

# Mutares SE & Co. KGaA

## Germany - Others



HAUCK  
AUFHÄUSER  
INVESTMENT BANKING

**Buy** (old: Buy)

**Price target: EUR 37.00** (old: EUR 37.00)

**Price:** EUR 20.50      **Next result:** FY 22 18.04.23  
**Bloomberg:** MUX GR      **Market cap:** EUR 363.2 m  
**Reuters:** MUXG.BE      **Enterprise Value:** EUR 729.4 m

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## Accelerating deal flow with potentially more to come

With equity markets and valuations recovering, the **pace of deal flow within our listed PE coverage has been accelerating**. Mutares has reported a **flurry of transactions** since year start and after closing 2022 on a high note with the STF-Balcke Dürr exit ([see update from December 23, 2022](#)).

The **rapidly recovering buoyancy of the deal environment** is evident in the fact that some of the exits that Mutares has announced stem from the so-called "Optimization" bracket, i.e. companies that are not "technically" ripe for a divestiture (those are rather included in the "Harvesting" bracket, see diagram on p.2) and with more development potential but for which **highly attractive offers were on the table**.

It is our understanding that the three exits announced since year start should altogether yield **cash proceeds of around € 15m**, which, considering the buy-side activity ongoing in parallel, should not move the needle on the dividend of € 1.50 (attractive 8.5 % yield at current levels) guided for FY 2022 and to be paid after the AGM (typically mid-May).

This being said, **it is our understanding that one large potential exit is looming**. As a reminder, the MUX's "Harvesting" bracket of companies ripe for a divestiture process includes - besides SABO, a lawn mower producer and Clecim, a supplier of carbon and stainless-steel processing lines - **La Rochette**, a carton board packaging manufacturer acquired in 2021 (c. € 185m in annualized sales and c. € 13m in annualized EBITDA, eHAIB € 71.5m transaction value including some leverage). **We therefore still see some room for an even higher dividend pay-out in 2022**.

In our opinion to **most notable acquisition announced this year so far is Wolor International**, a French producer of forged and machined steel parts for powertrain and steering applications featured in passenger cars: € 200m in sales, with by the read of the press massive turnaround potential. The deal underscores Mutares' unique know-how for turnarounds highly challenging and politicized French market, with La Rochette to showcase as an undeniable success story.

**Remains a BUY, PT € 37 on a dividend discount model, attractive shareholder returns.**

Y/E 31.12 (EUR m)	2018	2019	2020	2021	2022E	2023E	2024E
Sales	865.1	1,015.9	1,583.9	2,504.0	4,177.7	4,398.9	3,650.0
Sales growth	-4 %	17 %	56 %	58 %	67 %	5 %	-17 %
EBITDA	49.1	79.2	142.7	566.5	96.1	126.1	156.1
EBIT	19.4	26.2	41.2	447.3	-54.0	-24.0	4.1
Net income	14.7	21.2	27.1	435.6	-50.0	-36.0	-17.8
Net debt	31.5	204.7	289.2	428.6	366.2	233.8	73.8
Net gearing	-8.6 %	63.4 %	90.9 %	38.2 %	33.2 %	14.0 %	-15.0 %
Net Debt/EBITDA	0.6	2.6	2.0	0.8	3.8	1.9	0.5
EPS pro forma	1.32	1.48	2.16	2.46	3.22	2.23	2.52
CPS	-2.68	-4.18	-8.92	-10.79	-6.13	-2.75	5.86
DPS	1.00	1.00	1.50	1.50	1.50	1.50	1.50
Dividend yield	7.5 %	9.9 %	13.3 %	6.8 %	8.5 %	8.5 %	8.5 %
Gross profit margin	38.5 %	38.5 %	37.6 %	37.1 %	40.0 %	41.0 %	41.0 %
EBITDA margin	5.7 %	7.8 %	9.0 %	22.6 %	2.3 %	2.9 %	4.3 %
EBIT margin	2.2 %	2.6 %	2.6 %	17.9 %	-1.3 %	-0.5 %	0.1 %
ROCE	4.8 %	5.6 %	7.3 %	41.9 %	-4.8 %	-1.6 %	0.3 %
Holding Revenues	10.5	19.3	31.9	50.5	64.0	80.0	84.0
Portfolio Income	54.4	41.3	66.5	64.9	102.4	66.0	68.0
Net Income	20.1	22.5	33.4	50.7	66.4	46.0	52.0

Source: Company data, Hauck Aufhäuser Investment Banking Close price as of: 16.02.2023

Please refer to important disclosures at the end of the report



Source: Company data, Hauck Aufhäuser Investment Banking

**High/low 52 weeks:** 22.70 / 14.58  
**Price/Book Ratio:** 0.7  
**Relative performance (SDAX):**  
 3 months -1.5 %  
 6 months 8.7 %  
 12 months 1.9 %

### Changes in estimates

		Sales	EBIT	EPS
2022	old:	4,177.7	-54.0	3.22
	Δ	-	-	-
2023	old:	4,398.9	-24.0	2.23
	Δ	-	-	-
2024	old:	3,650.0	4.1	2.52
	Δ	-	-	-

### Key share data:

Number of shares: (in m pcs) 20.6  
 Authorised capital: (in € m) 7.0  
 Book value per share: (in €) 31.1  
 Ø trading volume: (12 months) 5,400

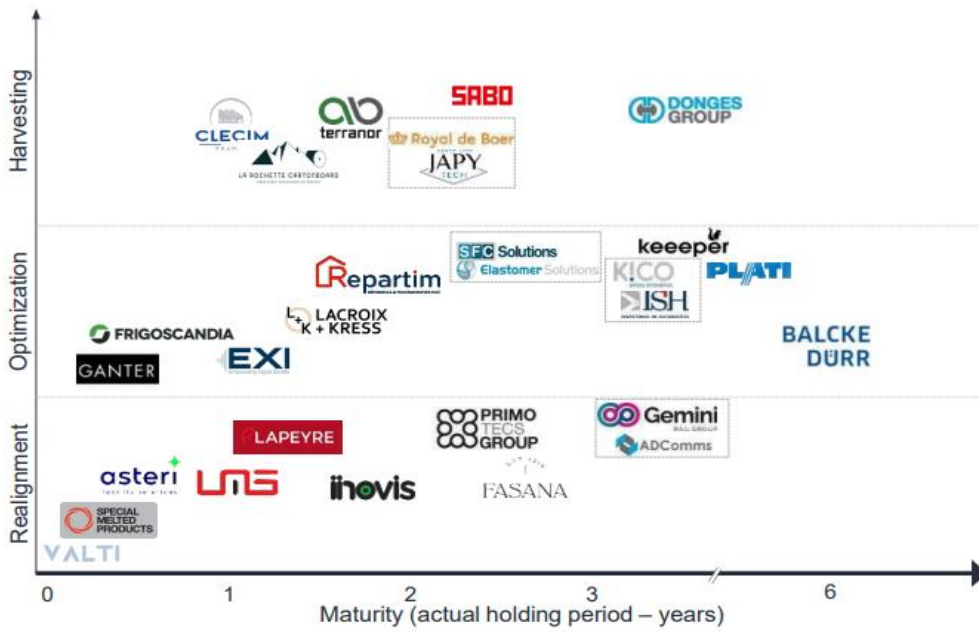
### Major shareholders:

Free Float 63.0 %  
 Robin Laik 25.0 %  
 Management 12.0 %

### Company description:

Mutares is a turnaround investor focussed on generating a return on its investment through the purchase of underperforming corporate spin offs, their operational turnaround and subsequent sale.

## Mutares Portfolio Overview



Source: Company materials

## Financials

Profit and loss (EUR m)	2018	2019	2020	2021	2022E	2023E	2024E
<b>Net sales</b>	<b>865.1</b>	<b>1,015.9</b>	<b>1,583.9</b>	<b>2,504.0</b>	<b>4,177.7</b>	<b>4,398.9</b>	<b>3,650.0</b>
Sales growth	-3.8 %	17.4 %	55.9 %	58.1 %	66.8 %	5.3 %	-17.0 %
Increase/decrease in finished goods and work-in-process	0.1	-3.9	-23.1	6.8	-20.9	-22.0	-18.3
<b>Total sales</b>	<b>865.2</b>	<b>1,012.0</b>	<b>1,560.8</b>	<b>2,510.8</b>	<b>4,156.8</b>	<b>4,376.9</b>	<b>3,631.8</b>
Other operating income	107.4	119.1	241.3	770.1	0.0	0.0	1.0
Material expenses	532.4	622.6	974.6	1,579.7	2,494.1	2,582.4	2,142.8
Personnel expenses	244.7	291.8	423.9	660.4	1,044.4	1,099.7	912.5
Other operating expenses	146.4	137.5	260.8	474.3	522.2	568.8	421.5
Total operating expenses	816.1	932.8	1,418.1	1,944.3	4,060.8	4,250.8	3,475.7
<b>EBITDA</b>	<b>49.1</b>	<b>79.2</b>	<b>142.7</b>	<b>566.5</b>	<b>96.1</b>	<b>126.1</b>	<b>156.1</b>
Depreciation	23.5	43.1	88.7	109.2	140.0	140.0	140.0
<b>EBITA</b>	<b>25.6</b>	<b>36.1</b>	<b>54.0</b>	<b>457.3</b>	<b>-44.0</b>	<b>-14.0</b>	<b>16.1</b>
Amortisation of goodwill	0.0	0.0	0.0	0.0	0.0	0.0	1.0
Amortisation of intangible assets	6.2	9.9	12.8	10.0	10.0	10.0	10.0
Impairment charges	0.0	0.0	0.0	0.0	0.0	0.0	1.0
<b>EBIT (inc revaluation net)</b>	<b>19.4</b>	<b>26.2</b>	<b>41.2</b>	<b>447.3</b>	<b>-54.0</b>	<b>-24.0</b>	<b>4.1</b>
Interest income	0.5	1.5	3.9	8.5	8.0	8.0	8.0
Interest expenses	5.1	11.0	28.2	27.2	29.0	29.0	29.0
Other financial result	0.0	0.0	0.0	0.0	0.0	0.0	2.0
Financial result	-4.6	-9.5	-24.3	-18.7	-21.0	-21.0	-21.0
<b>Recurring pretax income from continuing operations</b>	<b>14.8</b>	<b>16.7</b>	<b>16.9</b>	<b>428.6</b>	<b>-75.0</b>	<b>-45.0</b>	<b>-17.0</b>
Extraordinary income/loss	0.0	0.0	0.0	0.0	0.0	0.0	1.0
<b>Earnings before taxes</b>	<b>14.8</b>	<b>16.7</b>	<b>16.9</b>	<b>428.6</b>	<b>-75.0</b>	<b>-45.0</b>	<b>-16.0</b>
Taxes	2.8	0.0	-2.8	-13.7	-25.0	-9.0	-2.2
<b>Net income from continuing operations</b>	<b>12.0</b>	<b>16.7</b>	<b>19.7</b>	<b>442.3</b>	<b>-50.0</b>	<b>-36.0</b>	<b>-13.8</b>
Result from discontinued operations (net of tax)	0.0	0.0	0.0	0.0	0.0	0.0	2.0
<b>Net income</b>	<b>12.0</b>	<b>16.7</b>	<b>19.7</b>	<b>442.3</b>	<b>-50.0</b>	<b>-36.0</b>	<b>-16.8</b>
Minority interest	-2.7	-4.5	-7.4	6.7	0.0	0.0	1.0
<b>Net profit (reported)</b>	<b>14.7</b>	<b>21.2</b>	<b>27.1</b>	<b>435.6</b>	<b>-50.0</b>	<b>-36.0</b>	<b>-17.8</b>
Average number of shares	15.2	15.2	15.2	20.6	20.6	20.6	20.6
<b>EPS reported</b>	<b>0.96</b>	<b>1.39</b>	<b>1.78</b>	<b>21.11</b>	<b>-2.42</b>	<b>-1.74</b>	<b>-0.86</b>

Profit and loss (common size)	2018	2019	2020	2021	2022E	2023E	2024E
<b>Net sales</b>	<b>100.0 %</b>	<b>100.0 %</b>	<b>100.0 %</b>	<b>100.0 %</b>	<b>100.0 %</b>	<b>100.0 %</b>	<b>100.0 %</b>
Increase/decrease in finished goods and work-in-process	0.0 %	neg.	neg.	0.3 %	neg.	neg.	neg.
<b>Total sales</b>	<b>100.0 %</b>	<b>99.6 %</b>	<b>98.5 %</b>	<b>100.3 %</b>	<b>99.5 %</b>	<b>99.5 %</b>	<b>99.5 %</b>
Other operating income	12.4 %	11.7 %	15.2 %	30.8 %	0.0 %	0.0 %	0.0 %
Material expenses	61.5 %	61.3 %	61.5 %	63.1 %	59.7 %	58.7 %	58.7 %
Personnel expenses	28.3 %	28.7 %	26.8 %	26.4 %	25.0 %	25.0 %	25.0 %
Other operating expenses	16.9 %	13.5 %	16.5 %	18.9 %	12.5 %	12.9 %	11.5 %
Total operating expenses	94.3 %	91.8 %	89.5 %	77.6 %	97.2 %	96.6 %	95.2 %
<b>EBITDA</b>	<b>5.7 %</b>	<b>7.8 %</b>	<b>9.0 %</b>	<b>22.6 %</b>	<b>2.3 %</b>	<b>2.9 %</b>	<b>4.3 %</b>
Depreciation	2.7 %	4.2 %	5.6 %	4.4 %	3.4 %	3.2 %	3.8 %
<b>EBITA</b>	<b>3.0 %</b>	<b>3.6 %</b>	<b>3.4 %</b>	<b>18.3 %</b>	<b>neg.</b>	<b>neg.</b>	<b>0.4 %</b>
Amortisation of goodwill	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Amortisation of intangible assets	0.7 %	1.0 %	0.8 %	0.4 %	0.2 %	0.2 %	0.3 %
Impairment charges	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
<b>EBIT (inc revaluation net)</b>	<b>2.2 %</b>	<b>2.6 %</b>	<b>2.6 %</b>	<b>17.9 %</b>	<b>neg.</b>	<b>neg.</b>	<b>0.1 %</b>
Interest income	0.1 %	0.1 %	0.2 %	0.3 %	0.2 %	0.2 %	0.2 %
Interest expenses	0.6 %	1.1 %	1.8 %	1.1 %	0.7 %	0.7 %	0.8 %
Other financial result	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.1 %
Financial result	neg.	neg.	neg.	neg.	neg.	neg.	neg.
<b>Recurring pretax income from continuing operations</b>	<b>1.7 %</b>	<b>1.6 %</b>	<b>1.1 %</b>	<b>17.1 %</b>	<b>neg.</b>	<b>neg.</b>	<b>neg.</b>
Extraordinary income/loss	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
<b>Earnings before taxes</b>	<b>1.7 %</b>	<b>1.6 %</b>	<b>1.1 %</b>	<b>17.1 %</b>	<b>neg.</b>	<b>neg.</b>	<b>neg.</b>
Tax rate	18.9 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
<b>Net income from continuing operations</b>	<b>1.4 %</b>	<b>1.6 %</b>	<b>1.2 %</b>	<b>17.7 %</b>	<b>neg.</b>	<b>neg.</b>	<b>neg.</b>
Income from discontinued operations (net of tax)	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.1 %
<b>Net income</b>	<b>1.4 %</b>	<b>1.6 %</b>	<b>1.2 %</b>	<b>17.7 %</b>	<b>neg.</b>	<b>neg.</b>	<b>neg.</b>
Minority interest	neg.	neg.	neg.	0.3 %	0.0 %	0.0 %	0.0 %
<b>Net profit (reported)</b>	<b>1.7 %</b>	<b>2.1 %</b>	<b>1.7 %</b>	<b>17.4 %</b>	<b>neg.</b>	<b>neg.</b>	<b>neg.</b>

Source: Company data, Hauck Aufhäuser Investment Banking

Balance sheet (EUR m)	2018	2019	2020	2021	2022E	2023E	2024E
<b>Intangible assets</b>	<b>41.4</b>	<b>58.7</b>	<b>76.0</b>	<b>134.0</b>	<b>125.0</b>	<b>116.0</b>	<b>107.0</b>
Property, plant and equipment	133.3	296.2	390.0	875.3	665.3	455.3	245.3
Financial assets	16.9	16.6	8.7	73.6	73.6	73.6	73.6
<b>FIXED ASSETS</b>	<b>191.6</b>	<b>371.5</b>	<b>474.7</b>	<b>1,082.9</b>	<b>863.9</b>	<b>644.9</b>	<b>425.9</b>
Inventories	100.8	134.0	203.5	423.2	486.7	511.0	511.0
Accounts receivable	147.6	143.0	258.5	291.0	583.7	614.6	510.0
Other current assets	69.4	96.5	226.2	480.7	480.7	480.7	480.7
Liquid assets	108.1	79.7	145.3	255.1	317.6	450.0	609.9
Deferred taxes	13.3	23.8	18.9	27.4	27.4	27.4	27.4
Deferred charges and prepaid expenses	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>CURRENT ASSETS</b>	<b>439.2</b>	<b>477.0</b>	<b>852.5</b>	<b>1,477.4</b>	<b>1,896.1</b>	<b>2,083.7</b>	<b>2,139.1</b>
<b>TOTAL ASSETS</b>	<b>630.8</b>	<b>848.5</b>	<b>1,327.2</b>	<b>2,560.3</b>	<b>2,760.0</b>	<b>2,728.6</b>	<b>2,565.0</b>
SHAREHOLDERS EQUITY	180.7	185.3	190.3	721.2	641.3	575.4	527.7
MINORITY INTEREST	27.4	22.9	16.9	15.2	15.2	15.2	16.2
Long-term debt	92.6	197.1	318.4	530.7	530.7	530.7	530.7
Provisions for pensions and similar obligations	47.0	87.3	116.1	153.0	153.0	153.0	153.0
Other provisions	49.7	50.5	94.1	172.8	172.8	172.8	172.8
<b>Non-current liabilities</b>	<b>189.3</b>	<b>334.9</b>	<b>528.6</b>	<b>856.5</b>	<b>856.5</b>	<b>856.5</b>	<b>856.5</b>
short-term liabilities to banks	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Accounts payable	111.9	159.9	250.4	372.8	652.4	686.9	570.0
Advance payments received on orders	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other liabilities (incl. from lease and rental contracts)	115.1	130.4	289.5	412.3	412.3	412.3	412.3
Deferred taxes	6.4	15.1	15.1	137.8	137.8	137.8	137.8
Deferred income	0.0	0.0	36.3	44.5	44.5	44.5	44.5
<b>Current liabilities</b>	<b>233.4</b>	<b>305.4</b>	<b>591.4</b>	<b>967.4</b>	<b>1,247.0</b>	<b>1,281.5</b>	<b>1,164.6</b>
<b>TOTAL LIABILITIES AND SHAREHOLDERS EQUITY</b>	<b>630.8</b>	<b>848.5</b>	<b>1,327.2</b>	<b>2,560.3</b>	<b>2,760.0</b>	<b>2,728.7</b>	<b>2,565.0</b>

Balance sheet (common size)	2018	2019	2020	2021	2022E	2023E	2024E
<b>Intangible assets</b>	<b>6.6 %</b>	<b>6.9 %</b>	<b>5.7 %</b>	<b>5.2 %</b>	<b>4.5 %</b>	<b>4.3 %</b>	<b>4.2 %</b>
Property, plant and equipment	21.1 %	34.9 %	29.4 %	34.2 %	24.1 %	16.7 %	9.6 %
Financial assets	2.7 %	2.0 %	0.7 %	2.9 %	2.7 %	2.7 %	2.9 %
<b>FIXED ASSETS</b>	<b>30.4 %</b>	<b>43.8 %</b>	<b>35.8 %</b>	<b>42.3 %</b>	<b>31.3 %</b>	<b>23.6 %</b>	<b>16.6 %</b>
Inventories	16.0 %	15.8 %	15.3 %	16.5 %	17.6 %	18.7 %	19.9 %
Accounts receivable	23.4 %	16.9 %	19.5 %	11.4 %	21.1 %	22.5 %	19.9 %
Other current assets	11.0 %	11.4 %	17.0 %	18.8 %	17.4 %	17.6 %	18.7 %
Liquid assets	17.1 %	9.4 %	11.0 %	10.0 %	11.5 %	16.5 %	23.8 %
Deferred taxes	2.1 %	2.8 %	1.4 %	1.1 %	1.0 %	1.0 %	1.1 %
Deferred charges and prepaid expenses	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
<b>CURRENT ASSETS</b>	<b>69.6 %</b>	<b>56.2 %</b>	<b>64.2 %</b>	<b>57.7 %</b>	<b>68.7 %</b>	<b>76.4 %</b>	<b>83.4 %</b>
<b>TOTAL ASSETS</b>	<b>100.0 %</b>	<b>100.0 %</b>	<b>100.0 %</b>	<b>100.0 %</b>	<b>100.0 %</b>	<b>100.0 %</b>	<b>100.0 %</b>
SHAREHOLDERS EQUITY	28.6 %	21.8 %	14.3 %	28.2 %	23.2 %	21.1 %	20.6 %
MINORITY INTEREST	4.3 %	2.7 %	1.3 %	0.6 %	0.6 %	0.6 %	0.6 %
Long-term debt	14.7 %	23.2 %	24.0 %	20.7 %	19.2 %	19.5 %	20.7 %
Provisions for pensions and similar obligations	7.5 %	10.3 %	8.7 %	6.0 %	5.5 %	5.6 %	6.0 %
Other provisions	7.9 %	6.0 %	7.1 %	6.7 %	6.3 %	6.3 %	6.7 %
<b>Non-current liabilities</b>	<b>30.0 %</b>	<b>39.5 %</b>	<b>39.8 %</b>	<b>33.5 %</b>	<b>31.0 %</b>	<b>31.4 %</b>	<b>33.4 %</b>
short-term liabilities to banks	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Accounts payable	17.7 %	18.8 %	18.9 %	14.6 %	23.6 %	25.2 %	22.2 %
Advance payments received on orders	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Other liabilities (incl. from lease and rental contracts)	18.2 %	15.4 %	21.8 %	16.1 %	14.9 %	15.1 %	16.1 %
Deferred taxes	1.0 %	1.8 %	1.1 %	5.4 %	5.0 %	5.1 %	5.4 %
Deferred income	0.0 %	0.0 %	2.7 %	1.7 %	1.6 %	1.6 %	1.7 %
<b>Current liabilities</b>	<b>37.0 %</b>	<b>36.0 %</b>	<b>44.6 %</b>	<b>37.8 %</b>	<b>45.2 %</b>	<b>47.0 %</b>	<b>45.4 %</b>
<b>TOTAL LIABILITIES AND SHAREHOLDERS EQUITY</b>	<b>100.0 %</b>	<b>100.0 %</b>	<b>100.0 %</b>	<b>100.0 %</b>	<b>100.0 %</b>	<b>100.0 %</b>	<b>100.0 %</b>

Source: Company data, Hauck Aufhäuser Investment Banking

Cash flow statement (EUR m)	2018	2019	2020	2021	2022E	2023E	2024E
Net profit/loss	12.0	16.7	19.7	442.3	-50.0	-36.0	-16.8
Depreciation of fixed assets (incl. leases)	23.5	43.1	88.7	109.2	140.0	140.0	140.0
Amortisation of goodwill	0.0	0.0	0.0	0.0	0.0	0.0	1.0
Amortisation of intangible assets	6.2	9.9	12.8	10.0	10.0	10.0	10.0
Others	-85.1	-127.6	-186.8	-677.0	0.0	0.0	0.0
Cash flow from operations before changes in w/c	-43.4	-57.9	-65.6	-115.5	100.1	114.0	134.2
Increase/decrease in inventory	13.0	20.1	16.5	-22.4	-63.5	-24.3	0.0
Increase/decrease in accounts receivable	39.0	34.4	7.1	43.1	-292.7	-30.9	104.6
Increase/decrease in accounts payable	-31.2	-1.9	48.0	38.4	279.6	34.5	-116.9
Increase/decrease in other working capital positions	11.5	-5.4	-40.4	-47.1	0.0	0.0	0.0
Increase/decrease in working capital	32.3	47.2	31.2	12.0	-76.6	-20.7	-12.3
<b>Cash flow from operating activities</b>	<b>-11.1</b>	<b>-10.7</b>	<b>-34.4</b>	<b>-103.5</b>	<b>23.4</b>	<b>93.3</b>	<b>121.9</b>
CAPEX	23.7	31.4	35.5	59.7	80.0	80.0	80.0
Payments for acquisitions	-19.4	-32.6	-78.6	-188.8	0.0	0.0	0.0
Financial investments	0.0	0.0	0.0	0.0	0.0	0.0	1.0
Income from asset disposals	1.1	43.2	8.3	42.3	150.0	150.0	150.0
<b>Cash flow from investing activities</b>	<b>-3.2</b>	<b>44.4</b>	<b>51.4</b>	<b>171.5</b>	<b>70.0</b>	<b>70.0</b>	<b>69.0</b>
Cash flow before financing	-14.3	33.7	17.0	23.1	31.0	31.0	31.0
Increase/decrease in debt position	0.1	-0.1	104.0	44.0	0.0	0.0	0.0
Purchase of own shares	3.0	0.0	2.5	-5.4	0.0	0.0	0.0
Capital measures	46.9	0.0	0.0	94.3	0.0	0.0	0.0
Dividends paid	15.2	15.2	15.2	23.1	31.0	31.0	31.0
Others	-5.3	-47.1	-28.4	-72.8	0.0	0.0	0.0
Effects of exchange rate changes on cash	0.0	0.3	-9.2	-6.0	0.0	0.0	0.0
<b>Cash flow from financing activities</b>	<b>23.5</b>	<b>-62.4</b>	<b>57.9</b>	<b>47.8</b>	<b>-31.0</b>	<b>-31.0</b>	<b>-31.0</b>
Increase/decrease in liquid assets	9.2	-28.4	65.7	n/a	n/a	n/a	n/a
<b>Liquid assets at end of period</b>	<b>108.1</b>	<b>79.7</b>	<b>145.4</b>	<b>255.1</b>	<b>317.6</b>	<b>450.0</b>	<b>609.9</b>

Source: Company data, Hauck Aufhäuser Investment Banking

Regional split (EUR m)	2018	2019	2020	2021	2022E	2023E	2024E
Domestic	103.1	121.1	188.8	298.5	498.0	524.3	435.1
yoy change	-59.1 %	17.4 %	55.9 %	58.1 %	66.8 %	5.3 %	-17.0 %
Rest of Europe	709.4	833.0	1,298.8	2,053.3	3,425.7	3,607.1	2,993.0
yoy change	17.9 %	17.4 %	55.9 %	58.1 %	66.8 %	5.3 %	-17.0 %
NAFTA	0.0	0.0	0.0	0.0	0.0	0.0	0.0
yoy change	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Asia Pacific	0.0	0.0	0.0	0.0	0.0	0.0	0.0
yoy change	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Rest of world	8.0	9.4	14.6	23.1	38.6	40.6	33.7
yoy change	-82.6 %	17.4 %	55.9 %	58.1 %	66.8 %	5.3 %	-17.0 %
<b>TTL</b>	<b>820.5</b>	<b>963.5</b>	<b>1,502.2</b>	<b>2,374.9</b>	<b>3,962.3</b>	<b>4,172.0</b>	<b>3,461.8</b>
yoy change	-8.8 %	17.4 %	55.9 %	58.1 %	66.8 %	5.3 %	-17.0 %

Source: Company data, Hauck Aufhäuser Investment Banking

Key ratios (EUR m)	2018	2019	2020	2021	2022E	2023E	2024E
<b>P&amp;L growth analysis</b>							
Sales growth	-3.8 %	17.4 %	55.9 %	58.1 %	66.8 %	5.3 %	-17.0 %
EBITDA growth	-26.8 %	61.3 %	190.7 %	615.3 %	-32.7 %	-77.7 %	62.5 %
EBIT growth	-51.5 %	35.1 %	112.5 %	1607.3 %	-230.9 %	-105.4 %	-107.5 %
EPS growth	-66.1 %	44.2 %	84.5 %	1416.8 %	-236.0 %	-108.3 %	-64.4 %
<b>Efficiency</b>							
Total operating costs / sales	94.3 %	91.8 %	89.5 %	77.6 %	97.2 %	96.6 %	95.2 %
Sales per employee	n/a	n/a	n/a	n/a	n/a	n/a	n/a
EBITDA per employee	n/a	n/a	n/a	n/a	n/a	n/a	n/a
<b>Balance sheet analysis</b>							
Avg. working capital / sales	19.0 %	12.5 %	11.0 %	9.2 %	7.5 %	8.9 %	11.9 %
Inventory turnover (sales/inventory)	8.6	7.6	7.8	5.9	8.6	8.6	7.1
Trade debtors in days of sales	62.3	51.4	59.6	42.4	51.0	51.0	51.0
A/P turnover [(A/P*365)/sales]	47.2	57.5	57.7	54.3	57.0	57.0	57.0
Cash conversion cycle (days)	54.7	36.2	42.0	54.1	26.7	26.1	41.0
<b>Cash flow analysis</b>							
Free cash flow	-34.8	-42.1	-69.9	-163.2	-56.6	13.3	41.9
Free cash flow/sales	-4.0 %	-4.1 %	-4.4 %	-6.5 %	-1.4 %	0.3 %	1.1 %
FCF / net profit	neg.	neg.	neg.	neg.	neg.	neg.	neg.
Capex / depre	79.8 %	59.2 %	35.0 %	50.0 %	53.3 %	53.3 %	53.6 %
Capex / maintenance capex	52.5 %	139.2 %	49.3 %	50.0 %	neg.	neg.	neg.
Capex / sales	n/a	n/a	n/a	n/a	n/a	n/a	n/a
<b>Security</b>							
Net debt	31.5	204.7	289.2	428.6	366.2	233.8	73.8
Net Debt/EBITDA	0.6	2.6	2.0	0.8	3.8	1.9	0.5
Net debt / equity	0.2	1.1	1.5	0.6	0.6	0.4	0.1
Interest cover	3.8	2.4	1.5	16.4	0.0	0.0	0.1
Dividend payout ratio	103.6 %	71.9 %	84.3 %	7.1 %	100.0 %	100.0 %	100.0 %
<b>Asset utilisation</b>							
Capital employed turnover	2.2	1.9	2.2	1.6	2.8	3.0	2.6
Operating assets turnover	3.2	2.5	2.6	2.1	3.9	4.9	5.2
Plant turnover	6.5	3.4	4.1	2.9	6.3	9.7	14.9
Inventory turnover (sales/inventory)	8.6	7.6	7.8	5.9	8.6	8.6	7.1
<b>Returns</b>							
ROCE	4.8 %	5.6 %	7.3 %	41.9 %	-4.8 %	-1.6 %	0.3 %
ROE	8.1 %	11.4 %	14.3 %	60.4 %	-7.8 %	-6.2 %	-3.4 %
<b>Other</b>							
Interest paid / avg. debt	5.2 %	7.6 %	13.7 %	7.5 %	6.8 %	5.5 %	5.5 %
No. employees (average)	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Number of shares	15.2	15.2	15.2	20.6	20.6	20.6	20.6
DPS	1.0	1.0	1.5	1.5	1.5	1.5	1.5
EPS reported	0.96	1.39	1.78	21.11	-2.42	-1.74	-0.86
<b>Valuation ratios</b>							
P/BV	1.5	1.4	1.4	0.5	0.6	0.6	0.7
EV/sales	0.3	0.4	0.3	0.4	0.2	0.1	0.1
EV/EBITDA	4.8	4.5	3.2	1.6	7.6	4.7	2.8
EV/EBITA	9.2	9.9	8.5	1.9	-16.6	-42.8	27.2
EV/EBIT	12.2	13.7	11.2	2.0	-13.5	-24.9	107.9
EV/FCF	-6.8	-8.5	-6.6	-5.4	-12.9	44.7	10.4
Adjusted FCF yield	7.7 %	7.4 %	9.3 %	48.2 %	-3.7 %	-2.3 %	32.4 %
Dividend yield	7.5 %	9.9 %	13.3 %	6.8 %	8.5 %	8.5 %	8.5 %

Source: Company data, Hauck Aufhäuser Investment Banking

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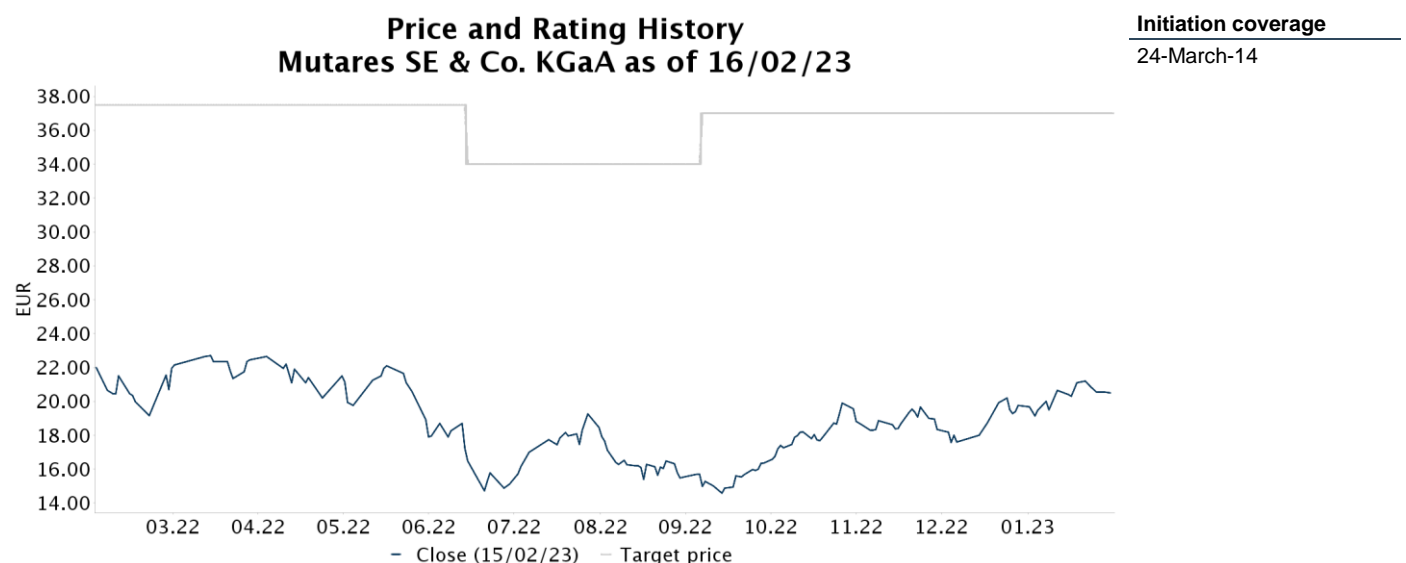
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Company	Disclosure
Mutares SE & Co. KGaA	2, 6

**Historical target price and rating changes for Mutares SE & Co. KGaA in the last 12 months**



Company	Date	Analyst	Rating	Target price	Close
Mutares SE & Co. KGaA	23.12.2022	Gruebner, Marie-Therese	Buy	EUR 37,00	EUR 17,60
	11.11.2022	Gruebner, Marie-Therese	Buy	EUR 37,00	EUR 19,90
	24.10.2022	Gruebner, Marie-Therese	Buy	EUR 37,00	EUR 17,46
	23.09.2022	Gruebner, Marie-Therese	Buy	EUR 37,00	EUR 15,28
	15.08.2022	Gruebner, Marie-Therese	Buy	EUR 34,00	EUR 18,66

04.07.2022	Gruebner, Marie-Therese	Buy	EUR 34,00	EUR 16,48
17.05.2022	Köhler, Alina	Buy	EUR 37,50	EUR 21,15
22.04.2022	Köhler, Alina	Buy	EUR 37,50	EUR 22,65
02.03.2022	Köhler, Alina	Buy	EUR 37,50	EUR 20,35

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