 | 21.2 | NOPAT |
| Changes in provisions 0.0 0. | 6.6 | 36.6 | 35.9 | 35.2 | 34.5 | 33.8 | 36.5 | 35.1 | 36.1 | 33.4 | 30.4 | 24.5 | 24.5 | 22.5 | Depreciation |
| Change in Liquidity from -Working Capital - Capex -7.0 -2.8 -0.4 7.0 1.8 1.9 0.5 0.3 0.2 |)% | 10.0 % | 10.0 % | 10.0 % | 10.0 % | 10.0 % | 11.0 % | 11.0 % | 12.0 % | 12.0 % | 12.0 % | 10.7 % | 12.0 % | 12.5 % | in % of Sales |
| - Working Capital -7.0 -2.8 -0.4 7.0 1.8 1.9 0.5 0.3 0.2 | 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 | 0.0 | Changes in provisions |
| - Capex 20.3 21.0 21.0 30.4 30.6 30.1 28.7 26.5 27.0 27.6 28.1 28.7 29.3 Capex in % of Sales 11.3 % 10.3 % 9.2 % 12.0 % 11.0 % 10.0 % 9.0 % 8.0 % | | | | | | | | | | | | | | | Change in Liquidity from |
| Capex in % of Sales 11.3 % 10.3 % 9.2 % 12.0 % 11.0 % 10.0 % 9.0 % 8 | 0.2 | 0.2 | 0.2 | 0.2 | 0.2 | 0.2 | 0.3 | 0.5 | 1.9 | 1.8 | 7.0 | -0.4 | -2.8 | -7.0 | - Working Capital |
| Other 84.0 29.3 0.0 < | 9.3 | 29.3 | 28.7 | 28.1 | 27.6 | 27.0 | 26.5 | 28.7 | 30.1 | 30.6 | 30.4 | 21.0 | 21.0 | 20.3 | - Capex |
| Free Cash Flow (WACC Model) -53.6 3.0 35.5 29.4 41.1 47.4 51.8 58.7 57.3 57.1 57.5 58.7 59.8 PV of FCF -51.2 2.7 29.7 23.1 30.2 32.6 33.4 35.5 32.4 30.3 28.6 27.3 26.1 share of PVs |)% | 8.0 % | 8.0 % | 8.0 % | 8.0 % | 8.0 % | 8.0 % | 9.0 % | 10.0 % | 11.0 % | 12.0 % | 9.2 % | 10.3 % | 11.3 % | Capex in % of Sales |
| Model) -53.6 3.0 35.5 29.4 41.1 47.4 51.8 58.7 57.3 57.1 57.5 58.7 59.8 PV of FCF -51.2 2.7 29.7 23.1 30.2 32.6 33.4 35.5 32.4 30.3 28.6 27.3 26.1 Model parameter Valuation of WACC: Derivation of Beta: Present values 2033e 28.1 Debt ratio 30.00 % Financial Strength 1.20 Financial liabilities 126 Cost of debt (after tax) 4.9 % Liquidity (share) 1.00 Pension liabilities 0 Market return 7.00 % Cyclicality 1.10 Hybrid capital 0 Risk free rate 1.50 % Transparency 1.20 Minority interest 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 | 29.3 | 84.0 | Other |
| share of PVs -2.24 % 35.65 % Model parameter Valuation (m) Derivation of WACC: Derivation of Beta: Present values 2033e 281 Debt ratio 30.00 % Financial Strength 1.20 Financial liabilities 126 Cost of debt (after tax) 4.9 % Liquidity (share) 1.00 Pension liabilities 0 Market return 7.00 % Cyclicality 1.10 Hybrid capital 0 Risk free rate 1.50 % Transparency 1.20 Minority interest 0 | 9.8 61 | 59.8 | 58.7 | 57.5 | 57.1 | 57.3 | 58.7 | 51.8 | 47.4 | 41.1 | 29.4 | 35.5 | 3.0 | -53.6 | |
| Model parameterValuation (m)Derivation of WACC:Derivation of Beta:Present values 2033e281Debt ratio30.00 %Financial Strength1.20Financial liabilities126Cost of debt (after tax)4.9 %Liquidity (share)1.00Pension liabilities0Market return7.00 %Cyclicality1.10Hybrid capital0Risk free rate1.50 %Transparency1.20Minority interest0 | 6.1 559 | 26.1 | 27.3 | 28.6 | 30.3 | 32.4 | 35.5 | 33.4 | 32.6 | 30.2 | 23.1 | 29.7 | 2.7 | -51.2 | PV of FCF |
| Derivation of WACC:Derivation of Beta:Present values 2033e281Debt ratio30.00 %Financial Strength1.20Financial liabilities126Cost of debt (after tax)4.9 %Liquidity (share)1.00Pension liabilities0Market return7.00 %Cyclicality1.10Hybrid capital0Risk free rate1.50 %Transparency1.20Minority interest0 | 66.58 % | | | | | % | 35.65 | | | | | | -2.24 % | | share of PVs |
| Terminal Value559Debt ratio30.00 %Financial Strength1.20Financial liabilities126Cost of debt (after tax)4.9 %Liquidity (share)1.00Pension liabilities0Market return7.00 %Cyclicality1.10Hybrid capital0Risk free rate1.50 %Transparency1.20Minority interest0 | | | | | | | on (m) | Valuati | | | | | | | Model parameter |
| Debt ratio30.00 %Financial Strength1.20Financial liabilities126Cost of debt (after tax)4.9 %Liquidity (share)1.00Pension liabilities0Market return7.00 %Cyclicality1.10Hybrid capital0Risk free rate1.50 %Transparency1.20Minority interest0 | | | | 1 | 28 | 33e | t values 20 | Present | | | of Beta: | Derivation | | | Derivation of WACC: |
| Cost of debt (after tax)4.9 %Liquidity (share)1.00Pension liabilities0Market return7.00 %Cyclicality1.10Hybrid capital0Risk free rate1.50 %Transparency1.20Minority interest0 | | | | - | | | | | | | | | | | |
| Market return7.00 %Cyclicality1.10Hybrid capital0Risk free rate1.50 %Transparency1.20Minority interest0 | | | | | | 5 | | | | | • | | | | |
| Risk free rate 1.50 % Transparency 1.20 Minority interest 0 | | | | | | | | | | | hare) | | | | , |
| | | | | - | | | • | | | | | , , | | | |
| Others 100 Marketual of investments 0 | | | | | | otmonte | | , | | | тсу | | | 1.50 % | KISK Tree rate |
| Others 1.00 Market val. of investments 0 | | | | | | estments | | | 1.00 | | | Jiners | | | |
| WACC 6.76 % Beta 1.10 Liquidity 71 No. of shares (m) Value per share (E | , , | () | | | | | , | | | | | | : | 0 70 % | |

Sensitivity Value per Share (EUR)

| | | Terminal (| Growth | | | | | | | | Delta EBIT | -margin | | | | | |
|------|-------|------------|--------|--------|--------|--------|--------|--------|------|-------|------------|---------|---------|---------|---------|---------|---------|
| Beta | WACC | 1.25 % | 1.50 % | 1.75 % | 2.00 % | 2.25 % | 2.50 % | 2.75 % | Beta | WACC | -1.5 pp | -1.0 pp | -0.5 pp | +0.0 pp | +0.5 pp | +1.0 pp | +1.5 pp |
| 1.36 | 7.8 % | 4.40 | 4.51 | 4.64 | 4.77 | 4.91 | 5.07 | 5.25 | 1.36 | 7.8 % | 4.35 | 4.49 | 4.63 | 4.77 | 4.91 | 5.05 | 5.19 |
| 1.23 | 7.3 % | 4.91 | 5.05 | 5.20 | 5.37 | 5.55 | 5.76 | 5.99 | 1.23 | 7.3 % | 4.91 | 5.06 | 5.22 | 5.37 | 5.52 | 5.67 | 5.83 |
| 1.16 | 7.0 % | 5.19 | 5.35 | 5.52 | 5.72 | 5.93 | 6.16 | 6.42 | 1.16 | 7.0 % | 5.23 | 5.39 | 5.56 | 5.72 | 5.88 | 6.04 | 6.20 |
| 1.10 | 6.8 % | 5.51 | 5.68 | 5.88 | 6.10 | 6.34 | 6.61 | 6.91 | 1.10 | 6.8 % | 5.59 | 5.76 | 5.93 | 6.10 | 6.27 | 6.44 | 6.60 |
| 1.04 | 6.5 % | 5.85 | 6.05 | 6.28 | 6.52 | 6.80 | 7.11 | 7.47 | 1.04 | 6.5 % | 5.99 | 6.17 | 6.35 | 6.52 | 6.70 | 6.88 | 7.06 |
| 0.97 | 6.3 % | 6.23 | 6.46 | 6.71 | 7.00 | 7.32 | 7.69 | 8.10 | 0.97 | 6.3 % | 6.43 | 6.62 | 6.81 | 7.00 | 7.19 | 7.38 | 7.57 |
| 0.84 | 5.8 % | 7.11 | 7.42 | 7.76 | 8.14 | 8.59 | 9.10 | 9.69 | 0.84 | 5.8 % | 7.50 | 7.72 | 7.93 | 8.14 | 8.36 | 8.57 | 8.79 |

• Our DCF approach is based on a detailed planning phase (20 -22), a transitional phase (23 -32), and a perpetuity term

Long-term tax rate is assumed to be at 28%



| Valuation | | | | | | | |
|-------------------------------------|------|------|--------|--------|--------|--------|--------|
| | 2017 | 2018 | 2019 | 2020 | 2021e | 2022e | 2023e |
| Price / Book | n.a. | n.a. | 0.8 x | 0.7 x | 2.9 x | 2.6 x | 2.4 x |
| Book value per share ex intangibles | n.a. | n.a. | -1.93 | -0.82 | -1.29 | -1.11 | -0.88 |
| EV / Sales | n.a. | n.a. | 1.4 x | 1.5 x | 4.1 x | 3.6 x | 3.1 x |
| EV / EBITDA | n.a. | n.a. | 7.8 x | 7.9 x | 15.1 x | 13.0 x | 11.1 x |
| EV / EBIT | n.a. | n.a. | 24.1 x | 18.9 x | 27.9 x | 22.7 x | 18.0 x |
| EV / EBIT adj.* | n.a. | n.a. | 11.5 x | 11.9 x | 22.1 x | 18.8 x | 15.3 x |
| P / FCF | n.a. | n.a. | 18.7 x | 14.4 x | 25.1 x | 23.2 x | 20.8 x |
| P/E | n.a. | n.a. | n.a. | 43.7 x | 40.2 x | 32.1 x | 24.1 x |
| P / E adj.* | n.a. | n.a. | 16.6 x | 14.6 x | 28.4 x | 24.1 x | 20.1 x |
| Dividend Yield | n.a. | n.a. | n.a. | n.a. | n.a. | n.a. | n.a. |
| FCF Potential Yield (on market EV) | n.a. | n.a. | 11.7 % | 10.2 % | 5.6 % | 6.5 % | 7.5 % |
| *Adjustments made for: - | | | | | | | |

Consolidated profit & loss



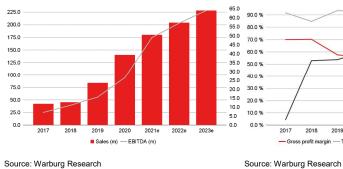
| In EUR m | 2017 | 2018 | 2019 | 2020 | 2021e | 2022e | 2023e |
|--|---------|--------|--------|--------|--------|--------|--------|
| Sales | 42.1 | 45.3 | 83.9 | 140.2 | 180.0 | 204.0 | 228.0 |
| Change Sales yoy | 8.0 % | 7.6 % | 85.2 % | 67.1 % | 28.4 % | 13.3 % | 11.8 % |
| Increase / decrease in inventory | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Own work capitalised | 3.6 | 4.2 | 10.2 | 16.0 | 18.0 | 20.0 | 22.0 |
| Total Sales | 45.7 | 49.5 | 94.1 | 156.2 | 198.0 | 224.0 | 250.0 |
| Material expenses | 16.2 | 17.6 | 45.8 | 77.6 | 85.0 | 92.0 | 103.0 |
| Gross profit | 29.4 | 31.8 | 48.3 | 78.6 | 113.0 | 132.0 | 147.0 |
| Gross profit margin | 70.0 % | 70.3 % | 57.5 % | 56.1 % | 62.8 % | 64.7 % | 64.5 % |
| Personnel expenses | 13.9 | 14.7 | 27.4 | 39.6 | 48.0 | 54.0 | 60.0 |
| Other operating income | 2.4 | 6.7 | 4.6 | 6.3 | 4.0 | 4.0 | 4.0 |
| Other operating expenses | 10.9 | 12.7 | 10.0 | 18.7 | 20.0 | 25.0 | 27.0 |
| EBITDA adj. | 10.5 | 13.4 | 18.1 | 29.1 | 52.0 | 60.0 | 67.0 |
| Margin | 25.0 % | 29.5 % | 21.6 % | 20.8 % | 28.9 % | 29.4 % | 29.4 % |
| EBITDA | 7.0 | 11.1 | 15.5 | 26.5 | 49.0 | 57.0 | 64.0 |
| Margin | 16.7 % | 24.4 % | 18.5 % | 18.9 % | 27.2 % | 27.9 % | 28.1 % |
| Depreciation of fixed assets | 0.7 | 1.5 | 2.8 | 3.0 | 3.0 | 3.0 | 3.0 |
| EBITA | 6.3 | 9.6 | 12.7 | 23.5 | 46.0 | 54.0 | 61.0 |
| Amortisation of intangible assets | 9.7 | 7.0 | 7.7 | 12.5 | 19.5 | 21.5 | 21.5 |
| Goodwill amortisation | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| EBIT | -3.4 | 2.6 | 5.0 | 11.0 | 26.5 | 32.5 | 39.5 |
| Margin | -8.0 % | 5.7 % | 6.0 % | 7.9 % | 14.7 % | 15.9 % | 17.3 % |
| EBIT adj. | -3.4 | 2.6 | 10.5 | 17.5 | 33.4 | 39.4 | 46.4 |
| Interest income | 0.0 | 0.0 | 0.1 | 0.4 | 0.0 | 0.0 | 0.0 |
| Interest expenses | 2.4 | 2.1 | 5.8 | 7.5 | 7.0 | 7.0 | 7.0 |
| Other financial income (loss) | 0.1 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| EBT | -5.7 | 0.5 | -0.8 | 3.9 | 19.5 | 25.5 | 32.5 |
| Margin | -13.5 % | 1.1 % | -0.9 % | 2.8 % | 10.8 % | 12.5 % | 14.3 % |
| Total taxes | -0.7 | -1.1 | -2.0 | 1.2 | 3.9 | 5.1 | 6.5 |
| Net income from continuing operations | -5.0 | 1.6 | 1.3 | 2.7 | 15.6 | 20.4 | 26.0 |
| Income from discontinued operations (net of tax) | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Net income before minorities | -5.0 | 1.6 | 1.3 | 2.7 | 15.6 | 20.4 | 26.0 |
| Minority interest | 0.0 | 0.1 | 1.6 | -0.4 | 0.2 | 0.5 | 0.5 |
| Net income | -5.0 | 1.5 | -0.3 | 3.1 | 15.4 | 19.9 | 25.5 |
| Margin | -11.9 % | 3.4 % | -0.4 % | 2.2 % | 8.6 % | 9.8 % | 11.2 % |
| Number of shares, average | n.a. | n.a. | 64.1 | 98.5 | 128.8 | 128.8 | 128.8 |
| EPS | n.a. | n.a. | -0.01 | 0.03 | 0.12 | 0.15 | 0.20 |
| EPS adj. | n.a. | n.a. | 0.07 | 0.09 | 0.17 | 0.20 | 0.24 |
| *Adjustments made for: | | | | | | | |
| | | | | | | | |

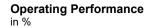
Guidance: n.a.

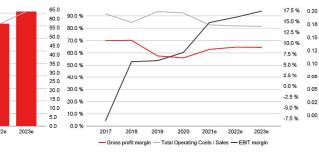
Financial Ratios

| | 2017 | 2018 | 2019 | 2020 | 2021e | 2022e | 2023e |
|-------------------------------|--------|----------|---------|--------|--------|--------|--------|
| Total Operating Costs / Sales | 91.8 % | 84.8 % | 93.6 % | 92.5 % | 82.8 % | 81.9 % | 81.6 % |
| | | | | | | | |
| Operating Leverage | -8.4 x | n.a. | 1.1 x | 1.8 x | 4.9 x | 1.7 x | 1.8 x |
| EBITDA / Interest expenses | 3.0 x | 5.2 x | 2.7 x | 3.5 x | 7.0 x | 8.1 x | 9.1 x |
| Tax rate (EBT) | 11.9 % | -229.8 % | 265.4 % | 30.6 % | 20.0 % | 20.0 % | 20.0 % |
| Dividend Payout Ratio | n.a. | n.a. | 0.0 % | 0.0 % | 0.0 % | 0.0 % | 0.0 % |

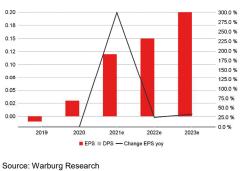
Sales, EBITDA in EUR m







Performance per Share



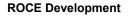
5



Consolidated balance sheet

| In EUR m | 2017 | 2018 | 2019 | 2020 | 2021e | 2022e | 2023e |
|---|-------|-------|-------|-------|-------|-------|-------|
| Assets | | | | | | | |
| Goodwill and other intangible assets | 47.5 | 204.1 | 233.2 | 272.8 | 383.7 | 380.2 | 376.7 |
| thereof other intangible assets | 16.7 | 66.7 | 73.7 | 85.4 | 112.9 | 109.4 | 105.9 |
| thereof Goodwill | 28.9 | 133.8 | 147.3 | 164.0 | 247.3 | 247.3 | 247.3 |
| Property, plant and equipment | 1.7 | 4.2 | 3.5 | 1.7 | 2.0 | 2.0 | 2.0 |
| Financial assets | 0.0 | 11.7 | 19.9 | 18.9 | 18.9 | 18.9 | 18.9 |
| Other long-term assets | 0.4 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Fixed assets | 49.5 | 220.0 | 256.6 | 293.5 | 404.6 | 401.1 | 397.6 |
| Inventories | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Accounts receivable | 4.9 | 11.8 | 17.0 | 37.0 | 39.5 | 41.9 | 46.8 |
| Liquid assets | 1.0 | 4.4 | 33.0 | 46.3 | 12.0 | 9.4 | 39.3 |
| Other short-term assets | 11.4 | 0.0 | 5.8 | 9.1 | 9.1 | 9.1 | 9.1 |
| Current assets | 17.3 | 16.3 | 55.9 | 92.4 | 60.6 | 60.4 | 95.2 |
| Total Assets | 66.8 | 236.3 | 312.4 | 385.8 | 465.2 | 461.5 | 492.8 |
| Liabilities and shareholders' equity | | | | | | | |
| Subscribed capital | 2.3 | 59.9 | 98.1 | 117.1 | 128.7 | 128.7 | 128.7 |
| Capital reserve | 48.2 | 4.3 | 0.0 | 57.3 | 70.6 | 70.6 | 70.6 |
| Retained earnings | -23.6 | 2.9 | 0.0 | 5.6 | 21.0 | 40.9 | 66.4 |
| Other equity components | 0.0 | 0.1 | 0.0 | -3.2 | -3.0 | -2.5 | -2.0 |
| Shareholders' equity | 26.8 | 67.2 | 98.1 | 176.8 | 217.4 | 237.8 | 263.8 |
| Minority interest | -0.1 | 91.3 | 70.5 | 0.1 | 0.1 | 0.1 | 0.1 |
| Total equity | 26.7 | 158.5 | 168.6 | 176.8 | 217.4 | 237.8 | 263.8 |
| Provisions | 3.0 | 6.7 | 12.6 | 17.3 | 17.3 | 17.3 | 17.3 |
| thereof provisions for pensions and similar obligations | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Financial liabilities (total) | 27.1 | 42.6 | 79.1 | 126.0 | 126.0 | 126.0 | 126.0 |
| thereof short-term financial liabilities | 7.0 | 3.6 | 6.7 | 6.1 | 6.1 | 6.1 | 6.1 |
| Accounts payable | 7.2 | 9.2 | 20.3 | 30.0 | 39.5 | 44.7 | 50.0 |
| Other liabilities | 2.7 | 19.3 | 31.9 | 35.7 | 65.0 | 35.7 | 35.7 |
| Liabilities | 40.1 | 77.8 | 143.8 | 209.0 | 247.8 | 223.7 | 229.0 |
| Total liabilities and shareholders' equity | 66.8 | 236.3 | 312.4 | 385.8 | 465.2 | 461.5 | 492.8 |

2017 2018 2019 2020 2021e 2022e 2023e **Efficiency of Capital Employment** 285.4 x 88.1 x **Operating Assets Turnover** -65.8 x -269.1 x -196.9 x 6.6 x 16.1 x Capital Employed Turnover 0.8 x 0.2 x 0.4 x 0.5 x 0.5 x 0.6 x 0.7 x ROA -10.1 % 0.7 % -0.1 % 1.0 % 3.8 % 5.0 % 6.4 % **Return on Capital** 6.8 % 9.0 % ROCE (NOPAT) 3.3 % 7.2 % 7.6 % n.a. n.a. ROE -17.0 % 3.3 % -0.4 % 2.2 % 7.8 % 8.7 % 10.2 % 6.4 % Adj. ROE -17.0 % 3.3 % 5.3 % 10.9 % 11.4 % 12.6 % Balance sheet quality Net Debt 26.1 38.1 46.1 79.8 114.0 116.6 86.7 Net Financial Debt 26.1 38.1 46.1 79.8 114.0 116.6 86.7 Net Gearing 97.6 % 24.0 % 27.3 % 45.1 % 52.4 % 49.0 % 32.9 % Net Fin. Debt / EBITDA 296.4 % 370.8 % 345.0 % 300.4 % 232.6 % 204.6 % 135.5 % Book Value / Share n.a. n.a. 1.4 1.5 1.7 1.8 2.0 Book value per share ex intangibles -1.9 -0.8 -1.3 -0.9 -1.1 n.a. n.a.



17.5 %

15.0 %

12.5 %

10.0 %

7.5 %

5.0 %

2.5 %

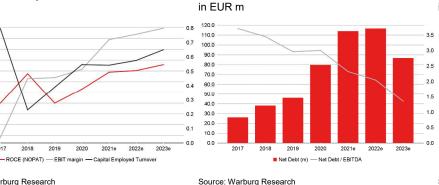
0.0 %

-2.5 %

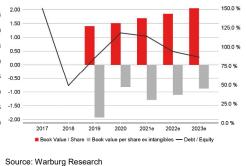
-5.0 %

-7.5 %

Financial Ratios



Book Value per Share in EUR



Source: Warburg Research

2017 2018 2019

Net debt

Published 27.04.2021

Consolidated cash flow statement

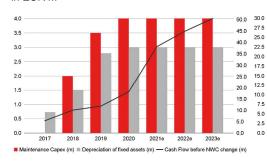


| In EUR m | 2017 | 2018 | 2019 | 2020 | 2021e | 2022e | 20236 |
|--|------|------|-------|-------|--------|-------|-------|
| Net income | -5.0 | 1.6 | 1.3 | 2.7 | 15.6 | 20.4 | 26.0 |
| Depreciation of fixed assets | 0.7 | 1.5 | 2.8 | 3.0 | 3.0 | 3.0 | 3.0 |
| Amortisation of goodwill | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Amortisation of intangible assets | 9.7 | 7.0 | 7.7 | 12.5 | 19.5 | 21.5 | 21.5 |
| Increase/decrease in long-term provisions | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Other non-cash income and expenses | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Cash Flow before NWC change | 5.4 | 10.1 | 11.8 | 18.2 | 38.1 | 44.9 | 50.5 |
| Increase / decrease in inventory | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Increase / decrease in accounts receivable | 0.0 | 0.0 | -7.0 | -2.8 | -2.5 | -2.4 | -4.9 |
| Increase / decrease in accounts payable | 0.0 | 0.0 | 12.2 | 9.8 | 9.5 | 5.2 | 5.3 |
| Increase / decrease in other working capital positions | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Increase / decrease in working capital (total) | 0.0 | 0.0 | 5.2 | 7.0 | 7.0 | 2.8 | 0.4 |
| Net cash provided by operating activities [1] | 5.4 | 10.1 | 17.0 | 25.2 | 45.1 | 47.7 | 50.9 |
| Investments in intangible assets | 0.0 | 0.0 | -11.0 | -15.0 | -17.0 | -18.0 | -18.0 |
| Investments in property, plant and equipment | 0.0 | -9.0 | -2.0 | -1.2 | -3.3 | -3.0 | -3.0 |
| Payments for acquisitions | 0.0 | 0.0 | 0.0 | -21.5 | -84.0 | -29.3 | 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 |
| Net cash provided by investing activities [2] | 0.0 | -9.0 | -13.0 | -37.7 | -104.3 | -50.3 | -21.0 |
| Change in financial liabilities | 0.0 | 0.0 | 16.4 | -2.7 | 0.0 | 0.0 | 0.0 |
| Dividends paid | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Purchase of own shares | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Capital measures | 0.0 | 0.0 | 9.0 | 28.5 | 25.0 | 0.0 | 0.0 |
| Other | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Net cash provided by financing activities [3] | 0.0 | 0.0 | 25.4 | 25.8 | 25.0 | 0.0 | 0.0 |
| Change in liquid funds [1]+[2]+[3] | 5.4 | 1.1 | 29.4 | 13.3 | -34.2 | -2.6 | 29.9 |
| 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 | 8.2 | 2.1 | 33.8 | 46.3 | 12.0 | 9.4 | 39.3 |

Financial Ratios

| | 2017 | 2040 | 2040 | 2020 | 2024.0 | 20220 | 20220 |
|--------------------------------------|----------|---------|-----------|---------|---------|---------|---------|
| | 2017 | 2018 | 2019 | 2020 | 2021e | 2022e | 2023e |
| Cash Flow | | | | | | | |
| FCF | 5.4 | 1.1 | 4.0 | 9.0 | 24.8 | 26.7 | 29.9 |
| Free Cash Flow / Sales | 12.8 % | 2.4 % | 4.8 % | 6.4 % | 13.8 % | 13.1 % | 13.1 % |
| Free Cash Flow Potential | 7.7 | 10.2 | 14.1 | 21.4 | 41.1 | 47.9 | 53.5 |
| Free Cash Flow / Net Profit | -108.1 % | 69.8 % | -1237.5 % | 293.5 % | 160.9 % | 134.2 % | 117.3 % |
| Interest Received / Avg. Cash | 0.1 % | 0.5 % | 0.4 % | 0.9 % | 0.0 % | 0.0 % | 0.0 % |
| Interest Paid / Avg. Debt | 8.7 % | 6.1 % | 9.6 % | 7.3 % | 5.6 % | 5.6 % | 5.6 % |
| Management of Funds | | | | | | | |
| Investment ratio | 0.0 % | 19.9 % | 15.5 % | 11.6 % | 11.3 % | 10.3 % | 9.2 % |
| Maint. Capex / Sales | 0.0 % | 4.4 % | 4.2 % | 2.9 % | 2.2 % | 2.0 % | 1.8 % |
| Capex / Dep | 0.0 % | 106.3 % | 123.3 % | 104.5 % | 90.2 % | 85.7 % | 85.7 % |
| Avg. Working Capital / Sales | -5.0 % | 0.3 % | -0.3 % | 1.3 % | 1.9 % | -0.7 % | -1.3 % |
| Trade Debtors / Trade Creditors | 67.7 % | 128.8 % | 84.1 % | 123.2 % | 100.0 % | 93.7 % | 93.6 % |
| Inventory Turnover | n.a. | n.a. | n.a. | n.a. | n.a. | n.a. | n.a. |
| Receivables collection period (days) | 42 | 95 | 74 | 96 | 80 | 75 | 75 |
| Payables payment period (days) | 162 | 190 | 162 | 141 | 170 | 177 | 177 |
| 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



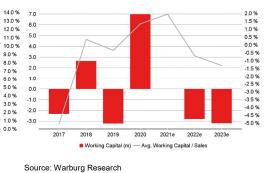


2019

2020

FCF (m) - Free Cash Flow / Sales

Working Capital



Source: Warburg Research

FIRST GLANCE

2017 2018

Source: Warburg Research

Published 27.04.2021

2023e

2021e 2022e

7



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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 <u>price target</u> in the opinion of the analyst who covers this financial instrument.

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

WARBURG RESEARCH GMBH - ANALYSED RESEARCH UNIVERSE BY RATING

| Rating | Number of stocks | % of Universe |
|------------------|------------------|---------------|
| Buy | 139 | 66 |
| Hold | 61 | 29 |
| Sell | 5 | 2 |
| Rating suspended | 5 | 2 |
| Total | 210 | 100 |

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 | 38 | 79 |
| Hold | 7 | 15 |
| Sell | 0 | 0 |
| Rating suspended | 3 | 6 |
| Total | 48 | 100 |

PRICE AND RATING HISTORY MEDIA AND GAMES INVEST PLC AS OF 27.04.2021



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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Published 27.04.2021





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