(CDAX, Financial Services, MUX GR)



Buy EUR <b>24.00</b>		Value Indicators: SotP:		Warburg ESG Risk Score: ESG Score (MSCI based): Balance Sheet Score: Market Liquidity Score:	2.8 3.0 3.3 2.0	<b>Description:</b> Mutares is a PE group which specializes on turnaround and restructuring cases	
		Market Snapshot:	EUR m	Shareholders:		Key Figures (WRe):	2022e
		Market cap:	415	Freefloat	65.10 %	Beta:	1.3
Price	EUR 20.20	No. of shares (m):	21	Robin Laik (CEO)	25.01 %	Price / Book:	0.5 x
Upside	18.8 %	EV:	957	Elber GmbH	10.10 %	Equity Ratio:	26 %
		Freefloat MC:	270			Net Fin. Debt / EBITDA:	1.1 x
		Ø Trad. Vol. (30d):	614.74 th			Net Debt / EBITDA:	1.5 x

### Solid FY 22, higher dividend and promising outlook

•	Q4 22 A	Q4 21 A	VOV	Q3 22 A	qoq	<ul> <li>Main contributor to Holding net income in Q4 was the sale of</li> </ul>
Sales Holding	25,6	14,9	72%	16,8	52%	Nordic group in a trade sale. We estimate a mid-double-digit contribution from that deal.
Portfolio Income	90,4	28,9	213%	16,8	438%	
Net income Holding	56,7	32,1	76%	2,1	2600%	
Sales Group	1073,4	742	45%	923,0	16%	
Adj. EBITDA Group	5,0	-11	n.m.	-4,8	n.m.	

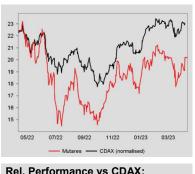
Mutares released preliminary figures for FY 22. Holding net income grew by 44% and amounted to EUR 72.9m. This compares to our estimate of EUR 75.4m and is thus largely in line with our expectations. Portfolio income stood at EUR 139.8m and was thus well above our assumption of EUR 84m but this could be due to profit allocation as the deviation is likely to have stemmed from the EUR 56m we attributed to exit gains. Mutares proposes to pay a dividend of EUR 2.0 versus our estimate of EUR 1.50. The respective dividend yield based on the closing price on 6 April would be 10.5%. However, the dividend proposal might change, depending on exits in H1 23. Consulting revenues were EUR 71.1m and thus exceeded our expectation of EUR 68.1m.

Portfolio companies generated sales of EUR 3.75bn, which is somewhat lower than our EUR 3.9bn estimate and the guided volume of around EUR 4.0bn. EBITDA, which includes the bargain purchases, was EUR 181.5m, whereas the adj. EBITDA, which represents the operational profit of the portfolio companies, was EUR -32.7m and in turn weaker than the EUR -11m we had estimated. However, consolidated group EBITDA figures are less meaningful and impacted by the consolidation effects of the numerous acquisitions and disposals. Detailed figures are due on April 18 and could provide more insight on the operational development of single companies.

FY 23 is expected to see consolidated group revenue of EUR 4.8–5.4bn and a net income of EUR 92-112m, which is the usual range of 1.8–2.2% on midpoint sales. In turn, Mutares continues to guide for "around 2%" of net income on consolidated revenues. For the past four years, Mutares has been able to deliver net income in the respective range. Our net income forecast stands at a mere EUR 33.7m, simply because we do not include exit gains.

The higher dividend payment is constructive and the longer Mutares delivers net income results within its guided range, the more the market will factor this into its expectations. The lower end of the FY 23 guidance represents an EPS of near EUR 4.5 and thus a P/E below 5x.

We reiterate our Buy rating and PT for the time being. The model will be updated and rolled forward after the release of the full report on April 18.

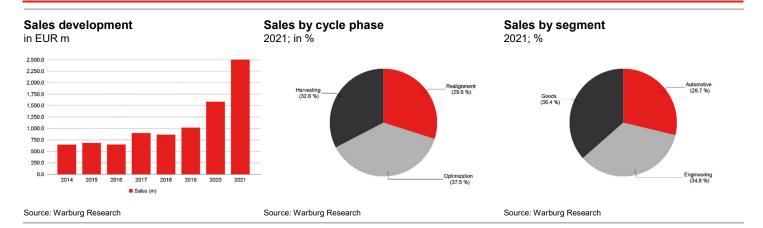


Rel. Performance vs CDAX:	
1 month:	2.3 %
6 months:	-0.5 %
Year to date:	0.5 %
Trailing 12 months:	-9.5 %

_	
Company events:	
18.04.23	FY 2022
09.05.23	Q1
11.05.23	RS FFM
12.05.23	AGM

FY End: 31.12. in EUR m	CAGR (21-24e)	2018	2019	2020	2021	2022e	2023e	2024e
Sales Change Sales yoy	26.5 %	865 -3.8 %	1,016 17.4 %	1,584 55.9 %	2,504 58.1 %	3,901 55.8 %	4,962 27.2 %	5,069 2.2 %
Sales Holding	34.8 %	11	19	32	50	68	96	124
Chg yoy		n.a.	83.0 %	65.0 %	58.2 %	35.0 %	40.7 %	28.9 %
Portfolio equity distributions		0	22	35	14	16	22	37
Portfolio income		11	41	66	65	84	118	161
Exit gains	-	68	0	0	58	56	0	C
Net income holding		20	23	33	50	75	34	62
Net income margin holding		189.9 %	116.6 %	104.7 %	98.2 %	110.7 %	35.1 %	50.0 %
EBITDA adj.		5	7	-29	-41	-11	80	165
Net income	-	15	21	27	449	76	-135	-55
Net income adj.		20	23	33	50	75	34	62
EPS adj.		1.32	1.48	2.20	3.00	3.65	1.63	3.00
P / E adj.		10.1 x	6.8 x	5.1 x	7.4 x	5.5 x	12.4 x	6.7 x
DPS	10.1 %	1.00	1.00	1.50	1.50	1.50	1.50	2.00
Dividend Yield		7.5 %	10.0 %	13.3 %	6.8 %	7.4 %	7.4 %	9.9 %
EPS		0.96	1.37	1.79	27.18	3.71	-6.55	-2.67
P/E		13.9 x	7.3 x	6.3 x	0.8 x	5.4 x	n.a.	n.a.



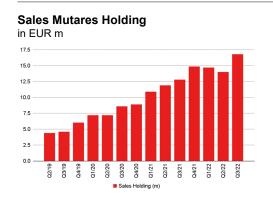


## **Company Background**

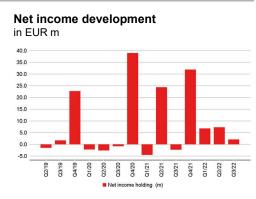
- Mutares was co-founded in 2008 by CEO Robin Laik.
- Mutares invests in small/midcap (sales 50-500m) companies in special situations and manages the turnaround with its own consultants
- Consolidated sales increased from EUR 60m in 2010 to above EUR 2.5bn in 2021 as the company made more than 80 transactions
- 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

## Mutares



Sum of the parts			all Manhaum Ba					
Net Asset Value Company	exit date	sales Wre	EBITDA margin	search estimat EBITDA / EBIT	es Exit mutiple	EV	probability	NPV
Arriva	2027	400	7%	28,0	6,0	168	10%	10,5
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	150	6%	9,0	6,0	54	25%	11,2
Celcim	2026	55	9%	5,0	7,0	35	35%	8,3
2imos	2027	200	8%	16,0	7,0	112	10%	7,0
lepartim (Carglas Maison)	2026	42	7%	2,9	7,0	21	25%	2,8
Oonges Group	2023	200	8%	16,0	7,0	112	35%	35,7
longes Group (Nordic)	2022	225	4%	8,0	5,5	44	100%	44,0
xi (Ericcson Services Italia)	2026	45	6%	2,7	8,0	22	25%	3,7
asana	2026	35	7%	2,5	8,0	20	10%	1,3
rigoscandia	2026	365	6%	21,9	7,0	153	25%	26,3
anter	2026	100	7%	7,0	7,0	49	25%	8,4
emini Rail Group	2024	110	8%	8,8	8,0	70	10%	5,8
novis group (Valmet Automotive)	2026	55	5%	2,8	5,0	14	10%	0,9
eeeper	2024	100	11%	11,0	9,0	99	25%	20,5
ico Group	2026	220	10%	22,0	6,0	132	25%	22,6
a Rochette	2026	180	9%	16,2	7,0	113	35%	27,2
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,
lagna Bordeaux	2027	200	6%	12,0	6,0	72	10%	4,5
lann & Hummel	2027	500	8%	40,0	7,0	280	10%	17,5
eugeot Motor	2028	160	7%	11,2	6,0	67	10%	3,1
lati -	2026	50	8%	4,0	7,0	28	25%	4,8
rimo TECS (Tekfor)	2026	160	7%	11,2	6,0	67	10%	4,6
loyal de Boer / Japy Tech	2026	50	10%	5,0	3,5	18	100%	12,0
abo	2026	25	10%	2,5	8,0	20	50%	6,9
FC Solutions	2024	300	8%	24,0	6,0	144	25%	29,8
irtie Energia	2026	60	7%	4,2	7,0	29	10%	2,0
iemens Energy	2027	110	8%	8,8	7,0	62	10%	3,8
teyr Motors	2026	40	7%	2,8	7,0	20	10%	1,3
erranor (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
Valor	2028	200	8%	16,0	6,0	96	110%	59,9
	2320	_00	270	. 5,0	5,0			00,0
					-	2778,2		406,

## Mutares



Consulting revenues 50,463 68,1 95,9 123,6 Consulting profit (EBITDA) 7,131 12,6 17,3 22,3 WACC 9,9%  TV 225 Equity distributions 14 16,0 22,0 37,0 WACC 9,9%  TV 374  (+) NPV portfolio 407 (-) Discounted TV equity distributions NPV portfolio surplus 97,7  Enterprise Value / CF 126,3 39,3 598,2 Discounted values 126,3 35,7 495,2 Discounted sum EV/CF 657,2 Debt 80,0 Cash 16,0 Other debt like items 98,3 Equity Value 495 Number of shares outstanding 20,6		2021	2022e	2023e	2024e
Consulting profit (EBITDA)  WACC  Equity distributions  WACC  Equity distributions  WACC  14 16,0 22,0 37,0 9,9%  TV 374  (+) NPV portfolio (-) Discounted TV equity distributions  NPV portfolio surplus  Enterprise Value / CF  Discounted values  Discounted values  Discounted sum EV/CF  Debt  Cash  Other debt like items  Equity Value  Number of shares outstanding  7,131 12,6 17,3 22,3 9,9%  TV 374  407  126,3 37,0 495,2  657,2 126,3 35,7 495,2  126,3 35,7 495,2  126,3 35,7 495,2  126,3 35,7 495,2  126,3 35,7 495,2  126,3 35,7 495,2  126,3 35,7 495,2	Sum of the Parts (EURm)				
WACC 9,9%  TV 225  Equity distributions 14 16,0 22,0 37,0 9,9%  WACC 14 16,0 22,0 37,0 9,9%  TV 374  (+) NPV portfolio 407  (-) Discounted TV equity distributions 309  NPV portfolio surplus 97,7  Enterprise Value / CF 126,3 39,3 598,2  Discounted values 126,3 35,7 495,2  Discounted sum EV/CF 657,2  Debt 80,0  Cash 16,0  Other debt like items 98,3  Equity Value 495  Number of shares outstanding 20,6	Consulting revenues	50,463	68,1	95,9	123,6
Equity distributions  14 16,0 22,0 37,0 9,9%  WACC 9,9%  TV 374  (+) NPV portfolio 407  (-) Discounted TV equity distributions NPV portfolio surplus 97,7  Enterprise Value / CF 126,3 39,3 598,2  Discounted values 126,3 35,7 495,2  Discounted sum EV/CF 657,2  Debt 80,0  Cash 16,0  Other debt like items 98,3  Equity Value 495  Number of shares outstanding 20,6	Consulting profit (EBITDA)	7,131	12,6	17,3	22,3
Equity distributions  WACC  WACC  WACC  14 16,0 22,0 37,0 9,9%  TV 374  (+) NPV portfolio 407  (-) Discounted TV equity distributions  NPV portfolio surplus  97,7  Enterprise Value / CF  126,3 39,3 598,2  Discounted values  126,3 35,7 495,2  Discounted sum EV/CF  Debt  80,0  Cash  16,0  Other debt like items  98,3  Equity Value  Number of shares outstanding  20,6	WACC				9,9%
WACC 9,9%  TV 374  (+) NPV portfolio 407  (-) Discounted TV equity distributions 309  NPV portfolio surplus 97,7  Enterprise Value / CF 126,3 39,3 598,2  Discounted values 126,3 35,7 495,2  Discounted sum EV/CF 657,2  Debt 80,0  Cash 16,0  Other debt like items 98,3  Equity Value 495  Number of shares outstanding 20,6				TV	225
(+) NPV portfolio	Equity distributions	14	16,0	22,0	37,0
(+) NPV portfolio       407         (-) Discounted TV equity distributions       309         NPV portfolio surplus       97,7         Enterprise Value / CF       126,3       39,3       598,2         Discounted values       126,3       35,7       495,2         Discounted sum EV/CF       657,2         Debt       80,0         Cash       16,0         Other debt like items       98,3         Equity Value       495         Number of shares outstanding       20,6	WACC				9,9%
(-) Discounted TV equity distributions  NPV portfolio surplus  97,7  Enterprise Value / CF  126,3  39,3  598,2  Discounted values  126,3  35,7  495,2  Discounted sum EV/CF  657,2  Debt  80,0  Cash  16,0  Other debt like items  98,3  Equity Value  495  Number of shares outstanding  20,6				TV	374
Section   Sect	(+) NPV portfolio		407		
Enterprise Value / CF 126,3 39,3 <b>598,2</b> Discounted values 126,3 35,7 495,2  Discounted sum EV/CF <b>657,2</b> Debt 80,0  Cash 16,0  Other debt like items 98,3  Equity Value 495  Number of shares outstanding 20,6	(-) Discounted TV equity distributions		309		
Discounted values         126,3         35,7         495,2           Discounted sum EV/CF         657,2         80,0           Cash         16,0         98,3           Equity Value         495           Number of shares outstanding         20,6	NPV portfolio surplus		97,7		
Discounted values         126,3         35,7         495,2           Discounted sum EV/CF         657,2         80,0           Cash         16,0         98,3           Equity Value         495           Number of shares outstanding         20,6					
Discounted sum EV/CF         657,2           Debt         80,0           Cash         16,0           Other debt like items         98,3           Equity Value         495           Number of shares outstanding         20,6	Enterprise Value / CF		126,3	39,3	598,2
Debt         80,0           Cash         16,0           Other debt like items         98,3           Equity Value         495           Number of shares outstanding         20,6	Discounted values		126,3	35,7	495,2
Cash 16,0 Other debt like items 98,3 Equity Value 495 Number of shares outstanding 20,6	Discounted sum EV/CF		657,2		
Other debt like items 98,3 Equity Value 495 Number of shares outstanding 20,6	Debt		80,0	•	
Equity Value 495 Number of shares outstanding 20,6	Cash		16,0		
Number of shares outstanding 20,6	Other debt like items		98,3		
	Equity Value		495		
Fair value per share (EUR)	Number of shares outstanding		20,6		
	Fair value per share (EUR)		24,1	•	

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	0.7 x	0.8 x
Book value per share ex intangibles	8.99	8.17	7.38	28.56	29.69	21.64	17.47
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	3.1 x	11.9 x	5.9 x
EV / EBIT	14.0 x	14.0 x	12.5 x	2.0 x	8.8 x	n.a.	n.a.
EV / EBIT adj.*	14.0 x	14.0 x	n.a.	n.a.	8.8 x	n.a.	n.a.
P / FCF	n.a.	n.a.	n.a.	n.a.	74.4 x	n.a.	19.2 x
P/E	13.9 x	7.3 x	6.3 x	0.8 x	5.4 x	n.a.	n.a.
P / E adj.*	10.1 x	6.8 x	5.1 x	7.4 x	5.5 x	12.4 x	6.7 x
Dividend Yield	7.5 %	10.0 %	13.3 %	6.8 %	7.4 %	7.4 %	9.9 %
FCF Potential Yield (on market EV)	17.1 %	21.5 %	28.2 %	66.4 %	32.6 %	8.4 %	17.0 %
*Adjustments made for: -							

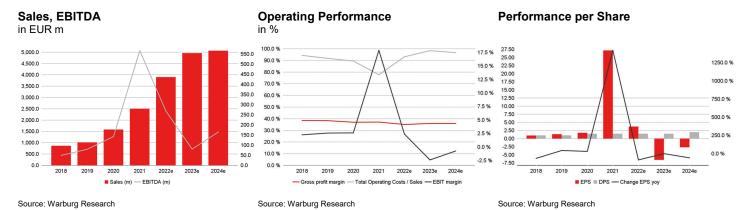
Company Specific Items							
	2018	2019	2020	2021	2022e	2023e	2024e
Sales Holding	11	19	32	50	68	96	124
Portfolio equity distributions	0	22	35	14	16	22	37
Exit gains	68	0	0	58	56	0	0
Net income holding	20	23	33	50	75	34	62
adj. EBITDA holding	-18	1	5	-18	7	16	28
Income investments holding	44	22	35	71	72	22	37
Chg yoy	n.a.	83.0 %	65.0 %	58.2 %	35.0 %	40.7 %	28.9 %
Net income margin holding	189.9 %	116.6 %	104.7 %	98.2 %	110.7 %	35.1 %	50.0 %
Consulting income	-8	-1	4	7	13	17	22
Portfolio income	11	41	66	65	84	118	161



Consolidated profit & loss							
In EUR m	2018	2019	2020	2021	2022e	2023e	2024
Sales	865	1,016	1,584	2,504	3,901	4,962	5,069
Change Sales yoy	-3.8 %	17.4 %	55.9 %	58.1 %	55.8 %	27.2 %	2.2 %
Increase / decrease in inventory	0	-4	-23	7	0	0	0
Total Sales	865	1,012	1,561	2,511	3,901	4,962	5,069
Material expenses	532	623	975	1,580	2,535	3,175	3,244
Gross profit	333	389	586	931	1,365	1,786	1,825
Gross profit margin	38.5 %	38.3 %	37.0 %	37.2 %	35.0 %	36.0 %	36.0 %
Personnel expenses	245	292	424	660	1,170	1,439	1,470
Other operating income	107	119	241	770	457	582	594
Other operating expenses	146	138	261	474	383	849	784
Unfrequent items	0	0	0	0	0	0	0
EBITDA	49	79	143	567	269	80	165
Margin	5.7 %	7.8 %	9.0 %	22.6 %	6.9 %	1.6 %	3.2 %
Depreciation of fixed assets	30	53	102	119	176	198	203
EBITA	19	26	41	448	93	-118	-38
Amortisation of intangible assets	0	0	0	0	0	0	0
Goodwill amortisation	0	0	0	0	0	0	0
EBIT	19	26	41	448	93	-118	-38
Margin	2.2 %	2.6 %	2.6 %	17.9 %	2.4 %	-2.4 %	-0.8 %
EBIT adj.	19	26	-130	-160	93	-118	-38
Interest income	1	2	4	9	1	1	1
Interest expenses	5	11	28	27	18	18	18
Other financial income (loss)	0	0	0	0	0	0	0
EBT	15	17	17	429	76	-135	-55
Margin	1.7 %	1.6 %	1.1 %	17.1 %	2.0 %	-2.7 %	-1.1 %
Total taxes	3	0	-3	-14	0	0	0
Net income from continuing operations	12	17	20	443	76	-135	-55
Income from discontinued operations (net of tax)	0	0	0	0	0	0	0
Net income before minorities	12	17	20	443	76	-135	-55
Minority interest	-3	-4	-7	-7	0	0	0
Net income	15	21	27	449	76	-135	-55
Margin	1.7 %	2.0 %	1.7 %	17.9 %	2.0 %	-2.7 %	-1.1 %
Net income adj.	20	23	33	50	75	34	62
Number of shares, average	15	15	15	17	21	21	21
EPS	0.96	1.37	1.79	27.18	3.71	-6.55	-2.67
EPS adj.	1.32	1.48	2.20	3.00	3.65	1.63	3.00
*Adjustments made for:							

Guidance: Annualized group sales above EUR 4bn, net income holding EUR 72-88m

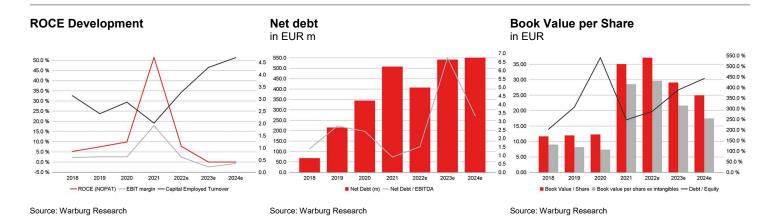
Financial Ratios							
	2018	2019	2020	2021	2022e	2023e	2024e
Total Operating Costs / Sales	94.3 %	91.8 %	89.5 %	77.6 %	93.1 %	98.4 %	96.8 %
Operating Leverage	13.4 x	2.0 x	1.0 x	17.0 x	-1.4 x	n.a.	-31.4 x
EBITDA / Interest expenses	9.6 x	7.2 x	5.1 x	20.8 x	14.9 x	4.5 x	9.1 x
Tax rate (EBT)	18.9 %	0.0 %	-16.6 %	-3.2 %	0.0 %	0.0 %	0.0 %
Dividend Payout Ratio	127.0 %	91.2 %	115.6 %	5.6 %	40.5 %	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	154	154	154
thereof other intangible assets	41	59	76	134	154	154	154
thereof Goodwill	0	0	0	0	0	0	0
Property, plant and equipment	133	176	243	557	589	438	283
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	1,140	989	834
Inventories	101	134	204	423	591	709	724
Accounts receivable	163	172	295	342	532	677	692
Liquid assets	108	80	145	255	315	180	171
Other short-term assets	62	88	206	452	452	452	452
Current assets	435	474	850	1,472	1,890	2,019	2,039
Total Assets	631	849	1,327	2,560	3,030	3,008	2,874
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	611	445	359
Other equity components	-1	-2	-7	1	1	1	1
Shareholders' equity	181	185	190	721	767	600	514
Minority interest	27	23	17	15	15	15	15
Total equity	208	208	207	736	782	616	530
Provisions	97	138	210	326	225	155	85
thereof provisions for pensions and similar obligations	47	87	116	153	112	112	112
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	786	1,000	1,021
Other liabilities	53	100	217	363	628	628	628
Liabilities	423	640	1,120	1,824	2,249	2,392	2,344
Total liabilities and shareholders' equity	631	849	1,327	2,560	3,030	3,008	2,874

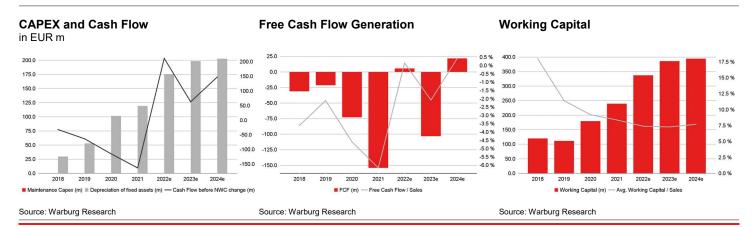
Financial Ratios							
	2018	2019	2020	2021	2022e	2023e	2024e
Efficiency of Capital Employment							
Operating Assets Turnover	3.4 x	3.5 x	3.8 x	3.1 x	4.2 x	6.0 x	7.5 x
Capital Employed Turnover	3.1 x	2.4 x	2.9 x	2.0 x	3.3 x	4.3 x	4.7 x
ROA	7.5 %	5.5 %	5.7 %	41.3 %	6.7 %	-13.7 %	-6.6 %
Return on Capital							
ROCE (NOPAT)	5.2 %	7.5 %	9.8 %	51.4 %	7.7 %	n.a.	n.a.
ROE	8.5 %	11.4 %	14.4 %	98.6 %	10.3 %	-19.8 %	-9.9 %
Adj. ROE	11.6 %	12.3 %	17.8 %	10.9 %	10.1 %	4.9 %	11.1 %
Balance sheet quality							
Net Debt	68	215	345	508	407	541	551
Net Financial Debt	21	128	228	355	295	429	439
Net Gearing	32.8 %	103.5 %	166.3 %	69.0 %	52.1 %	87.9 %	104.0 %
Net Fin. Debt / EBITDA	43.2 %	161.7 %	160.1 %	62.6 %	109.7 %	535.4 %	266.3 %
Book Value / Share	11.7	12.0	12.3	35.1	37.2	29.1	24.9
Book value per share ex intangibles	9.0	8.2	7.4	28.6	29.7	21.6	17.5





Consolidated cash flow statement							
In EUR m	2018	2019	2020	2021	2022e	2023e	2024
Net income	12	17	20	443	76	-135	-55
Depreciation of fixed assets	30	53	102	119	176	198	203
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	-41	0	0
Other non-cash income and expenses	-65	-118	-243	-705	0	0	0
Cash Flow before NWC change	-32	-63	-115	-163	211	63	148
Increase / decrease in inventory	13	20	17	-22	-168	-118	-15
Increase / decrease in accounts receivable	39	34	7	43	-191	-145	-15
Increase / decrease in accounts payable	-31	-2	48	38	261	214	22
Increase / decrease in other working capital positions	0	0	0	0	-60	-70	-70
Increase / decrease in working capital (total)	21	53	72	59	-158	-119	-78
Net cash provided by operating activities [1]	-11	-11	-43	-104	53	-56	69
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	-31	-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	-31	-31
Change in liquid funds [1]+[2]+[3]	9	-29	66	280	60	-134	-9
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	315	180	171

Financial Ratios							
	2018	2019	2020	2021	2022e	2023e	2024e
Cash Flow							
FCF	-31	-21	-73	-154	6	-103	22
Free Cash Flow / Sales	-3.6 %	-2.1 %	-4.6 %	-6.2 %	0.1 %	-2.1 %	0.4 %
Free Cash Flow Potential	46	79	146	580	269	80	165
Free Cash Flow / Net Profit	-212.2 %	-102.9 %	-269.0 %	-34.3 %	7.3 %	76.4 %	-39.4 %
Interest Received / Avg. Cash	0.5 %	1.6 %	3.5 %	4.2 %	0.4 %	0.4 %	0.6 %
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 %	1.2 %	1.0 %	0.9 %
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 %	27.2 %	24.0 %	23.5 %
Avg. Working Capital / Sales	18.0 %	11.4 %	9.2 %	8.4 %	7.4 %	7.3 %	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	4.3 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	22	16	16





### **LEGAL DISCLAIMER**

This research report ("investment recommendation") was prepared by the Warburg Research GmbH, a fully owned subsidiary of the M.M.Warburg & CO (AG & Co.) KGaA and is passed on by the M.M.Warburg & CO (AG & Co.) KGaA. It is intended solely for the recipient and may not be passed on to another company without their prior consent, regardless of whether the company is part of the same corporation or not. It contains selected information and does not purport to be complete. The investment recommendation is based on publicly available information and data ("information") believed to be accurate and complete. Warburg Research GmbH neither examines the information for accuracy and completeness, nor guarantees its accuracy and completeness. Possible errors or incompleteness of the information do not constitute grounds for liability of M.M.Warburg & CO (AG & Co.) KGaA or Warburg Research GmbH for damages of any kind whatsoever, and M.M.Warburg & CO (AG & Co.) KGaA and Warburg Research GmbH are not liable for indirect and/or direct and/or consequential damages. In particular, neither M.M.Warburg & CO (AG & Co.) KGaA nor Warburg Research GmbH are liable for the statements, plans or other details contained in these investment recommendations concerning the examined companies, their affiliated companies, strategies, economic situations, market and competitive situations, regulatory environment, etc. Although due care has been taken in compiling this investment recommendation, it cannot be excluded that it is incomplete or contains errors. M.M.Warburg & CO (AG & Co.) KGaA and Warburg Research GmbH, their shareholders and employees are not liable for the accuracy and completeness of the statements, estimations and the conclusions derived from the information contained in this investment recommendation. Provided a investment recommendation is being transmitted in connection with an existing contractual relationship, i.e. financial advisory or similar services, the liability of M.M.Warburg & CO (AG & Co.) KGaA and Warburg Research GmbH shall be restricted to gross negligence and wilful misconduct. In case of failure in essential tasks, M.M.Warburg & CO (AG & Co.) KGaA and Warburg Research GmbH are liable for normal negligence. In any case, the liability of M.M.Warburg & CO (AG & Co.) KGaA and Warburg Research GmbH is limited to typical, expectable damages. This investment recommendation does not constitute an offer or a solicitation of an offer for the purchase or sale of any security. Partners, directors or employees of M.M.Warburg & CO (AG & Co.) KGaA, Warburg Research GmbH or affiliated companies may serve in a position of responsibility, i.e. on the board of directors of companies mentioned in the report. Opinions expressed in this investment recommendation are subject to change without notice. The views expressed in this research report accurately reflect the research analyst's personal views about the subject securities and issuers. Unless otherwise specified in the research report, no part of the research analyst's compensation was, is, or will be directly or indirectly related to the specific recommendations or views contained in the research report. All rights reserved.

#### **COPYRIGHT NOTICE**

This work including all its parts is protected by copyright. Any use beyond the limits provided by copyright law without permission is prohibited and punishable. This applies, in particular, to reproductions, translations, microfilming, and storage and processing on electronic media of the entire content or parts thereof.

# DISCLOSURE ACCORDING TO §85 OF THE GERMAN SECURITIES TRADING ACT (WPHG), MAR AND MIFID II INCL. COMMISSION DELEGATED REGULATION (EU) 2016/958 AND (EU) 2017/565

The valuation underlying the investment recommendation for the company analysed here is based on generally accepted and widely used methods of fundamental analysis, such as e.g. DCF Model, Free Cash Flow Value Potential, NAV, Peer Group Comparison or Sum of the Parts Model (see also <a href="http://www.mmwarburg.de/disclaimer/disclaimer.htm#Valuation">http://www.mmwarburg.de/disclaimer/disclaimer.htm#Valuation</a>). The result of this fundamental valuation is modified to take into consideration the analyst's assessment as regards the expected development of investor sentiment and its impact on the share price.

Independent of the applied valuation methods, there is the risk that the price target will not be met, for instance because of unforeseen changes in demand for the company's products, changes in management, technology, economic development, interest rate development, operating and/or material costs, competitive pressure, supervisory law, exchange rate, tax rate etc. For investments in foreign markets and instruments there are further risks, generally based on exchange rate changes or changes in political and social conditions.

This commentary reflects the opinion of the relevant author at the point in time of its compilation. A change in the fundamental factors underlying the valuation can mean that the valuation is subsequently no longer accurate. Whether, or in what time frame, an update of this commentary follows is not determined in advance.

Additional internal and organisational arrangements to prevent or to deal with conflicts of interest have been implemented. Among these are the spatial separation of Warburg Research GmbH from M.M.Warburg & CO (AG & Co.) KGaA and the creation of areas of confidentiality. This prevents the exchange of information, which could form the basis of conflicts of interest for Warburg Research GmbH in terms of the analysed issuers or their financial instruments.

The analysts of Warburg Research GmbH do not receive a gratuity – directly or indirectly – from the investment banking activities of M.M.Warburg & CO (AG & Co.) KGaA or of any company within the Warburg-Group.

All prices of financial instruments given in this investment recommendation are the closing prices on the last stock-market trading day before the publication date stated, unless another point in time is explicitly stated.

M.M.Warburg & CO (AG & Co.) KGaA and Warburg Research GmbH are subject to the supervision of the Federal Financial Supervisory Authority, BaFin. M.M.Warburg & CO (AG & Co.) KGaA is additionally subject to the supervision of the European Central Bank (ECB).

### SOURCES

All data and consensus estimates have been obtained from FactSet except where stated otherwise.

The Warburg ESG Risk Score is based on information © 2020 MSCI ESG Research LLC. Reproduced by permission. Although Warburg Research's information providers, including without limitation, MSCI ESG Research LLC and its affiliates (the "ESG Parties"), obtain information (the "Information") from sources they consider reliable, none of the ESG Parties warrants or guarantees the originality, accuracy and/or completeness, of any data herein and expressly disclaim all express or implied warranties, including those of merchantability and fitness for a particular purpose. The Information may only be used for your internal use, may not be reproduced or redisseminated in any form and may not be used as a basis for, or a component, of any financial instruments or products indices. Further, none of the Information can in and of itself be used to determine which securities to buy or sell or when to buy or sell them. None of the ESG Parties shall have any liability for any errors or omissions in connection with any data herein, or any liability for any direct, indirect, special, punitive, consequential or any other damage (including lost profits) even if notified of the possibility.

9



#### Additional information for clients in the United States

- 1. This research report (the "Report") is a product of Warburg Research GmbH, Germany, a fully owned subsidiary of M.M.Warburg & CO (AG & Co.) KGaA, Germany (in the following collectively "Warburg"). Warburg is the employer of the research analyst(s), who have prepared the Report. The research analyst(s) reside outside the United States and are not associated persons of any U.S. regulated broker-dealer and therefore are not subject to the supervision of any U.S. regulated broker-dealer.
- 2. The Report is provided in the United States for distribution solely to "major U.S. institutional investors" under Rule 15a-6 of the U.S. Securities Exchange Act of 1934 by CIC.
- 3. CIC (Crédit Industriel et Commercial) and M.M. Warburg & CO have concluded a Research Distribution Agreement that gives CIC Market Solutions exclusive distribution in France, the US and Canada of the Warburg Research GmbH research product.
- 4. The research reports are distributed in the United States of America by CIC ("CIC") pursuant to a SEC Rule 15a-6 agreement with CIC Market Solutions Inc ("CICI"), a U.S. registered broker-dealer and a related company of CIC, and are distributed solely to persons who qualify as "Major U.S. Institutional Investors" as defined in SEC Rule 15a-6 under the Securities Exchange Act of 1934.
- 5. Any person who is not a Major U.S. Institutional Investor must not rely on this communication. The delivery of this research report to any person in the United States of America is not a recommendation to effect any transactions in the securities discussed herein, or an endorsement of any opinion expressed herein.

# Reference in accordance with section 85 of the German Securities Trading Act (WpHG) and Art. 20 MAR regarding possible conflicts of interest with companies analysed:

- -1- Warburg Research, or an affiliated company, or an employee of one of these companies responsible for the compilation of the research, hold a **share of more than 5**% of the equity capital of the analysed company.
- Warburg Research, or an affiliated company, within the last twelve months participated in the **management of a consortium** for an issue in the course of a public offering of such financial instruments, which are, or the issuer of which is, the subject of the investment recommendation.
- -3- Companies affiliated with Warburg Research **manage financial instruments**, which are, or the issuers of which are, subject of the investment recommendation, in a market based on the provision of buy or sell contracts.
- MMWB, Warburg Research, or an affiliated company, reached an agreement with the issuer to provide **investment banking and/or**investment services and the relevant agreement was in force in the last 12 months or there arose for this period, based on the relevant agreement, the obligation to provide or to receive a service or compensation provided that this disclosure does not result in the disclosure of confidential business information.
- -5- The company compiling the analysis or an affiliated company had reached an **agreement on the compilation of the investment recommendation** with the analysed company.
- -6a- Warburg Research, or an affiliated company, holds a **net long position of more than 0.5%** of the total issued share capital of the analysed company.
- -6b- Warburg Research, or an affiliated company, holds a **net short position of more than 0.5%** of the total issued share capital of the analysed company.
- -6c- The issuer holds shares of more than 5% of the total issued capital of Warburg Research or an affiliated company.
- -7- The company preparing the analysis as well as its affiliated companies and employees have **other important interests** in relation to the analysed company, such as, for example, the exercising of mandates at analysed companies.

Company	Disclosure	Link to the historical price targets and rating changes (last 12 months)
Mutares	5	http://www.mmwarburg.com/disclaimer/disclaimer en/DE000A2NB650.htm



### INVESTMENT RECOMMENDATION

Investment recommendation: expected direction of the share price development of the financial instrument up to the given <u>price target</u> in the opinion of the analyst who covers this financial instrument.

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

WARBURG RESEARCH GMBH - A	ANAI YSFD RESEARCH	UNIVERSE BY RATING
---------------------------	--------------------	--------------------

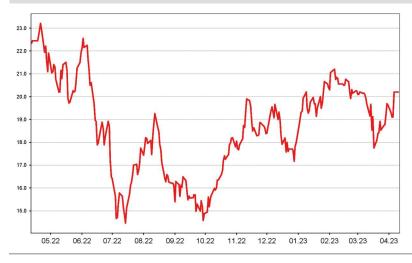
Rating	Number of stocks	% of Universe
Buy	160	74
Hold	45	21
Sell	7	3
Rating suspended	3	1
Total	215	100

### 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	44	85
Hold	7	13
Sell	0	0
Rating suspended	1	2
Total	52	100

### PRICE AND RATING HISTORY MUTARES AS OF 11.04.2023



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.



Matthias Rode Head of Equities  RESEARCH	+49 40 3282-2678 mrode@mmwarburg.com		
Head of Equities			
RESEARCH	miode@mmwarbdrg.com		
Michael Heider Head of Research	+49 40 309537-280 mheider@warburg-research.com	Thilo Kleibauer Retail, Consumer Goods	+49 40 309537-257 tkleibauer@warburg-research.com
Henner Rüschmeier	+49 40 309537-270	Hannes Müller	+49 40 309537-255
Head of Research	hrueschmeier@warburg-research.com	Software, IT	hmueller@warburg-research.com
Stefan Augustin Cap. Goods, Engineering	+49 40 309537-168 saugustin@warburg-research.com	Andreas Pläsier Banks, Financial Services	+49 40 309537-246 aplaesier@warburg-research.com
Jan Bauer Renewables	+49 40 309537-155 jbauer@warburg-research.com	Malte Schaumann Technology	+49 40 309537-170 mschaumann@warburg-research.com
Christian Cohrs Industrials & Transportation	+49 40 309537-175 ccohrs@warburg-research.com	Oliver Schwarz Chemicals, Agriculture	+49 40 309537-250 oschwarz@warburg-research.com
<b>Dr. Christian Ehmann</b> BioTech, Life Science	+49 40 309537-167 cehmann@warburg-research.com	Simon Stippig Real Estate, Telco	+49 40 309537-265 sstippig@warburg-research.com
Felix Ellmann Software, IT	+49 40 309537-120 fellmann@warburg-research.com	Cansu Tatar Cap. Goods, Engineering	+49 40 309537-248 ctatar@warburg-research.com
Jörg Philipp Frey Retail, Consumer Goods	+49 40 309537-258 jfrey@warburg-research.com	Marc-René Tonn Automobiles, Car Suppliers	+49 40 309537-259 mtonn@warburg-research.com
Marius Fuhrberg	+49 40 309537-185	Robert-Jan van der Horst	+49 40 309537-290
Financial Services	mfuhrberg@warburg-research.com	Technology	rvanderhorst@warburg-research.com
Mustafa Hidir Automobiles, Car Suppliers	+49 40 309537-230 mhidir@warburg-research.com	Andreas Wolf Software, IT	+49 40 309537-140 awolf@warburg-research.com
Fabio Hölscher	+49 40 309537-240	Software, 11	awon@warburg-research.com
Automobiles, Car Suppliers	fhoelscher@warburg-research.com		
Philipp Kaiser Real Estate, Construction	+49 40 309537-260 pkaiser@warburg-research.com		
INSTITUTIONAL EQUITY S			
Marc Niemann	+49 40 3282-2660	Christopher Seedorf	+49 40 3282-2695
Head of Equity Sales, Germany	mniemann@mmwarburg.com	Switzerland	cseedorf@mmwarburg.com
Klaus Schilling	+49 69 5050-7400		
Head of Equity Sales, Germany	kschilling@mmwarburg.com		
Tim Beckmann United Kingdom	+49 40 3282-2665 tbeckmann@mmwarburg.com		
Lea Bogdanova	+49 69 5050-7411		
United Kingdom, Ireland	lbogdanova@mmwarburg.com		
Jens Buchmüller	+49 69 5050-7415		
Scandinavia, Austria	jbuchmueller@mmwarburg.com		
Matthias Fritsch United Kingdom	+49 40 3282-2696 mfritsch@mmwarburg.com		
Maximilian Martin	+49 69 5050-7413	Juliane Niemann	+49 40 3282-2694
Austria, Poland	mmartin@mmwarburg.com	Roadshow/Marketing	jniemann@mmwarburg.com
SALES TRADING			
Oliver Merckel	+49 40 3282-2634	Jan-Philip Schmidt	+49 40 3282-2682
Head of Sales Trading	omerckel@mmwarburg.com	Sales Trading	jschmidt@mmwarburg.com
Elyaz Dust Sales Trading	+49 40 3282-2702 edust@mmwarburg.com	Sebastian Schulz Sales Trading	+49 40 3282-2631 sschulz@mmwarburg.com
Marcel Magiera	+49 40 3282-2662	Jörg Treptow	+49 40 3282-2658
Sales Trading	mmagiera@mmwarburg.com	Sales Trading	jtreptow@mmwarburg.com
Bastian Quast	+49 40 3282-2701		
Sales Trading	bquast@mmwarburg.com		
MACRO RESEARCH Carsten Klude	+49 40 3282-2572	Dr. Christian Jasperneite	+49 40 3282-2439
Macro Research	cklude@mmwarburg.com	Investment Strategy	cjasperneite@mmwarburg.com
Our research can be found	l under:		
Warburg Research rese	earch.mmwarburg.com/en/index.html	Refinitiv	www.refinitiv.com
Bloomberg	RESP MMWA GO	Capital IQ	www.capitaliq.com
FactSet	www.factset.com		
For access please contact:			
Andrea Schaper	+49 40 3282-2632	Kerstin Muthig	+49 40 3282-2703
Sales Assistance	aschaper@mmwarburg.com	Sales Assistance	kmuthig@mmwarburg.com