

Buy (old: Buy)

06.04.2023

EUR 9.50 (old: EUR 10.00)

### Weak FY22 figures, but promising strategic initiatives; chg

Last week, LAIQON published its final FY22 figures that came in weak, but slightly better than expected: (Note: In "as-if" figures, BV Holding AG is fully consolidated from 04/22 onwards, Lange Assets from 07/22 and Selection Asset Management from 12/22)

- **FY22 as if sales came in at € 26.8m**, in line with our estimates and the company's prelims of € 26.3m, while reported sales of only € 21.6m are 17% below previous year's figures. The weak numbers are mainly due to overall weaker markets in FY22 resulting in 1) lower than planned AuM growth (inflows still overcompensated for performance-related AuM declines) and 2) no substantial performance fees (€ 0.8m vs. € 9.3m in FY21).
- **FY22 as if EBITDA of € -6.0m** (vs. € 4.6m in FY21) is € 0.6m better than expected (eNuW old / prelims: € -6.6m). Still, reported EBITDA was even weaker with € -9.9m, driven by high one-off costs for the merger and the integration of BV Holding and growney (€ 14.1m other operating costs, including c. € 5.3m legal and consulting costs) as well as high personnel costs of € 17.1m (vs € 11.3m in FY21).

Positively, AuM's of € 5.7bn are fully in line with our expectation (eNuW: € 5.7bn), sales are mostly recurring revenues based on AuM's and one-off costs of the mergers and the integration process that burdened bottom line in FY22 should disappear in FY23. Still, personnel expenses are high and should even increase in FY23 due to the full consolidation of BV Holding.

Going forward, the **platform thinking** and the **customer centricity**, which are essential components of the strategy GROWTH 25, should help to fuel AuM inflows. The **AuM guidance of € 8-10bn**, implying a 15% CAGR 2022-25e, looks absolutely reasonable. Nevertheless, the **2025 EBITDA margin guidance of >45%** (which includes potential performance fees) looks too ambitious in our view. In order to be more conservative, we are expecting an EBITDA margin of only 11% as we exclude performance fees.

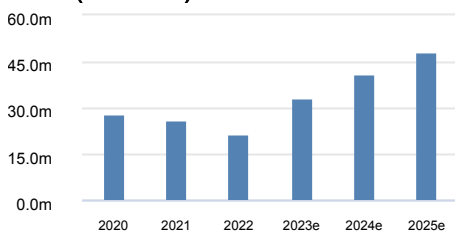
Tailwinds should come from **global stock markets' good start into 2023**, which look set to fuel AuM and potentially unlock performance fees (not in our estimates) and from the joint venture "meine Bayerische Vermögen" that could be seen as blue-print for other joint ventures with the Volksbanken space.

**BUY** with a reduced **PT of € 9.50** (old: € 10) 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%	-7.4%	-1.8%	2.2%
EV/sales	4.4	4.4	7.2	4.9	4.0	3.4
EV/EBITDA	17.4	25.0	-15.7	-101.7	53.3	22.4
PER	-155.1	20.7	-14.3	-22.6	-185.6	720.1
Adjusted FCF yield	4.8%	-0.6%	-5.5%	-3.0%	0.5%	1.1%

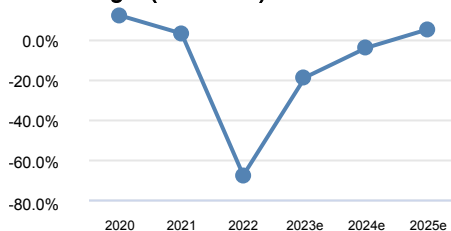
Source: Company data, NuWays, Close price as of 05.04.2023

#### Sales (2020-25e)



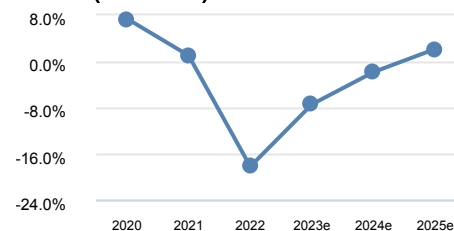
Source: NuWays Research

#### EBIT margin (2020-25e)



Source: NuWays Research

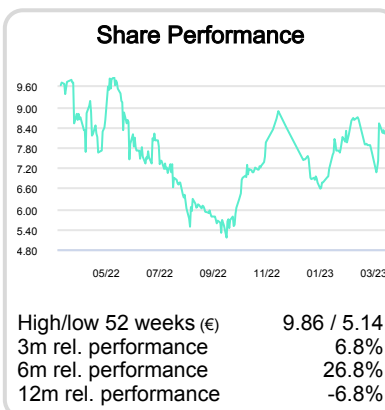
#### ROCE (2020-25e)



Source: NuWays Research

#### 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.



#### Market data

Share price (in €)	8.20
Market cap (in € m)	143.4
Number of shares (in m pcs)	17.5
Enterprise value (in € m)	163.8
Ø trading volume (6 months)	12,000

#### Identifier

Bloomberg	LQAG GR
Reuters	L1OGK
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

	2023e	2024e	2025e
Sales	0%	0%	0%
EBIT	-58%	-90%	27%
EPS	-242%	67%	121%

- #### Comment on changes
- Reduced FY22 figures to reflect reported instead of "as-if" numbers
  - OPEX for FY23 and FY24 are up to reflect a higher cost base after the consolidation of BV Holding

#### Guidance

- AuM: € 5.5-6bn

## Financials

Profit and loss (EUR m)	2020	2021	2022	2023e	2024e	2025e
<b>Net sales</b>	<b>27.7</b>	<b>26.1</b>	<b>21.6</b>	<b>33.4</b>	<b>41.1</b>	<b>48.3</b>
<i>Sales growth</i>	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
<b>Total sales</b>	<b>27.7</b>	<b>26.1</b>	<b>21.6</b>	<b>33.4</b>	<b>41.1</b>	<b>48.3</b>
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
<b>Total operating expenses</b>	<b>20.8</b>	<b>21.5</b>	<b>31.5</b>	<b>35.0</b>	<b>38.0</b>	<b>40.9</b>
<b>EBITDA</b>	<b>7.0</b>	<b>4.6</b>	<b>-9.9</b>	<b>-1.6</b>	<b>3.1</b>	<b>7.4</b>
Depreciation	1.8	1.6	2.0	2.0	2.1	2.1
<b>EBITA</b>	<b>5.2</b>	<b>3.0</b>	<b>-11.9</b>	<b>-3.7</b>	<b>1.0</b>	<b>5.2</b>
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
<b>EBIT (inc revaluation net)</b>	<b>3.2</b>	<b>0.7</b>	<b>-14.7</b>	<b>-6.4</b>	<b>-1.8</b>	<b>2.3</b>
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
<b>Recurring pretax income from continuing operations</b>	<b>-2.9</b>	<b>6.5</b>	<b>-16.2</b>	<b>-8.0</b>	<b>-3.4</b>	<b>0.7</b>
Extraordinary income/loss	0.0	0.0	0.0	0.0	0.0	0.0
<b>Earnings before taxes</b>	<b>-2.9</b>	<b>6.5</b>	<b>-16.2</b>	<b>-8.0</b>	<b>-3.4</b>	<b>0.7</b>
Income tax expense	-4.0	-0.2	-5.7	-2.0	-3.0	0.1
<b>Net income from continuing operations</b>	<b>1.0</b>	<b>6.7</b>	<b>-10.4</b>	<b>-6.0</b>	<b>-0.4</b>	<b>0.5</b>
Income from discontinued operations (net of tax)	0.0	0.0	0.0	0.0	0.0	0.0
<b>Net income</b>	<b>1.0</b>	<b>6.7</b>	<b>-10.4</b>	<b>-6.0</b>	<b>-0.4</b>	<b>0.5</b>
Minority interest	1.7	1.5	-0.4	0.4	0.4	0.4
<b>Net profit (reported)</b>	<b>-0.7</b>	<b>5.3</b>	<b>-10.1</b>	<b>-6.3</b>	<b>-0.8</b>	<b>0.2</b>
Average number of shares	13.3	13.3	15.4	17.5	17.5	17.5
<b>EPS reported</b>	<b>-0.05</b>	<b>0.40</b>	<b>-0.65</b>	<b>-0.36</b>	<b>-0.04</b>	<b>0.01</b>

Profit and loss (common size)	2020	2021	2022	2023e	2024e	2025e
<b>Net sales</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>
<i>Sales growth</i>	<i>n.a.</i>	<i>n.a.</i>	<i>n.a.</i>	<i>n.a.</i>	<i>n.a.</i>	<i>n.a.</i>
Increase/decrease in finished goods and work-in-process	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
<b>Total sales</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>
Other operating income	4.2%	6.7%	15.7%	14.8%	6.4%	5.5%
Material expenses	3.9%	10.3%	17.0%	16.0%	17.1%	18.1%
Personnel expenses	42.3%	43.4%	79.3%	65.5%	53.9%	46.2%
Other operating expenses	33.0%	35.3%	65.5%	38.1%	27.8%	26.1%
<b>Total operating expenses</b>	<b>74.9%</b>	<b>82.4%</b>	<b>146.1%</b>	<b>104.8%</b>	<b>92.4%</b>	<b>84.8%</b>
<b>EBITDA</b>	<b>25.1%</b>	<b>17.6%</b>	<b>-46.1%</b>	<b>-4.8%</b>	<b>7.6%</b>	<b>15.2%</b>
Depreciation	6.4%	6.2%	9.2%	6.1%	5.1%	4.4%
<b>EBITA</b>	<b>18.7%</b>	<b>11.4%</b>	<b>-55.3%</b>	<b>-10.9%</b>	<b>2.5%</b>	<b>10.8%</b>
Amortisation of goodwill	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Amortisation of intangible assets	7.2%	8.8%	12.6%	8.3%	6.9%	6.1%
Impairment charges	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
<b>EBIT (inc revaluation net)</b>	<b>11.6%</b>	<b>2.6%</b>	<b>-67.9%</b>	<b>-19.3%</b>	<b>-4.5%</b>	<b>4.7%</b>
Interest income	0.0%	0.4%	0.5%	0.4%	0.3%	0.3%
Interest expenses	27.7%	37.7%	18.0%	11.9%	10.0%	8.7%
Investment income	5.5%	59.7%	10.5%	6.9%	5.8%	5.0%
Financial result	neg.	22.4%	neg.	neg.	neg.	neg.
<b>Recurring pretax income from continuing operations</b>	<b>-10.6%</b>	<b>25.0%</b>	<b>-75.0%</b>	<b>-23.9%</b>	<b>-8.3%</b>	<b>1.4%</b>
Extraordinary income/loss	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
<b>Earnings before taxes</b>	<b>-10.6%</b>	<b>25.0%</b>	<b>-75.0%</b>	<b>-23.9%</b>	<b>-8.3%</b>	<b>1.4%</b>
Income tax expense	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
<b>Net income from continuing operations</b>	<b>3.7%</b>	<b>25.8%</b>	<b>-48.3%</b>	<b>-17.9%</b>	<b>-1.0%</b>	<b>1.1%</b>
Income from discontinued operations (net of tax)	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
<b>Net income</b>	<b>3.7%</b>	<b>25.8%</b>	<b>-48.3%</b>	<b>-17.9%</b>	<b>-1.0%</b>	<b>1.1%</b>
Minority interest	6.2%	5.7%	-1.7%	1.0%	0.9%	0.7%
<b>Net profit (reported)</b>	<b>-2.5%</b>	<b>20.1%</b>	<b>-46.6%</b>	<b>-19.0%</b>	<b>-1.9%</b>	<b>0.4%</b>

Source: Company data, NuWays

Balance sheet (EUR m)	2020	2021	2022	2023e	2024e	2025e
<b>Intangible assets</b>	<b>56.2</b>	<b>54.8</b>	<b>90.3</b>	<b>88.1</b>	<b>85.9</b>	<b>83.7</b>
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
<b>FIXED ASSETS</b>	<b>75.4</b>	<b>73.8</b>	<b>102.5</b>	<b>103.8</b>	<b>105.6</b>	<b>107.9</b>
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	11.5	14.2	20.7
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
<b>CURRENT ASSETS</b>	<b>38.3</b>	<b>43.2</b>	<b>37.4</b>	<b>44.0</b>	<b>50.1</b>	<b>60.0</b>
<b>TOTAL ASSETS</b>	<b>113.7</b>	<b>117.0</b>	<b>139.8</b>	<b>147.8</b>	<b>155.8</b>	<b>167.9</b>
<b>SHAREHOLDERS EQUITY</b>	<b>37.9</b>	<b>43.3</b>	<b>66.6</b>	<b>60.3</b>	<b>59.5</b>	<b>59.7</b>
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
Accounts receivable	20.0	6.2	9.9	15.4	18.9	22.2
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
<b>Current liabilities</b>	<b>38.1</b>	<b>31.4</b>	<b>25.2</b>	<b>31.2</b>	<b>34.9</b>	<b>40.8</b>
<b>TOTAL LIABILITIES AND SHAREHOLDERS EQUITY</b>	<b>115.5</b>	<b>117.0</b>	<b>139.8</b>	<b>147.8</b>	<b>155.8</b>	<b>167.8</b>
<b>Balance sheet (common size)</b>	<b>2020</b>	<b>2021</b>	<b>2022</b>	<b>2023e</b>	<b>2024e</b>	<b>2025e</b>
<b>Intangible assets</b>	<b>49.4%</b>	<b>46.8%</b>	<b>64.6%</b>	<b>59.6%</b>	<b>55.2%</b>	<b>49.9%</b>
Property, plant and equipment	10.1%	8.5%	7.5%	9.4%	11.5%	13.4%
Financial assets	6.7%	7.8%	1.3%	1.2%	1.1%	1.0%
<b>FIXED ASSETS</b>	<b>66.3%</b>	<b>63.1%</b>	<b>73.3%</b>	<b>70.3%</b>	<b>67.8%</b>	<b>64.3%</b>
Inventories	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Accounts receivable	17.6%	5.3%	7.1%	10.4%	12.2%	13.2%
Other assets and short-term financial assets	2.3%	8.5%	0.6%	0.6%	0.6%	0.5%
Liquid assets	5.7%	14.0%	7.4%	7.8%	9.1%	12.3%
Deferred taxes	8.0%	9.2%	11.5%	10.9%	10.4%	9.6%
Deferred charges and prepaid expenses	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
<b>CURRENT ASSETS</b>	<b>33.7%</b>	<b>36.9%</b>	<b>26.7%</b>	<b>29.7%</b>	<b>32.2%</b>	<b>35.7%</b>
<b>TOTAL ASSETS</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>
<b>SHAREHOLDERS EQUITY</b>	<b>32.8%</b>	<b>37.0%</b>	<b>47.6%</b>	<b>40.8%</b>	<b>38.2%</b>	<b>35.6%</b>
MINORITY INTEREST	4.2%	4.4%	3.9%	3.4%	3.5%	3.5%
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%	1.4%	1.2%	1.0%
Accounts payable	26.2%	21.7%	15.5%	18.1%	19.1%	20.8%
Accounts receivable	17.3%	5.3%	7.1%	10.4%	12.2%	13.3%
Other liabilities (incl. from lease and rental contracts)	6.8%	5.2%	2.5%	2.9%	3.4%	3.5%
Deferred taxes	12.5%	10.4%	12.2%	11.5%	10.9%	10.2%
Deferred income	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
<b>Current liabilities</b>	<b>33.0%</b>	<b>26.8%</b>	<b>18.0%</b>	<b>21.1%</b>	<b>22.4%</b>	<b>24.3%</b>
<b>TOTAL LIABILITIES AND SHAREHOLDERS EQUITY</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>

Source: Company data, NuWays

Cash flow statement (EUR m)	2020	2021	2022	2023e	2024e	2025e
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
<b>Cash flow from operating activities</b>	<b>-0.9</b>	<b>20.0</b>	<b>-2.7</b>	<b>0.8</b>	<b>7.0</b>	<b>10.5</b>
CAPEX	1.2	1.2	1.2	4.8	5.0	5.1
Payments for acquisitions	0.0	0.0	5.0	3.5	4.0	4.5
Financial investments	0.0	-0.5	2.2	0.0	0.0	0.0
Income from asset disposals	0.3	-0.4	-0.0	0.0	0.0	0.0
<b>Cash flow from investing activities</b>	<b>-0.9</b>	<b>-1.1</b>	<b>-8.5</b>	<b>-8.3</b>	<b>-9.0</b>	<b>-9.6</b>
Cash flow before financing	-1.9	18.8	-11.2	-7.6	-2.0	0.9
Increase/decrease in debt position	3.9	-2.9	4.5	8.7	4.6	5.6
Purchase of own shares	0.0	0.0	0.0	0.0	0.0	0.0
Capital measures	0.0	0.0	12.0	0.0	0.0	0.0
Dividends paid	0.0	0.0	0.0	0.0	0.0	0.0
Others	-4.7	-6.1	-11.3	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
<b>Cash flow from financing activities</b>	<b>-0.7</b>	<b>-9.0</b>	<b>5.3</b>	<b>8.7</b>	<b>4.6</b>	<b>5.6</b>
Increase/decrease in liquid assets	-2.6	9.8	-6.0	1.1	2.6	6.6
<b>Liquid assets at end of period</b>	<b>6.5</b>	<b>16.3</b>	<b>10.4</b>	<b>11.5</b>	<b>14.2</b>	<b>20.7</b>

Key ratios (EUR m)	2020	2021	2022	2023e	2024e	2025e
<b>P&amp;L growth analysis</b>						
Sales growth	237.3%	-5.8%	-17.4%	54.8%	23.0%	17.4%
EBITDA growth	-516.6%	-147.6%	-242.9%	-134.9%	-131.2%	-557.0%
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%
<b>Efficiency</b>						
Sales per employee	538.6	389.9	293.5	436.6	510.5	567.7
EBITDA per employee	135.1	68.8	-135.3	-21.0	38.6	86.5
No. employees (average)	52	67	74	76	80	85
<b>Balance sheet analysis</b>						
Avg. working capital / sales	-14.8%	-77.1%	-50.6%	-45.7%	-27.3%	-24.9%
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	168.2
Accounts payable turnover	397.5	353.9	366.4	293.1	263.8	263.8
<b>Cash flow analysis</b>						
Free cash flow	-2.1	18.8	-4.0	-4.1	2.0	5.4
Free cash flow/sales	-7.7%	71.8%	-18.3%	-12.2%	4.9%	11.2%
FCF / net profit	neg.	282.8%	37.5%	68.0%	neg.	988.0%
Capex / sales	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
<b>Solvency</b>						
Net debt	12.4	6.7	12.8	20.4	22.4	21.5
Net Debt/EBITDA	1.8	1.4	-1.3	-12.7	7.2	2.9
Dividend payout ratio	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Interest paid / avg. debt	71.9%	52.0%	18.5%	14.5%	13.7%	11.3%
<b>Returns</b>						
ROCE	7.4%	1.0%	-18.3%	-7.4%	-1.8%	2.2%
ROE	-1.9%	12.1%	-15.1%	-10.5%	-1.3%	0.3%
Adjusted FCF yield	4.8%	-0.6%	-5.5%	-3.0%	0.5%	1.1%
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	0.0
EPS reported	-0.05	0.40	-0.65	-0.36	-0.04	0.01
Average number of shares	13.3	13.3	15.4	17.5	17.5	17.5
<b>Valuation ratios</b>						
P/BV	2.9	2.5	2.2	2.4	2.4	2.4
EV/sales	4.4	4.4	7.2	4.9	4.0	3.4
EV/EBITDA	17.4	25.0	-15.7	-101.7	53.3	22.4
EV/EBIT	37.8	171.8	-10.7	-25.4	-89.9	72.3

Source: Company data, NuWays

## Disclosures

Disclosures regarding research publications of NuWays AG pursuant to section 85 of the German Securities Trading Act (WpHG)

### Indication of conflict of interest

It is essential that any research recommendation is fairly presented and discloses interests of indicates relevant conflicts of interest. Pursuant to section 85 of the German Securities Trading Act (WpHG) a research report has to point out possible conflicts of interest in connection with the analysed company. A conflict of interest is presumed to exist in particular if NuWays AG

- (1) or any other person belonging to the same group with it was part of a consortium within the past twelve months that issued the financial instruments of the analysed company by way of a public offer.
- (2) or any other person belonging to the same group with it has entered into an agreement on the production of the research report with the analysed company.
- (3) or any other person belonging to the same group with it has been party to an agreement on the provision of investment banking services with the analysed company or have received services or a promise of services under the term of such an agreement within the past twelve month.
- (4) The analysed company holds 5% or more of the share capital of NuWays AG.
- (5) holds (a) a net short position or (b) a net long position of 0.5% of the outstanding share capital of the analysed company.
- (6) or any other person belonging to the same group with it is a market maker or liquidity provider in the financial instruments of the issuer.
- (7) or the analyst has any other significant financial interests relating to the analysed company such as, for example, exercising mandates in the interest of the analysed company.
- (8) The research report has been made available to the analysed company prior to its publication. Thereafter, only factual changes have been made to the report.

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

Company	Disclosures
LAIQON AG	2

### Historical target price 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

## 1. General Information/Liabilities

This research report has been produced for the information purposes of institutional investors only, and is not in any way a personal recommendation, offer or solicitation to buy or sell the financial instruments mentioned herein. The document is confidential and is made available by NuWays AG exclusively to selected recipients in the European Union (EU) or, in individual cases, also in other countries. It is not allowed to pass the research report on to persons other than the intended recipient without the permission of NuWays AG. Reproduction of this document, in whole or in part, is not permitted without prior permission NuWays AG. All rights reserved.

Under no circumstances shall NuWays AG, any of its employees involved in the preparation, have any liability for possible errors or incompleteness of the information included in this research report – neither in relation to indirect or direct nor consequential damages. Liability for damages arising either directly or as a consequence of the use of information, opinions and estimates is also excluded. Past performance of a financial instrument is not necessarily indicative of future performance.

## 2. Responsibilities

This research report was prepared by the research analyst named on the front page (the "Producer"). The Producer is solely responsible for the views and estimates expressed in this report. The report has been prepared independently. The content of the research report was not influenced by the issuer of the analysed financial instrument at any time. It may be possible that parts of the research report were handed out to the issuer for information purposes prior to the publication without any major amendments being made thereafter.

## 3. Organisational Requirements

NuWays AG took internal organisational and regulative precautions to avoid or accordingly disclose possible conflicts of interest in connection with the preparation and distribution of the research report. All members of NuWays AG involved in the preparation of the research report are subject to internal compliance regulations. No part of the Producer's compensation is directly or indirectly related to the preparation of this financial analysis. In case a research analyst or a closely related person is confronted with a conflict of interest, the research analyst is restricted from covering this company.

## 4. Information Concerning the Methods of Valuation/Update

The determination of the fair value per share, i.e. the price target, and the resultant rating is done on the basis of the adjusted free cash flow (adj. FCF) method and on the basis of the discounted cash flow – DCF model. Furthermore, a peer group comparison is made.

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.

Within the framework of the DCF approach, the future free cash flows are calculated initially on the basis of a fictitious capital structure of 100% equity, i.e. interest and repayments on debt capital are not factored in initially. The adjustment towards the actual capital structure is done by discounting the calculated free cash flows with the weighted average cost of capital (WACC), which takes into account both the cost of equity capital and the cost of debt. After discounting, the calculated total enterprise value is reduced by the interest-bearing debt capital in order to arrive at the equity value.

NuWays AG uses the following three-step rating system for the analysed companies:

**Buy:** Sustainable upside potential of more than 20% within 12 months

**Sell:** Sustainable downside potential of more than 20% within 12 months.

**Hold:** Upside/downside potential is limited. No immediate catalyst visible.

The decision on the choice of the financial instruments analysed in this document was solely made by NuWays AG. The opinions and estimates in this research report are subject to change without notice. It is within the discretion of NuWays AG whether and when it publishes an update to this research report, but in general updates are created on a regular basis, after 6 months at the latest. A sensitivity analysis is included and published in company's initial studies.

## 5. Major Sources of Information

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.

## 6. Competent Supervisory Authority

NuWays AG is an affiliated company of Hauck Aufhäuser Lampe Privatbank AG which is under supervision of the BaFin – German Federal Financial Supervisory Authority (Bundesanstalt für Finanzdienstleistungsaufsicht), Graurheindorfer Straße 108, 53117 Bonn and Marie-Curie-Straße 24 – 28, 60439 Frankfurt a.M.

## 7. Specific Comments for Recipients Outside of Germany

This research report is subject to the law of the Federal Republic of Germany and the European Union (EU). The distribution of this information to other states in particular to the USA, Canada, Australia and Japan may be restricted or prohibited by the laws applicable within this state.

## 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:

Date of publication creation: 06/04/2023 07:58 AM

Date of publication dissemination: 06/04/2023 07:58 AM

## Contacts

### NuWays AG

Mittelweg 16-17  
20148 Hamburg  
Germany

info@nuways-ag.com  
www.nuways-ag.com



**Christian Sandherr**

Co-CEO/Analyst

christian.sandherr@nuways-ag.com



**Frederik Jarchow**

Co-CEO/Analyst

frederik.jarchow@nuways-ag.com



**Philipp Sennewald**

Analyst

philipp.sennewald@nuways-ag.com



**Vaishnavi Khare**

Analyst

vaishnavi.khare@nuways-ag.com



**Henry Wendisch**

Analyst

henry.wendisch@nuways-ag.com

### Find us on Social Media

Instagram



Twitter



LinkedIn

