

Buy EUR 30.00 (EUR 29.00) Price EUR 17.55 Upside 70.9 %	Value Indicators: EUR DCF: 30.20	Warburg ESG Risk Score: 2.3 ESG Score (MSCI based): 3.0 Balance Sheet Score: 3.0 Market Liquidity Score: 1.0	Description: Speciality pharma company focused on oncology, rheumatology and clinical beauty products
	Market Snapshot: EUR m Market cap: 91.8 No. of shares (m): 5.2 EV: 78.0 Freefloat MC: 29.3 Ø Trad. Vol. (30d): 25.52 th	Shareholders: Freefloat 31.90 % M1 Kliniken AG 68.20 %	Key Figures (WRe): 2022e Beta: 1.5 Price / Book: 0.6 x Equity Ratio: 80 %

Guidance confirmed; White-label botox development on track

Haemato AG										
FY end 31.12. (in EUR m)	Q3 2022 reported	Q3 2021 reported	yoy %	Q3 2022 WRe	Delta %	9M 2022 reported	9M 2021 reported	yoy %	9M 2022 WRe	Delta %
Sales	67.2	65.1	3.2%	63.5	5.8%	188.2	216.6	-13.1%	184.5	2.0%
EBITDA	2.6	na	na	2.3	13.0%	7.7	na	na	7.4	4.1%
EBIT	2.3	1.4	na	2.1	9.5%	6.7	8.6	-22.1%	6.5	3.1%

Source: Warburg Research, Company data

Haemato released Q3/9M figures that were in line with our estimates. The company reported 9M sales of EUR 188.2m which is a decrease of 13.1% yoy and an EBIT result of EUR 6.7m, indicating a yoy-decline of 22.1%. The main reason for the decline in sales was the absence of the special effects from the extensive Covid-test business in the previous year. Nevertheless, an EBIT margin of 3.6% was achieved which is near the company's peak EBIT margin of 3.9% which was positively affected by sales of high-margin Covid tests.

The new "Lifestyle & Aesthetics" segment continues to make a comparatively high contribution to earnings and we expect this segment be expanded in the future. Preparations for the approval of the company's own white-label botulinum toxin for the European market are proceeding according to plan. In October 2022, an audit of the foreign production facility was successfully carried out in accordance with EU guidelines, and the certificate from the German authority is expected at the beginning of 2023. This is the basis to start clinical trials in 2023.

The forecast for the current fiscal year is confirmed: the company expects an unchanged EBIT of EUR 8m – 10m for 2022. It is very encouraging to see the company's internal profitability measures continue to take effect. We have reduced our estimates for the capex costs of the botox clinical trial from EUR 12.5m to EUR 10m based on company guidance. Buy confirmed.

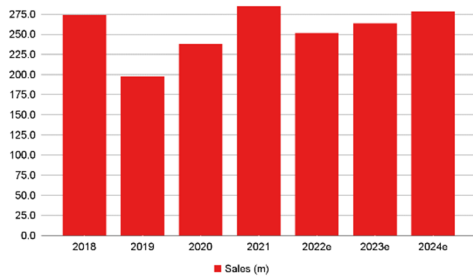


Rel. Performance vs CDAX:	
1 month:	9.7 %
6 months:	-19.2 %
Year to date:	-9.3 %
Trailing 12 months:	-11.0 %

Company events:
17.11.22 Q3

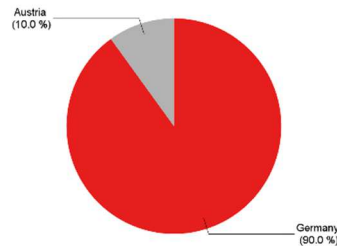
FY End: 31.12. in EUR m	CAGR (21-24e)	2018	2019	2020	2021	2022e	2023e	2024e
Sales	-0.7 %	274.1	197.8	238.3	285.0	251.7	263.7	278.7
Change Sales yoy		-5.3 %	-27.8 %	20.5 %	19.6 %	-11.7 %	4.8 %	5.7 %
Gross profit margin		7.7 %	6.9 %	7.4 %	10.8 %	9.1 %	9.3 %	9.7 %
EBITDA	2.9 %	10.0	1.9	3.3	12.6	9.9	11.9	13.7
Margin		3.6 %	1.0 %	1.4 %	4.4 %	3.9 %	4.5 %	4.9 %
EBIT	0.9 %	8.5	0.0	1.6	11.2	8.8	10.6	11.5
Margin		3.1 %	0.0 %	0.7 %	3.9 %	3.5 %	4.0 %	4.1 %
Net income	5.9 %	6.3	-1.2	-4.9	6.6	5.8	7.2	7.8
EPS	6.0 %	0.27	-0.05	-1.02	1.25	1.12	1.37	1.49
EPS adj.	6.0 %	0.27	-0.05	-1.02	1.25	1.12	1.37	1.49
DPS	-12.0 %	0.30	0.00	1.00	1.10	1.10	0.69	0.75
Dividend Yield		0.5 %	n.a.	4.2 %	4.2 %	6.3 %	3.9 %	4.3 %
FCFPS		0.08	-0.17	2.91	2.67	0.52	0.12	0.75
FCF / Market cap		0.1 %	-0.4 %	12.2 %	10.3 %	2.9 %	0.7 %	4.3 %
EV / Sales		4.7 x	4.9 x	0.5 x	0.4 x	0.3 x	0.3 x	0.3 x
EV / EBITDA		128.1 x	509.0 x	37.1 x	9.5 x	7.9 x	7.0 x	6.0 x
EV / EBIT		150.0 x	n.a.	76.4 x	10.6 x	8.9 x	7.8 x	7.2 x
P / E		204.4 x	n.a.	n.a.	20.8 x	15.7 x	12.8 x	11.8 x
P / E adj.		204.4 x	n.a.	n.a.	20.8 x	15.7 x	12.8 x	11.8 x
FCF Potential Yield		0.7 %	0.2 %	2.5 %	8.2 %	9.4 %	10.6 %	12.5 %
Net Debt		13.9	25.1	9.1	-16.8	-13.7	-8.6	-8.9
ROCE (NOPAT)		7.6 %	n.a.	1.5 %	6.0 %	4.7 %	5.5 %	5.8 %
Guidance:		Sales EUR 250-280m, EBIT EUR 8-10m						

Sales development in EUR m



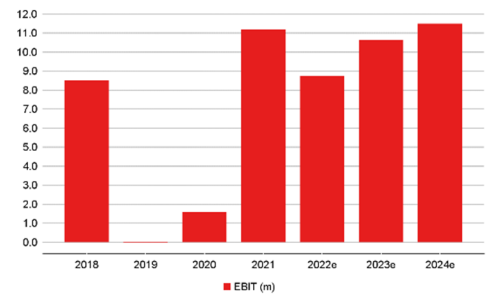
Source: Haemato, Warburg Research

Sales by regions 2021; in %



Source: Haemato, Warburg Research

EBIT development in EUR m



Source: Haemato, Warburg Research

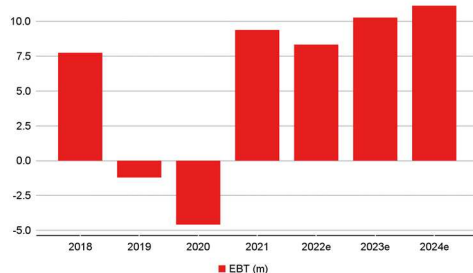
Company Background

- Founded in 1993 the specialty pharma company Haemato is headquartered in Berlin and currently employs 151 people.
- The business activities are focused on growth markets for off-patent and patent-protected drugs and on the therapeutic areas of oncology, HIV, rheumatology, neurology and ophthalmology.
- After the acquisition of M1 Aesthetics, Haemato gained access to high-margin self-payer clinical beauty products and high-quality/low-price cosmetics and can develop those products with its product expertise.
- In addition to the area of parallel imports, which remains important, Haemato will address other profitable product areas. The focus will also be placed on higher-priced specialty APIs and the area of biosimilars.

Competitive Quality

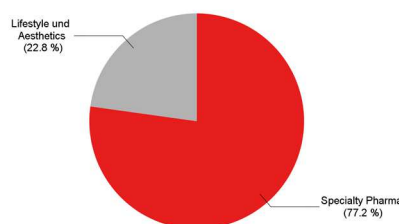
- Haemato is a parallel import agent and wholesaler for 7,100 pharmacies in Germany and Austria and has established a position in the region's highly regulated healthcare market
- Haemato resells drugs and focuses on high-revenue indications such as oncology, HIV, rheumatology, neurology and ophthalmology using strong customer connections and European market surveillance
- The company aims to improve its product mix with higher-margin products in the area of DTC cosmetics and own-brand clinical beauty products, tapping into an increasing self-payer market.
- Lean organizational structure and well-established transaction channels allow higher-margin products to exert considerable leverage on Haemato's bottom line

EBT development in EUR m



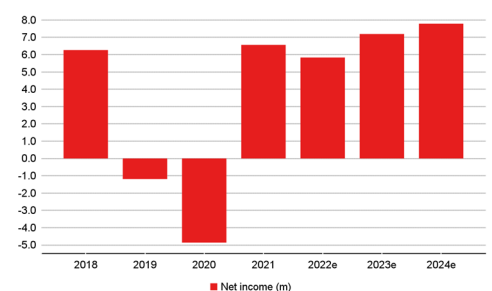
Source: Haemato, Warburg Research

Sales by segments 2021; in %



Source: Haemato, Warburg Research

Net income development in EUR m



Source: Haemato, Warburg Research

DCF model

Figures in EUR m	Detailed forecast period			Transitional period										Term. Value
	2022e	2023e	2024e	2025e	2026e	2027e	2028e	2029e	2030e	2031e	2032e	2033e	2034e	
Sales	251.7	263.7	278.7	293.8	314.4	339.6	359.9	377.9	393.1	404.8	415.0	423.3	431.7	
Sales change	-11.7 %	4.8 %	5.7 %	5.5 %	7.0 %	8.0 %	6.0 %	5.0 %	4.0 %	3.0 %	2.5 %	2.0 %	2.0 %	2.0 %
EBIT	8.8	10.6	11.5	13.9	17.3	22.1	23.4	24.6	25.5	26.3	27.0	27.5	28.1	
EBIT-margin	3.5 %	4.0 %	4.1 %	4.7 %	5.5 %	6.5 %	6.5 %	6.5 %	6.5 %	6.5 %	6.5 %	6.5 %	6.5 %	
Tax rate (EBT)	30.0 %	30.0 %	30.0 %	30.0 %	30.0 %	30.0 %	30.0 %	30.0 %	30.0 %	30.0 %	30.0 %	30.0 %	30.0 %	
NOPAT	6.1	7.4	8.0	9.7	12.1	15.5	16.4	17.2	17.9	18.4	18.9	19.3	19.6	
Depreciation	1.1	1.2	2.2	2.6	3.1	3.4	3.6	3.8	3.9	4.0	4.1	4.2	4.3	
in % of Sales	0.4 %	0.5 %	0.8 %	0.9 %	1.0 %	1.0 %	1.0 %	1.0 %	1.0 %	1.0 %	1.0 %	1.0 %	1.0 %	
Changes in provisions	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
Change in Liquidity from														
- Working Capital	2.6	1.9	2.2	2.4	2.8	3.4	2.8	2.4	2.1	1.6	1.4	1.1	1.2	
- Capex	1.6	5.9	3.9	2.9	4.7	3.4	3.6	3.8	3.9	4.0	4.1	4.2	4.3	
Capex in % of Sales	0.6 %	2.2 %	1.4 %	1.0 %	1.5 %	1.0 %	1.0 %	1.0 %	1.0 %	1.0 %	1.0 %	1.0 %	1.0 %	
- Other	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
Free Cash Flow (WACC Model)	3.0	0.9	4.2	7.0	7.7	12.0	13.6	14.7	15.8	16.8	17.5	18.1	18.5	19
PV of FCF	3.0	0.8	3.4	5.2	5.2	7.3	7.5	7.4	7.2	6.9	6.5	6.1	5.6	69
share of PVs	5.07 %			45.90 %										49.02 %

Model parameter

Derivation of WACC:		Derivation of Beta:	
Debt ratio	10.00 %	Financial Strength	1.50
Cost of debt (after tax)	4.2 %	Liquidity (share)	1.80
Market return	8.25 %	Cyclicality	1.20
Risk free rate	2.75 %	Transparency	1.50
		Others	1.50
WACC	10.32 %	Beta	1.50

Valuation (m)

Present values 2034e	72		
Terminal Value	69		
Financial liabilities	15		
Pension liabilities	0		
Hybrid capital	0		
Minority interest	0		
Market val. of investments	0		
Liquidity	32	No. of shares (m)	5.2
Equity Value	158	Value per share (EUR)	30.20

Sensitivity Value per Share (EUR)

Beta	WACC	Terminal Growth							Delta EBIT-margin						
		1.25 %	1.50 %	1.75 %	2.00 %	2.25 %	2.50 %	2.75 %	-1.5 pp	-1.0 pp	-0.5 pp	+0.0 pp	+0.5 pp	+1.0 pp	+1.5 pp
1.70	11.3 %	25.94	26.19	26.45	26.72	27.02	27.33	27.65	19.33	21.80	24.26	26.72	29.19	31.65	34.12
1.60	10.8 %	27.43	27.72	28.03	28.36	28.70	29.07	29.46	20.55	23.15	25.76	28.36	30.96	33.56	36.17
1.55	10.6 %	28.24	28.56	28.90	29.25	29.63	30.02	30.45	21.22	23.89	26.57	29.25	31.93	34.61	37.28
1.50	10.3 %	29.10	29.45	29.81	30.20	30.61	31.04	31.51	21.92	24.68	27.44	30.20	32.96	35.71	38.47
1.45	10.1 %	30.01	30.39	30.79	31.21	31.66	32.13	32.64	22.68	25.52	28.36	31.21	34.05	36.89	39.74
1.40	9.8 %	30.98	31.39	31.82	32.28	32.77	33.30	33.86	23.48	26.41	29.35	32.28	35.22	38.15	41.09
1.30	9.3 %	33.10	33.59	34.11	34.66	35.26	35.89	36.58	25.26	28.39	31.53	34.66	37.80	40.93	44.07

Valuation	2018	2019	2020	2021	2022e	2023e	2024e
Price / Book	16.7 x	13.0 x	0.9 x	0.9 x	0.6 x	0.6 x	0.6 x
Book value per share ex intangibles	1.63	1.48	18.41	10.27	10.23	9.66	10.19
EV / Sales	4.7 x	4.9 x	0.5 x	0.4 x	0.3 x	0.3 x	0.3 x
EV / EBITDA	128.1 x	509.0 x	37.1 x	9.5 x	7.9 x	7.0 x	6.0 x
EV / EBIT	150.0 x	n.a.	76.4 x	10.6 x	8.9 x	7.8 x	7.2 x
EV / EBIT adj.*	150.0 x	n.a.	76.4 x	10.6 x	8.9 x	7.8 x	7.2 x
P / FCF	692.5 x	n.a.	8.2 x	9.7 x	34.0 x	148.5 x	23.4 x
P / E	204.4 x	n.a.	n.a.	20.8 x	15.7 x	12.8 x	11.8 x
P / E adj.*	204.4 x	n.a.	n.a.	20.8 x	15.7 x	12.8 x	11.8 x
Dividend Yield	0.5 %	n.a.	4.2 %	4.2 %	6.3 %	3.9 %	4.3 %
FCF Potential Yield (on market EV)	0.7 %	0.2 %	2.5 %	8.2 %	9.4 %	10.6 %	12.5 %

*Adjustments made for: -

Consolidated profit & loss

In EUR m	2018	2019	2020	2021	2022e	2023e	2024e
Sales	274.1	197.8	238.3	285.0	251.7	263.7	278.7
Change Sales yoy	-5.3 %	-27.8 %	20.5 %	19.6 %	-11.7 %	4.8 %	5.7 %
Increase / decrease in inventory	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Own work capitalised	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Total Sales	274.1	197.8	238.3	285.0	251.7	263.7	278.7
Material expenses	253.0	184.2	220.6	254.3	228.8	239.2	251.6
Gross profit	21.1	13.6	17.7	30.7	22.9	24.5	27.0
<i>Gross profit margin</i>	<i>7.7 %</i>	<i>6.9 %</i>	<i>7.4 %</i>	<i>10.8 %</i>	<i>9.1 %</i>	<i>9.3 %</i>	<i>9.7 %</i>
Personnel expenses	6.3	6.3	6.8	7.5	5.0	5.3	5.5
Other operating income	3.7	1.5	0.5	0.5	0.5	0.5	0.6
Other operating expenses	8.5	6.9	8.0	11.1	8.6	7.9	8.4
Unfrequent items	0.0	0.0	0.0	0.0	0.0	0.0	0.0
EBITDA	10.0	1.9	3.3	12.6	9.9	11.9	13.7
<i>Margin</i>	<i>3.6 %</i>	<i>1.0 %</i>	<i>1.4 %</i>	<i>4.4 %</i>	<i>3.9 %</i>	<i>4.5 %</i>	<i>4.9 %</i>
Depreciation of fixed assets	1.5	1.9	1.7	1.4	0.5	0.5	0.7
EBITA	8.5	0.0	1.6	11.2	9.4	11.3	13.1
Amortisation of intangible assets	0.0	0.0	0.0	0.0	0.6	0.7	1.6
Goodwill amortisation	0.0	0.0	0.0	0.0	0.0	0.0	0.0
EBIT	8.5	0.0	1.6	11.2	8.8	10.6	11.5
<i>Margin</i>	<i>3.1 %</i>	<i>0.0 %</i>	<i>0.7 %</i>	<i>3.9 %</i>	<i>3.5 %</i>	<i>4.0 %</i>	<i>4.1 %</i>
EBIT adj.	8.5	0.0	1.6	11.2	8.8	10.6	11.5
Interest income	0.0	0.0	0.0	0.4	0.0	0.0	0.0
Interest expenses	1.1	0.8	0.8	0.4	0.4	0.4	0.4
Other financial income (loss)	0.3	1.1	5.4	2.0	0.0	0.0	0.0
EBT	7.7	-1.2	-4.6	9.4	8.3	10.3	11.1
<i>Margin</i>	<i>2.8 %</i>	<i>-0.6 %</i>	<i>-1.9 %</i>	<i>3.3 %</i>	<i>3.3 %</i>	<i>3.9 %</i>	<i>4.0 %</i>
Total taxes	1.5	0.0	0.3	2.8	2.5	3.1	3.3
Net income from continuing operations	6.3	-1.2	-4.9	6.6	5.8	7.2	7.8
Income from discontinued operations (net of tax)	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net income before minorities	6.3	-1.2	-4.9	6.6	5.8	7.2	7.8
Minority interest	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net income	6.3	-1.2	-4.9	6.6	5.8	7.2	7.8
<i>Margin</i>	<i>2.3 %</i>	<i>-0.6 %</i>	<i>-2.0 %</i>	<i>2.3 %</i>	<i>2.3 %</i>	<i>2.7 %</i>	<i>2.8 %</i>
Number of shares, average	22.9	22.9	4.8	5.2	5.2	5.2	5.2
EPS	0.27	-0.05	-1.02	1.25	1.12	1.37	1.49
EPS adj.	0.27	-0.05	-1.02	1.25	1.12	1.37	1.49

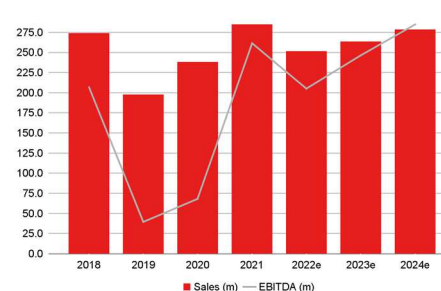
*Adjustments made for:

Guidance: Sales EUR 250-280m, EBIT EUR 8-10m

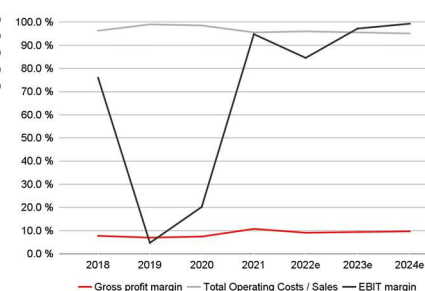
Financial Ratios

	2018	2019	2020	2021	2022e	2023e	2024e
Total Operating Costs / Sales	96.4 %	99.0 %	98.6 %	95.6 %	96.1 %	95.5 %	95.1 %
Operating Leverage	2.0 x	n.a.	n.a.	30.7 x	1.9 x	4.5 x	1.4 x
EBITDA / Interest expenses	9.3 x	2.5 x	4.1 x	29.8 x	23.4 x	32.3 x	37.4 x
Tax rate (EBT)	19.2 %	1.6 %	-6.0 %	30.1 %	30.0 %	30.0 %	30.0 %
Dividend Payout Ratio	109.5 %	0.0 %	n.m.	87.7 %	98.6 %	50.2 %	50.4 %
Sales per Employee	1,412,990	1,191,771	1,410,059	1,900,000	1,678,000	1,758,173	1,857,709

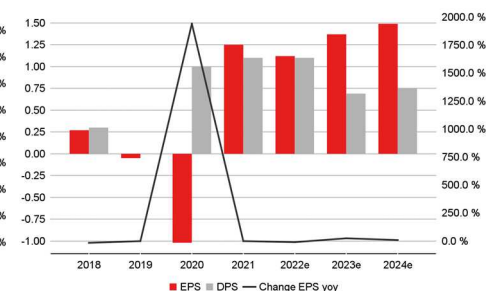
Sales, EBITDA in EUR m



Operating Performance in %



Performance per Share



Source: Warburg Research

Source: Warburg Research

Source: Warburg Research

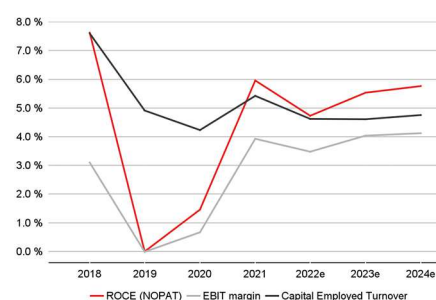
Consolidated balance sheet

In EUR m	2018	2019	2020	2021	2022e	2023e	2024e
Assets							
Goodwill and other intangible assets	38.5	38.3	38.0	91.2	91.6	95.9	97.3
thereof other intangible assets	3.9	3.7	3.4	3.0	3.4	7.7	9.1
thereof Goodwill	34.6	34.6	34.6	88.2	88.2	88.2	88.2
Property, plant and equipment	1.0	2.2	2.1	1.5	1.6	2.0	2.2
Financial assets	16.0	15.2	9.9	8.0	8.0	8.0	8.0
Other long-term assets	0.1	0.1	0.1	0.1	0.1	0.1	0.1
Fixed assets	55.7	55.8	50.1	100.9	101.4	106.0	107.7
Inventories	44.4	55.4	35.1	34.0	36.0	37.7	39.8
Accounts receivable	7.3	10.9	14.2	14.6	13.8	14.5	15.3
Liquid assets	8.5	4.9	10.3	31.7	28.7	23.5	23.9
Other short-term assets	0.6	1.5	59.4	0.9	0.9	0.9	0.9
Current assets	60.8	72.8	119.0	81.2	79.3	76.6	79.8
Total Assets	116.5	128.6	169.1	182.0	180.7	182.6	187.5
Liabilities and shareholders' equity							
Subscribed capital	22.9	22.9	4.8	5.2	5.2	5.2	5.2
Capital reserve	22.4	22.4	98.6	112.6	112.6	112.6	112.6
Retained earnings	30.5	27.1	22.3	27.0	27.1	28.5	32.7
Other equity components	-0.1	-0.1	-0.1	0.1	0.2	0.1	0.1
Shareholders' equity	75.7	72.2	125.5	144.9	145.1	146.4	150.6
Minority interest	0.0	0.0	0.0	-0.1	-0.1	-0.1	-0.1
Total equity	75.7	72.2	125.5	144.8	145.0	146.3	150.5
Provisions	1.0	2.0	1.7	3.0	3.0	3.0	3.0
thereof provisions for pensions and similar obligations	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Financial liabilities (total)	22.4	30.0	19.4	14.9	14.9	14.9	14.9
Short-term financial liabilities	7.4	28.9	18.3	14.3	14.3	14.3	14.3
Accounts payable	8.5	19.6	13.0	12.2	10.8	11.3	12.0
Other liabilities	9.0	4.8	9.6	7.0	7.0	7.0	7.0
Liabilities	40.8	56.4	43.7	37.2	35.7	36.2	36.9
Total liabilities and shareholders' equity	116.5	128.6	169.1	182.0	180.7	182.6	187.5

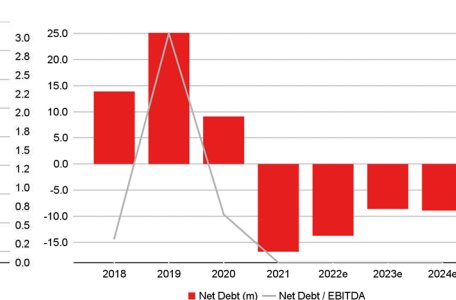
Financial Ratios

	2018	2019	2020	2021	2022e	2023e	2024e
Efficiency of Capital Employment							
Operating Assets Turnover	7.5 x	4.4 x	7.6 x	8.8 x	7.2 x	7.1 x	7.0 x
Capital Employed Turnover	3.1 x	2.0 x	1.8 x	2.2 x	1.9 x	1.9 x	2.0 x
ROA	11.3 %	-2.1 %	-9.7 %	6.5 %	5.8 %	6.8 %	7.2 %
Return on Capital							
ROCE (NOPAT)	7.6 %	n.a.	1.5 %	6.0 %	4.7 %	5.5 %	5.8 %
ROE	8.6 %	-1.6 %	-4.9 %	4.9 %	4.0 %	4.9 %	5.2 %
Adj. ROE	8.6 %	-1.6 %	-4.9 %	4.9 %	4.0 %	4.9 %	5.2 %
Balance sheet quality							
Net Debt	13.9	25.1	9.1	-16.8	-13.7	-8.6	-8.9
Net Financial Debt	13.9	25.1	9.1	-16.8	-13.7	-8.6	-8.9
Net Gearing	18.4 %	34.8 %	7.3 %	-11.6 %	-9.5 %	-5.9 %	-5.9 %
Net Fin. Debt / EBITDA	139.5 %	1324.7 %	277.1 %	n.a.	n.a.	n.a.	n.a.
Book Value / Share	3.3	3.2	26.4	27.7	27.7	28.0	28.8
Book value per share ex intangibles	1.6	1.5	18.4	10.3	10.2	9.7	10.2

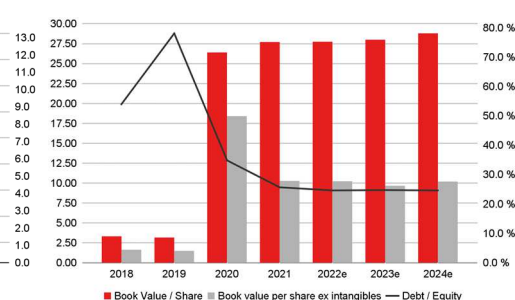
ROCE Development



Net debt in EUR m



Book Value per Share in EUR



Source: Warburg Research

Source: Warburg Research

Source: Warburg Research

Consolidated cash flow statement

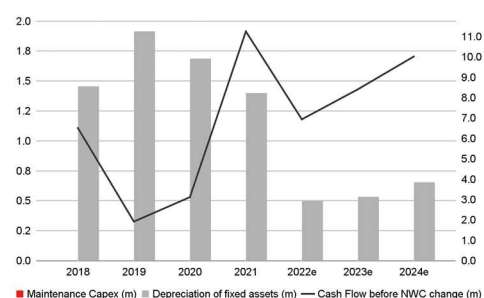
In EUR m	2018	2019	2020	2021	2022e	2023e	2024e
Net income	6.3	-1.2	-4.9	6.6	5.8	7.2	7.8
Depreciation of fixed assets	1.5	1.9	1.7	1.4	0.5	0.5	0.7
Amortisation of goodwill	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Amortisation of intangible assets	0.0	0.0	0.0	0.0	0.6	0.7	1.6
Increase/decrease in long-term provisions	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other non-cash income and expenses	-1.2	1.2	6.3	3.3	0.0	0.0	0.0
Cash Flow before NWC change	6.5	1.9	3.1	11.3	6.9	8.4	10.0
Increase / decrease in inventory	0.5	-11.1	20.3	7.4	-2.0	-1.7	-2.1
Increase / decrease in accounts receivable	1.1	-3.7	-3.0	4.1	0.8	-0.7	-0.8
Increase / decrease in accounts payable	-7.5	10.1	-5.8	-8.6	-1.4	0.5	0.7
Increase / decrease in other working capital positions	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Increase / decrease in working capital (total)	-5.9	-4.7	11.5	2.8	-2.6	-1.9	-2.2
Net cash provided by operating activities [1]	0.6	-2.8	14.7	14.1	4.3	6.5	7.8
Investments in intangible assets	1.0	-0.7	-0.7	-0.2	-1.0	-5.0	-3.0
Investments in property, plant and equipment	0.2	-0.3	-0.2	0.1	-0.6	-0.9	-0.9
Payments for acquisitions	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Financial investments	0.0	0.0	0.0	-0.1	0.0	0.0	0.0
Income from asset disposals	5.0	0.4	0.0	0.0	0.0	0.0	0.0
Net cash provided by investing activities [2]	6.2	-0.7	-0.9	-0.2	-1.6	-5.9	-3.9
Change in financial liabilities	-1.1	3.6	-3.2	-3.6	0.0	0.0	0.0
Dividends paid	-6.6	-2.3	0.0	-2.8	-5.8	-5.8	-3.6
Purchase of own shares	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Capital measures	5.2	0.0	0.0	14.5	0.0	0.0	0.0
Other	-5.2	-1.3	-1.3	-1.0	0.0	0.0	0.0
Net cash provided by financing activities [3]	-7.7	0.0	-4.5	7.2	-5.8	-5.8	-3.6
Change in liquid funds [1]+[2]+[3]	-0.9	-3.5	9.3	18.1	-3.1	-5.1	0.3
Effects of exchange-rate changes on cash	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Cash and cash equivalent at end of period	5.6	2.1	11.4	25.6	22.6	17.4	17.7

Financial Ratios

	2018	2019	2020	2021	2022e	2023e	2024e
Cash Flow							
FCF	1.8	-3.9	13.8	14.0	2.7	0.6	3.9
Free Cash Flow / Sales	0.7 %	-2.0 %	5.8 %	4.9 %	1.1 %	0.2 %	1.4 %
Free Cash Flow Potential	8.5	1.9	3.0	9.8	7.4	8.8	10.4
Free Cash Flow / Net Profit	29.1 %	326.4 %	-284.1 %	212.9 %	46.3 %	8.6 %	50.3 %
Interest Received / Avg. Cash	0.0 %	0.1 %	0.1 %	1.7 %	0.0 %	0.0 %	0.0 %
Interest Paid / Avg. Debt	3.7 %	2.9 %	3.3 %	2.5 %	2.8 %	2.5 %	2.5 %
Management of Funds							
Investment ratio	0.4 %	0.6 %	0.4 %	0.0 %	0.6 %	2.2 %	1.4 %
Maint. Capex / Sales	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Capex / Dep	81.1 %	57.0 %	50.6 %	9.6 %	143.5 %	480.8 %	174.7 %
Avg. Working Capital / Sales	13.2 %	19.6 %	15.0 %	10.6 %	12.8 %	13.1 %	13.1 %
Trade Debtors / Trade Creditors	86.4 %	55.8 %	109.1 %	119.1 %	127.8 %	128.3 %	127.5 %
Inventory Turnover	5.7 x	3.3 x	6.3 x	7.5 x	6.4 x	6.3 x	6.3 x
Receivables collection period (days)	10	20	22	19	20	20	20
Payables payment period (days)	12	39	22	18	17	17	17
Cash conversion cycle (Days)	50	82	47	42	51	52	52

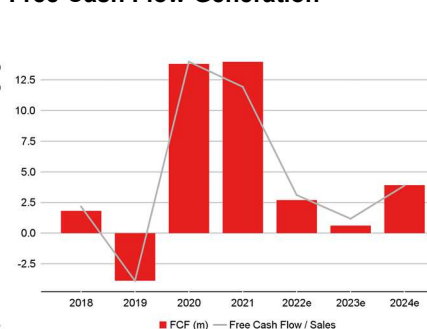
CAPEX and Cash Flow

in EUR m



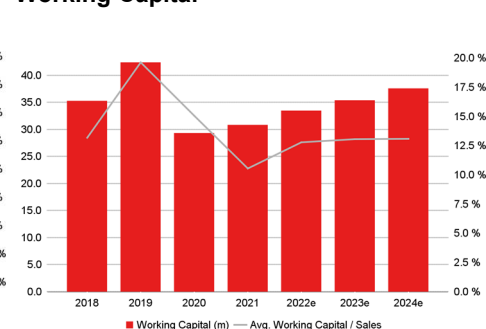
Source: Warburg Research

Free Cash Flow Generation



Source: Warburg Research

Working Capital



Source: Warburg Research

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Company	Disclosure	Link to the historical price targets and rating changes (last 12 months)
HAEMATO	3, 5	http://www.mmwarburg.com/disclaimer/disclaimer_en/DE000A289VV1.htm

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-B-	Buy:	The price of the analysed financial instrument is expected to rise over the next 12 months.
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-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	162	75
Hold	43	20
Sell	6	3
Rating suspended	4	2
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	45	82
Hold	7	13
Sell	1	2
Rating suspended	2	4
Total	55	100

PRICE AND RATING HISTORY HAEMATO AS OF 15.11.2022



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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