



**MUTARES**

# **Earnings Report Mutares SE & Co. KGaA for Q3 2020<sup>1</sup>**

Munich, 10 November 2020

1) According to German GAAP

## Disclaimer

This document has been prepared by Mutares SE & Co. KGaA solely for the use in this presentation.

The information contained in this document has not been independently verified. No representation or warranty - whether expressed or implied – is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of the information or opinions contained therein. Neither the company nor any of its affiliates, advisors or representatives shall have any liability whatsoever (in negligence or otherwise) for any loss arising from any use of this document or its content or otherwise arising in connection with this document.

This document does not constitute an offer or invitation to purchase or subscribe for any shares and neither this document nor any part of it shall form the basis of, or be relied upon in connection with, any contract or commitment whatsoever.

This document contains forward-looking statements that are based on current estimates and assumptions made by the management of Mutares SE & Co. KGaA , and other information currently available to them. The words “anticipate,” “assume,” “believe,” “estimate,” “expect,” “intend,” “may,” “plan,” “project,” “should” and similar expressions are used to identify forward-looking statements. Various known and unknown risks, uncertainties and other factors could cause actual results to differ materially from those contained in the forward-looking statements. Mutares SE & Co. KGaA does not intend or assume any obligation to update any forward-looking statements. Any forward-looking statement speaks only as of the date on which it is made and is based on numerous assumptions which may or may not prove to be correct.

This presentation and its contents are confidential and are not for release, reproduction, publication or distribution, in whole or in part, directly or indirectly, in or into or from the United States of America, Canada, Australia, Japan or any jurisdiction where such distribution is unlawful. This presentation is not an offer or invitation to buy or sell securities in any jurisdiction.

By accepting this document, you agree with the foregoing.

## Statement of Profit and Loss

### High acquisition activity in last months drives P&L

mEUR	Q3 2020	Q3 2019
<b>Revenues</b>	<b>23.0</b>	<b>13.3</b>
Other income	1.3	3.5
Purchased services	-1.5	-1.0
Personnel expenses	-9.8	-7.7
Other expenses	-13.9	-8.5
<b>EBITDA</b>	<b>-1.0</b>	<b>-0.4</b>
Financial result	-4.5	0.3
<b>Net Result</b>	<b>-5.6</b>	<b>-0.2</b>

- P&L reflects the high level of acquisitions and the corresponding growth of the Mutares holding
- **Revenues** consist of consulting income and management fees charged to portfolio companies
- Reversal of formerly recorded write-offs is the main component of **other income**
- Increase in **personnel expenses** and **other expenses** due to the recent growth of the company (recruitment of new staff & establishment of new offices) and higher accruals for yearly bonus
- **Financial result** includes bond-related expenses as well as write-off on shares in affiliated companies
- **Net income** usually negative throughout the year as positive contribution from dividend income is usually recorded in Q4

## Balance Sheet

### Increase in total assets due to bond placement and bond tap

mEUR	30/09/2020	31/12/2019
Financial assets	51.2	42.6
Other non-current assets	0.4	0.4
<b>Non-current assets</b>	<b>51.6</b>	<b>43.0</b>
Receivables & Other assets	48.6	41.5
Cash & equivalents	35.3	9.2
<b>Current assets</b>	<b>83.9</b>	<b>50.7</b>
<b>Total assets</b>	<b>135.5</b>	<b>93.7</b>

mEUR	30/09/2020	31/12/2019
<b>Total equity</b>	<b>58.0</b>	<b>78.9</b>
<b>Provisions</b>	<b>5.1</b>	<b>4.5</b>
Bond	70.0	0.0
Trade & other liabilities	2.4	10.3
<b>Liabilities</b>	<b>72.4</b>	<b>10.3</b>
<b>Total equity &amp; liab.</b>	<b>135.5</b>	<b>93.7</b>

- **Financial assets** contain shares in affiliated companies and long-term loans to affiliated companies; receivables are toward affiliated companies resulting from consulting/management fees as well as dividends
- Bond placement led to an increase in **cash** as well as in **liabilities**

## Cash Flow

### Proceeds from bond lead to a significant increase in cash

mEUR	Q3 2020
Net result	-5.6
Financial result	4.5
Other non-cash expense (+)/income (-)	-2.1
Increase (+)/ decrease (-) in provisions	0.6
Increase (+)/ decrease (-) in trade payable	-3.8
<b>Cash flow from operating activities</b>	<b>-6.4</b>
Net investments (-) in affiliated companies (shares, loans, other receivables)	-19.2
<b>Cash flow from investing activities</b>	<b>-19.2</b>
Net proceeds (+) from bond	68.4
Dividends paid (-)	-15.2
Interest paid (-)	-1.5
<b>Cash flow from financing activities</b>	<b>51.7</b>
Cash and cash equivalents at the beginning of the period	9.2
<b>Cash and cash equivalents at the end of the period</b>	<b>35.3</b>

- **Cash flow from operating activities** based on net loss for Q3 2020 YTD and repayment of trade payables (essentially towards Mutares Management SE) negative
- **Cash flow from investing activities** represents investments in portfolio companies
- Net proceeds from bond with major impact on **cash flow from financing activities**