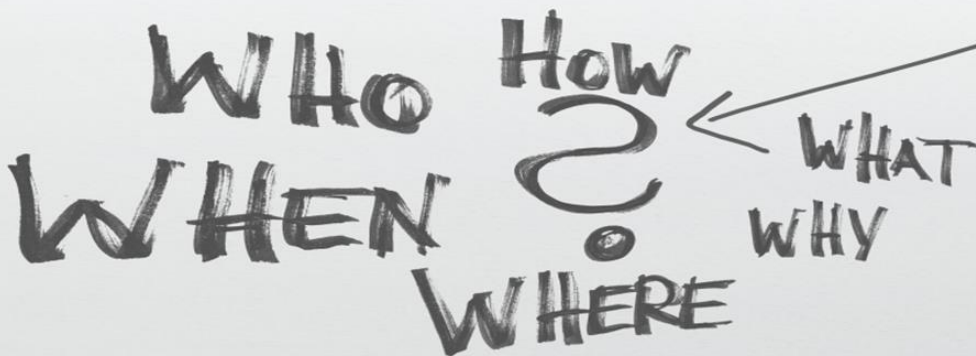


InVision AG

Germany | Technology | MCap EUR 29.1m

3 November 2022

UPDATE



WHO How
WHEN ? WHAT
WHERE WHY

injixo cloud sales continue to show robust growth;
Remains a BUY

BUY (BUY)

Target price	EUR 33.50 (33.50)
Current price	EUR 13.00
Up/downside	157.7%

 **ResearchHub**

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IMPORTANT. Please refer to the last page of this report for "Important disclosures" and analyst(s) certifications.

InVision AG

Germany | Technology | MCap EUR 29.1m | EV EUR 29.0m

BUY (BUY)

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injixo cloud sales continue to show robust growth; BUY

Solid development in Q3 – injixo ARR growing by 27% yoy. InVision has reported its full set of figures for the third quarter. Overall, these figures showed a solid growth development and were in line with expectations. InVision's Q3 22 revenues grew 9.1% yoy to EUR 3.6m. This resulted in total revenues of EUR 10.7m for the first nine months of 2022, which represents an increase of 6.2% yoy. Impressively, the core KPI injixo ARR (Annual Recurring Revenues) showed a sound development as of September 30, 2022. The annualized injixo cloud solution revenue grew again by double-digits, more precisely by 27% yoy to EUR 7.8m.

As expected, growth investments put pressure on EBIT. The company is still in the process of establishing its growth structures. Therefore, we consider the year-on-year development of EBIT to be of minor importance. For 2022 and 2023, a clearly negative EBIT is expected, which is in line with the guidance. EBIT was reported at EUR -0.8m in Q3 22 (Q3 21: EUR -0.4m). On a 9-month basis, EBIT was reported at EUR -2.3m (9M 2021: EUR -0.4m) and thus significantly below the prior-year's figure. The main reason for the decline is the increase in personnel expenses. By 2025, InVision plans to employ 500 people (end of 21: 144 employees), which is why this cost item will increase further in the coming years. That said, with cash and cash equivalents at the end of Q3 22 amounting to EUR 8.7m, we consider the company to be sufficiently financed until break-even is reached in 2024 (eAR).

Short and long-term outlook confirmed. For the FY 2022, InVision continues to guide for sales of EUR 14 to 14.5m and an EBIT of EUR -3.5 to EUR -4.0m. In 2025, InVision aims to achieve the targets of EUR 50m in sales and an EBIT margin of 25%. We believe that current investments in sales and service should lead to a disproportional increase in revenue and a consequently growing EBIT in the medium term.

Conclusion. InVision focuses on its workforce management software injixo, which is the core product of the company, sold as Software as a Service. The strong growth of the injixo ARR confirms the investment case. We believe that InVision is well on track to achieve its targets 2025, which is why we reiterate to BUY with an unchanged PT of EUR 33.50.

InVision AG	2019	2020	2021	2022E	2023E	2024E
Sales	12.6	12.8	13.7	14.5	18.9	24.7
<i>Growth yoy</i>	-3.4%	1.1%	7.4%	6.0%	30.0%	31.0%
EBITDA	1.7	1.8	-0.0	-3.3	-0.8	2.6
EBIT	1.0	1.1	-0.7	-3.9	-1.4	2.0
Net profit	3.0	0.4	-1.6	-4.0	-1.4	1.7
Net debt (net cash)	0.0	-0.8	-0.0	4.1	5.7	4.6
Net debt/EBITDA	0.0x	-0.4x	0.2x	-1.3x	-6.8x	1.8x
EPS reported	1.34	0.17	-0.73	-1.80	-0.61	0.74
DPS	0.00	0.00	0.00	0.00	0.00	0.00
<i>Dividend yield</i>	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Gross profit margin	100.0%	100.0%	100.0%	98.0%	98.0%	98.0%
EBITDA margin	13.6%	14.1%	-0.3%	-22.5%	-4.5%	10.4%
EBIT margin	7.8%	8.9%	-5.4%	-26.6%	-7.3%	8.3%
ROCE	6.2%	5.6%	-4.1%	-24.4%	-9.5%	12.7%
EV/EBITDA	16.9x	15.7x	-811.9x	-10.2x	-41.4x	13.1x
EV/EBIT	29.6x	24.9x	-39.4x	-8.6x	-25.1x	16.5x
PER	9.7x	77.9x	-17.8x	-7.2x	-21.4x	17.5x
FCF yield	0.7%	5.3%	-0.6%	-12.0%	-2.6%	7.8%

Source: Company data, AlsterResearch



Source: Company data, AlsterResearch

High/low 52 weeks 33.00 / 12.50
Price/Book Ratio 2.4x

Ticker / Symbols

ISIN DE0005859698
WKN 585969
Bloomberg IXV:GR

Changes in estimates

		Sales	EBIT	EPS
2022E	old	14,5	-3,9	-1,80
	Δ	0,0%	na	na
2023E	old	18,9	-1,4	-0,61
	Δ	0,0%	na	na
2024E	old	24,7	2,0	0,74
	Δ	0,0%	0,0%	0,0%

Key share data

Number of shares: (in m pcs) 2.23
Book value per share: (in EUR) 5.31
Ø trading volume: (12 months) 2,500

Major shareholders

InVision Holding GmbH 18.1%
Peter Bollenbeck 17.0%
Matthias Schroer 11.3%
Free Float 28.6%

Company description

InVision AG is a IT company and software developer. InVision develops and markets products and services for workforce management (WFM) to ensure business output and working conditions. Its main product is the SaaS solution injixo, which is a cloud-based WFM suite for forecasting, scheduling, intraday management, and reporting, mainly in contact centers.

Quarterly development

P&L data	Q4 2020	Q1 2021	Q2 2021	Q3 2021	Q4 2021	Q1 2022	Q2 2022	Q3 2022
Sales	3.3	3.3	3.4	3.3	3.6	3.6	3.5	3.6
yoy growth in %	2.8%	7.5%	9.6%	2.2%	10.3%	7.0%	2.7%	9.1%
Gross profit	3.3	3.3	3.4	3.3	3.6	3.6	3.5	3.6
Gross margin in %	100.0%	99.9%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
EBITDA	0.4	0.3	0.1	-0.2	-0.2	-0.4	-0.9	-0.3
EBITDA margin in %	13.4%	10.1%	1.5%	-6.5%	-5.8%	-10.8%	-26.3%	-7.6%
EBIT	0.3	0.2	-0.1	-0.4	-0.4	-0.6	-1.0	-0.8
EBIT margin in %	8.2%	5.2%	-4.1%	-11.7%	-10.6%	-15.7%	-27.2%	-22.3%
EBT	0.2	0.1	-0.2	-0.4	-0.4	-0.6	-1.0	-0.9
taxes paid	-0.1	0.2	0.2	0.5	-0.0	0.2	0.2	0.2
tax rate in %	-28.5%	120.3%	-105.4%	-116.7%	5.3%	-29.7%	-18.9%	-20.1%
net profit	0.3	-0.0	-0.3	-0.9	-0.4	-0.8	-1.2	-1.0
yoy growth in %	-89.1%	na%	na%	na%	na%	na%	na%	na%
EPS	0.12	-0.01	-0.15	-0.40	-0.17	-0.34	-0.53	-0.46

Source: Company data; AlsterResearch

Investment case in six charts

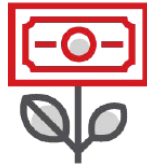
Equity story in a nutshell: Growth targets for 2025



500+
People

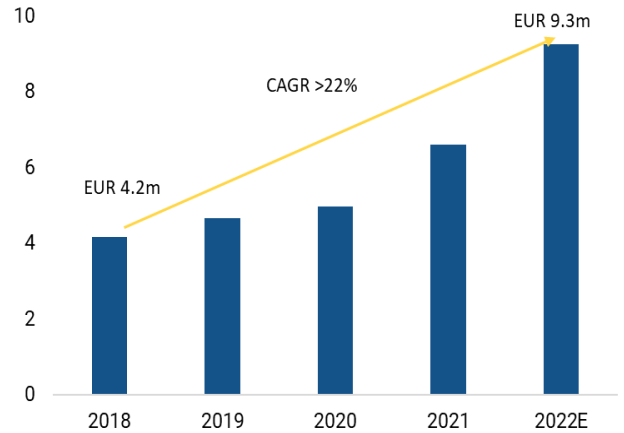


50m€+
Revenues

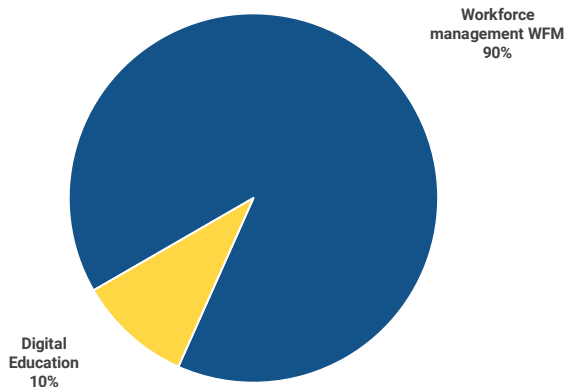


25%
EBIT Margin

Growing share of recurring revenues in % of total sales



Sales by product group in %



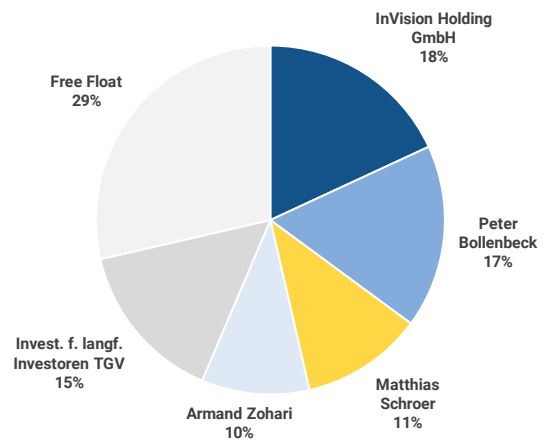
Serving customers in all industries



Active around the globe in six languages



Major shareholder



Source: Company data, AlsterResearch

Company background

InVision in a nutshell

InVision AG is a Germany-based information technology (IT) company and software developer. The company develops and markets products and services for workforce management (WFM) to ensure business output and working conditions. InVision is mainly active in Europe and the United States. Its core products and services are injixo (WFM software) and The Call Center School (Digital Education). injixo is a cloud-based workforce management suite for forecasting, scheduling, intraday management, and reporting, mainly in contact centers. In addition, The Call Center School offers an e-learning platform and training programs for contact centers. InVision was founded in 1995 and operates offices in Leipzig, Paris, London, Utrecht, Chicago, and Zurich. The headquarters are in Düsseldorf, Germany.

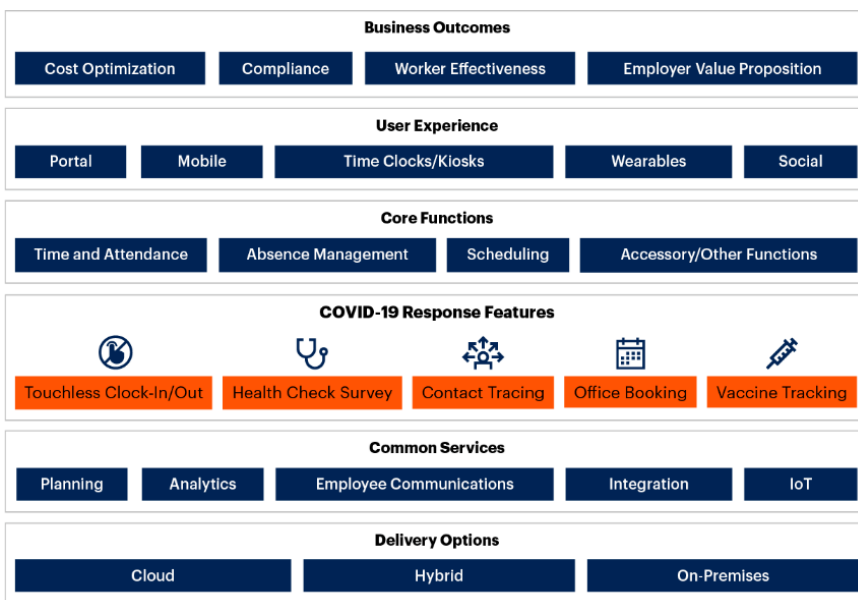
Products & services

InVision's core product 'injixo' is a workforce management solution. This WFM software can be explained in one sentence: **Ensure to have the right number of employees with the right skills in the right place at the right time!**

injixo – a workforce management software

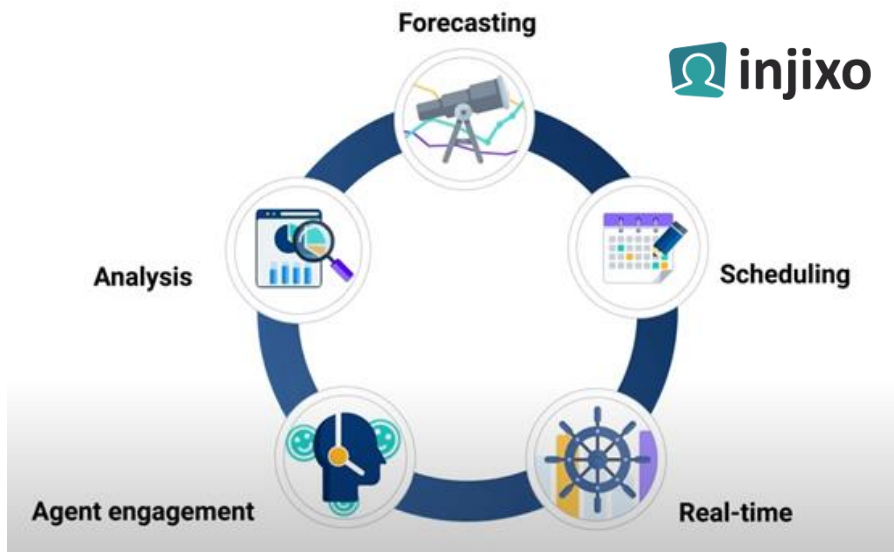
A quick and effective scheduling process is key to making the right business decisions, optimizing staff, and increasing efficiencies across teams. injixo is a workforce management software to schedule work hours for employees, and to give workers and managers a real-time visibility onto the schedule. This makes scheduling and organizing more efficient, fairer, and less personal for both parties. Managers can post and plan shifts far in advance and schedule employees based on their preferences.

WFM helps organizations to manage the operational deployment of their workers – overview of key features



Source: Gartner, AlsterResearch

injixo's core competence



Source: Company data, AlsterResearch

Some key functions of workforce management are....

- Workload Forecasting
- Schedule Optimization
- Intraday Management
- Employee Analytics
- Employee Empowerment

....which are leading to...

- Improved productivity
- Reduced time consumption
- Increased efficiency
- Stable and consistent workflows
- Reduced risks as costly errors are eliminated
- Increased employee engagement

...in customer's organizations.

WFM – experience for almost 30 years

The first InVision WFM solution was launched in 1995 as an on-premises solution, but InVision started early in migrating to a cloud-based version. Since 2011, the WFM software is available as software-as-a-service and can be utilized in 6 languages: German, English, French, Italian, Spanish and Dutch. This enables an almost global usage.

SaaS – migration into the cloud

In 2018, the company modified its sales structures. For several years now, InVision has been offering its core product injixo as a SaaS with monthly fees. The three pricing plans start with an entry-level product for 19 euros per user and month. The enterprise version can be adapted and integrated by individual factors to meet customer-specific needs. The majority of customers opt for the Advanced WFM version.

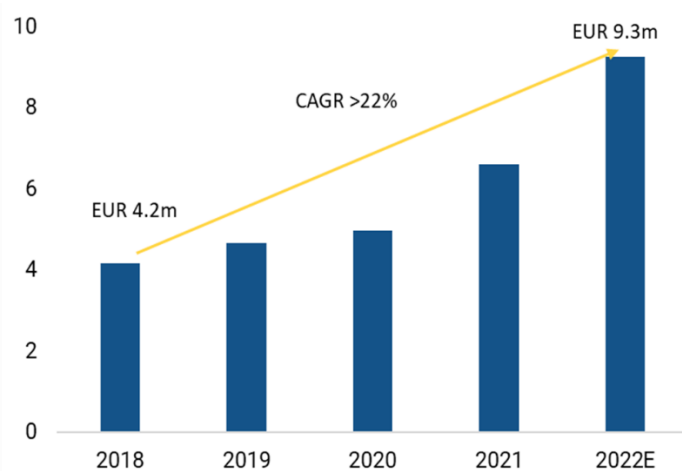
injixo is available in three versions

ESSENTIAL WFM	ADVANCED WFM	ENTERPRISE WFM
Start automating your WFM process	Maximize your WFM performance	Adapt WFM to meet any requirement
€299[€] /month	€699[€] /month	Let's talk
Book your demo	Book your demo	Contact Us
<ul style="list-style-type: none"> ✦ Onboarding package: from €2,000 ⓘ 👤 15 users included + Additional users: €9 per user/month ⓘ 	<ul style="list-style-type: none"> ✦ Onboarding package: from €5,000 ⓘ 👤 25 users included + Additional users: €19 per user/month ⓘ 	<ul style="list-style-type: none"> ✦ Tailored onboarding package 👤 Custom pricing
<p>Includes</p> <ul style="list-style-type: none"> ✓ Standard integrations for call data ⓘ ✓ Basic Forecast (automated) ⓘ ✓ Automated scheduling ⓘ ✓ Employee portal ✓ Dashboards ✓ Standard reports ✓ Email support ✓ Knowledge base ✓ Two-factor authentication 	<p>Includes</p> <ul style="list-style-type: none"> + Everything Essential WFM ✓ Standard integrations for agent status ⓘ ✓ Smart Forecast (AI-based) ⓘ ✓ Extended scheduling functionality ✓ Real-time adherence monitoring ✓ Real-time dashboards ✓ Reporting API ✓ Advanced user rights management ✓ Smart meeting planning ✓ Single Sign-On (SSO) ✓ Priority email support 	<p>Includes</p> <ul style="list-style-type: none"> + Everything Essential WFM + Everything Advanced WFM ✓ Time management ✓ Full API access ⓘ ✓ Data residency ✓ Custom DPA ✓ Custom IT compliance agreement ✓ Customization options available ⓘ ✓ Sandbox environment ✓ Phone & priority email support ✓ Dedicated consultant

Source: Company data, AlsterResearch

The migration of customers to the cloud has increased in recent years and today presents almost 50% of sales. The share of injixo's ARR (annual recurring revenue) is expected to grow further. This is a result of the SaaS business model, which is becoming increasingly visible in sales. Over the last quarters, the share of recurring revenues has increased significantly, while the 'historical' revenues of an on-premises software (licenses, maintenance, and service sales), are becoming smaller in the future. In the long term, no more significant turnover is expected from the historical on-premises business. In 2022E, the injixo ARR is expected to further grow by 40% yoy, which would lead to c. EUR 9.3m (eAR).

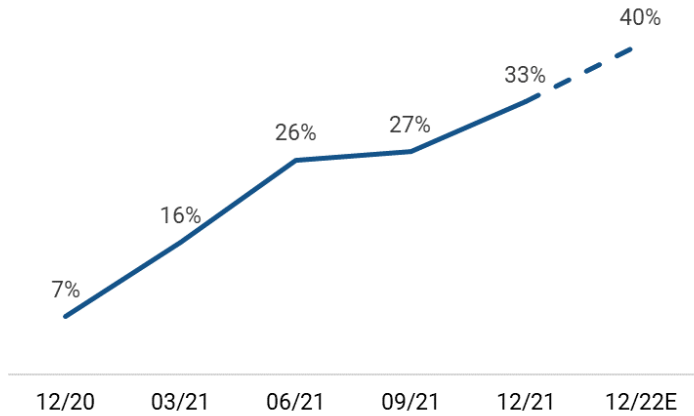
Increasing share of injixo ARR (annual recurring revenues; in EURm)



Source: Company data, AlsterResearch

After a changeover process from 2018 to 2020, a solid starting point has now been created to achieve sustainable growth and successively expand profitability in the future. It is noteworthy to highlight the continuous increase in the growth rate of the injixo's annualized revenue during the year 2021. The growth strategy was introduced in early 2021 and is already showing a sharp increase in the growth rate of the most important KPI: Annual Recurring Revenue (ARR).

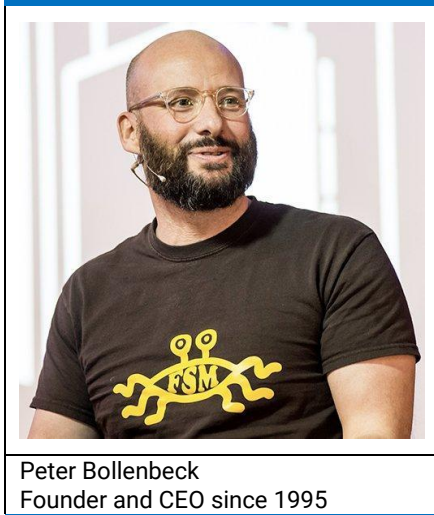
Impressive growth rates of injixo's ARR in 2021 (in %)



Source: Company data, AlsterResearch

Management

Mr. Bollenbeck is CEO and since 2018 sole board member of InVision. As one of the founding members, he has been the CEO of InVision since its beginnings in 1995. InVision's achievements can be attributed to Mr. Bollenbeck's entrepreneurial and leadership skills.

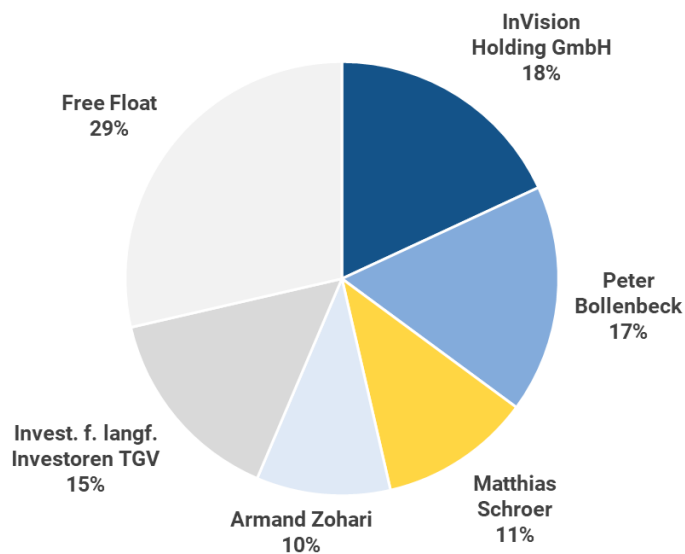


Source: Company data, AlsterResearch

Shareholders

Main shareholders in InVision are its founders Peter Bollenbeck, Matthias Schroer and Armand Zohari through their private ownership. InVision Holding GmbH which is owned and controlled by Mr. Bollenbeck holds 18% of shares outstanding, hence Mr. Bollenbeck holds in sum 35% of shares outstanding. In total, some 56% of shares (InVision Holding, Bollenbeck, Schroer, Zohari) are pooled by an agreement. Taking a further larger investor (c. 15% of shares outstanding) into account, a free float of 29% is held by the remaining investors.

Shareholder structure

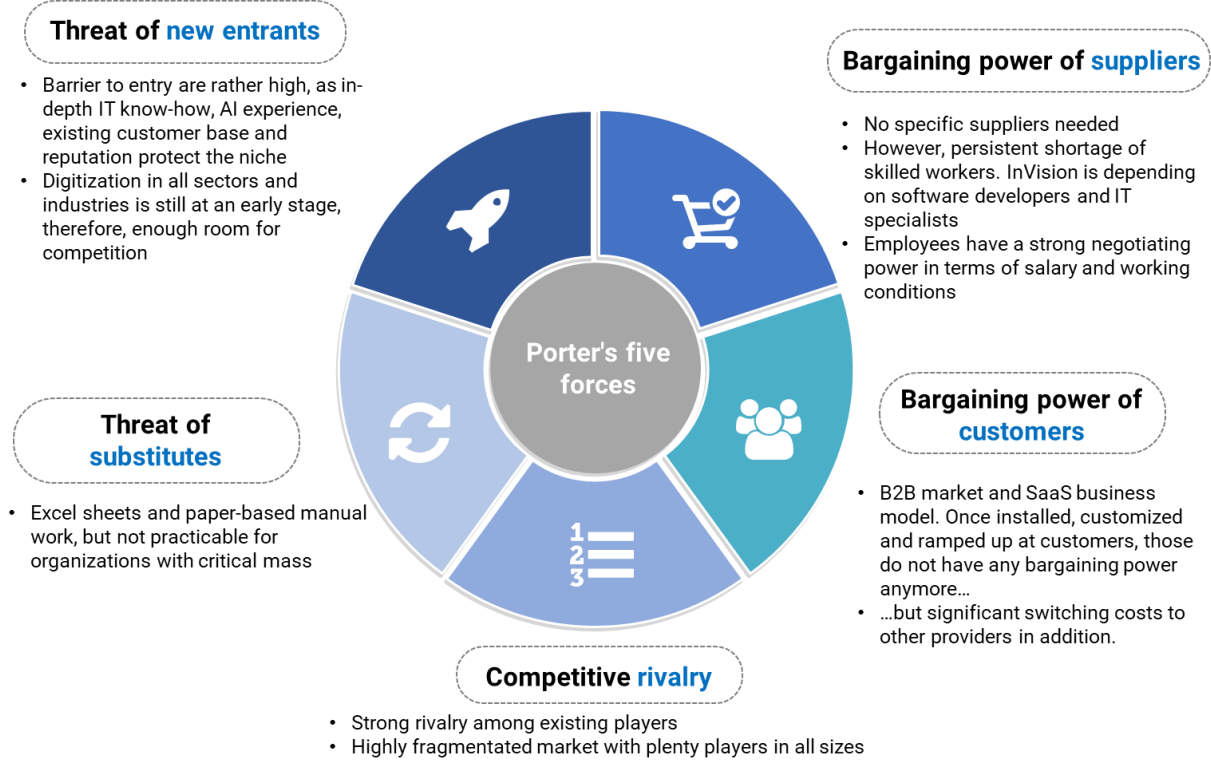


Source: Company data, AlsterResearch

Porter's five forces

To summarize the competitive landscape and InVision's positioning herein, a Porter's Five Forces has been conducted. The result is displayed below:

Fragmented market leaves ample room for specialized niche players



Source: AlsterResearch

SWOT analysis

Strengths

- Internationally experienced since 1995 and First Mover
- Offering AI-driven Software-as-a-Service (SaaS) since 2011
- Increasing share of recurring revenues (ARR)
- Platform business model at tipping point and ready to scale
- Proven track-record with well-known Blue-Chip clients

Weaknesses

- While customers come from all industries, the solution is still depending on workforce management in contact centers
- High cash-burn until break-even
- Single product company
- Modest sales performance in the recent years due to realignment process

Opportunities

- High sales growth opportunities at existing and new customers
- Launching injixo in new industries
- SaaS model is particularly interesting for smaller users, due to lower ramp-up costs and reduced barriers (greenfield market)
- Expanding the partner network provides access to a larger customer base; Plug-In solution enables distribution by partner network (e.g., Freshdesk)

Threats

- Available liquid funds for strategic progress may not be sufficient
- Intense competition
- Larger players offer the broader portfolio (one-stop-shops)
- New players could enter the market despite significant costs of development
- Decreasing number of call centers globally

Valuation

DCF Model

The DCF model results in a **fair value of EUR 34.08 per share**:

Top-line growth: We expect InVision AG to continue benefitting from structural growth. Hence our growth estimates for 2022E-2029E is in the range of 19.5% p.a. The long-term growth rate is set at 1.5%.

EBIT margins. Once the break-even was reached, the company is assumed to improve its margin steadily and reaching levels of more than 20%. This however are conservative assumptions, as 25% margins seem to be feasible.

WACC. The averaged 1-, 3- and 5-year historical equity beta is calculated as 1.10. Unlevering and correcting for mean reversion yields an asset beta of 0.95. Combined with a risk-free rate of 2.0% and an equity risk premium of 6.0% this yields cost of equity of 11.7%. With pre-tax cost of borrowing at 5.0%, a tax rate of 30.0% and target debt/equity of 1.0 this results in a long-term WACC of 7.6%.

DCF (EUR m) (except per share data and beta)	2022E	2023E	2024E	2025E	2026E	2027E	2028E	2029E	Terminal value
NOPAT	-3.9	-1.2	1.8	3.0	6.3	6.9	7.2	7.4	
Depreciation & amortization	0.6	0.5	0.5	0.5	0.6	0.7	0.8	0.9	
Change in working capital	-0.1	0.1	0.1	0.1	0.1	0.1	0.0	0.0	
Chg. in long-term provisions	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
Capex	-0.7	-0.8	-1.1	-1.5	-1.9	-2.1	-2.2	-2.3	
Cash flow	-4.0	-1.5	1.3	2.2	5.1	5.6	5.8	6.0	99.5
Present value	-3.9	-1.3	1.1	1.7	3.8	3.8	3.7	3.5	59.0
WACC	8.3%	8.1%	8.1%	7.9%	7.6%	7.6%	7.6%	7.6%	7.6%

DCF per share derived from	
Total present value	71.3
Mid-year adj. total present value	74.1
Net debt / cash at start of year	-0.0
Financial assets	2.1
Provisions and off b/s debt	0.0
Equity value	76.2
No. of shares outstanding	2.2
Discounted cash flow / share upside/(downside)	34.08 162.2%

DCF avg. growth and earnings assumptions	
Planning horizon avg. revenue growth (2022E-2029E)	19.5%
Terminal value growth (2029E - infinity)	1.5%
Terminal year ROCE	24.6%
Terminal year WACC	7.6%

Terminal WACC derived from	
Cost of borrowing (before taxes)	5.0%
Long-term tax rate	30.0%
Equity beta	1.10
Unlevered beta (industry or company)	0.95
Target debt / equity	1.0
Relevered beta	1.61
Risk-free rate	2.0%
Equity risk premium	6.0%
Cost of equity	11.7%

Share price	13.00
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Sensitivity analysis DCF

Change in WACC (%-points)	Long term growth					Share of present value	
	0.5%	1.0%	1.5%	2.0%	2.5%	2022E-2025E	2026E-2029E
	2.0%	22.1	23.1	24.3	25.6	27.0	-3.4%
1.0%	25.5	26.9	28.5	30.3	32.4		
0.0%	30.0	31.9	34.1	36.7	39.8		
-1.0%	35.9	38.7	41.9	45.9	50.9		82.7%
-2.0%	44.2	48.4	53.7	60.4	69.2		

Source: AlsterResearch

FCF Yield Model

Due to the fact that companies rarely bear sufficient resemblance to peers in terms of geographical exposure, size or competitive strength and in order to adjust for the pitfalls of weak long-term visibility, an Adjusted Free Cash Flow analysis (Adjusted FCF) has been conducted.

The adjusted Free Cash Flow Yield results in a fair value between EUR -21.73 per share based on 2022E and EUR 46.55 per share on 2026E estimates. **We value InVision AG halfway 2024E/2025E, which yields an average price target of EUR 34.00.** It thus supports the DCF based fair value calculations.

The main driver of this model is the level of return available to a controlling investor, influenced by the cost of that investors' capital (opportunity costs) and the purchase price – in this case the enterprise value of the company. Here, the adjusted FCF yield is used as a proxy for the required return and is defined as EBITDA less minority interest, taxes and investments required to maintain existing assets (maintenance capex).

FCF yield in EURm	2022E	2023E	2024E	2025E	2026E
EBITDA	-3.3	-0.8	2.6	4.3	9.6
- Maintenance capex	0.0	0.0	0.0	0.0	0.0
- Minorities	0.0	0.0	0.0	0.0	0.0
- tax expenses	0.0	-0.2	0.2	0.7	2.7
= Adjusted FCF	-3.3	-0.7	2.3	3.6	7.0
Actual Market Cap	29.1	29.1	29.1	29.1	29.1
+ Net debt (cash)	4.1	5.7	4.6	2.5	-2.5
+ Pension provisions	0.0	0.0	0.0	0.0	0.0
+ Off B/S financing	0.0	0.0	0.0	0.0	0.0
- Financial assets	2.1	2.1	2.1	2.1	2.1
- Acc. dividend payments	0.0	0.0	0.0	0.0	0.0
<i>EV Reconciliations</i>	2.0	3.6	2.5	0.4	-4.6
= Actual EV'	31.1	32.7	31.5	29.5	24.4
Adjusted FCF yield	-10.5%	-2.0%	7.4%	12.1%	28.5%
base hurdle rate	7.0%	7.0%	7.0%	7.0%	7.0%
ESG adjustment	0.0%	0.0%	0.0%	0.0%	0.0%
adjusted hurdle rate	7.0%	7.0%	7.0%	7.0%	7.0%
Fair EV	-46.6	-9.4	33.4	50.9	99.4
- <i>EV Reconciliations</i>	2.0	3.6	2.5	0.4	-4.6
Fair Market Cap	-48.6	-13.0	31.0	50.5	104.0
No. of shares (million)	2.2	2.2	2.2	2.2	2.2
Fair value per share in EUR	-21.73	-5.81	13.86	22.59	46.55
Premium (-) / discount (+)	-267.1%	-144.7%	6.6%	73.8%	258.1%

Sensitivity analysis FV

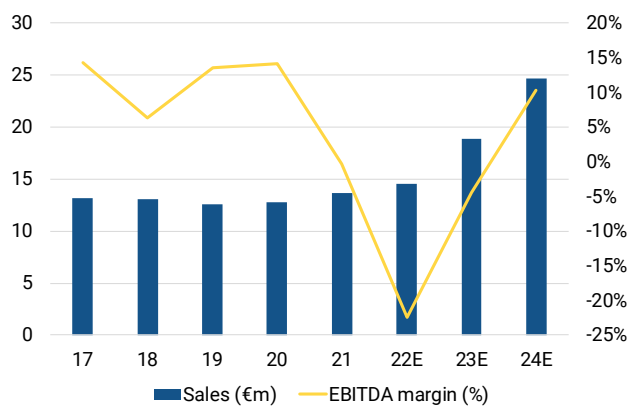
	5.0%	-30.1	-7.5	19.8	31.7	64.3
Adjusted hurdle rate	6.0%	-25.2	-6.5	16.4	26.4	54.0
	7.0%	-21.7	-5.8	13.9	22.6	46.5
	8.0%	-19.1	-5.3	12.0	19.7	41.0
	9.0%	-17.1	-4.9	10.5	17.5	36.7

Source: Company data; AlsterResearch

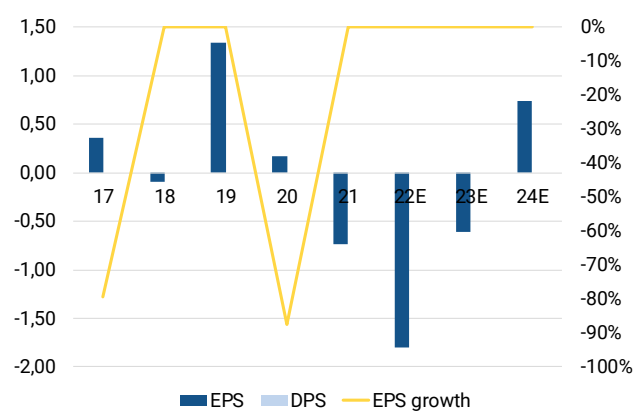
Simply put, the model assumes that investors require companies to generate a minimum return on the investor's purchase price. The required after-tax return equals the model's hurdle rate of 7.0%. Anything less suggests the stock is expensive; anything more suggests the stock is cheap. **ESG adjustments might be applicable, based on the overall Leeway ESG Score. A high score indicates high awareness for environmental, social or governance issues and thus might lower the overall risk an investment in the company might carry. A low score on the contrary might increase the risk of an investment and might therefore trigger a higher required hurdle rate.**

Financials in six charts

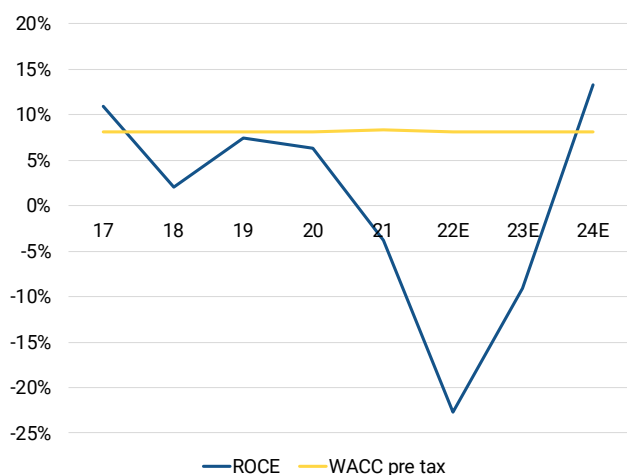
Sales vs. EBITDA margin development



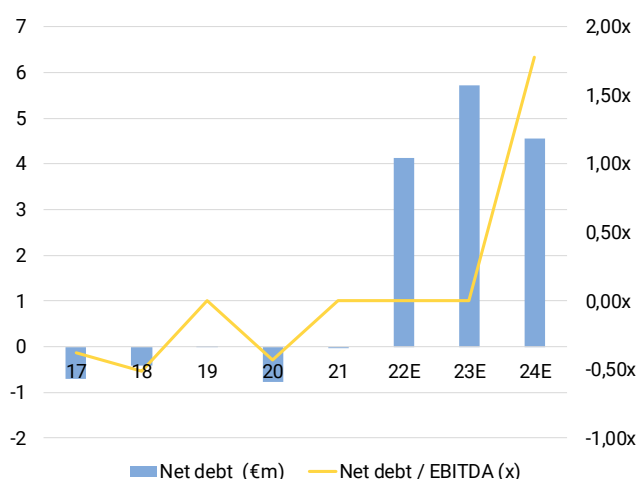
EPS, DPS in EUR & yoy EPS growth



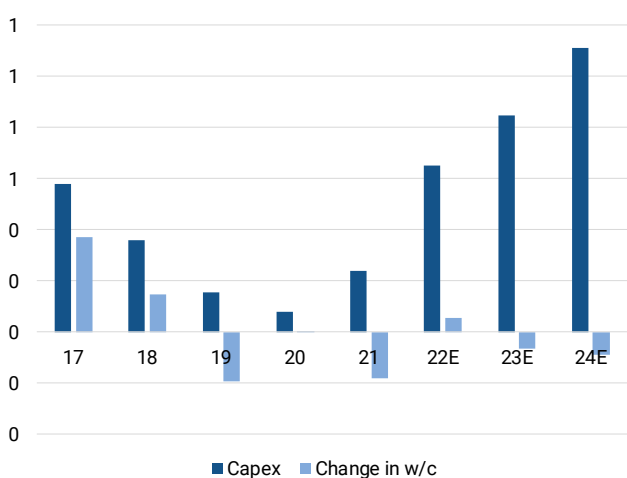
ROCE vs. WACC (pre tax)



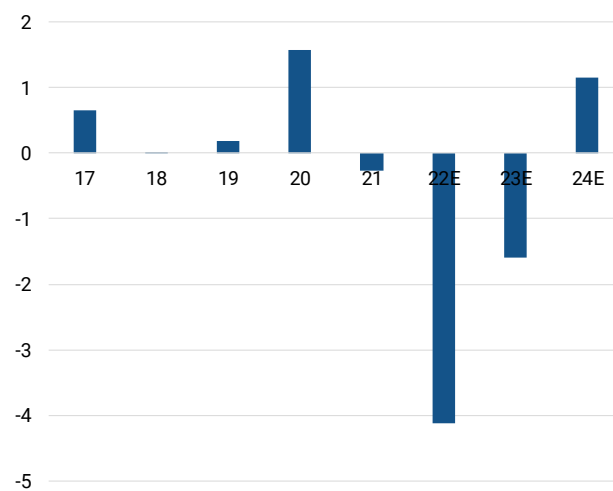
Net debt and net debt/EBITDA



Capex & chgn in w/c requirements in EURm



Free Cash Flow in EURm



Source: Company data; AlsterResearch

Financials

Profit and loss (EUR m)	2019	2020	2021	2022E	2023E	2024E
Net sales	12.6	12.8	13.7	14.5	18.9	24.7
Sales growth	-3.4%	1.1%	7.4%	6.0%	30.0%	31.0%
Change in finished goods and work-in-process	0.0	0.0	0.0	0.0	0.0	0.0
Total sales	12.6	12.8	13.7	14.5	18.9	24.7
Material expenses	0.0	0.0	0.0	0.3	0.4	0.5
Gross profit	12.6	12.8	13.7	14.2	18.5	24.2
Other operating income	0.1	0.1	0.1	0.1	0.1	0.1
Personnel expenses	8.2	8.7	10.5	13.2	17.2	19.8
Other operating expenses	2.9	2.3	3.3	4.4	2.3	2.0
EBITDA	1.7	1.8	-0.0	-3.3	-0.8	2.6
Depreciation	0.1	0.1	0.1	0.2	0.2	0.2
EBITA	1.6	1.7	-0.2	-3.4	-1.0	2.4
Amortisation of goodwill and intangible assets	0.6	0.5	0.6	0.4	0.4	0.3
EBIT	1.0	1.1	-0.7	-3.9	-1.4	2.0
Financial result	-0.1	-0.1	-0.1	-0.2	-0.2	-0.2
Recurring pretax income from continuing operations	0.9	1.0	-0.8	-4.0	-1.5	1.9
Extraordinary income/loss	0.0	-0.0	0.0	0.0	0.0	0.0
Earnings before taxes	0.9	1.0	-0.8	-4.0	-1.5	1.9
Taxes	-2.1	0.6	0.8	0.0	-0.2	0.2
Net income from continuing operations	3.0	0.4	-1.6	-4.0	-1.4	1.7
Result from discontinued operations (net of tax)	0.0	0.0	0.0	0.0	0.0	0.0
Net income	3.0	0.4	-1.6	-4.0	-1.4	1.7
Minority interest	0.0	0.0	0.0	0.0	0.0	0.0
Net profit (reported)	3.0	0.4	-1.6	-4.0	-1.4	1.7
Average number of shares	2.23	2.23	2.23	2.23	2.23	2.23
EPS reported	1.34	0.17	-0.73	-1.80	-0.61	0.74

Profit and loss (common size)	2019	2020	2021	2022E	2023E	2024E
Net sales	100%	100%	100%	100%	100%	100%
Change in finished goods and work-in-process	0%	0%	0%	0%	0%	0%
Total sales	100%	100%	100%	100%	100%	100%
Material expenses	0%	0%	0%	2%	2%	2%
Gross profit	100%	100%	100%	98%	98%	98%
Other operating income	1%	1%	0%	1%	0%	1%
Personnel expenses	65%	68%	77%	91%	91%	80%
Other operating expenses	23%	18%	24%	30%	12%	8%
EBITDA	14%	14%	-0%	-22%	-4%	10%
Depreciation	1%	1%	1%	1%	1%	1%
EBITA	12%	13%	-1%	-24%	-5%	10%
Amortisation of goodwill and intangible assets	5%	4%	4%	3%	2%	1%
EBIT	8%	9%	-5%	-27%	-7%	8%
Financial result	-1%	-1%	-1%	-1%	-1%	-1%
Recurring pretax income from continuing operations	7%	8%	-6%	-28%	-8%	8%
Extraordinary income/loss	0%	-0%	0%	0%	0%	0%
Earnings before taxes	7%	8%	-6%	-28%	-8%	8%
Taxes	-17%	5%	6%	0%	-1%	1%
Net income from continuing operations	24%	3%	-12%	-28%	-7%	7%
Result from discontinued operations (net of tax)	0%	0%	0%	0%	0%	0%
Net income	24%	3%	-12%	-28%	-7%	7%
Minority interest	0%	0%	0%	0%	0%	0%
Net profit (reported)	24%	3%	-12%	-28%	-7%	7%

Source: Company data; AlsterResearch

Balance sheet (EUR m)	2019	2020	2021	2022E	2023E	2024E
Intangible assets (excl. Goodwill)	1.8	1.6	1.5	1.2	1.1	1.2
Goodwill	0.0	0.0	0.0	0.0	0.0	0.0
Property, plant and equipment	8.9	8.6	8.3	8.6	8.9	9.5
Financial assets	3.5	2.8	2.1	2.1	2.1	2.1
FIXED ASSETS	14.3	13.0	11.9	11.9	12.2	12.8
Inventories	0.0	0.0	0.0	0.0	0.0	0.0
Accounts receivable	1.2	1.0	1.3	1.2	1.6	2.0
Other current assets	0.0	0.4	0.3	0.3	0.3	0.3
Liquid assets	2.6	7.8	6.3	3.9	2.3	3.4
Deferred taxes	0.0	0.0	0.0	0.0	0.0	0.0
Deferred charges and prepaid expenses	0.1	0.2	0.2	0.2	0.3	0.4
CURRENT ASSETS	4.0	9.4	8.1	5.6	4.4	6.1
TOTAL ASSETS	18.2	22.4	20.0	17.5	16.6	18.9
SHAREHOLDERS EQUITY	13.1	13.4	11.9	7.8	6.5	8.1
MINORITY INTEREST	0.0	0.0	0.0	0.0	0.0	0.0
Long-term debt	2.0	5.9	6.1	8.0	8.0	8.0
Provisions for pensions and similar obligations	0.0	0.0	0.0	0.0	0.0	0.0
Other provisions	0.0	0.0	0.0	0.0	0.0	0.0
Non-current liabilities	2.0	5.9	6.1	8.0	8.0	8.0
short-term liabilities to banks	0.7	1.1	0.2	0.0	0.0	0.0
Accounts payable	0.2	0.1	0.2	0.0	0.0	0.0
Advance payments received on orders	0.6	0.6	0.8	0.0	0.0	0.0
Other liabilities (incl. from lease and rental contracts)	1.6	1.2	0.5	1.5	1.9	2.5
Deferred taxes	0.0	0.0	0.0	0.0	0.0	0.0
Deferred income	0.1	0.1	0.3	0.2	0.2	0.3
Current liabilities	3.1	3.1	2.0	1.6	2.1	2.8
TOTAL LIABILITIES AND SHAREHOLDERS EQUITY	18.2	22.4	20.0	17.5	16.6	18.9

Balance sheet (common size)	2019	2020	2021	2022E	2023E	2024E
Intangible assets (excl. Goodwill)	10%	7%	7%	7%	7%	6%
Goodwill	0%	0%	0%	0%	0%	0%
Property, plant and equipment	49%	38%	41%	49%	54%	50%
Financial assets	19%	13%	11%	12%	13%	11%
FIXED ASSETS	78%	58%	59%	68%	74%	68%
Inventories	0%	0%	0%	0%	0%	0%
Accounts receivable	6%	4%	7%	7%	9%	11%
Other current assets	0%	2%	1%	2%	2%	1%
Liquid assets	14%	35%	32%	22%	14%	18%
Deferred taxes	0%	0%	0%	0%	0%	0%
Deferred charges and prepaid expenses	1%	1%	1%	1%	2%	2%
CURRENT ASSETS	22%	42%	41%	32%	26%	32%
TOTAL ASSETS	100%	100%	100%	100%	100%	100%
SHAREHOLDERS EQUITY	72%	60%	59%	45%	39%	43%
MINORITY INTEREST	0%	0%	0%	0%	0%	0%
Long-term debt	11%	26%	31%	46%	48%	42%
Provisions for pensions and similar obligations	0%	0%	0%	0%	0%	0%
Other provisions	0%	0%	0%	0%	0%	0%
Non-current liabilities	11%	26%	31%	46%	48%	42%
short-term liabilities to banks	4%	5%	1%	0%	0%	0%
Accounts payable	1%	0%	1%	0%	0%	0%
Advance payments received on orders	3%	2%	4%	0%	0%	0%
Other liabilities (incl. from lease and rental contracts)	9%	5%	3%	8%	11%	13%
Deferred taxes	0%	0%	0%	0%	0%	0%
Deferred income	1%	1%	2%	1%	1%	2%
Current liabilities	17%	14%	10%	9%	13%	15%
TOTAL LIABILITIES AND SHAREHOLDERS EQUITY	100%	100%	100%	100%	100%	100%

Source: Company data; AlsterResearch

Cash flow statement (EUR m)	2019	2020	2021	2022E	2023E	2024E
Net profit/loss	3.0	0.4	-1.6	-4.0	-1.4	1.7
Depreciation of fixed assets (incl. leases)	0.7	0.7	0.7	0.2	0.2	0.2
Amortisation of goodwill	0.0	0.0	0.0	0.0	0.0	0.0
Amortisation of intangible assets	0.0	0.0	0.0	0.4	0.4	0.3
Others	-3.6	0.6	0.7	0.0	0.0	0.0
Cash flow from operations before changes in w/c	0.1	1.7	-0.2	-3.4	-0.8	2.2
Increase/decrease in inventory	0.0	0.0	0.0	0.0	0.0	0.0
Increase/decrease in accounts receivable	0.2	0.2	-0.3	0.1	-0.4	-0.5
Increase/decrease in accounts payable	-0.1	-0.1	0.1	-0.2	0.0	0.0
Increase/decrease in other w/c positions	0.1	-0.1	0.4	-0.0	0.4	0.6
Increase/decrease in working capital	0.2	-0.0	0.2	-0.1	0.1	0.1
Cash flow from operating activities	0.3	1.7	-0.0	-3.5	-0.8	2.3
CAPEX	-0.2	-0.1	-0.2	-0.7	-0.8	-1.1
Payments for acquisitions	0.0	0.0	0.0	0.0	0.0	0.0
Financial investments	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
Cash flow from investing activities	-0.1	-0.1	-0.2	-0.7	-0.8	-1.1
Cash flow before financing	0.2	1.6	-0.3	-4.1	-1.6	1.2
Increase/decrease in debt position	0.6	4.3	-0.7	1.7	0.0	0.0
Purchase of own shares	0.0	0.0	0.0	0.0	0.0	0.0
Capital measures	0.0	0.0	0.0	0.0	0.0	0.0
Dividends paid	0.0	0.0	0.0	0.0	0.0	0.0
Others	0.0	0.0	0.0	0.0	0.0	0.0
Effects of exchange rate changes on cash	0.0	-0.0	0.0	0.0	0.0	0.0
Cash flow from financing activities	0.6	4.3	-0.6	1.7	0.0	0.0
Increase/decrease in liquid assets	0.8	5.9	-0.9	-2.5	-1.6	1.2
Liquid assets at end of period	2.6	7.8	6.3	3.9	2.3	3.4

Source: Company data; AlsterResearch

Ratios	2019	2020	2021	2022E	2023E	2024E
Per share data						
Earnings per share reported	1.34	0.17	-0.73	-1.80	-0.61	0.74
Cash flow per share	0.08	0.68	-0.07	-1.55	-0.34	1.01
Book value per share	5.87	6.00	5.31	3.51	2.90	3.65
Dividend per share	0.00	0.00	0.00	0.00	0.00	0.00
Valuation						
P/E	9.7x	77.9x	-17.8x	-7.2x	-21.4x	17.5x
P/CF	153.6x	19.0x	-179.5x	-8.4x	-38.7x	12.8x
P/BV	2.2x	2.2x	2.4x	3.7x	4.5x	3.6x
Dividend yield (%)	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
FCF yield (%)	0.7%	5.3%	-0.6%	-12.0%	-2.6%	7.8%
EV/Sales	2.3x	2.2x	2.1x	2.3x	1.8x	1.4x
EV/EBITDA	16.9x	15.7x	-811.9x	-10.2x	-41.4x	13.1x
EV/EBIT	29.6x	24.9x	-39.4x	-8.6x	-25.1x	16.5x
Income statement (EURm)						
Sales	12.6	12.8	13.7	14.5	18.9	24.7
yoy chg in %	-3.4%	1.1%	7.4%	6.0%	30.0%	31.0%
Gross profit	12.6	12.8	13.7	14.2	18.5	24.2
Gross margin in %	100.0%	100.0%	100.0%	98.0%	98.0%	98.0%
EBITDA	1.7	1.8	-0.0	-3.3	-0.8	2.6
EBITDA margin in %	13.6%	14.1%	-0.3%	-22.5%	-4.5%	10.4%
EBIT	1.0	1.1	-0.7	-3.9	-1.4	2.0
EBIT margin in %	7.8%	8.9%	-5.4%	-26.6%	-7.3%	8.3%
Net profit	3.0	0.4	-1.6	-4.0	-1.4	1.7
Cash flow statement (EURm)						
CF from operations	0.3	1.7	-0.0	-3.5	-0.8	2.3
Capex	-0.2	-0.1	-0.2	-0.7	-0.8	-1.1
Maintenance Capex	0.1	0.1	0.1	0.0	0.0	0.0
Free cash flow	0.2	1.6	-0.3	-4.1	-1.6	1.2
Balance sheet (EURm)						
Intangible assets	1.8	1.6	1.5	1.2	1.1	1.2
Tangible assets	8.9	8.6	8.3	8.6	8.9	9.5
Shareholders' equity	13.1	13.4	11.9	7.8	6.5	8.1
Pension provisions	0.0	0.0	0.0	0.0	0.0	0.0
Liabilities and provisions	2.6	7.0	6.3	8.0	8.0	8.0
Net financial debt	0.0	-0.8	-0.0	4.1	5.7	4.6
w/c requirements	0.4	0.4	0.4	1.2	1.6	2.0
Ratios						
ROE	22.8%	2.8%	-13.8%	-51.2%	-20.9%	20.3%
ROCE	6.2%	5.6%	-4.1%	-24.4%	-9.5%	12.7%
Net gearing	0.1%	-5.8%	-0.0%	52.5%	88.1%	56.0%
Net debt / EBITDA	0.0x	-0.4x	0.2x	-1.3x	-6.8x	1.8x

Source: Company data; AlsterResearch

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