(CDAX, Financial Services, MUX GR)



Device		Value Indicators:	EUR	Warburg ESG Risk Score:	2.8	Description:	
Buy		SotP:	22.50	ESG Score (MSCI based):	3.0	Mutares is a PE group which	
00.70				Balance Sheet Score:	3.3	specializes on turnaround and	
EUR <b>22.50</b>				Market Liquidity Score:	2.0	restructuring cases	
		Market Snapshot:	EUR m	Shareholders:		Key Figures (WRe):	2022e
		Market cap:	376	Freefloat	65.10 %	Beta:	1.3
Price E	UR 18.30	No. of shares (m):	21	Robin Laik (CEO)	24.80 %	Price / Book:	0.5 x
Upside	23.0 %	EV:	758	Elber GmbH	10.10 %	Equity Ratio:	26 %
		Freefloat MC:	245			Net Fin. Debt / EBITDA:	1.0 x
		Ø Trad. Vol. (30d):	382.70 th			Net Debt / EBITDA:	1.6 x

### First Glance: Q2 shows sound result at Holding level

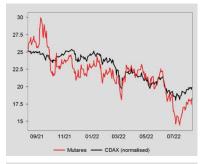
	Q2 22 A	Q2 21 A	yoy	Q1 22 A	qoq
Sales Holding	14,0	11,9	18%	14,7	-5%
Net income Holding	7,4	24,6	-70%	6,8	9%
Sales Group	902	600	50%	852,5	6%
Adj. EBITDA Group	-2,2	-4,9	n.m.	-30,7	n.m.
Sales Realignment	338,5	98,4	244%	322,1	5%
Adj. EBITDA Realignment	-13,4	-7,8	n.m.	-24,6	n.m.
Sales Optimization	314,7	235,3	34%	285,3	10%
Adj. EBITDA Optimization	-5,6	-9,6	n.m.	-13,5	n.m.
Sales Harvesting	249,7	266,5	-6%	245,2	2%
Adj. EBITDA Harvesting	14,9	11,2	33%	6,3	137%

At Holding level, Mutares continued to show progress on the revenues side, which represents the consulting fees generated from portfolio companies. YoY growth stands at 18%, even though sequentially there is a small decline. Holding net income improved sequentially and was on a positive level. Q2 21 is distorted to the upside owing to exit gains from STS group.

The sales-increase for companies in the realignment phase jumped yoy based on the consolidation of the increased portfolio. On the positive side, we note that losses were reduced sequentially, which is also the case for the companies in the optimization phase. There was an improvement in earnings, both sequentially and yoy, for companies in the harvesting phase. Note that there is no change in the composition of companies in the harvesting phase versus Q1 22.

By end-market, we note that in Q2, automotive continued the level of high losses of Q1 22 at adj. EBITDA level, while engineering and goods & services moved from a loss situation in Q1 to profitability in Q2.

Mutares reiterates its FY 22 guidance and expects sales to reach EUR 4bn at Group level. Holding net income is seen in the range of EUR 72-82m but the lower end of the range was already indicated after Q1. In the Q2 outlook statement, Mutares made some additional cautionary statements with respect to the possible impact of current economic conditions (supply chain, energy inflation...) to slow the restructuring process and that exit gains represent a significant portion of respective net incomes of future years. Note that our net income forecasts do not include future exits and are hence considerably below the guidance. Given that five companies are currently in the harvesting phase, we regard it as likely that Mutares will be able to generate exit gains even if scope and timing are uncertain.

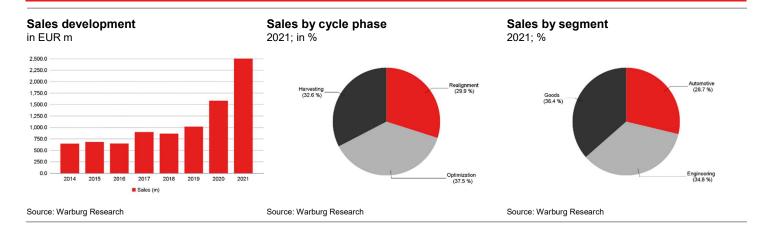


Rel. Performance vs CDAX:	
1 month:	10.5 %
6 months:	-1.5 %
Year to date:	-0.4 %
Trailing 12 months:	-7.3 %

Company events:	
11.08.22	Q2
20.10.22	CMD
20.10.22	Q3

FY End: 31.12. in EUR m	CAGR (21-24e)	2018	2019	2020	2021	2022e	2023e	2024e		
Sales Change Sales yoy	19.4 %	865 -3.8 %	1,016 17.4 %	1,584 55.9 %	2,504 58.1 %	3,600 43.8 %	4,204 16.8 %	4,262 1.4 %		
Sales Holding	36.3 %	11	19	32	50	72	101	128		
Chg yoy		n.a.	83.0 %	65.0 %	58.2 %	42.5 %	40.7 %	26.3 %		
Portfolio equity distributions		0	22	35	14	19	26	30		
Portfolio income		11	41	66	65	91	127	158		
Exit gains	-	68	0	0	58	5	0	0		
Net income holding		20	23	33	50	31	43	60		
Net income margin holding		189.9 %	116.6 %	104.7 %	98.2 %	43.4 %	42.5 %	47.1 %		
EBITDA adj.		5	7	-29	-41	-12	122	162		
Net income	-	15	21	27	449	59	-63	-25		
Net income adj.		20	23	33	50	31	43	60		
EPS adj.		1.32	1.48	2.20	3.00	1.51	2.08	2.92		
P / E adj.		10.1 x	6.8 x	5.1 x	7.4 x	12.1 x	8.8 x	6.3 x		
DPS	10.1 %	1.00	1.00	1.50	1.50	1.00	1.50	2.00		
Dividend Yield		7.5 %	10.0 %	13.3 %	6.8 %	5.5 %	8.2 %	10.9 %		
EPS		0.96	1.37	1.79	27.18	2.84	-3.06	-1.23		
P/E		13.9 x	7.3 x	6.3 x	0.8 x	6.4 x	n.a.	n.a.		
Guidance:	Annualized group sales above EUR 4bn, net income holding EUR 72m									





# **Company Background**

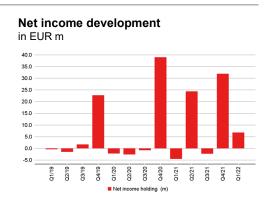
- Mutares was co-founded in 2008 by CEO Robin Laik.
- Mutares invests in small/midcap (sales 50-500m) companies in special situations and manages the turnaround with its own consultants
- Consolidated sales increased from EUR 60m in 2010 to above EUR 2.5bn in 2021 as the company made more than 80 transactions
- Mutares has consistently paid a dividend and targets a base dividend of EUR 1.0. The dividend yield has exceeded 5% over the past five years.
- The company issued a bond and raised equity of combind 180m in the last two years to accelerate growth as the Covid pandemic gave rise to unique investment opportunities

# **Competitive Quality**

- With more than 100consultants, who are turnaround specialists, at the end of 2020, Mutares has established a European network of offices enabling the generation of synergies across its portfolio holdings.
- European small-midcap special situations management is a niche market with limited competition
- Management and board members hold significant stakes of outstanding shares
- For FY 23 Mutares targets annual consolidated sales of EUR 5bn, which translates into a holding profit of EUR 100m respectively a net margin of 1.8-2.2%



Source: Warburg Research



Source: Warburg Research



Sum of the parts								
Net Asset Value			-	esearch estimat	es			
Company	exit date	sales Wre	EBITDA margin	EBITDA / EBIT	Exit mutiple	EV	probability	NPV
Asteri	2026	30	5%	1,5	6,0	9	10%	0,6
ATI (Special melted products)	2027	80	9%	7,2	7,0	50	10%	3,1
Balcke-Dürr Group	2024	110	6%	6,6	6,0	40	25%	8,2
Celcim	2026	35	8%	2,8	7,0	20	35%	4,7
Cimos	2027	200	8%	16,0	7,0	112	35%	24,4
Repartim (Carglas Maison)	2026	42	7%	2,9	7,0	21	25%	2,8
Donges Group	2023	200	8%	16,0	7,0	112	35%	35,7
Donges Group (Nordic)	2022	265	5%	13,5	6,0	81	50%	40,5
Exi (Ericcson Services Italia)	2026	45	6%	2,7	8,0	22	25%	3,7
Fasana	2026	35	7%	2,5	8,0	20	10%	1,3
Frigoscandia	2026	250	4%	10,0	7,0	70	25%	12,0
Ganter	2026	100	7%	7,0	7,0	49	25%	8,4
Gemini Rail Group	2024	110	8%	8,8	8,0	70	10%	5,8
inovis group (Valmet Automotive)	2026	55	5%	2,8	5,0	14	10%	0,9
keeeper	2024	100	11%	11,0	9,0	99	25%	20,5
Kico Group	2026	220	10%	22,0	6,0	132	25%	22,6
_a Rochette	2026	130	10%	13,0	7,0	91	35%	21,8
acroix & Kress / Plati	2026	160	8%	13,0	7,0	91	25%	15,6
apyere	2026	750	8%	60,0	7,0	570	10%	39,1
.MS (Magna)	2026	450	6%	27,0	6,0	162	10%	11,1
Mann & Hummel	2027	500	8%	40,0	7,0	280	10%	17,5
Clecim (Primetals)	2026	55	9%	5,0	7,0	35	35%	8,3
Plati	2026	50	8%	4,0	7,0	28	25%	4,8
Primo TECS (Tekfor)	2026	160	7%	11,2	6,0	67	10%	4,6
Royal de Boer / Japy Tech	2026	50	10%	5,0	7,0	35	35%	8,4
Sabo	2026	25	10%	2,5	8,0	20	50%	6,9
SFC Solutions	2024	300	8%	24,0	6,0	144	25%	29,8
Siemens Energy	2027	110	8%	8,8	7,0	62	10%	3,8
Terranor (Nordic Road Services)	2026	170	9%	15,3	7,0	107	35%	25,7
/ALTI (Vallourec Bearing Tubes)	2027	50	7%	3,5	7,0	25	10%	1,5
							-	345,

	2021	2022e	2023e	2024e
Sum of the Parts (EURm)				
Consulting revenues	50,463	71,9	101,2	127,8
Consulting profit (BITDA)	7,131	13,3	18,2	23,0
WACC				9,9%
			TV	232
Equity distributions	14	19,0	26,0	30,0
WACC				9,9%
			TV	303
(+) NPV portfolio		345		
(-) Discounted TV equity distributions		251	_	
NPV portfolio surplus		94,7	•	

Enterprise Value / CF	127,0	44,2	535,1
Discounted values	127,0	40,2	443,0
Discounted sum EV/CF	610,2		
Debt	80,0		
Cash	30,8		
Other debt like items	98,3		
Equity Value	463		
Number of shares outstanding	20,6		
Fair value per share (EUR)	22,5		

As debt we deduct the outstanding bond and given guarantees

# Mutares



Valuation							
	2018	2019	2020	2021	2022e	2023e	2024e
Price / Book	1.1 x	0.8 x	0.9 x	0.5 x	0.5 x	0.6 x	0.6 x
Book value per share ex intangibles	8.99	8.17	7.38	28.56	25.92	21.86	19.13
EV / Sales	0.3 x	0.4 x	0.3 x	0.3 x	0.2 x	0.2 x	0.2 x
EV / EBITDA	5.5 x	4.6 x	3.6 x	1.5 x	3.2 x	6.9 x	5.2 x
EV / EBIT	14.0 x	14.0 x	12.5 x	2.0 x	10.0 x	n.a.	n.a.
EV / EBIT adj.*	14.0 x	14.0 x	n.a.	n.a.	10.0 x	n.a.	n.a.
P/FCF	n.a.	n.a.	n.a.	n.a.	5.2 x	n.a.	16.5 x
P/E	13.9 x	7.3 x	6.3 x	0.8 x	6.4 x	n.a.	n.a.
P / E adj.*	10.1 x	6.8 x	5.1 x	7.4 x	12.1 x	8.8 x	6.3 x
Dividend Yield	7.5 %	10.0 %	13.3 %	6.8 %	5.5 %	8.2 %	10.9 %
FCF Potential Yield (on market EV)	17.1 %	21.5 %	28.2 %	66.4 %	31.3 %	14.5 %	19.1 %
*Adjustments made for: -							

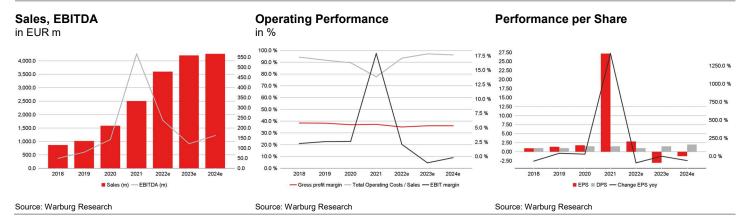
Company Specific Items							
	2018	2019	2020	2021	2022e	2023e	2024e
Sales Holding	11	19	32	50	72	101	128
Portfolio equity distributions	0	22	35	14	19	26	30
Exit gains	68	0	0	58	5	0	0
Net income holding	20	23	33	50	31	43	60
adj. EBITDA holding	-18	1	5	-18	11	21	34
Income investments holding	44	22	35	71	24	26	30
Chg yoy	n.a.	83.0 %	65.0 %	58.2 %	42.5 %	40.7 %	26.3 %
Net income margin holding	189.9 %	116.6 %	104.7 %	98.2 %	43.4 %	42.5 %	47.1 %
Consulting income	-8	-1	4	7	13	18	23
Portfolio income	11	41	66	65	91	127	158



Consolidated profit & loss							
In EUR m	2018	2019	2020	2021	2022e	2023e	2024
Sales	865	1,016	1,584	2,504	3,600	4,204	4,262
Change Sales yoy	-3.8 %	17.4 %	55.9 %	58.1 %	43.8 %	16.8 %	1.4 %
Increase / decrease in inventory	0	-4	-23	7	0	0	C
Total Sales	865	1,012	1,561	2,511	3,600	4,204	4,262
Material expenses	532	623	975	1,580	2,340	2,690	2,728
Gross profit	333	389	586	931	1,260	1,513	1,534
Gross profit margin	38.5 %	38.3 %	37.0 %	37.2 %	35.0 %	36.0 %	36.0 %
Personnel expenses	245	292	424	660	1,080	1,219	1,236
Other operating income	107	119	241	770	422	493	500
Other operating expenses	146	138	261	474	364	665	636
Infrequent items	0	0	0	0	0	0	(
BITDA	49	79	143	567	238	122	162
Margin	5.7 %	7.8 %	9.0 %	22.6 %	6.6 %	2.9 %	3.8 %
Depreciation of fixed assets	30	53	102	119	162	168	170
BITA	19	26	41	448	76	-46	-8
Amortisation of intangible assets	0	0	0	0	0	0	(
Goodwill amortisation	0	0	0	0	0	0	C
BIT	19	26	41	448	76	-46	-8
Margin	2.2 %	2.6 %	2.6 %	17.9 %	2.1 %	-1.1 %	-0.2 %
BIT adj.	19	26	-130	-160	76	-46	-8
nterest income	1	2	4	9	1	1	1
nterest expenses	5	11	28	27	18	18	18
Other financial income (loss)	0	0	0	0	0	0	C
BT	15	17	17	429	59	-63	-25
Margin Margin	1.7 %	1.6 %	1.1 %	17.1 %	1.6 %	-1.5 %	-0.6 %
Fotal taxes	3	0	-3	-14	0	0	C
Net income from continuing operations	12	17	20	443	59	-63	-25
ncome from discontinued operations (net of tax)	0	0	0	0	0	0	(
Net income before minorities	12	17	20	443	59	-63	-25
/linority interest	-3	-4	-7	-7	0	0	C
Net income	15	21	27	449	59	-63	-25
Margin	1.7 %	2.0 %	1.7 %	17.9 %	1.6 %	-1.5 %	-0.6 %
Net income adj.	20	23	33	50	31	43	60
Number of shares, average	15	15	15	17	21	21	21
EPS	0.96	1.37	1.79	27.18	2.84	-3.06	-1.23
EPS adj.	1.32	1.48	2.20	3.00	1.51	2.08	2.92
Adjustments made for:							

Guidance: Annualized group sales above EUR 4bn, net income holding EUR 72m

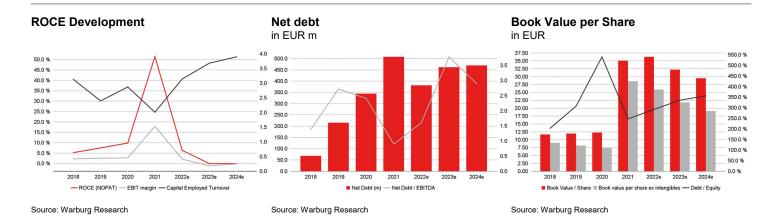
Financial Ratios							
	2018	2019	2020	2021	2022e	2023e	2024e
Total Operating Costs / Sales	94.3 %	91.8 %	89.5 %	77.6 %	93.4 %	97.1 %	96.2 %
Operating Leverage	13.4 x	2.0 x	1.0 x	17.0 x	-1.9 x	n.a.	-58.8 x
EBITDA / Interest expenses	9.6 x	7.2 x	5.1 x	20.8 x	13.2 x	6.8 x	9.0 x
Tax rate (EBT)	18.9 %	0.0 %	-16.6 %	-3.2 %	0.0 %	0.0 %	0.0 %
Dividend Payout Ratio	127.0 %	91.2 %	115.6 %	5.6 %	35.2 %	n.m.	n.m.
Sales per Employee	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.





Consolidated balance sheet							
In EUR m	2018	2019	2020	2021	2022e	2023e	2024
Assets							
Goodwill and other intangible assets	41	59	76	134	214	214	214
thereof other intangible assets	41	59	76	134	214	214	214
thereof Goodwill	0	0	0	0	0	0	(
Property, plant and equipment	133	176	243	557	542	422	299
Financial assets	17	17	9	74	74	74	74
Other long-term assets	5	123	150	324	324	324	324
Fixed assets	196	375	478	1,088	1,154	1,033	910
Inventories	101	134	204	423	514	601	609
Accounts receivable	163	172	295	342	491	574	582
Liquid assets	108	80	145	255	382	301	293
Other short-term assets	62	88	206	452	452	452	452
Current assets	435	474	850	1,472	1,839	1,928	1,936
Total Assets	631	849	1,327	2,560	2,993	2,961	2,846
Liabilities and shareholders' equity							
Subscribed capital	15	15	15	21	21	21	21
Capital reserve	37	37	38	134	134	134	134
Retained earnings	129	135	144	566	593	510	453
Other equity components	-1	-2	-7	1	1	1	1
Shareholders' equity	181	185	190	721	749	665	609
Minority interest	27	23	17	15	15	15	15
Total equity	208	208	207	736	764	680	624
Provisions	97	138	210	326	266	196	126
thereof provisions for pensions and similar obligations	47	87	116	153	153	153	153
Financial liabilities (total)	129	208	374	610	610	610	610
Short-term financial liabilities	26	41	57	69	69	69	69
Accounts payable	144	195	319	525	725	847	859
Other liabilities	53	100	217	363	628	628	628
Liabilities	423	640	1,120	1,824	2,229	2,281	2,222
Total liabilities and shareholders' equity	631	849	1,327	2,560	2,993	2,961	2,846

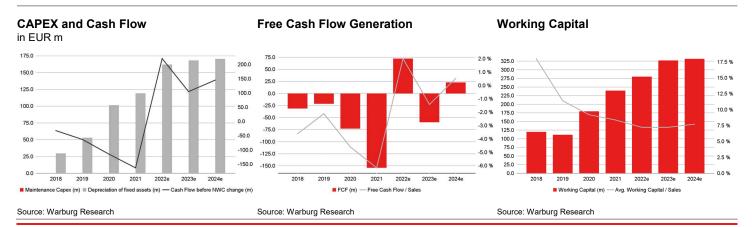
Financial Ratios							
	2018	2019	2020	2021	2022e	2023e	2024e
Efficiency of Capital Employment							
Operating Assets Turnover	3.4 x	3.5 x	3.8 x	3.1 x	4.4 x	5.6 x	6.8 x
Capital Employed Turnover	3.1 x	2.4 x	2.9 x	2.0 x	3.1 x	3.7 x	3.9 x
ROA	7.5 %	5.5 %	5.7 %	41.3 %	5.1 %	-6.1 %	-2.8 %
Return on Capital							
ROCE (NOPAT)	5.2 %	7.5 %	9.8 %	51.4 %	6.3 %	n.a.	n.a.
ROE	8.5 %	11.4 %	14.4 %	98.6 %	8.0 %	-8.9 %	-4.0 %
Adj. ROE	11.6 %	12.3 %	17.8 %	10.9 %	4.2 %	6.1 %	9.4 %
Balance sheet quality							
Net Debt	68	215	345	508	381	462	470
Net Financial Debt	21	128	228	355	228	309	317
Net Gearing	32.8 %	103.5 %	166.3 %	69.0 %	49.9 %	67.9 %	75.3 %
Net Fin. Debt / EBITDA	43.2 %	161.7 %	160.1 %	62.6 %	96.1 %	253.0 %	195.3 %
Book Value / Share	11.7	12.0	12.3	35.1	36.3	32.2	29.5
Book value per share ex intangibles	9.0	8.2	7.4	28.6	25.9	21.9	19.1





Consolidated cash flow statement							
In EUR m	2018	2019	2020	2021	2022e	2023e	2024e
Net income	12	17	20	443	59	-63	-25
Depreciation of fixed assets	30	53	102	119	162	168	170
Amortisation of goodwill	0	0	0	0	0	0	0
Amortisation of intangible assets	0	0	0	0	0	0	0
Increase/decrease in long-term provisions	-9	-15	7	-19	0	0	0
Other non-cash income and expenses	-65	-118	-243	-705	0	0	0
Cash Flow before NWC change	-32	-63	-115	-163	221	105	145
Increase / decrease in inventory	13	20	17	-22	-91	-86	-8
Increase / decrease in accounts receivable	39	34	7	43	-150	-82	-8
Increase / decrease in accounts payable	-31	-2	48	38	200	122	12
Increase / decrease in other working capital positions	0	0	0	0	-60	-70	-70
Increase / decrease in working capital (total)	21	53	72	59	-101	-117	-75
Net cash provided by operating activities [1]	-11	-11	-43	-104	120	-12	71
Investments in intangible assets	0	0	0	0	0	0	0
Investments in property, plant and equipment	0	0	-29	-48	-48	-48	-48
Payments for acquisitions	19	33	79	189	70	0	0
Financial investments	0	0	1	1	0	0	0
Income from asset disposals	-3	23	1	33	15	0	0
Net cash provided by investing activities [2]	-3	44	51	172	37	-48	-48
Change in financial liabilities	0	0	104	236	0	0	0
Dividends paid	-15	-15	-15	-25	-31	-21	-31
Purchase of own shares	-3	0	-3	0	0	0	0
Capital measures	0	0	0	0	0	0	0
Other	42	-47	-29	0	0	0	0
Net cash provided by financing activities [3]	23	-62	58	211	-31	-21	-31
Change in liquid funds [1]+[2]+[3]	9	-29	66	280	126	-80	-8
Effects of exchange-rate changes on cash	0	0	-1	0	0	0	0
Cash and cash equivalent at end of period	108	80	145	425	382	301	293

Financial Ratios							
	2018	2019	2020	2021	2022e	2023e	2024e
Cash Flow							
FCF	-31	-21	-73	-154	72	-60	23
Free Cash Flow / Sales	-3.6 %	-2.1 %	-4.6 %	-6.2 %	2.0 %	-1.4 %	0.5 %
Free Cash Flow Potential	46	79	146	580	238	122	162
Free Cash Flow / Net Profit	-212.2 %	-102.9 %	-269.0 %	-34.3 %	123.6 %	94.5 %	-90.5 %
Interest Received / Avg. Cash	0.5 %	1.6 %	3.5 %	4.2 %	0.3 %	0.3 %	0.3 %
Interest Paid / Avg. Debt	3.5 %	6.5 %	9.7 %	5.5 %	3.0 %	3.0 %	3.0 %
Management of Funds							
Investment ratio	0.0 %	0.0 %	1.8 %	1.9 %	1.3 %	1.1 %	1.1 %
Maint. Capex / Sales	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Capex / Dep	0.0 %	0.0 %	28.3 %	40.0 %	29.4 %	28.4 %	28.0 %
Avg. Working Capital / Sales	18.0 %	11.4 %	9.2 %	8.4 %	7.2 %	7.2 %	7.7 %
Trade Debtors / Trade Creditors	113.3 %	88.5 %	92.5 %	65.0 %	67.7 %	67.7 %	67.7 %
Inventory Turnover	5.3 x	4.6 x	4.8 x	3.7 x	4.5 x	4.5 x	4.5 x
Receivables collection period (days)	69	62	68	50	50	50	50
Payables payment period (days)	99	114	119	121	113	115	115
Cash conversion cycle (Days)	39	26	25	26	17	16	16





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

Rating	Number of stocks	% of Universe
Buy	162	75
Hold	44	20
Sell	6	3
Rating suspended	3	1
Total	215	100

#### 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	49	83
Hold	7	12
Sell	1	2
Rating suspended	2	3
Total	59	100

## PRICE AND RATING HISTORY MUTARES AS OF 11.08.2022



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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