(CDAX, Financial Services, MUX GR)



Buy eur 34.00		Value Indicators: SotP:		Warburg ESG Risk Score: ESG Score (MSCI based): Balance Sheet Score: Market Liquidity Score:	<b>2.8</b> 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):	2023e
		Market cap:	468	Freefloat	65.10 %	Beta:	1.3
Price	EUR 22.75	No. of shares (m):	21	Robin Laik (CEO)	25.01 %	Price / Book:	0.6 x
Upside	49.5 %	EV:	1,050	Elber GmbH	10.10 %	Equity Ratio:	25 %
		Freefloat MC:	304			Net Fin. Debt / EBITDA:	2.9 x
		Ø Trad. Vol. (30d):	519.94 th			Net Debt / EBITDA:	3.4 x

### First Glance: Q2 shows strong operational improvement; Exits ahead

	Q2 23 A	Q2 22 A	уоу	Q1 23 A	qoq
Sales Holding	25,0	14,0	79%	27,1	-8%
Portfolio Income	25,0	17,9	40%	27,1	-8%
EBITDA Holding	3,4	4,3	-21%	9,5	-64%
Net income Holding	5,2	7,5	-31%	8,2	-37%
Sales Group	1.165,6	902	29%	1.108,0	5%
Adj. EBITDA Group	36,1	-2,2	n.m.	5,1	n.m.
Sales Realignment	497,7	338,5	47%	476,4	4%
Adj. EBITDA Realignment	16,3	-13,4	n.m.	-19,8	n.m.
Sales Optimization	482	314,7	53%	395,2	22%
Adj. EBITDA Optimization	4,3	-5,6	n.m.	-1,0	n.m.
Sales Harvesting	186,6	249,7	-25%	237,1	-21%
Adj. EBITDA Harvesting	7,7	14,9	-48%	17,1	-55%

Mutares posted a strong operational result in Q2 with 3.0% adj. EBITDA margin and positive adj. EBITDA contributions even in the Realignment group, which deals with the recently acquired companies that undergo restructuring. Looking into the industry segments, the major swing occurred in the automotive segment, which turned a c. EUR 18m adj. EBITDA loss into a profit of the same magnitude yoy. SCF, which is part of the newly founded Amaneos was a strong contributor here. The goods and services segment also showed sound improvement. Q2 saw the closing of Peugeot Motorcycle and Arriva as major transactions on the buy side, leading to bargain purchases of more than EUR 250m.

Even though Q2 sales at Holding level were a bit lower than Q1, we are still on a run rate for more than EUR 100m in FY 23 and a significant growth rate yoy. In H1, no equity dividends were booked, leading to a portfolio income in the amount of Holding sales.

The SMP exit is still pending and depends on a decision by the UK regulator. Closing is expected in Q3. As well as SMP, management indicated that Frigoscandia is possibly moving for an exit but it eventually stepped away from the process at La Rochette. While a finalization of SMP will most likely lead to a beat of the current Holding net income guidance giving the selling price of up to EUR 150m, the guidance was left unchanged for the time being.

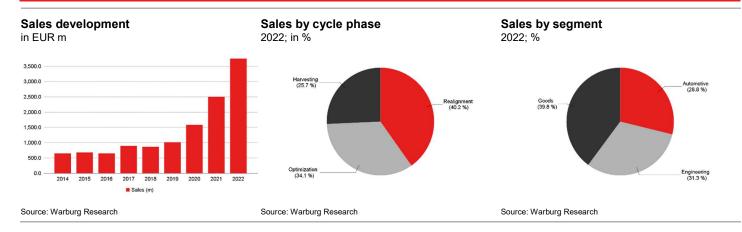
As well as the acquisition of Selzer from Indus, Mutares signed a deal to acquire CEI Forging Germany and indicated a further project in the pipeline with c. EUR 150m in annualized sales that would be integrated into the newly formed Ferr/AI United (former Metals Group). The group would generate annualized sales of more than EUR 1.3bn with 25 production locations in the US, EU and Asia. After Amaneos, this would be the next formation for a possible IPO in the medium term.

Mutares opened a Chinese subsidiary and views the global near-shoring process as a major business opportunity. Chinese companies selling overseas assets which could be acquired as an add-on, or foreign corporates selling the Chinese business would be the major target.

25 -	my	FY End: 31.12. in EUR m	CAGR (22-25e)	2019	2020	2021	2022	2023e	2024e	2025e
24 - 23 - 22 -		<b>Sales</b> Change Sales yoy	14.3 %	1,016 17.4 %	1,584 55.9 %	2,504 58.1 %	3,752 49.8 %	5,089 35.6 %	5,490 7.9 %	5,595 1.9 %
21 - Martin M	www.	Sales Holding	26.7 %	19	32	50	71	109	130	145
20 - 19 - A AMA N		Chg yoy		83.0 %	65.0 %	58.2 %	40.9 %	53.6 %	18.6 %	11.8 %
18 - W W W		Portfolio equity distributions		22	35	14	69	22	37	55
16 - M Y		Portfolio income		41	66	65	140	131	167	200
15 - <b>'</b>		Exit gains	-	0	0	58	4	114	0	0
09/22 11/22 01/23 03/23 05/23	07/23	Net income holding		23	33	50	71	125	44	69
Mutares CDAX (normalised)		Net income margin		116.6 %	104.7 %	98.2 %	100.3 %	114.8 %	34.0 %	47.5 %
Rel. Performance vs CDAX:		holding								
1 month:	-5.2 %	EBITDA adj.		7	-29	-41	-33	71	168	243
6 months:	10.7 %	Net income	-	21	27	449	-7	-50	-69	2
		Net income adj.		23	33	50	71	125	44	69
Year to date:	15.0 %	EPS adj.		1.48	2.20	3.00	3.46	6.08	2.13	3.33
Trailing 12 months:	10.7 %	P / E adj.	0.0.0	6.8 x	5.1 x	7.4 x	5.6 x	3.7 x	10.7 x	7.1 x
•		DPS Dividend Yield	0.0 %	1.00	1.50 13.3 %	1.50	2.00 10.4 %	2.00	2.00 8.8 %	2.00
Company events:		Dividend Yield		10.0 %	13.3 %	6.8 %	10.4 %	8.8 %	8.8 %	8.5 %
07.11.23	Q3	EPS		1.37	1.79	27.18	-0.33	-2.43	-3.35	0.12
		P/E		7.3 x	6.3 x	0.8 x	n.a.	n.a.	n.a.	196.7 x
		Guidance:	Group sales E	UR 4.8-5.4b	n, net income	e holding EU	R 92-112m			





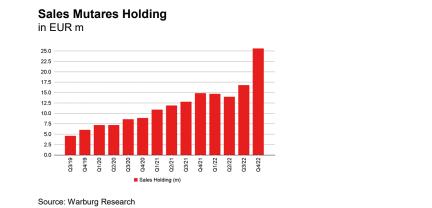


## **Company Background**

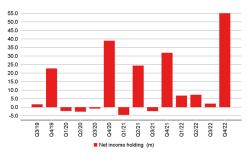
- Mutares was co-founded in 2008 by CEO Robin Laik.
- Mutares invests in small/midcap (sales 50-500m) companies in special situations and manages the turnaround with its own consultants
- Consolidated sales increased from EUR 60m in 2010 to above EUR 2.5bn in 2021 as the company made more than 80 transactions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



## Net income development in EUR m



Source: Warburg Research



Valuation								
Net Asset Value			all Warburg Re	esearch estimat	tes			
Company	exit date	sales Wre	EBITDA margin	Ebitda / Ebit	Exit mutiple	EV	probability	NPV
Amaneos	2026	1.200	6%	72,0	6,0	432	25%	81,4
Arriva	2027	400	7%	28,0	6,0	168	10%	11,5
Asteri / Palmia	2026	150	5%	7,5	6,0	45	10%	3,4
Celcim	2026	55	9%	5,0	7,0	35	35%	9,1
Donges Group	2023	200	8%	16,0	7,0	112	35%	39,2
Ēxi / Six	2026	75	6%	4,5	8,0	36	25%	6,8
asana	2026	65	7%	4,6	8,0	36	10%	2,7
Frigoscandia	2026	365	6%	21,9	7,0	153	25%	28,9
Ganter	2026	80	7%	5,6	7,0	39	25%	7,4
Gemini / Adcoms	2024	100	8%	8,0	8,0	64	10%	5,8
Guascor Energy	2027	100	8%	8,0	7,0	56	10%	3,8
novis group (Valmet Automotive)	2026	50	5%	2,5	5,0	13	10%	0,9
eeeper	2024	90	11%	9,9	9,0	89	25%	20,3
Kico Group	2026	220	10%	22,0	6,0	132	25%	24,9
a Rochette	2026	160	9%	14,4	7,0	101	35%	26,6
apyere	2026	750	8%	60,0	7,0	570	10%	42,9
letals Group	2027	600	8%	48,0	7,0	336	10%	23,0
NEW Balcke-Dürr	2026	340	6%	20,4	6,0	122	25%	23,0
Peugeot Motor	2028	140	7%	9,8	6,0	59	10%	1,8
Plati	2026	40	8%	3,0	7,0	21	25%	4,0
Repartim (Carglas Maison)	2026	40	7%	2,8	7,0	20	25%	3,0
Sabo	2026	30	10%	3,0	8,0	24	50%	9,0
SMP (Special melted products)	2023	140	9%	12,6	7,0	88	10%	150,0
Steyr Motors	2026	30	7%	2,1	7,0	15	10%	1,1
erranor (Nordic Road Services)	2024	215	9%	19,4	7,0	135	35%	43,1
/ALTI (Vallourec Bearing Tubes)	2027	50	7%	3,5	7,0	25	10%	1,7
Valor	2027	200	8%	16,0	6,0	96	10%	6,6

23e 2024e	2025e
9,2 129,5	144,8
9,7 23,3	26,1 9,9%
TV	263
2,0 37,0	55,0 9,9%
TV	555
64	
60	
4,2	
	2,7 23,3 TV 2,0 37,0 TV 64 60

Enterprise Value / CF	145,9	60,3	818,3
Discounted values	145,9	54,9	677,4
Discounted sum EV/CF	878,2		
Debt	100,0		
Cash	12,5		
Other debt like items	98,3		
Equity Value	692		
Number of shares outstanding	20,6		
Fair value per share (EUR)	33,7		

563,9

2493,6



Valuation							
	2019	2020	2021	2022	2023e	2024e	2025e
Price / Book	0.8 x	0.9 x	0.5 x	0.6 x	0.6 x	0.6 x	0.6 x
Book value per share ex intangibles	8.17	7.38	28.56	27.56	33.31	30.38	30.92
EV / Sales	0.4 x	0.3 x	0.3 x	0.3 x	0.2 x	0.2 x	0.2 x
EV / EBITDA	4.6 x	3.6 x	1.5 x	6.0 x	6.2 x	6.4 x	4.2 x
EV / EBIT	14.0 x	12.5 x	2.0 x	n.a.	n.a.	n.a.	52.3 x
EV / EBIT adj.*	14.0 x	n.a.	n.a.	7.8 x	n.a.	n.a.	52.3 x
P / FCF	n.a.	n.a.	n.a.	n.a.	n.a.	23.0 x	4.2 x
P/E	7.3 x	6.3 x	0.8 x	n.a.	n.a.	n.a.	196.7 x
P / E adj.*	6.8 x	5.1 x	7.4 x	5.6 x	3.7 x	10.7 x	7.1 x
Dividend Yield	10.0 %	13.3 %	6.8 %	10.4 %	8.8 %	8.8 %	8.5 %
FCF Potential Yield (on market EV)	21.5 %	28.2 %	66.4 %	20.0 %	16.2 %	15.6 %	23.9 %
*Adjustments made for: -							

## **Company Specific Items**

company opcome nome							
	2019	2020	2021	2022	2023e	2024e	2025e
Sales Holding	19	32	50	71	109	130	145
Portfolio equity distributions	22	35	14	69	22	37	55
Exit gains	0	0	58	4	114	0	0
Net income holding	23	33	50	71	125	44	69
adj. EBITDA holding	1	5	-18	-7	2	21	29
Income investments holding	22	35	71	72	136	37	55
Chg yoy	83.0 %	65.0 %	58.2 %	40.9 %	53.6 %	18.6 %	11.8 %
Net income margin holding	116.6 %	104.7 %	98.2 %	100.3 %	114.8 %	34.0 %	47.5 %
Consulting income	-1	4	7	13	20	23	26
Portfolio income	41	66	65	140	131	167	200

#### **Consolidated profit & loss**



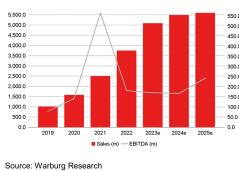
In EUR m	2019	2020	2021	2022	2023e	2024e	2025e
Sales	1,016	1,584	2,504	3,752	5,089	5,490	5,595
Change Sales yoy	17.4 %	55.9 %	58.1 %	49.8 %	35.6 %	7.9 %	1.9 %
Increase / decrease in inventory	-4	-23	7	-16	0	0	0
Total Sales	1,012	1,561	2,511	3,735	5,089	5,490	5,595
Material expenses	623	975	1,580	2,399	3,257	3,514	3,581
Gross profit	389	586	931	1,337	1,832	1,977	2,014
Gross profit margin	38.3 %	37.0 %	37.2 %	35.6 %	36.0 %	36.0 %	36.0 %
Personnel expenses	292	424	660	910	1,476	1,592	1,623
Other operating income	119	241	770	356	597	644	656
Other operating expenses	138	261	474	601	782	860	804
Unfrequent items	0	0	0	0	0	0	0
EBITDA	79	143	567	181	171	168	243
Margin	7.8 %	9.0 %	22.6 %	4.8 %	3.4 %	3.1 %	4.3 %
Depreciation of fixed assets	53	102	119	185	204	220	224
EBITA	26	41	448	-3	-33	-52	19
Amortisation of intangible assets	0	0	0	0	0	0	0
Goodwill amortisation	0	0	0	0	0	0	0
EBIT	26	41	448	-3	-33	-52	19
Margin	2.6 %	2.6 %	17.9 %	-0.1 %	-0.6 %	-0.9 %	0.3 %
EBIT adj.	26	-130	-160	140	-33	-52	19
Interest income	2	4	9	15	1	1	1
Interest expenses	11	28	27	68	18	18	18
Other financial income (loss)	0	0	0	0	0	0	0
EBT	17	17	429	-56	-50	-69	2
Margin	1.6 %	1.1 %	17.1 %	-1.5 %	-1.0 %	-1.3 %	0.0 %
Total taxes	0	-3	-14	-36	0	0	0
Net income from continuing operations	17	20	443	-21	-50	-69	2
Income from discontinued operations (net of tax)	0	0	0	0	0	0	0
Net income before minorities	17	20	443	-21	-50	-69	2
Minority interest	-4	-7	-7	-14	0	0	0
Net income	21	27	449	-7	-50	-69	2
Margin	2.0 %	1.7 %	17.9 %	-0.2 %	-1.0 %	-1.3 %	0.0 %
Net income adj.	23	33	50	71	125	44	69
Number of shares, average	15	15	17	21	21	21	21
EPS	1.37	1.79	27.18	-0.33	-2.43	-3.35	0.12
EPS adj.	1.48	2.20	3.00	3.46	6.08	2.13	3.33
*Adjustments made for:							

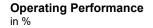
Guidance: Group sales EUR 4.8-5.4bn, net income holding EUR 92-112m

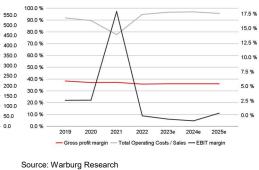
#### **Financial Ratios**

	2019	2020	2021	2022	2023e	2024e	2025e
Total Operating Costs / Sales	91.8 %	89.5 %	77.6 %	94.7 %	96.6 %	96.9 %	95.7 %
Operating Leverage	2.0 x	1.0 x	17.0 x	n.a.	26.2 x	7.3 x	n.a.
EBITDA / Interest expenses	7.2 x	5.1 x	20.8 x	2.7 x	9.5 x	9.3 x	13.5 x
Tax rate (EBT)	0.0 %	-16.6 %	-3.2 %	62.8 %	0.0 %	0.0 %	0.0 %
Dividend Payout Ratio	91.2 %	115.6 %	5.6 %	n.m.	n.m.	n.m.	1684.6 %
Sales per Employee	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.

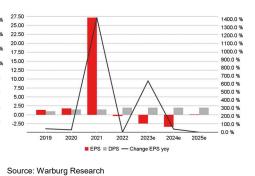
# Sales, EBITDA in EUR m







#### Performance per Share



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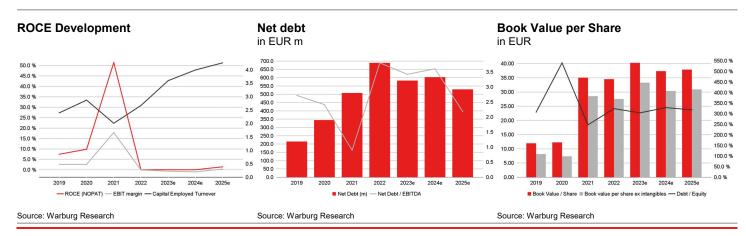
## Consolidated balance sheet



In EUR m	2019	2020	2021	2022	2023e	2024e	2025e
Assets							
Goodwill and other intangible assets	59	76	134	144	144	144	144
thereof other intangible assets	59	76	134	144	144	144	144
thereof Goodwill	0	0	0	0	0	0	0
Property, plant and equipment	176	243	557	764	645	510	370
Financial assets	17	9	74	46	46	46	46
Other long-term assets	123	150	324	398	398	398	398
Fixed assets	375	478	1,088	1,352	1,233	1,098	959
Inventories	134	204	423	561	727	784	799
Accounts receivable	172	295	342	458	621	670	683
Liquid assets	80	145	255	246	372	351	425
Other short-term assets	88	206	452	412	412	412	412
Current assets	474	850	1,472	1,677	2,133	2,218	2,320
Total Assets	849	1,327	2,560	3,030	3,366	3,316	3,278
Liabilities and shareholders' equity							
Subscribed capital	15	15	21	21	21	21	21
Capital reserve	37	38	134	135	135	135	135
Retained earnings	135	144	566	527	435	325	286
Other equity components	-2	-7	1	31	241	291	341
Shareholders' equity	185	190	721	713	831	771	782
Minority interest	23	17	15	1	1	1	1
Total equity	208	207	736	714	833	772	783
Provisions	138	210	326	332	262	192	122
thereof provisions for pensions and similar obligations	87	116	153	94	94	94	94
Financial liabilities (total)	208	374	610	841	860	860	860
Short-term financial liabilities	41	57	69	136	136	136	136
Accounts payable	195	319	525	754	1,022	1,103	1,124
Other liabilities	100	217	363	389	389	389	389
Liabilities	640	1,120	1,824	2,316	2,533	2,544	2,495
Total liabilities and shareholders' equity	849	1,327	2,560	3,030	3,366	3,316	3,278

#### **Financial Ratios**

	2019	2020	2021	2022	2023e	2024e	2025e
Efficiency of Capital Employment							
Operating Assets Turnover	3.5 x	3.8 x	3.1 x	3.6 x	5.2 x	6.4 x	7.7 x
Capital Employed Turnover	2.4 x	2.9 x	2.0 x	2.7 x	3.6 x	4.0 x	4.3 x
ROA	5.5 %	5.7 %	41.3 %	-0.5 %	-4.1 %	-6.3 %	0.3 %
Return on Capital							
ROCE (NOPAT)	7.5 %	9.8 %	51.4 %	n.a.	n.a.	n.a.	1.4 %
ROE	11.4 %	14.4 %	98.6 %	-0.9 %	-6.5 %	-8.6 %	0.3 %
Adj. ROE	12.3 %	17.8 %	10.9 %	9.9 %	16.2 %	5.5 %	8.9 %
Balance sheet quality							
Net Debt	215	345	508	689	583	603	530
Net Financial Debt	128	228	355	595	488	509	435
Net Gearing	103.5 %	166.3 %	69.0 %	96.6 %	70.0 %	78.1 %	67.6 %
Net Fin. Debt / EBITDA	161.7 %	160.1 %	62.6 %	328.0 %	286.3 %	303.9 %	178.9 %
Book Value / Share	12.0	12.3	35.1	34.5	40.3	37.4	37.9
Book value per share ex intangibles	8.2	7.4	28.6	27.6	33.3	30.4	30.9



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6

#### Consolidated cash flow statement



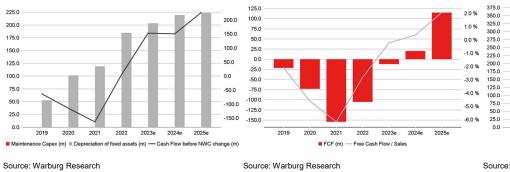
In EUR m	2019	2020	2021	2022	2023e	2024e	2025e
Net income	17	20	443	-21	-50	-69	2
Depreciation of fixed assets	53	102	119	185	204	220	224
Amortisation of goodwill	0	0	0	0	0	0	C
Amortisation of intangible assets	0	0	0	0	0	0	C
Increase/decrease in long-term provisions	-15	7	-19	-59	0	0	C
Other non-cash income and expenses	-118	-243	-705	-100	0	0	C
Cash Flow before NWC change	-63	-115	-163	5	154	151	226
Increase / decrease in inventory	20	17	-22	-138	-166	-57	-15
Increase / decrease in accounts receivable	34	7	43	-117	-163	-49	-13
Increase / decrease in accounts payable	-2	48	38	228	269	81	21
Increase / decrease in other working capital positions	0	0	0	0	-20	-20	-20
Increase / decrease in working capital (total)	53	72	59	-26	-81	-46	-27
Net cash provided by operating activities [1]	-11	-43	-104	-21	73	105	199
Investments in intangible assets	0	0	0	0	0	0	(
Investments in property, plant and equipment	0	-29	-48	-84	-84	-84	-84
Payments for acquisitions	33	79	189	110	10	0	(
Financial investments	0	1	1	2	0	0	(
Income from asset disposals	23	1	33	46	150	0	C
Net cash provided by investing activities [2]	44	51	172	73	76	-84	-84
Change in financial liabilities	0	104	236	232	19	0	(
Dividends paid	-15	-15	-25	-31	-41	-41	-41
Purchase of own shares	0	-3	0	0	0	0	(
Capital measures	0	0	0	0	0	0	(
Other	-47	-29	0	0	0	0	(
Net cash provided by financing activities [3]	-62	58	211	201	-22	-41	-41
Change in liquid funds [1]+[2]+[3]	-29	66	280	253	126	-21	74
Effects of exchange-rate changes on cash	0	-1	0	0	0	0	C
Cash and cash equivalent at end of period	80	145	425	508	372	351	425

#### **Financial Ratios**

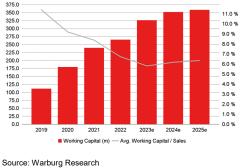
	2019	2020	2021	2022	2023e	2024e	2025e
Cash Flow							
FCF	-21	-73	-154	-105	-12	20	115
Free Cash Flow / Sales	-2.1 %	-4.6 %	-6.2 %	-2.8 %	-0.2 %	0.4 %	2.1 %
Free Cash Flow Potential	79	146	580	217	171	168	243
Free Cash Flow / Net Profit	-102.9 %	-269.0 %	-34.3 %	1547.1 %	23.8 %	-29.5 %	4695.7 %
Interest Received / Avg. Cash	1.6 %	3.5 %	4.2 %	6.0 %	0.3 %	0.3 %	0.3 %
Interest Paid / Avg. Debt	6.5 %	9.7 %	5.5 %	9.4 %	2.1 %	2.1 %	2.1 %
Management of Funds							
Investment ratio	0.0 %	1.8 %	1.9 %	2.2 %	1.7 %	1.5 %	1.5 %
Maint. Capex / Sales	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Capex / Dep	0.0 %	28.3 %	40.0 %	45.7 %	41.5 %	38.4 %	37.7 %
Avg. Working Capital / Sales	11.4 %	9.2 %	8.4 %	6.7 %	5.8 %	6.2 %	6.4 %
Trade Debtors / Trade Creditors	88.5 %	92.5 %	65.0 %	60.8 %	60.8 %	60.8 %	60.8 %
Inventory Turnover	4.6 x	4.8 x	3.7 x	4.3 x	4.5 x	4.5 x	4.5 x
Receivables collection period (days)	62	68	50	45	45	45	45
Payables payment period (days)	114	119	121	115	115	115	115
Cash conversion cycle (Days)	26	25	26	15	11	11	12

**Free Cash Flow Generation** 

#### **CAPEX** and Cash Flow in EUR m



#### **Working Capital**



FIRST GLANCE

Published 11.08.2023

7



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Mutares	5	https://www.mmwarburg.com/disclaimer/disclaimer_en/DE000A2NB650.htm



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

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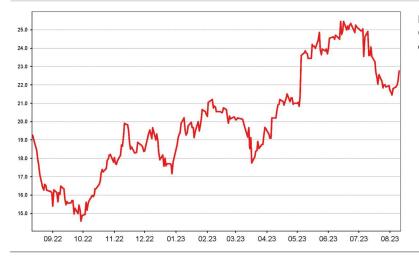
Rating	Number of stocks	% of Universe
Buy	151	73
Hold	45	22
Sell	7	3
Rating suspended	4	2
Total	207	100

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Rating	Number of stocks	% of Universe
Buy	42	86
Hold	5	10
Sell	0	0
Rating suspended	2	4
Total	49	100

#### PRICE AND RATING HISTORY MUTARES AS OF 11.08.2023



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