

<b>Buy</b>  <b>EUR 36.00</b> (EUR 42.00)  Price <b>EUR 25.20</b> <b>Upside 42.9 %</b>	<b>Value Indicators:</b> EUR DCF: 35.98	<b>Warburg ESG Risk Score: 1.4</b> ESG Score (MSCI based): 3.0 Balance Sheet Score: 1.3 Market Liquidity Score: 0.0	<b>Description:</b> aifinyo is a technology-focused financial services provider
	<b>Market Snapshot:</b> EUR m Market cap: 85.3 No. of shares (m): 3.4 EV: 111.8 Freefloat MC: 36.8 Ø Trad. Vol. (30d): 4.95 th	<b>Shareholders:</b> Freefloat 43.1 % aifinyo and Decimo 56.9 %	<b>Key Figures (WRe):</b> 2020e Beta: 1.8 Price / Book: 48.5 x Equity Ratio: 10 % Net Fin. Debt / EBITDA: 11.4 x Net Debt / EBITDA: 11.4 x

### Q3 demonstrates flexibility of business model; PT lowered

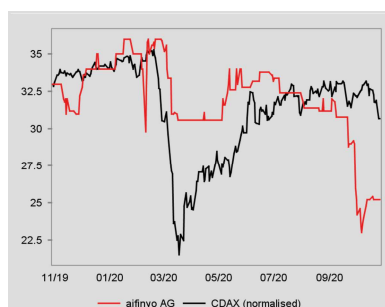
Stated Figures Q3/2020:			Comment on Figures:
in EUR m	Q3/20	9M/20	
<b>Sales</b>	<b>6.2</b>	<b>22.8</b>	<ul style="list-style-type: none"> <li>Sales just slightly lower qoq at EUR 6.2m</li> <li>Profitability improved to net income of -0.6m after -2.2m in Q2 on similar top line</li> <li>Even though we did not have explicit Q3 estimates, we would have assumed slight top-line growth and significant margin improvement qoq</li> </ul>
<b>Gross profit</b>	<b>1.7</b>	<b>6.2</b>	
<b>margin</b>	<b>27.5%</b>	<b>27.1%</b>	
<b>EBIT</b>	<b>0.1</b>	<b>0.5</b>	
<b>margin</b>	<b>1.1%</b>	<b>2.1%</b>	
<b>Net income</b>	<b>-0.6</b>	<b>-3.3</b>	
<b>margin</b>	<b>-9.6%</b>	<b>-14.4%</b>	
<b>EPS in EUR</b>	<b>-0.24</b>	<b>-1.31</b>	

Aifinyo reported Q3 figures for 2020, mostly unchanged on top line but much improved from a margin perspective, demonstrating the advantages of a fast turning portfolio with short durations and therefore the high flexibility of the business model.

- Sales were stagnant in a qoq comparison, presumably due to a combination of more restrictive acceptance behaviour of aifinyo, customer losses in the crisis, and a generally weaker Q3 during the summer months.
- The margin improved significantly and the company ended up with a loss of -0.6m in Q3. In detail, the depreciation on bad debt declined to EUR 28k after EUR 1.47m in Q2. It is clear that aifinyo already processed the losses in its portfolio in the second quarter and, due to the short duration of its portfolio, should quickly return to more normal loss ratios.

Assessment: The Q3 top line was rather uninspiring but showed perfect proof of the business model and its rapid adaption to changing economic environments. We reduced our full year estimates for both the top and bottom lines as German SMEs and freelancers still appear to be negatively impacted by the COVID-19 pandemic. However, our investment case is based on the long-term growth potential and the continued trend of digitisation of finance solutions. Therefore we highlight the long-term potential of the company but lower our PT to EUR 36 and reiterate our Buy rating.

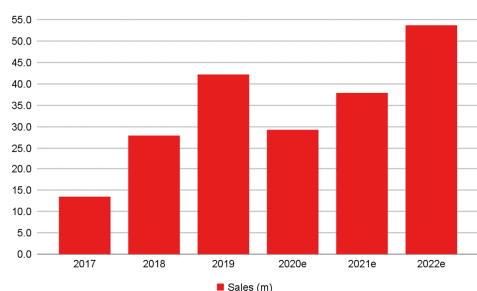
Changes in Estimates:							Comment on Changes:
FY End: 31.12. in EUR m	2020e (old)	+ / -	2021e (old)	+ / -	2022e (old)	+ / -	
<b>Sales</b>	42.9	-31.6 %	57.5	-34.0 %	78.5	-31.6 %	<ul style="list-style-type: none"> <li>2020 EBIT estimates increased due to shift from other operating expenses to depreciation of intangible assets.</li> <li>2021 estimates lowered as we assume a lower base from 2020 but also ongoing COVID-19 impact at least until Q1 2021</li> <li>2022 lowered as well on basis effect</li> </ul>
<b>EBIT</b>	0.8	13.5 %	3.6	-33.1 %	8.3	-31.3 %	
<b>EBT</b>	-2.4	n.m.	0.7	n.m.	3.8	-52.7 %	
<b>Net income</b>	-2.4	n.m.	0.7	n.m.	3.0	-56.8 %	



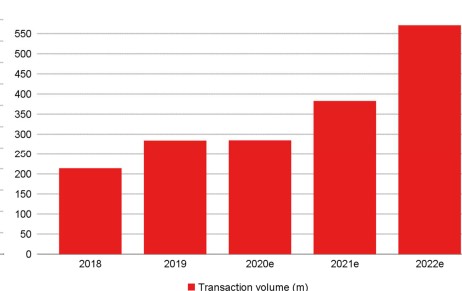
Rel. Performance vs CDAX:	
1 month:	-8.5 %
6 months:	-28.0 %
Year to date:	-15.9 %
Trailing 12 months:	-16.4 %

Company events:	
29.10.20	RS Calls
26.11.20	Meet the Future

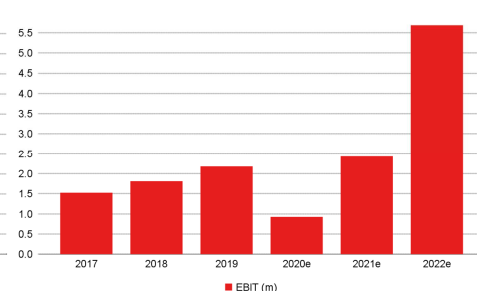
FY End: 31.12. in EUR m	CAGR (19-22e)	2016	2017	2018	2019	2020e	2021e	2022e
<b>Sales</b>	8.4 %	0.0	13.5	28.0	42.2	29.3	38.0	53.7
Change Sales yoy		n.a.	n.a.	107.9 %	50.8 %	-30.5 %	29.3 %	41.6 %
Gross profit margin		n.a.	34.7 %	23.1 %	19.6 %	28.4 %	28.9 %	29.6 %
<b>EBITDA</b>	28.2 %	0.0	2.1	2.8	3.6	2.3	3.8	7.6
Margin		n.a.	15.9 %	9.9 %	8.5 %	7.9 %	9.9 %	14.1 %
<b>EBIT</b>	37.7 %	0.0	1.5	1.8	2.2	0.9	2.4	5.7
Margin		n.a.	11.3 %	6.5 %	5.2 %	3.2 %	6.4 %	10.6 %
<b>Net income</b>	76.1 %	0.0	0.2	0.3	0.2	-3.6	-0.2	1.3
<b>EPS</b>	61.6 %	0.00	0.16	0.10	0.09	-1.06	-0.05	0.38
<b>EPS adj.</b>	61.6 %	0.00	0.16	0.10	0.09	-1.06	-0.05	0.38
<b>DPS</b>	-	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Dividend Yield		n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
<b>FCF</b>		0.00	-7.36	-3.13	-2.93	1.85	-4.96	-8.06
<b>FCF / Market cap</b>		n.a.	n.a.	-13.2 %	-10.1 %	7.3 %	-19.7 %	-32.0 %
<b>EV / Sales</b>		n.a.	n.a.	3.0 x	2.5 x	3.8 x	3.3 x	2.8 x
<b>EV / EBITDA</b>		n.a.	n.a.	30.2 x	29.5 x	48.1 x	33.0 x	20.1 x
<b>EV / EBIT</b>		n.a.	n.a.	46.5 x	48.6 x	120.9 x	51.0 x	26.7 x
<b>P / E</b>		n.a.	n.a.	236.7 x	323.3 x	n.a.	n.a.	66.3 x
<b>P / E adj.</b>		n.a.	n.a.	236.7 x	323.3 x	n.a.	n.a.	66.3 x
<b>FCF Potential Yield</b>		n.a.	n.a.	3.0 %	3.2 %	2.1 %	3.0 %	4.7 %
<b>Net Debt</b>		0.0	18.6	25.1	32.9	26.5	38.8	66.6
<b>ROCE (NOPAT)</b>		n.a.	5.3 %	3.4 %	3.8 %	2.7 %	6.3 %	6.8 %
<b>Guidance:</b>	n.a.							

**Sales development**  
in EUR m


Source: Warburg Research

**Transaction volume**  
EUR m


Source: Warburg Research

**EBIT development**  
in EUR m


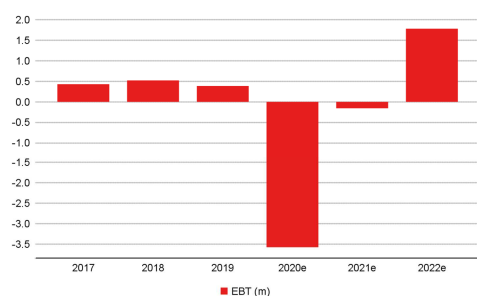
Source: Warburg Research

## Company Background

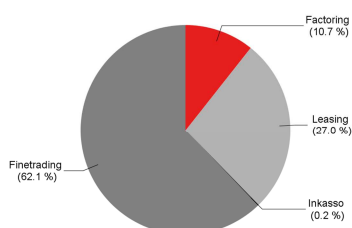
- aifinyo is a technology-focused financial services provider, offering finetrading, factoring, leasing and debt collection to freelancers and small and medium-sized companies
- The finetrading division offers customers procurement pre-financing for an individually negotiated fee.
- In the factoring segment, outstanding receivables are purchased from customers to bridge their liquidity. The debt collection segment takes care of the settlement of outstanding invoices.
- The leasing division purchases assets for its customers who then repay the purchase price in monthly lease payments
- Founded in 2012, aifinyo's growth was purely organic until 2019 when the company made its first acquisition by taking over factoring fintech Decimo

## Competitive Quality

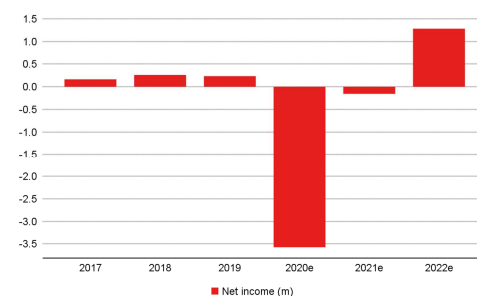
- One-stop shop offering various working capital financing alternatives. Clear differentiation from fintech competitors, most of which pursue a one-product approach
- Digital platform ensuring highly automated and timely processing of financing requests. Banks, which pose the strongest competition, lack such a digital offering
- Scalability of digital business model offers tremendous margin improvement potential.
- Clear focus on small ticket transactions that are unprofitable for banks naturally reduces competition.

**EBT development**  
in EUR m


Source: Warburg Research

**Sales by segments**  
2019; in %


Source: Warburg Research

**Net income development**  
in EUR m


Source: Warburg Research

## DCF model

Figures in EUR m	Detailed forecast period			Transitional period										Term. Value
	2020e	2021e	2022e	2023e	2024e	2025e	2026e	2027e	2028e	2029e	2030e	2031e	2032e	
Sales	8.3	11.0	15.9	22.3	30.0	39.0	48.8	56.1	62.3	67.9	73.0	76.7	78.6	2.5 %
Sales change	0.3 %	31.8 %	44.9 %	40.0 %	35.0 %	30.0 %	25.0 %	15.0 %	11.0 %	9.0 %	7.5 %	5.0 %	2.5 %	
EBIT	0.9	2.4	5.7	8.9	12.6	17.6	22.0	25.3	28.0	30.6	32.9	34.5	35.4	45.0 %
EBIT-margin	11.1 %	22.2 %	35.8 %	40.0 %	42.0 %	45.0 %	45.0 %	45.0 %	45.0 %	45.0 %	45.0 %	45.0 %	45.0 %	
Tax rate (EBT)	0.0 %	0.0 %	10.0 %	20.0 %	30.0 %	35.0 %	35.0 %	35.0 %	35.0 %	35.0 %	35.0 %	35.0 %	35.0 %	23
NOPAT	0.9	2.4	5.1	7.1	8.8	11.4	14.3	16.4	18.2	19.9	21.4	22.4	23.0	
Depreciation	1.4	1.3	1.9	3.3	4.5	5.9	7.3	8.4	9.3	10.2	11.0	11.5	11.8	103
in % of Sales	16.8 %	12.1 %	11.8 %	15.0 %	15.0 %	15.0 %	15.0 %	15.0 %	15.0 %	15.0 %	15.0 %	15.0 %	15.0 %	
Changes in provisions	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	35.27 %
Change in Liquidity from														
- Working Capital	-11.6	14.4	26.0	37.3	36.6	42.4	45.9	34.4	29.0	26.4	23.9	17.2	9.0	65.91 %
- Capex	3.2	3.6	4.4	3.3	4.5	5.9	7.3	8.4	9.3	10.2	11.0	11.5	11.8	
Capex in % of Sales	38.4 %	32.8 %	27.7 %	15.0 %	15.0 %	15.0 %	15.0 %	15.0 %	15.0 %	15.0 %	15.0 %	15.0 %	15.0 %	23
Other	7.8	-11.2	-20.9	-27.0	-33.1	-38.3	-41.5	-31.1	-26.2	-23.8	-21.6	-15.5	-8.1	
Free Cash Flow (WACC Model)	2.9	-3.0	-2.5	-3.2	5.3	7.4	9.9	13.1	15.4	17.3	19.1	20.8	22.1	103
PV of FCF	2.9	-2.7	-2.1	-2.4	3.7	4.6	5.6	6.8	7.3	7.5	7.5	7.5	7.2	
share of PVs	-1.18 %			35.27 %										65.91 %

## Model parameter

Derivation of WACC:		Derivation of Beta:	
Debt ratio	20.00 %	Financial Strength	1.50
Cost of debt (after tax)	2.8 %	Liquidity (share)	2.20
Market return	7.00 %	Cyclicality	2.00
Risk free rate	1.50 %	Transparency	2.00
		Others	1.30
<b>WACC</b>	<b>9.68 %</b>	<b>Beta</b>	<b>1.80</b>

## Valuation (m)

Present values 2032e	53		
Terminal Value	103		
Financial liabilities	33		
Pension liabilities	0		
Hybrid capital	0		
Minority interest	2		
Market val. of investments	0		
Liquidity	0	No. of shares (m)	3.4
<b>Equity Value</b>	<b>122</b>	<b>Value per share (EUR)</b>	<b>35.98</b>

## Sensitivity Value per Share (EUR)

		Terminal Growth									Delta EBIT-margin						
Beta	WACC	1.75 %	2.00 %	2.25 %	2.50 %	2.75 %	3.00 %	3.25 %	Beta	WACC	-1.5 pp	-1.0 pp	-0.5 pp	+0.0 pp	+0.5 pp	+1.0 pp	+1.5 pp
2.37	12.2 %	18.57	18.96	19.37	19.81	20.26	20.75	21.26	2.37	12.2 %	18.44	18.89	19.35	19.81	20.26	20.72	21.17
2.14	11.2 %	23.36	23.90	24.46	25.06	25.70	26.38	27.09	2.14	11.2 %	23.50	24.02	24.54	25.06	25.58	26.10	26.63
1.91	10.2 %	29.42	30.18	30.98	31.83	32.74	33.71	34.75	1.91	10.2 %	30.02	30.62	31.23	31.83	32.43	33.03	33.63
1.80	9.7 %	33.09	33.99	34.95	35.98	37.08	38.26	39.54	1.80	9.7 %	34.02	34.67	35.32	35.98	36.63	37.28	37.93
1.69	9.2 %	37.29	38.37	39.54	40.79	42.14	43.60	45.18	1.69	9.2 %	38.66	39.37	40.08	40.79	41.50	42.21	42.91
1.46	8.2 %	47.80	49.43	51.20	53.12	55.22	57.52	60.06	1.46	8.2 %	50.55	51.41	52.26	53.12	53.97	54.83	55.68
1.23	7.2 %	62.45	65.03	67.87	71.01	74.50	78.41	82.82	1.23	7.2 %	67.81	68.87	69.94	71.01	72.07	73.14	74.20

- Our top-line assumptions build on gross profit as proxy for net interest and commission income
- EBIT margin relates to gross profit as well
- High net working capital as result of the business model
- Others reflects the debt financing of working capital changes

Valuation	2016	2017	2018	2019	2020e	2021e	2022e
Price / Book	n.a.	n.a.	17.5 x	17.9 x	48.5 x	15.2 x	17.1 x
Book value per share ex intangibles	0.00	0.86	1.20	1.44	0.06	0.82	0.19
EV / Sales	n.a.	n.a.	3.0 x	2.5 x	3.8 x	3.3 x	2.8 x
EV / EBITDA	n.a.	n.a.	30.2 x	29.5 x	48.1 x	33.0 x	20.1 x
EV / EBIT	n.a.	n.a.	46.5 x	48.6 x	120.9 x	51.0 x	26.7 x
EV / EBIT adj.*	n.a.	n.a.	46.5 x	48.6 x	120.9 x	51.0 x	26.7 x
P / FCF	n.a.	n.a.	n.a.	n.a.	13.6 x	n.a.	n.a.
P / E	n.a.	n.a.	236.7 x	323.3 x	n.a.	n.a.	66.3 x
P / E adj.*	n.a.	n.a.	236.7 x	323.3 x	n.a.	n.a.	66.3 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.	3.0 %	3.2 %	2.1 %	3.0 %	4.7 %
*Adjustments made for: -							

Company Specific Items	2016	2017	2018	2019	2020e	2021e	2022e
Transaction volume	n.a.	n.a.	214.0	284.8	285.4	383.1	570.6

## Consolidated profit & loss

In EUR m	2016	2017	2018	2019	2020e	2021e	2022e
<b>Sales</b>	<b>0.0</b>	<b>13.5</b>	<b>28.0</b>	<b>42.2</b>	<b>29.3</b>	<b>38.0</b>	<b>53.7</b>
Change Sales yoy	n.a.	n.a.	107.9 %	50.8 %	-30.5 %	29.3 %	41.6 %
Increase / decrease in inventory	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Own work capitalised	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>Total Sales</b>	<b>0.0</b>	<b>13.5</b>	<b>28.0</b>	<b>42.2</b>	<b>29.3</b>	<b>38.0</b>	<b>53.7</b>
Material expenses	0.0	8.8	21.5	33.9	21.0	27.0	37.8
<b>Gross profit</b>	<b>0.0</b>	<b>4.7</b>	<b>6.5</b>	<b>8.3</b>	<b>8.3</b>	<b>11.0</b>	<b>15.9</b>
<i>Gross profit margin</i>	<i>n.a.</i>	<i>34.7 %</i>	<i>23.1 %</i>	<i>19.6 %</i>	<i>28.4 %</i>	<i>28.9 %</i>	<i>29.6 %</i>
Personnel expenses	0.0	1.7	2.1	2.7	3.4	3.8	4.3
Other operating income	0.0	0.3	0.2	0.3	0.4	0.2	0.3
Other operating expenses	0.0	1.2	1.8	2.3	3.0	3.6	4.3
Unfrequent items	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>EBITDA</b>	<b>0.0</b>	<b>2.1</b>	<b>2.8</b>	<b>3.6</b>	<b>2.3</b>	<b>3.8</b>	<b>7.6</b>
<i>Margin</i>	<i>n.a.</i>	<i>15.9 %</i>	<i>9.9 %</i>	<i>8.5 %</i>	<i>7.9 %</i>	<i>9.9 %</i>	<i>14.1 %</i>
Depreciation of fixed assets	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>EBITA</b>	<b>0.0</b>	<b>2.1</b>	<b>2.8</b>	<b>3.6</b>	<b>2.3</b>	<b>3.8</b>	<b>7.6</b>
Amortisation of intangible assets	0.0	0.6	1.0	1.4	1.4	1.3	1.9
Goodwill amortisation	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>EBIT</b>	<b>0.0</b>	<b>1.5</b>	<b>1.8</b>	<b>2.2</b>	<b>0.9</b>	<b>2.4</b>	<b>5.7</b>
<i>Margin</i>	<i>n.a.</i>	<i>11.3 %</i>	<i>6.5 %</i>	<i>5.2 %</i>	<i>3.2 %</i>	<i>6.4 %</i>	<i>10.6 %</i>
<b>EBIT adj.</b>	<b>0.0</b>	<b>1.5</b>	<b>1.8</b>	<b>2.2</b>	<b>0.9</b>	<b>2.4</b>	<b>5.7</b>
Interest income	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Interest expenses	0.0	0.7	0.8	1.1	1.1	1.3	2.0
Other financial income (loss)	0.0	0.4	0.5	0.8	3.4	1.3	1.9
<b>EBT</b>	<b>0.0</b>	<b>0.4</b>	<b>0.5</b>	<b>0.4</b>	<b>-3.6</b>	<b>-0.2</b>	<b>1.8</b>
<i>Margin</i>	<i>n.a.</i>	<i>3.2 %</i>	<i>1.9 %</i>	<i>0.9 %</i>	<i>-12.2 %</i>	<i>-0.4 %</i>	<i>3.3 %</i>
Total taxes	0.0	0.3	0.3	0.2	0.0	0.0	0.5
<b>Net income from continuing operations</b>	<b>0.0</b>	<b>0.2</b>	<b>0.3</b>	<b>0.2</b>	<b>-3.6</b>	<b>-0.2</b>	<b>1.3</b>
Income from discontinued operations (net of tax)	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>Net income before minorities</b>	<b>0.0</b>	<b>0.2</b>	<b>0.3</b>	<b>0.2</b>	<b>-3.6</b>	<b>-0.2</b>	<b>1.3</b>
Minority interest	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>Net income</b>	<b>0.0</b>	<b>0.2</b>	<b>0.3</b>	<b>0.2</b>	<b>-3.6</b>	<b>-0.2</b>	<b>1.3</b>
<i>Margin</i>	<i>n.a.</i>	<i>1.2 %</i>	<i>0.9 %</i>	<i>0.6 %</i>	<i>-12.2 %</i>	<i>-0.4 %</i>	<i>2.4 %</i>
Number of shares, average	1.0	1.0	2.5	2.5	3.4	3.4	3.4
<b>EPS</b>	<b>0.00</b>	<b>0.16</b>	<b>0.10</b>	<b>0.09</b>	<b>-1.06</b>	<b>-0.05</b>	<b>0.38</b>
EPS adj.	0.00	0.16	0.10	0.09	-1.06	-0.05	0.38

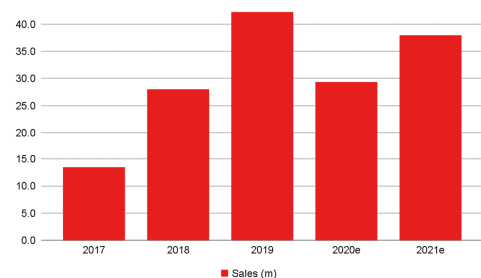
\*Adjustments made for:

**Guidance: n.a.**

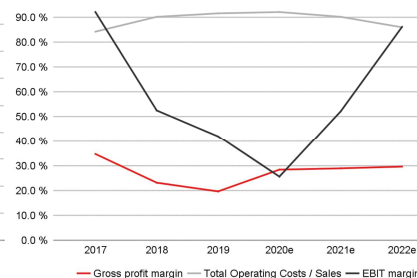
## Financial Ratios

	2016	2017	2018	2019	2020e	2021e	2022e
Total Operating Costs / Sales	n.a.	84.1 %	90.1 %	91.5 %	92.1 %	90.1 %	85.9 %
Operating Leverage	n.a.	n.a.	0.2 x	0.4 x	1.9 x	5.6 x	3.2 x
EBITDA / Interest expenses	n.a.	3.1 x	3.3 x	3.3 x	2.1 x	2.9 x	3.8 x
Tax rate (EBT)	n.a.	61.8 %	50.1 %	39.3 %	0.0 %	0.0 %	28.1 %
Dividend Payout Ratio	n.a.	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Sales per Employee	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.

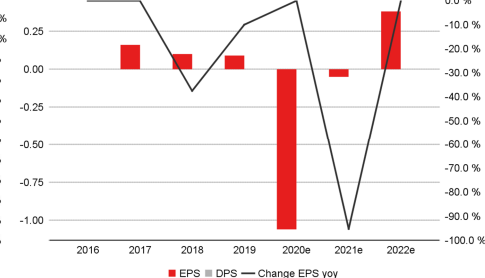
**Sales, EBITDA**  
in EUR m



**Operating Performance**  
in %



**Performance per Share**



Source: Warburg Research

Source: Warburg Research

Source: Warburg Research

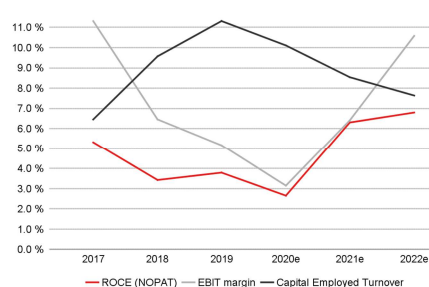
## Consolidated balance sheet

In EUR m	2016	2017	2018	2019	2020e	2021e	2022e
<b>Assets</b>							
Goodwill and other intangible assets	0.0	0.2	0.4	0.5	1.5	2.8	4.3
thereof other intangible assets	0.0	0.2	0.4	0.5	1.3	2.5	4.1
thereof Goodwill	0.0	0.0	0.0	0.0	0.3	0.3	0.3
Property, plant and equipment	0.0	2.0	3.4	4.4	5.4	6.4	7.4
Financial assets	0.0	0.0	0.6	0.6	-2.3	-3.1	-4.5
Other long-term assets	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>Fixed assets</b>	<b>0.0</b>	<b>2.3</b>	<b>4.5</b>	<b>5.5</b>	<b>4.6</b>	<b>6.1</b>	<b>7.2</b>
Inventories	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Accounts receivable	0.0	21.4	32.0	38.7	27.2	41.7	67.9
Liquid assets	0.0	0.7	0.8	0.3	3.2	4.1	0.2
Other short-term assets	0.0	4.7	3.5	0.9	4.5	4.9	4.9
<b>Current assets</b>	<b>0.0</b>	<b>26.8</b>	<b>36.3</b>	<b>39.8</b>	<b>35.0</b>	<b>50.7</b>	<b>73.1</b>
<b>Total Assets</b>	<b>0.0</b>	<b>29.1</b>	<b>40.8</b>	<b>45.3</b>	<b>39.7</b>	<b>56.8</b>	<b>80.3</b>
<b>Liabilities and shareholders' equity</b>							
Subscribed capital	0.0	0.1	2.5	2.5	3.4	3.4	3.4
Capital reserve	0.0	0.0	0.0	0.5	1.3	1.3	1.3
Retained earnings	0.0	0.0	0.0	0.0	-3.6	-3.7	-2.4
Other equity components	0.0	1.0	0.9	1.1	0.6	4.6	2.7
Shareholders' equity	0.0	1.1	3.4	4.1	1.8	5.6	5.0
Minority interest	0.0	2.3	2.3	2.3	2.3	2.3	2.3
<b>Total equity</b>	<b>0.0</b>	<b>3.4</b>	<b>5.6</b>	<b>6.3</b>	<b>4.0</b>	<b>7.9</b>	<b>7.2</b>
Provisions	0.0	0.3	0.2	0.2	0.2	0.2	0.2
thereof provisions for pensions and similar obligations	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Financial liabilities (total)	0.0	19.3	25.9	33.2	29.8	42.9	66.8
thereof short-term financial liabilities	0.0	19.3	25.9	33.2	24.8	37.9	61.8
Accounts payable	0.0	0.1	0.4	0.2	0.4	0.5	0.7
Other liabilities	0.0	6.1	8.6	5.4	5.4	5.4	5.4
<b>Liabilities</b>	<b>0.0</b>	<b>25.7</b>	<b>35.2</b>	<b>39.0</b>	<b>35.7</b>	<b>49.0</b>	<b>73.1</b>
<b>Total liabilities and shareholders' equity</b>	<b>0.0</b>	<b>29.1</b>	<b>40.8</b>	<b>45.3</b>	<b>39.7</b>	<b>56.8</b>	<b>80.3</b>

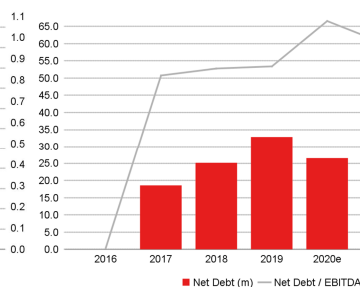
## Financial Ratios

	2016	2017	2018	2019	2020e	2021e	2022e
<b>Efficiency of Capital Employment</b>							
Operating Assets Turnover	n.a.	0.6 x	0.8 x	1.0 x	0.9 x	0.8 x	0.7 x
Capital Employed Turnover	n.a.	0.6 x	0.9 x	1.1 x	1.0 x	0.8 x	0.7 x
ROA	n.a.	7.3 %	5.9 %	4.3 %	-77.0 %	-2.5 %	17.7 %
<b>Return on Capital</b>							
ROCE (NOPAT)	n.a.	5.3 %	3.4 %	3.8 %	2.7 %	6.3 %	6.8 %
ROE	n.a.	29.7 %	11.6 %	6.3 %	-122.3 %	-4.2 %	24.2 %
Adj. ROE	n.a.	29.7 %	11.6 %	6.3 %	-122.3 %	-4.2 %	24.2 %
<b>Balance sheet quality</b>							
Net Debt	0.0	18.6	25.1	32.9	26.5	38.8	66.6
Net Financial Debt	0.0	18.6	25.1	32.9	26.5	38.8	66.6
Net Gearing	n.a.	552.8 %	446.8 %	518.6 %	661.4 %	494.2 %	920.6 %
Net Fin. Debt / EBITDA	n.a.	869.0 %	903.3 %	915.0 %	1140.0 %	1032.0 %	880.2 %
Book Value / Share	0.0	1.1	1.4	1.6	0.5	1.7	1.5
Book value per share ex intangibles	0.0	0.9	1.2	1.4	0.1	0.8	0.2

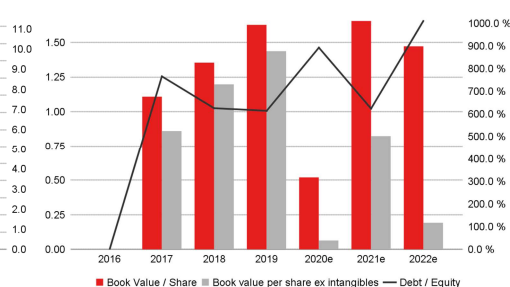
### ROCE Development



### Net debt in EUR m



### Book Value per Share in EUR



Source: Warburg Research

Source: Warburg Research

Source: Warburg Research

## Consolidated cash flow statement

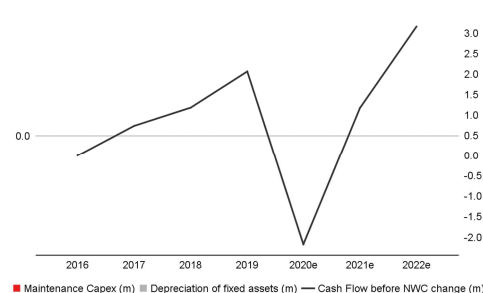
In EUR m	2016	2017	2018	2019	2020e	2021e	2022e
Net income	0.0	0.2	0.3	0.2	-3.6	-0.2	1.3
Depreciation of fixed assets	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Amortisation of goodwill	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Amortisation of intangible assets	0.0	0.6	1.0	1.4	1.4	1.3	1.9
Increase/decrease in long-term provisions	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	0.4	0.0	0.0	0.0
<b>Cash Flow before NWC change</b>	<b>0.0</b>	<b>0.7</b>	<b>1.2</b>	<b>2.1</b>	<b>-2.2</b>	<b>1.2</b>	<b>3.2</b>
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	-8.1	-9.4	-6.7	11.5	-14.5	-26.2
Increase / decrease in accounts payable	0.0	1.3	2.8	-0.2	0.2	0.1	0.2
Increase / decrease in other working capital positions	0.0	0.7	0.8	0.0	0.0	0.0	0.0
Increase / decrease in working capital (total)	0.0	-6.1	-5.7	-6.8	11.6	-14.4	-26.0
<b>Net cash provided by operating activities [1]</b>	<b>0.0</b>	<b>-5.4</b>	<b>-4.6</b>	<b>-4.8</b>	<b>9.5</b>	<b>-13.2</b>	<b>-22.9</b>
Investments in intangible assets	0.0	0.0	0.0	-1.6	-2.2	-2.6	-3.4
Investments in property, plant and equipment	0.0	-2.0	-3.2	-1.0	-1.0	-1.0	-1.0
Payments for acquisitions	0.0	0.0	0.0	0.0	-0.3	0.0	0.0
Financial investments	0.0	0.0	0.0	0.0	0.5	0.5	0.5
Income from asset disposals	0.0	0.1	0.1	0.3	0.0	0.0	0.0
<b>Net cash provided by investing activities [2]</b>	<b>0.0</b>	<b>-1.9</b>	<b>-3.2</b>	<b>-2.3</b>	<b>-4.0</b>	<b>-4.1</b>	<b>-4.9</b>
Change in financial liabilities	0.0	7.9	6.7	7.3	-3.4	13.2	23.9
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	0.1	2.0	0.5	0.9	0.0	0.0
Other	0.0	0.0	-0.8	-1.1	0.0	5.0	0.0
<b>Net cash provided by financing activities [3]</b>	<b>0.0</b>	<b>8.0</b>	<b>7.8</b>	<b>6.7</b>	<b>-2.5</b>	<b>18.2</b>	<b>23.9</b>
<b>Change in liquid funds [1]+[2]+[3]</b>	<b>0.0</b>	<b>0.7</b>	<b>0.1</b>	<b>-0.4</b>	<b>2.9</b>	<b>0.9</b>	<b>-3.9</b>
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	0.0	0.7	0.8	0.4	3.2	4.1	0.2

## Financial Ratios

	2016	2017	2018	2019	2020e	2021e	2022e
<b>Cash Flow</b>							
FCF	0.0	-7.4	-7.8	-7.4	6.3	-16.8	-27.3
Free Cash Flow / Sales	n.a.	-54.6 %	-27.9 %	-17.4 %	21.3 %	-44.3 %	-50.8 %
Free Cash Flow Potential	0.0	1.9	2.5	3.4	2.3	3.8	7.1
Free Cash Flow / Net Profit	n.a.	-4468.8 %	-2995.6 %	-3137.9 %	-175.0 %	10797.5 %	-2129.4 %
Interest Received / Avg. Cash	n.a.	0.9 %	4.1 %	0.0 %	0.0 %	0.0 %	0.0 %
Interest Paid / Avg. Debt	n.a.	7.1 %	3.7 %	3.7 %	3.5 %	3.5 %	3.7 %
<b>Management of Funds</b>							
Investment ratio	n.a.	14.6 %	11.6 %	6.2 %	10.9 %	9.5 %	8.2 %
Maint. Capex / Sales	n.a.	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Capex / Dep	n.a.	322.4 %	333.4 %	184.0 %	228.6 %	271.0 %	234.0 %
Avg. Working Capital / Sales	n.a.	79.2 %	94.5 %	83.0 %	111.2 %	89.6 %	100.9 %
Trade Debtors / Trade Creditors	n.a.	21571.1 %	8229.1 %	16999.0 %	6806.4 %	8338.9 %	9705.8 %
Inventory Turnover	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
Receivables collection period (days)	n.a.	581	417	334	339	401	462
Payables payment period (days)	n.a.	4	7	2	7	7	7
Cash conversion cycle (Days)	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.

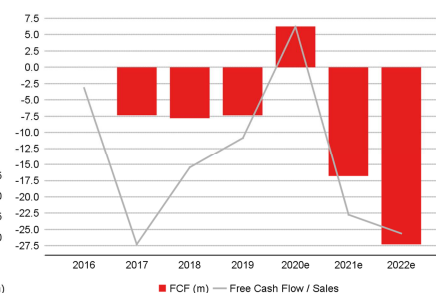
## CAPEX and Cash Flow

in EUR m



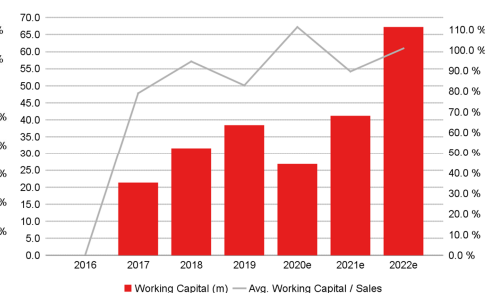
Source: Warburg Research

## Free Cash Flow Generation



Source: Warburg Research

## Working Capital



Source: Warburg Research



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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 price target in the opinion of the analyst who covers this financial instrument.

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

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Rating	Number of stocks	% of Universe
Buy	133	66
Hold	55	27
Sell	9	4
Rating suspended	6	3
<b>Total</b>	<b>203</b>	<b>100</b>

## 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	35	83
Hold	5	12
Sell	0	0
Rating suspended	2	5
<b>Total</b>	<b>42</b>	<b>100</b>

## PRICE AND RATING HISTORY AIFINYO AS OF 28.10.2020



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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