

NASCO

Reuters: n/a

Bloomberg: n/a

Significant increase in value after Helium acquisitions

With concession rights in the US states of Arizona, Utah and New Mexico, Hamburg-based Nasco Energie und Rohstoff AG (Nasco) is, in its own estimation, among the largest helium producers in the US and, according to its own information, has access to safe, proven and producing helium reserves (1P) of around 2 billion cubic feet. Some of the producing areas have well above-average helium (He) concentrations in the gas mixture, which is why we believe Nasco's production can be described as "CO₂-reduced". In addition, we have identified other competitive advantages: (1) a long-standing oil and gas tradition in the producing areas and extensive databases on seismic and geology, (2) the availability of personnel know-how and technical material due to the proximity to the oil and gas industry, (3) a stable regulatory environment and (4) no significant geopolitical risks.

Based on our expectations that Nasco will significantly expand helium production in the coming years and thus successively improve the company's earnings position, we value the equity of Nasco Energie und Rohstoff AG, which has not yet been listed on a stock exchange, on a pre-money basis using a three-stage discounted cash flow entity model (primary valuation method) and an economic profit model (secondary method).

In our **DCF model**, after the detailed planning phase (2025e), we move into a rough planning phase, the so-called transition phase, in which we assume successively declining growth rates. In the subsequent terminal value phase, we model annual growth of -3.0%. Both the rough planning phase and the terminal value phase thus reflect our assumption of increasing exploitation of resource reserves. This procedure results in a **pre-money equity value of USD 121.5 million in the base case scenario**. In a Monte Carlo analysis, we have used alternative revenue and earnings scenarios and determine equity values in a range between USD 97.3 million and USD 148.6 million.

In order to verify the results of the DCF model, we have used an **economic profit model**, in which we assume that a fair valuation of the company is reached at the earliest when the value created by the company equals the associated cost of capital. Using this valuation method, Nasco's **equity value is between USD 84.7 million and USD 189.1 million** based on our capital and earnings estimates.

Pro-IPO company valuation

DCF valuation: USD 121.5 million / EUR 100.4 million.

Ec profit model: USD 168.3m / EUR 139.1m (2025e)

Peer group valuation: n/a

WKN / ISIN: A13SVH / DE000A13SVH1

Indices: -

Transparency level: n/a

Weighted number of shares: 12.371 million (basic)

Market capitalisation: n/a

Trading volume/day: n/a

Annual General Meeting: Advance. October 2021

P&L (USD m)	2020	2021e	2022e	2023e
Gross revenues	23,0	29,2	28,8	30,1
EBITDA	13,4	18,2	17,9	18,8
EBIT	7,8	12,3	12,2	13,4
EBT	0,7	8,2	8,4	10,1
EAT incl. Minorities	0,7	13,2	25,8	25,8

% of revenues	2020	2021e	2022e	2023e
EBITDA	58,5%	62,1%	62,0%	62,7%
EBIT	33,9%	42,1%	42,4%	44,5%
EBT	3,1%	27,9%	29,3%	33,4%
EAT	3,1%	45,3%	89,7%	85,8%

YoY (x)	2020	2021e	2022e	2023e
Gross revenues	172,8%	27,2%	-1,5%	4,4%
EBITDA	313,1%	35,1%	-1,6%	5,5%
EBIT	724,5%	58,0%	-0,9%	9,6%
EBT	n/a	n/a	3,4%	19,1%
EAT	n/a	n/a	94,9%	0,0%

B/S (USD m)	2020	2021e	2022e	2023e
Long-term assets	83,5	92,9	100,9	107,9
Short-term assets	26,2	23,4	34,0	45,3
Equity	13,7	26,9	52,7	80,4
Liabilities	96,0	89,3	82,2	72,8
Working capital	2,4	2,9	2,9	3,0
Capital employed	84,2	87,3	81,6	76,2

B/S (%)	2020	2021e	2022e	2023e
Equity ratio	12,5%	23,2%	39,1%	52,5%
Gearing	455%	218%	78%	25%

CF/S (USD m)	2020	2021e	2022e	2023e
CFO	5,3	11,9	12,3	13,3
CFI	0,0	-15,2	-13,7	-12,4
FCF	5,4	-3,3	-1,4	0,9
CFF	18,8	0,0	12,0	10,3

Multiples (x)	2020	2021e	2022e	2023e
PER	n/a	n/a	n/a	n/a
EV/sales	n/a	n/a	n/a	n/a
EV/EBITDA	n/a	n/a	n/a	n/a
PBR	n/a	n/a	n/a	n/a

Source: Company data, Sphene Capital forecasts

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Executive Summary

One of the largest helium producers in the USA

With its concession rights in Dineh-Bi-Keyah (DBK) in the US state of Arizona, Boundary Butte in the US state of Utah and Hogback in the US state of New Mexico, Hamburg-based Nasco Energie und Rohstoff AG estimates that it is among the largest helium producers in the US. The company has access to safe, proven and producing helium reserves (1P) of around 2 billion cubic feet and currently produces around 100 million cubic feet of raw helium annually.

Geological and geographical competitive advantages

Some of the Nasco production areas in the so-called "Four Corner Region" have helium (He) concentrations in the gas mixture that are far above average. In addition to the high concentrations of the gas necessary for the production of "low CO₂" helium, we have identified further competitive advantages: **(1)** a long-standing oil and gas tradition in the producing areas and extensive and detailed databases on seismic and geological information, **(2)** the availability of know-how and technical material by the oil and gas industry, **(3)** a stable regulatory environment and **(4)** no geopolitical risks.

Significant improvement in earnings situation expected

Following the expansion of production in DBK and Boundary Butte, we expect business activity to expand in the next five years, which mark our detailed planning phase. Thus, we expect Nasco to expand revenues to USD 32.8 million by 2025e (CAGR 2020-25e: 7.4%). At the same time, we expect Nasco to significantly improve its earnings situation in the coming years and generate earnings after taxes and minority interests of USD 24.6 million by 2025e.

Stable shareholder structure with high free float

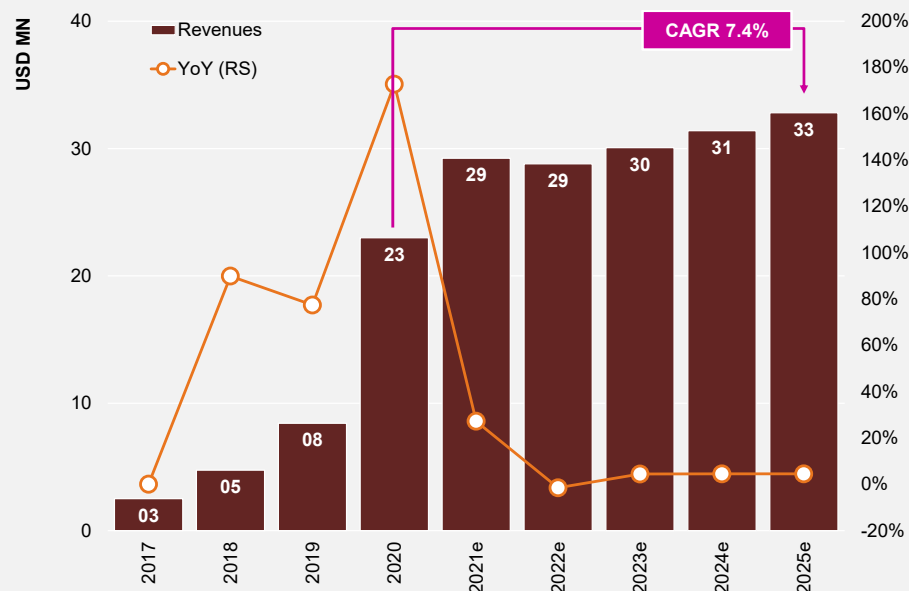
Currently, the company's share capital consists of 12.371 million shares. At present, there are presumably about 2,300 (private) shareholders. Institutional investors from Europe are hardly engaged in the company, but from the US. The company founders, who continue to be operationally active in the company as board members, hold 0.742 million shares (corresponding to 6.0%). Even before a possible IPO, the free float of the company is 84.4%.

Stably rising helium prices expected

The sale by 30 September 2021 marks the end of the privatisation process of the US strategic helium reserves. At the same time, Qatar and Russia in particular have invested in building up production capacities in recent years. Therefore, we do not expect a structural shortage of supply in the medium term. However, the risks are increasing due to political tensions, without the market being able to fall back on significant storage facilities. Helium is not substitutable in many applications; besides its use as an ascent gas and in MRI, its use in the production of optical fibres as well as in high-performance and quantum computers are leading to an increase in demand. In our estimation, demand is barely price-elastic due to the lack of substitution possibilities.

Nasco in pictures

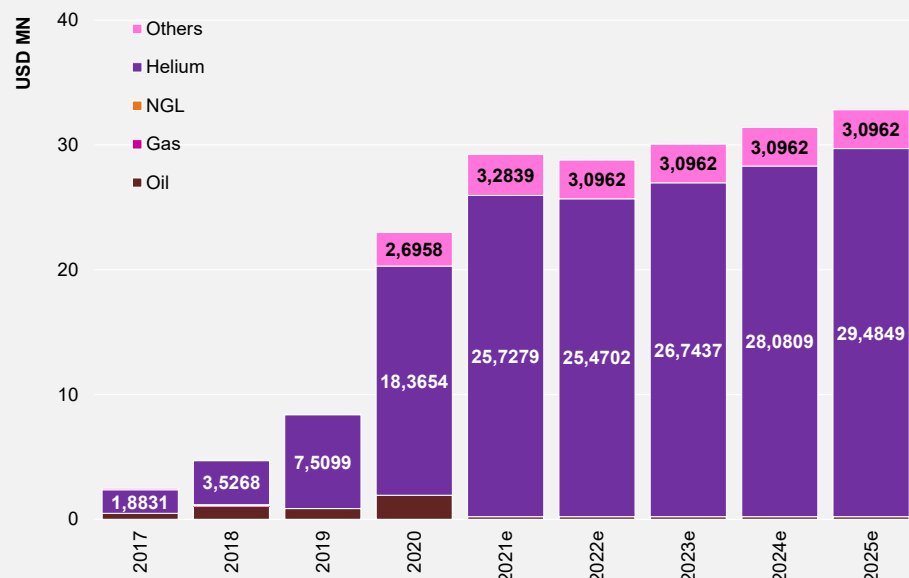
FIGURE 1: GROSS SALES AND GROSS SALES GROWTH RATE, 2017-2025E



We expect Nasco to continue to expand its operations in the coming years. In our forecast, we expect Nasco to expand revenues to USD 32.8 million by 2025e, which marks the end of our detailed planning phase. This represents a compound annual growth rate (CAGR) of 7.4% in group revenues for the period 2020-2025e.

SOURCE: COMPANY DATA, SPHENE CAPITAL FORECASTS

FIGURE 2: GROSS SALES BY SEGMENT, 2017-2025E

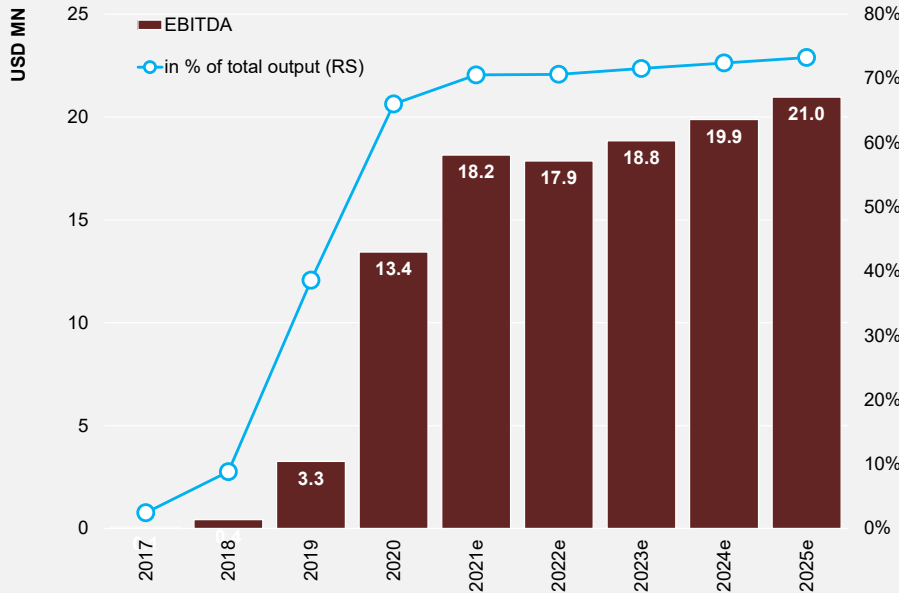


In line with the expansion of the business development of Dineh-Bi-Keyah and Boundary Butte (the 30% share in Hogback is not consolidated), the importance of helium in Group revenues will also increase. For the current year, we expect 88.0% of the Group's gross revenue to be generated from helium sales.

SOURCE: COMPANY DATA, SPHENE CAPITAL FORECASTS

Nasco in pictures

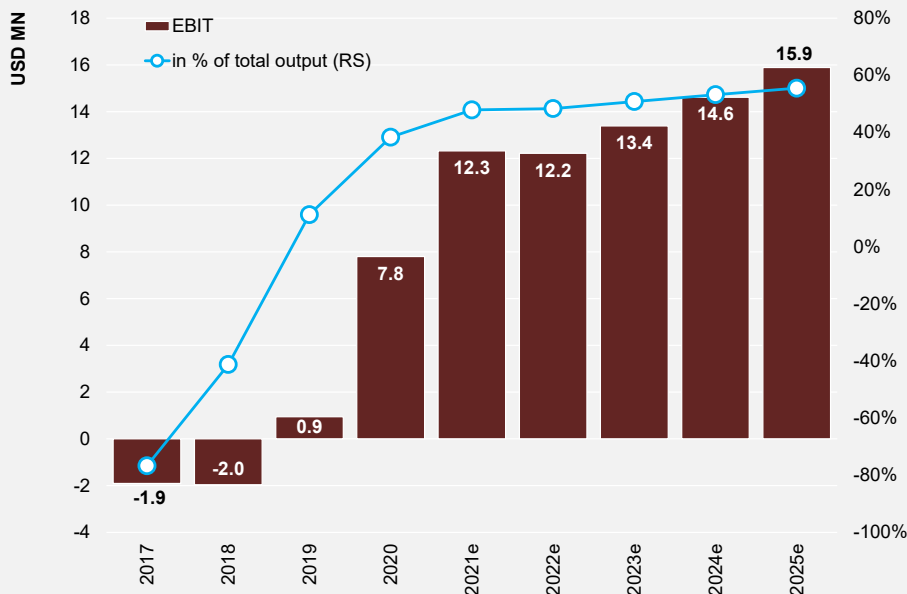
FIGURE 3: EBITDA AND EBITDA MARGIN, 2017-2025E



In general, we expect Nasco to further increase its profitability over the next five years. By 2025e, we see EBITDA margins of more than 70% (based on total output) as achievable.

SOURCE: COMPANY DATA, SPHENE CAPITAL FORECASTS

FIGURE 4: EBIT AND EBIT MARGIN, 2017-2025E

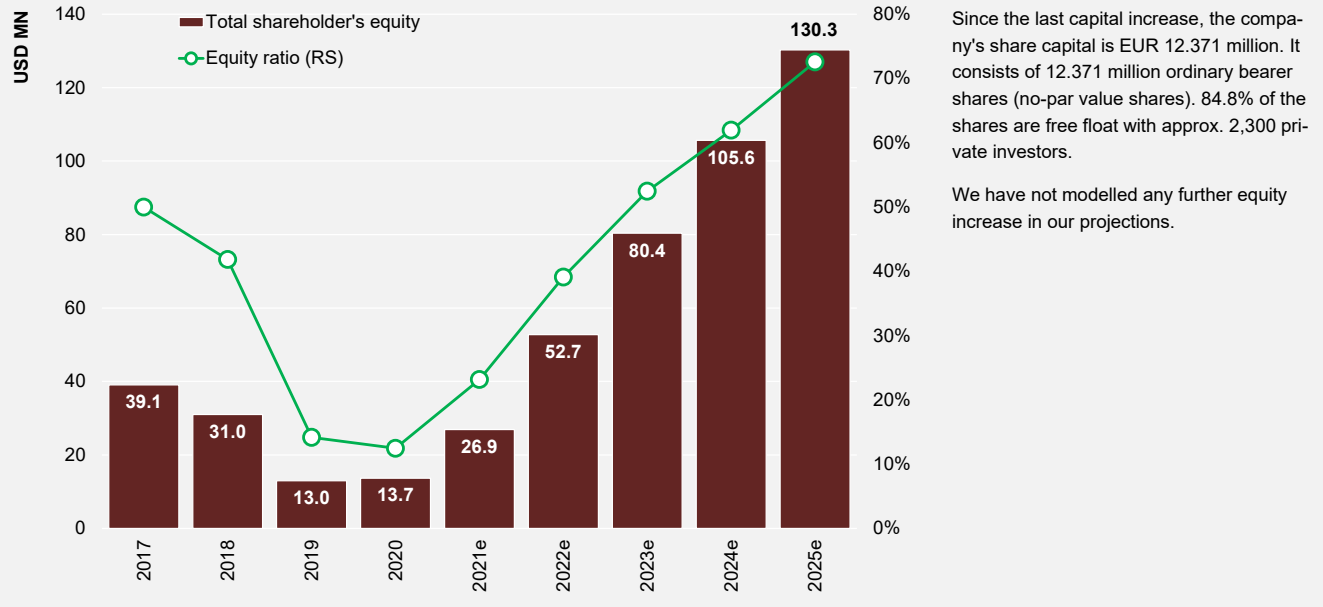


In view of almost constant depreciation of property, plant and equipment, the development of the operating result (EBIT) is almost parallel to that of EBITDA. For the first time, Nasco was able to generate a positive operating result of USD 0.9 million in the 2019 financial year. For the current financial year, we expect an increase to USD 12.3 million from USD 7.8 million in 2020. By 2025e, we expect earnings to then rise to USD 15.9m or 55.5% of total output.

SOURCE: COMPANY DATA, SPHENE CAPITAL FORECASTS

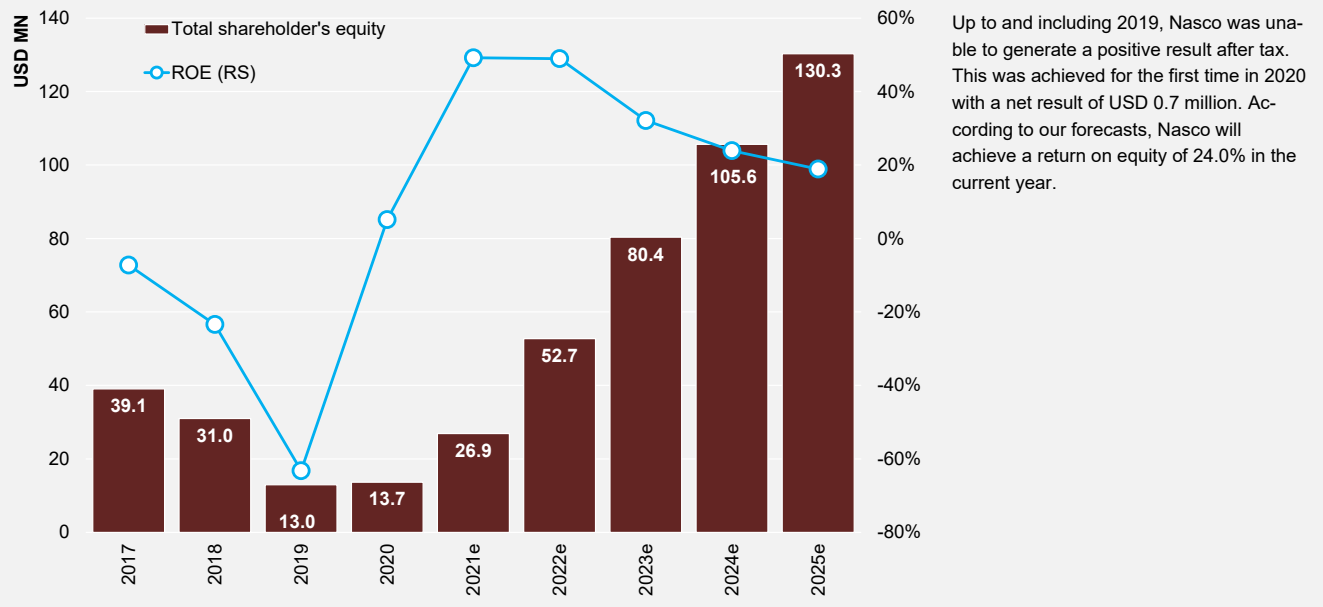
Nasco in pictures

FIGURE 5: EQUITY AND EQUITY RATIO, 2017-2025E



SOURCE: COMPANY DATA, SPHENE CAPITAL FORECASTS

FIGURE 6: EQUITY AND RETURN ON EQUITY (ROE), 2017-2025E



SOURCE: COMPANY DATA, SPHENE CAPITAL FORECASTS

Profit and loss statement, 2019-2025e

HGB (30.06.)		2019	2020	2021e	2022e	2023e	2024e	2025e
Revenues	USD m	8.4	23.0	29.2	28.8	30.1	31.4	32.8
YoY	%	77.4%	172.8%	27.2%	-1.5%	4.4%	4.4%	4.5%
Royalties	USD m	0.0	-2.6	-3.5	-3.5	-3.7	-3.9	-4.2
Own work capitalised	USD m	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other operating income	USD m	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Total output	USD m	8.4	20.4	25.7	25.3	26.3	27.5	28.6
YoY	%	77.4%	141.6%	26.4%	-1.8%	4.2%	4.2%	4.3%
Production costs and severance payments	USD m	-0.6	-1.3	-1.6	-1.6	-1.7	-1.8	-1.8
Transport and marketing costs	USD m	0.0	-2.1	-2.4	-2.3	-2.3	-2.3	-2.3
Leasing expenses	USD m	-3.8	-2.8	-2.8	-2.8	-2.8	-2.8	-2.8
Administrative and distribution costs	USD m	-0.7	-0.7	-0.7	-0.7	-0.7	-0.7	-0.7
in % of total output	%	-53.8%	-17.3%	-13.7%	-13.9%	-13.3%	-12.8%	-12.3%
EBITDA	USD m	3.3	13.4	18.2	17.9	18.8	19.9	21.0
YoY	%	675.9%	313.1%	35.1%	-1.6%	5.5%	5.5%	5.5%
in % of total output	%	38.6%	66.0%	70.5%	70.6%	71.5%	72.4%	73.2%
Depreciation	USD m	-2.3	-5.6	-5.8	-5.6	-5.5	-5.3	-5.1
Amortisation	USD m	0.0	0.0	0.0	0.0	0.0	0.0	0.0
EBIT	USD m	0.9	7.8	12.3	12.2	13.4	14.6	15.9
YoY	%	-148.3%	724.5%	58.0%	-0.9%	9.6%	9.1%	8.7%
YoY	USD m	2.9	6.9	4.5	-0.1	1.2	1.2	1.3
in % of total output	%	11.2%	38.3%	47.9%	48.3%	50.8%	53.2%	55.5%
Result from participations	USD m	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net financial result	USD m	-9.1	-7.1	-4.2	-3.8	-3.3	-2.9	-2.4
A. o. Result	USD m	0.0	0.0	0.0	0.0	0.0	0.0	0.0
EBT	USD m	-8.2	0.7	8.2	8.4	10.1	11.7	13.5
in % of total output	%	-97.3%	3.5%	31.7%	33.4%	38.2%	42.8%	47.1%
Taxes	USD m	0.0	0.0	-1.7	-1.8	-2.1	-2.5	-2.8
in % of EBT	%	0.0%	0.0%	-21.0%	-21.0%	-21.0%	-21.0%	-21.0%
Other taxes	USD m	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net result	USD m	-8.2	0.7	6.5	6.7	7.9	9.3	10.7
in % of total output	%	-97.3%	3.5%	25.1%	26.4%	30.2%	33.8%	37.2%
Profits to be transferred due to EAV	USD m	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Minority interests	USD m	0.0	0.0	6.8	19.1	17.9	16.0	14.0
After-tax result after minority interests	USD m	-8.2	0.7	13.2	25.8	25.8	25.3	24.6
Number of shares (basic)	m.	11.4	12.4	12.4	12.4	12.4	12.4	12.4
thereof ordinary shares	m.	11.4	12.4	12.4	12.4	12.4	12.4	12.4
thereof preference shares	m.	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Number of shares (diluted)	m.	11.4	12.4	13.4	13.4	13.4	13.4	13.4
EPS (basic)	USD m	-0.72	0.06	1.07	2.09	2.09	2.04	1.99
EPS (diluted)	USD m	-0.72	0.06	0.99	1.92	1.92	1.88	1.83

SOURCE: COMPANY DATA, SPHENE CAPITAL FORECASTS

Balance sheet (assets), 2019-2025e

HGB (30.06.)		2019	2020	2021e	2022e	2023e	2024e	2025e
ASSETS								
Long-term assets	USD m	89.2	83.5	92.9	100.9	107.9	113.1	116.6
Intangible assets	USD m	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Goodwill	USD m	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Intangible assets	USD m	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Rights of use	USD m	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other	USD m	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Tangible fixed assets	USD m	87.4	81.8	84.4	78.7	73.3	68.0	62.9
Land	USD m	87.4	81.8	84.4	78.7	73.3	68.0	62.9
Technical facilities	USD m	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other plants	USD m	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Prepayments made	USD m	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Participations/financial investments	USD m	1.7	1.7	8.5	22.2	34.6	45.1	53.6
Participations	USD m	0.0	0.0	6.8	20.4	32.9	43.4	51.9
Other assets	USD m	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Receivables from participations	USD m	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Prepayments made	USD m	1.7	1.7	1.7	1.7	1.7	1.7	1.7
Deferred tax assets	USD m	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Current assets	USD m	2.4	26.2	23.4	34.0	45.3	57.4	63.0
Inventories	USD m	0.0	0.0	0.0	0.0	0.0	0.0	0.0
DIO	d	0	0	0	0	0	0	0
Receivables from deliveries and services	USD m	2.3	1.9	2.4	2.4	2.5	2.6	2.7
DSO	d	96	30	30	30	30	30	30
Receivables from participations	USD m	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Receivables from related parties	USD m	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other current assets	USD m	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other financial assets	USD m	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other non-financial assets	USD m	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Cash and cash equivalents	USD m	0.1	24.3	21.0	31.6	42.9	54.8	60.3
thereof pledged	USD m	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Deferred tax assets	USD m	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Prepaid expenses	USD m	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Unfunded equity capital	USD m	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Balance sheet total	USD m	91.5	109.7	116.3	134.9	153.2	170.5	179.5
SOURCE: COMPANY DATA, SPHENE CAPITAL FORECASTS								

Balance sheet (liabilities), 2019-2025e

HGB (30.06.)		2019	2020	2021e	2022e	2023e	2024e	2025e
PASSIVA								
Equity	USD m	13.0	13.7	26.9	52.7	80.4	105.6	130.3
Equity ratio	%	14.2%	12.5%	23.2%	39.1%	52.5%	62.0%	72.6%
Share capital	USD m	64.1	64.1	64.1	64.1	65.9	65.9	65.9
Capital reserve	USD m	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Currency adjustments	USD m	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Retained earnings	USD m	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Balance sheet loss/profit	USD m	-51.2	-50.5	-37.2	-11.4	14.4	39.7	64.3
Unfunded equity capital	USD m	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Own shares	USD m	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Minority interests	USD m	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Profit participation capital	USD m	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Special item with an equity portion	USD m	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Pension provisions	USD m	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other provisions	USD m	4.8	4.8	4.8	4.8	4.8	4.8	4.8
Current liabilities	USD m	6.1	4.8	4.9	4.8	4.9	4.9	4.9
Bank debt	USD m	0.000	0.0	0.0	0.0	0.0	0.0	0.0
Bond	USD m	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Profit participation capital	USD m	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Silent partnerships	USD m	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Current lease liabilities	USD m	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Liabilities from deliveries & services	USD m	0.0	0.0	0.0	0.0	0.0	0.0	0.0
DPO	d	0	0	0	0	0	0	0
Advance payments received	USD m	1.5	0.5	0.5	0.5	0.5	0.5	0.5
Other liabilities	USD m	4.6	4.3	4.4	4.4	4.4	4.4	4.4
Liabilities to related companies	USD m	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Non-current liabilities	USD m	67.7	86.5	79.7	72.6	63.2	55.2	39.6
Bank debt	USD m	67.676	86.5	79.7	72.6	63.2	55.2	39.6
Bond	USD m	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Profit participation capital	USD m	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Silent partnerships	USD m	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Long-term leasing liabilities	USD m	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other liabilities	USD m	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Deferred tax liabilities	USD m	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Prepaid expenses	USD m	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Balance sheet total	USD m	91.5	109.7	116.3	134.9	153.2	170.5	179.5

SOURCE: COMPANY DATA, SPHENE CAPITAL FORECASTS

Balance sheet (assets, normalised), 2019-2025e

HGB (30.06.)		2019	2020	2021e	2022e	2023e	2024e	2025e
ASSETS								
Long-term assets	%	97.4%	76.1%	79.9%	74.8%	70.4%	66.4%	64.9%
Intangible assets	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Goodwill	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Intangible assets	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Rights of use	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Other	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Tangible fixed assets	%	95.5%	74.6%	72.6%	58.4%	47.8%	39.9%	35.1%
Land	%	95.5%	74.6%	72.6%	58.4%	47.8%	39.9%	35.1%
Technical facilities	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Other plants	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Prepayments made	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Participations/financial investments	%	1.9%	1.5%	7.3%	16.4%	22.6%	26.5%	29.9%
Participations	%	0.0%	0.0%	5.8%	15.2%	21.5%	25.5%	28.9%
Other assets	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Receivables from participations	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Prepayments made	%	1.8%	1.5%	1.5%	1.3%	1.1%	1.0%	0.9%
Deferred tax assets	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Current assets	%	2.6%	23.9%	20.1%	25.2%	29.6%	33.6%	35.1%
Inventories	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Receivables from deliveries and services	%	2.5%	1.7%	2.1%	1.8%	1.6%	1.5%	1.5%
Receivables from participations	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Receivables from related parties	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Other current assets	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Other financial assets	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Other non-financial assets	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Cash and cash equivalents	%	0.1%	22.2%	18.1%	23.5%	28.0%	32.1%	33.6%
thereof pledged	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Deferred tax assets	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Prepaid expenses	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Unfunded equity capital	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Balance sheet total	%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
SOURCE: COMPANY DATA, SPHENE CAPITAL FORECASTS								

Balance sheet (liabilities, normalised), 2019-2025e

HGB (30.06.)		2019	2020	2021e	2022e	2023e	2024e	2025e
PASSIVA								
Equity	%	14.2%	12.5%	23.2%	39.1%	52.5%	62.0%	72.6%
Share capital	%	70.1%	58.5%	55.2%	47.5%	43.1%	38.7%	36.7%
Capital reserve	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Currency adjustments	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Retained earnings	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Balance sheet loss/profit	%	-55.9%	-46.0%	-32.0%	-8.5%	9.4%	23.3%	35.8%
Unfunded equity capital	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Own shares	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Minority interests	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Profit participation capital	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Special item with an equity portion	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Pension provisions	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Other provisions	%	5.2%	4.3%	4.1%	3.5%	3.1%	2.8%	2.6%
Current liabilities	%	6.7%	4.3%	4.2%	3.6%	3.2%	2.9%	2.7%
Bank debt	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Bond	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Profit participation capital	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Silent partnerships	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Current lease liabilities	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Liabilities from deliveries & services	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Advance payments received	%	1.7%	0.4%	0.4%	0.4%	0.3%	0.3%	0.3%
Other liabilities	%	5.0%	3.9%	3.7%	3.2%	2.9%	2.6%	2.4%
Liabilities to related companies	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Non-current liabilities	%	73.9%	78.9%	68.6%	53.8%	41.3%	32.4%	22.1%
Bank debt	%	73.9%	78.9%	68.6%	53.8%	41.3%	32.4%	22.1%
Bond	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Profit participation capital	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Silent partnerships	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Long-term leasing liabilities	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Other liabilities	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Deferred tax liabilities	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Prepaid expenses	%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Balance sheet total	%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

SOURCE: COMPANY DATA, SPHENE CAPITAL FORECASTS

Cash flow statement, 2019-2025e

HGB (30.06.)		2019	2020	2021e	2022e	2023e	2024e	2025e
Net profit for the year	USD m	-8.2	0.7	6.5	6.7	7.9	9.3	10.7
Depreciation	USD m	2.3	5.6	5.8	5.6	5.5	5.3	5.1
Result from the disposal of fixed assets	USD m	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Δ Inventory	USD m	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Δ Receivables from deliveries and services	USD m	-1.3	0.4	-0.5	0.0	-0.1	-0.1	-0.1
Δ Receivables and other assets	USD m	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Δ RaP assets / deferred taxes	USD m	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Δ Provisions	USD m	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Δ Non-current other Provisions	USD m	0.6	0.0	0.0	0.0	0.0	0.0	0.0
Δ Current other provisions	USD m	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Δ Trade payables	USD m	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Δ Special items	USD m	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Δ Passive RaP / deferred taxes	USD m	-0.3	0.0	0.0	0.0	0.0	0.0	0.0
Currency adjustments	USD m	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other operating adjustments	USD m	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Operating cash flow	USD m	-2.1	5.3	11.9	12.3	13.3	14.4	15.6
Investments in financial assets	USD m	0.5	0.0	-6.8	-13.7	-12.4	-10.5	-8.5
Investments in intangible fixed assets	USD m	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Investments in property, plant and equipment	USD m	-18.9	0.0	-8.4	0.0	0.0	0.0	0.0
Other operating adjustments	USD m	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Investing cash flow	USD m	-18.4	0.0	-15.2	-13.7	-12.4	-10.5	-8.5
Free cash flow	USD m	-20.5	5.4	-3.3	-1.4	0.9	3.9	7.1
Δ Share capital	USD m	4.9	0.0	0.0	0.0	1.8	0.0	0.0
Δ Capital reserves	USD m	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Δ Profit participation capital (EK)	USD m	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Δ Bank liabilities	USD m	30.4	18.8	-6.8	-7.2	-9.4	-8.0	-15.6
Δ Bond	USD m	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Δ Profit participation capital (FK)	USD m	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Δ Silent partnership	USD m	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Δ Other interest-bearing liabilities	USD m	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Less dividend of the previous year	USD m	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Less distribution to minority shareholders	USD m	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other operating adjustments	USD m	-14.8	0.0	6.8	19.1	17.9	16.0	14.0
Financial cash flow	USD m	20.6	18.8	0.0	12.0	10.3	8.0	-1.6
Cash inflow (net)	USD m	0.1	24.2	-3.3	10.6	11.2	11.9	5.5
Currency adjustments	USD m	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Cash and cash equivalents at beginning of period	USD m	0.0	0.1	24.3	21.0	31.6	42.9	54.8
Cash and cash equivalents at end of period	USD m	0.1	24.3	21.0	31.6	42.9	54.8	60.3

SOURCE: COMPANY DATA, SPHENE CAPITAL FORECASTS

DCF model

HGB (30.06.)		2021e	2022e	2023e	2024e	2025e	2026e	2027e	2028e	2029e	2030e	2031e	2032e	2033e	2034e	2035e	Terminal year
Turnover	USD m	29.2	28.8	30.1	31.4	32.8	33.8	34.3	34.6	34.8	34.9	34.9	35.0	35.0	35.0	35.1	34.0
YoY	%	27.2%	-1.5%	4.4%	4.4%	4.5%	2.9%	1.7%	0.9%	0.4%	0.2%	0.1%	0.1%	0.1%	0.1%	0.1%	-3.0%
EBIT	USD m	12.3	12.2	13.4	14.6	15.9	16.3	16.6	16.7	16.8	16.8	16.8	16.8	16.8	16.8	16.8	16.3
EBIT margin	%	42.1%	42.4%	44.5%	46.5%	48.4%	48.4%	48.3%	48.3%	48.3%	48.2%	48.2%	48.1%	48.1%	48.1%	48.0%	48.0%
Taxes	USD m	-1.7	-1.8	-2.1	-2.5	-2.8	-3.4	-3.5	-3.5	-3.5	-3.5	-3.5	-3.5	-3.5	-3.5	-3.5	-3.4
Tax ratio (τ)	%	9.0%	5.7%	6.8%	8.1%	9.5%	12.1%	12.8%	13.5%	14.2%	14.8%	15.4%	15.9%	16.4%	16.9%	17.3%	17.6%
Minority interests	USD m	6.8	19.1	17.9	16.0	14.0	12.2	10.7	9.3	8.2	7.1	6.2	5.4	4.8	4.2	3.6	3.2
Adjusted EBIT(1-τ)	USD m	17.4	29.6	29.1	28.1	27.0	25.1	23.8	22.6	21.4	20.4	19.5	18.7	18.1	17.5	16.9	16.1
Reinvestment	USD m	-9.9	-8.0	-7.1	-5.4	-3.6	0.4	0.3	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	-9.5
FCFF	USD m	7.5	21.6	22.1	22.8	23.5	25.5	24.1	22.7	21.5	20.5	19.5	18.8	18.1	17.5	17.0	6.6
WACC	%	11.5%	11.5%	11.5%	11.5%	11.5%	10.8%	10.1%	9.4%	8.7%	8.0%	7.2%	6.5%	5.8%	5.1%	5.1%	
Discount rate	%	100.0%	89.7%	80.4%	72.1%	64.6%	58.3%	53.0%	48.4%	44.6%	41.3%	38.5%	36.1%	34.2%	32.5%	30.9%	
Present value of the FCFF	USD m	7.5	19.4	17.8	16.4	15.2	14.9	12.7	11.0	9.6	8.4	7.5	6.8	6.2	5.7	5.2	
Present value Terminal value	USD m	19.4															
in % of the Enterprise Value	%	10.6%															
Present value FCFF Detailed planning phase	USD m	76.2															
in % of the Enterprise Value	%	41.5%															
Present value FCFF Rough planning phase	USD m	88.1															
in % of the Enterprise Value	%	47.9%															
Enterprise Value	USD m	183.7															
Financial debt	USD m	-86.5															
Excess Cash	USD m	24.3															
Value of equity	USD m	121.5															
Number of shares outstanding	m.	13.6															
Value of equity per share	USD	9.00															

SOURCE: SPHENE CAPITAL FORECASTS

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15.06.2021 / 12:30 pm	n/a / n/a	n/a	1; 2; 8
27.05.2019 / 2:05 pm	n/a / n/a	n/a	1; 2; 8
26.07.2017 / 3:44 pm	n/a / n/a	n/a	1; 7; 8
29.06.2017 / 5:15 pm	n/a / n/a	n/a	1; 8

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