Consumer Goods - Germany

Buy (old: Buy)

EUR 8.00 (old: EUR 8.00)

HelloFresh's weak outlook reflected MSG's market est.

Topic: Last Friday, Marley Spoon's (MSG) close peer HelloFresh (HFG) released a weaker-than-expected outlook for FY24 and withdrew its FY25 (mid-term) targets on the back of particularly challenging end markets, triggering a 40-50% sell-off of the stock. Importantly, the weak end market sentiment should be fully reflected in our and market expectations for MSG.

What happened in detail: HFG had issued its midterm (FY25) targets of \in 10bn in revenue and \in 1bn in operating earnings during a time in which consumer sentiment generally and the meal kit market particularly were still upbeat with strong growth, apparently failing to temper consensus' expectations regarding the Group's ability to deliver on these goals in the presently challenging macroeconomic environment. As a result, withdrawing the midterm targets altogether along with a muted FY24 guidance of \in 7.75-8.20bn in revenue (2-8% yoy) and adj. EBITDA of \in 350-400m (between -11% and -22% yoy) caught investors flat-footed. Investing heavily in performance marketing and brand maintenance, the company cited higher customer acquisition costs as the main driver for lower prospective adj. EBITDA along with increased expenses for production capacity and ramp-up of two newly added fulfilment centres.

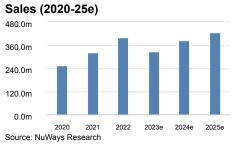
What this means for MSG and our estimates: In our view, this is no incremental negative news for Marley Spoon as our current top and bottom line estimates already reflect a challenging end market environment. To a considerable extent, the negative expectations regarding the meal kit market in FY24 have already been priced in MSG's stock after the company posted a revenue decline of -18% in FY23, leading investors to adjust their forward expectations accordingly.

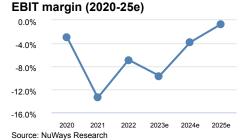
We currently expect MSG's organic sales to grow by 5.2% – and thus at the midpoint of HFG's guided FY24 revenue growth – to reach € 346m, aided by a lower revenue base and a rectified voucher strategy which has already improved marketing efficiency and early cohort retention rates since Q4'23 and should likely help to lift subscriber quality, order frequency as well as basket size, going forward. In line with HFG's statement regarding the beginning recovery of the meal kit market, active subscribers are seen to grow by 3% yoy to 195k after having dropped by 24% from 249k in FY22 to 189k in FY23.

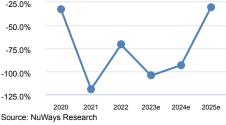
Marley Spoon Group **remains attractively priced** trading at only 0.32x EV/Sales 2024e, leading us to reiterate our **BUY** rating with an unchanged PT of \in 8.00 based on DCF.

| Y/E 31.12 (EUR m) | 2020 | 2021 | 2022 | 2023e | 2024e | 2025e |
|--------------------------|---------|---------|--------|---------|--------|--------|
| Sales | 254.0 | 322.4 | 401.2 | 328.5 | 384.1 | 426.5 |
| Sales growth | 96.1% | 26.9% | 24.5% | -18.1% | 16.9% | 11.0% |
| EBITDA | -0.9 | -34.3 | -11.5 | -14.9 | 0.9 | 9.1 |
| Net debt (if net cash=0) | -13.3 | 17.9 | 59.6 | 56.4 | 59.7 | 67.5 |
| FCF | -4.2 | -36.5 | -29.4 | -22.2 | -14.9 | 1.1 |
| Net Debt/EBITDA | 0.0 | -0.5 | -5.2 | -3.8 | 64.5 | 7.4 |
| EPS pro forma | -460.78 | -173.62 | -1.33 | -2.68 | -1.10 | -0.59 |
| EBITDA margin | -0.4% | -10.6% | -2.9% | -4.5% | 0.2% | 2.1% |
| ROCE | -33.1% | -119.4% | -71.2% | -104.7% | -93.3% | -30.3% |
| EV/sales | -0.0 | 0.1 | 0.4 | 0.3 | 0.3 | 0.3 |
| EV/EBITDA | 11.6 | -0.8 | -14.7 | -7.3 | 134.4 | 14.5 |
| PER | -0.0 | -0.2 | -2.8 | -1.4 | -3.4 | -6.2 |
| Adjusted FCF yield | -45.7% | -59.0% | -1.7% | 1.5% | 12.5% | 15.8% |
| | | | | | | |

Source: Company data, NuWays, Close price as of 07.03.2024







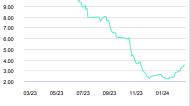
Company description

Marley Spoon is a global direct-to-consumer meal kit delivery company. The company offers customers meal kits through its two brands Marley Spoon and Dinnerly and ready-to-heat meals through its brand Chefgood. Marley Spoon serves customers in the US, Australia, and Europe.

Share Performance

12.03.2024

10.00



| High/low 52 weeks (€) | 10.00 / 2.20 |
|-----------------------|--------------|
| 3m rel. performance | 19.7% |
| 6m rel. performance | -61.7% |
| 12m rel. performance | -66.9% |
| | -66.9% |

| Market data | |
|-----------------------------|-------|
| Share price (in €) | 3.50 |
| Market cap (in € m) | 64.7 |
| Number of shares (in m pcs) | 17.6 |
| Enterprise value (in € m) | 124.4 |
| Ø trading volume (6 months) | 1,080 |

| | Identifier |
|-----------|--------------|
| Bloomberg | MS1 GR |
| Reuters | MS1.DE |
| WKN | A3C81B |
| ISIN | LU2380748603 |

| Key shareholders | | | | |
|-----------------------|-------|--|--|--|
| 468 Capital | 17.4% | | | |
| Union Square Ventures | 12.1% | | | |
| Sudeep Ramesh Ramnani | 11.9% | | | |
| Conifer Management | 5.7% | | | |
| BistroMD | 7.0% | | | |
| Free Float | 15.1% | | | |

| Estimates changes | | | | | | |
|-------------------|--------------|--------------|--------------|--|--|--|
| | <u>2023e</u> | <u>2024e</u> | <u>2025e</u> | | | |
| Sales | 0% | 0% | 0% | | | |
| EBIT | 0% | 0% | 0% | | | |
| EPS | 0% | 0% | 0% | | | |

Comment on changes

-25.0%

Guidance



Update - 12.03.2024



Financials

| Profit and loss (EUR m) | 2020 | 2021 | 2022 | 2023e | 2024e | 2025e |
|--|---------|---------|-------|--------|-------|-------|
| Sales | 254.0 | 322.4 | 401.2 | 328.5 | 384.1 | 426.5 |
| Sales growth | 96.1% | 26.9% | 24.5% | -18.1% | 16.9% | 11.0% |
| Cost of sales | 133.3 | 173.3 | 216.8 | 173.8 | 201.4 | 221.7 |
| Gross profit | 120.7 | 149.1 | 184.4 | 154.7 | 182.7 | 204.9 |
| Sales and marketing | 39.3 | 71.2 | 64.0 | 55.6 | 66.3 | 72.4 |
| General and administration | 42.3 | 64.0 | 79.0 | 80.3 | 73.1 | 73.3 |
| Research and development | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Other operating income | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Other operating expenses | 46.6 | 57.3 | 69.1 | 50.6 | 58.0 | 62.0 |
| Total operating expenses | 128.2 | 192.5 | 212.1 | 186.5 | 197.4 | 207.7 |
| Unusual or infrequent items | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| EBITDA | -0.9 | -34.3 | -11.5 | -14.9 | 0.9 | 9.1 |
| Depreciation | 4.7 | 7.2 | 10.6 | 11.8 | 9.9 | 5.9 |
| Amortisation of goodwill | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Amortisation of intangible assets | 1.8 | 2.0 | 5.5 | 5.1 | 5.7 | 6.0 |
| Impairment charges | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| EBIT (inc revaluation net) | -7.4 | -43.4 | -27.6 | -31.8 | -14.7 | -2.8 |
| Interest income | 0.1 | 2.8 | 0.1 | 0.0 | 0.0 | 0.0 |
| Interest expenses | 7.4 | 6.0 | 12.3 | 12.8 | 8.0 | 9.3 |
| Investment income | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Financial result | -7.4 | -3.2 | -12.2 | -12.8 | -8.0 | -9.3 |
| Recurring pretax income from continuing operations | -14.8 | -46.6 | -39.9 | -44.6 | -22.7 | -12.2 |
| Extraordinary income/loss | -71.4 | 0.1 | -0.0 | 0.0 | 0.0 | 0.0 |
| Earnings before taxes | -86.2 | -46.4 | -39.9 | -44.6 | -22.7 | -12.2 |
| Income tax expense | 0.1 | 0.1 | 0.1 | 0.0 | 0.0 | 0.0 |
| Net income from continuing operations | -86.4 | -46.6 | -40.0 | -44.6 | -22.7 | -12.2 |
| Income from discontinued operations (net of tax) | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Net income | -86.4 | -46.6 | -40.0 | -44.6 | -22.7 | -12.2 |
| Minority interest | -0.1 | -0.4 | -0.3 | -6.7 | -3.4 | -1.8 |
| Net profit (reported) | -86.2 | -46.2 | -39.7 | -37.9 | -19.3 | -10.4 |
| Average number of shares | 0.2 | 0.3 | 30.0 | 14.1 | 17.6 | 17.6 |
| EPS reported | -460.78 | -173.62 | -1.33 | -2.68 | -1.10 | -0.59 |

| Profit and loss (common size) | 2020 | 2021 | 2022 | 2023e | 2024e | 2025e |
|--|--------|--------|--------|--------|--------|--------|
| Sales | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| Cost of sales | 52.5% | 53.8% | 54.0% | 52.9% | 52.4% | 52.0% |
| Gross profit | 47.5% | 46.2% | 46.0% | 47.1% | 47.6% | 48.0% |
| Sales and marketing | 15.5% | 22.1% | 16.0% | 16.9% | 17.3% | 17.0% |
| General and administration | 16.6% | 19.8% | 19.7% | 24.4% | 19.0% | 17.2% |
| Research and development | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% |
| Other operating income | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% |
| Other operating expenses | 18.3% | 17.8% | 17.2% | 15.4% | 15.1% | 14.5% |
| Total operating expenses | 50.5% | 59.7% | 52.8% | 56.8% | 51.4% | 48.7% |
| Unusual or infrequent items | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% |
| EBITDA | -0.4% | -10.6% | -2.9% | -4.5% | 0.2% | 2.1% |
| Depreciation | 1.9% | 2.2% | 2.6% | 3.6% | 2.6% | 1.4% |
| Amortisation of goodwill | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% |
| Amortisation of intangible assets | 0.7% | 0.6% | 1.4% | 1.5% | 1.5% | 1.4% |
| Impairment charges | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% |
| EBIT (inc revaluation net) | -2.9% | -13.5% | -6.9% | -9.7% | -3.8% | -0.7% |
| Interest income | 0.0% | 0.9% | 0.0% | 0.0% | 0.0% | 0.0% |
| Interest expenses | 2.9% | 1.9% | 3.1% | 3.9% | 2.1% | 2.2% |
| Investment income | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% |
| Financial result | neg. | neg. | neg. | neg. | neg. | neg. |
| Recurring pretax income from continuing operations | -5.8% | -14.5% | -9.9% | -13.6% | -5.9% | -2.9% |
| Extraordinary income/loss | -28.1% | 0.0% | -0.0% | 0.0% | 0.0% | 0.0% |
| Earnings before taxes | -33.9% | -14.4% | -9.9% | -13.6% | -5.9% | -2.9% |
| Tax rate | -0.2% | -0.3% | -0.4% | 0.0% | 0.0% | 0.0% |
| Net income from continuing operations | -34.0% | -14.4% | -10.0% | -13.6% | -5.9% | -2.9% |
| Net income | -34.0% | -14.4% | -10.0% | -13.6% | -5.9% | -2.9% |
| Minority interest | -0.1% | -0.1% | -0.1% | -2.0% | -0.9% | -0.4% |
| Net profit (reported) | -33.9% | -14.3% | -9.9% | -11.5% | -5.0% | -2.4% |
| ource: Company data, NuWays | | | | | | |

Source: Company data, NuWays

Update - 12.03.2024



| Balance sheet (EUR m) | 2020 | 2021 | 2022 | 2023e | 2024e | 2025e |
|---|--------|--------|----------------------|--------------------------|--------------------------|---------------|
| Intangible assets | 4.9 | 8.8 | 25.4 | 28.6 | 30.2 | 33.5 |
| Property, plant and equipment | 21.0 | 48.7 | 47.4 | 39.5 | 23.6 | 21.2 |
| Financial assets | 3.0 | 2.9 | 2.9 | 2.9 | 2.9 | 2.9 |
| FIXED ASSETS | 29.0 | 60.4 | 75.7 | 71.1 | 56.8 | 57.6 |
| Inventories | 6.6 | 9.4 | 13.1 | 11.6 | 14.4 | 15.8 |
| Accounts receivable | 0.7 | 0.4 | 0.8 | 0.7 | 0.8 | 0.9 |
| Other assets and short-term financial assets | 2.4 | 3.7 | 3.2 | 3.2 | 3.2 | 3.2 |
| Liquid assets | 34.4 | 38.7 | 19.0 | 10.5 | 6.4 | 9.6 |
| Deferred taxes | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Deferred charges and prepaid expenses | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| CURRENT ASSETS | 44.1 | 52.2 | 36.2 | 26.0 | 24.8 | 29.5 |
| TOTAL ASSETS | 73.1 | 112.6 | 111.9 | 97.1 | 81.6 | 87.1 |
| | 75.1 | 112.0 | 111.3 | 57.1 | 01.0 | 07.1 |
| SHAREHOLDERS EQUITY | 9.1 | -16.3 | -41.5 | -39.3 | -50.9 | -58.7 |
| MINORITY INTEREST | -0.9 | -1.3 | -1.6 | -6.9 | -9.0 | -10.4 |
| Provisions for pensions and similar obligations | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Other provisions and accrued liabilities | 3.5 | 1.0 | 2.3 | 2.3 | 2.3 | 2.3 |
| Short-term liabilities to banks | 3.4 | 7.3 | 7.8 | 7.8 | 7.8 | 7.8 |
| Accounts payable | 17.5 | 27.6 | 26.4 | 26.4 | 25.4 | 29.2 |
| Advance payments received on orders | 0.9 | 3.6 | 1.9 | 1.9 | 1.9 | 1.9 |
| Other liabilities (incl. from lease and rental contracts) | 21.9 | 41.5 | 44.0 | 44.0 | 44.0 | 44.0 |
| Deferred taxes | 0.0 | 0.0 | 1.8 | 1.8 | 1.8 | 1.8 |
| Deferred income | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| CURRENT LIABILITIES | 40.3 | 72.6 | 72.3 | 72.3 | 71.3 | 75.1 |
| TOTAL LIABILITIES AND SHAREHOLDERS EQUITY | 73.1 | 112.6 | 111.9 | 97.1 | 81.6 | 87.1 |
| | | | | | | |
| Balance sheet (common size) | 2020 | 2021 | 2022 | 2023e | 2024e | 2025e |
| Intangible assets | 6.8% | 7.8% | 22.7% | 29.5% | 37.0% | 38.4% |
| Property, plant and equipment | 28.8% | 43.2% | 42.3% | 40.7% | 29.0% | 24.4% |
| Financial assets | 4.2% | 2.6% | 2.6% | 3.0% | 3.6% | 3.4% |
| FIXED ASSETS | 39.7% | 53.6% | 67.7% | 73.2% | 69.6% | 66.1% |
| Inventories | 9.0% | 8.3% | 11.7% | 12.0% | 17.6% | 18.2% |
| Accounts receivable | 1.0% | 0.4% | 0.7% | 0.7% | 1.0% | 1.0% |
| Other assets and short-term financial assets | 3.2% | 3.3% | 2.9% | 3.3% | 4.0% | 3.7% |
| Liquid assets | 47.1% | 34.3% | 17.0% | 10.8% | 7.8% | 11.0% |
| Deferred taxes | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% |
| Deferred charges and prepaid expenses | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% |
| CURRENT ASSETS | 60.3% | 46.4% | 32.3% | 26.8% | 30.4% | 33.9% |
| TOTAL ASSETS | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| SHAREHOLDERS EQUITY | 12.4% | -14.5% | -37.1% | -40.4% | -62.4% | -67.4% |
| MINORITY INTEREST | -1.3% | -14.5% | -1.4% | - 40.4 % -7.1% | - 62.4% -11.0% | -11.9% |
| Provisions for pensions and similar obligations | 0.0% | 0.0% | -1.4% | 0.0% | 0.0% | 0.0% |
| Other provisions and accrued liabilities | 4.8% | 0.0% | 2.0% | 2.3% | 2.8% | 2.6% |
| Short-term liabilities to banks | 4.0% | 6.5% | 2.0 <i>%</i> 7.0% | 2.3 <i>%</i> 8.1% | 2.0 <i>%</i> 9.6% | 2.0 % 9.0% |
| | 23.9% | 24.5% | | | | 9.0% 33.5% |
| Accounts payable | | | 23.6% | 27.2% | 31.1% | |
| Advance payments received on orders | 1.3% | 3.2% | 1.7% 30.4% | 1.9% | 2.3% | 2.2% |
| Other liabilities (incl. from lease and rental contracts) | 30.0% | 36.8% | 39.4% | 45.4% | 54.0% | 50.5% |
| Deferred taxes | 0.0% | 0.0% | 1.6% | 1.8% | 2.2% | 2.0% |
| Deferred income | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% |
| CURRENT LIABILITIES | 55.2% | 64.5% | 64.7% | 74.5% | 87.4% | 86.1% |
| TOTAL LIABILITIES AND SHAREHOLDERS EQUITY | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| | | | | | | |

Source: Company data, NuWays

Update - 12.03.2024



| Cook flow statement (EUR m) | 2020 | 2024 | 2022 | 20220 | 20240 | 2025 |
|--|--------------------|-----------------------|----------------------|----------------------|----------------------|---------------------|
| Cash flow statement (EUR m) | 2020 -86.4 | 2021 | 2022 | 2023e | 2024e | 2025 -12. |
| Net profit/loss Depreciation of fixed assets (incl. leases) | -00.4 4.7 | -46.6 7.2 | -40.0 10.6 | -44.6 11.8 | -22.7 9.9 | -12. 5. |
| Amortisation of goodwill & intangible assets | 4.7 | 2.0 | 5.5 | 5.1 | 9.9 5.7 | 5. 6. |
| Others | -6.0 | -9.3 | -17.0 | -8.9 | -8.9 | -8. |
| Cash flow from operating activities | -0.0 | -9.3 -14.9 | -17.0 | -0.9 -9.9 | -0.9 -1.1 | -o. 13. |
| | | | | | | |
| Increase/decrease in inventory Increase/decrease in accounts receivable | -2.8 -0.2 | -2.8 -0.9 | -3.7 -1.0 | 1.5 0.1 | -2.8 -0.1 | -1. -0. |
| Increase/decrease in accounts payable | -0.2 7.5 | -0.9 13.5 | -1.0 -1.4 | 0.1 | -0.1 -1.0 | -0. 3. |
| | | | | | | |
| Increase/decrease in other working capital positions | 0.4 | 6.5 | -0.6 | 0.0 | 0.0 | 0. |
| Increase/decrease in working capital | 4.9 | 16.3 | -6.6 -18.7 | 1.6 | -3.9 | 2. |
| Cash flow from operating activities CAPEX | 4.4 -8.6 | -14.9 -21.5 | -10.7 | -9.9 -12.3 | -1.1 -13.8 | 13 . -12. |
| | -0.0 0.0 | | -10.7 -7.8 | | -13.6 0.0 | -12. 0. |
| Payments for acquisitions | | 0.0 | | 0.0 | | |
| Financial investments | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0 |
| Income from asset disposals | 0.0 | 0.0 | 0.0 | 0.0 | 22.0 | 0 |
| Cash flow from investing activities | -8.6 | -21.5 | -18.5 | -12.3 | 8.2 | -12 |
| Cash flow before financing | -4.2 | -36.5 | -29.4 | -22.2 | -14.9 | 1 |
| Increase/decrease in debt position | -4.1 | 50.9 | 18.8 | -11.7 | -10.3 | 11 |
| Purchase of own shares | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0 |
| Capital measures | 43.8 | 0.0 | 15.9 | 34.7 | 8.0 | 0 |
| Dividends paid | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0 |
| Others | -6.0 | -9.3 | -17.0 | -8.9 | -8.9 | -8 |
| Effects of exchange rate changes on cash | -0.5 | -0.9 | 0.0 | -0.5 | 0.0 | 0 |
| Cash flow from financing activities | 33.7 | 41.6 | 17.6 | 14.1 | -11.2 | 2 |
| Increase/decrease in liquid assets | 29.0 | 4.2 | -11.8 | -8.5 | -26.1 | 3 |
| Liquid assets at end of period | 34.5 | 38.7 | 19.0 | 10.5 | 6.4 | 9 |
| Key ratios (EUR m) | 2020 | 2021 | 2022 | 2023e | 2024e | 2025 |
| P&L growth analysis | 2020 | 2021 | LULL | LOLOC | LOLHO | 2020 |
| Sales growth | 96.1% | 26.9% | 24.5% | -18.1% | 16.9% | 11.0 |
| EBITDA growth | -96.9% | 3559.8% | -66.3% | 28.9% | -106.2% | 883.6 |
| EBIT growth | -78.6% | 484.5% | -36.3% | 15.0% | -53.8% | -80.6 |
| EPS growth | 94.8% | -62.3% | -99.2% | 102.1% | -59.1% | -46.3 |
| Efficiency | 01.070 | 02.070 | 00.270 | 102.170 | 00.170 | 10.0 |
| Sales per employee | 274.2 | 234.1 | 239.4 | 166.7 | 182.0 | 268 |
| EBITDA per employee | -1.0 | -24.9 | -6.9 | -7.6 | 0.4 | 5 |
| No. employees (average) | 926 | 1,377 | 1,676 | 1,970 | 2,110 | 1,58 |
| Balance sheet analysis | 020 | 1,011 | 1,070 | 1,070 | 2,110 | 1,00 |
| Avg. working capital / sales | -3.9% | -5.0% | -4.5% | -4.6% | -3.7% | -3.1 |
| Inventory turnover (sales/inventory) | 20.3 | 18.5 | 16.5 | 14.0 | 14.0 | -3.1 |
| Accounts receivable turnover | 1.0 | 0.5 | 0.7 | 0.7 | 0.7 | 0 |
| Accounts payable turnover | 47.8 | 58.1 | 44.4 | 44.0 | 46.0 | 48 |
| Cash flow analysis | 47.0 | 50.1 | | ++.0 | 40.0 | 40 |
| Free cash flow | 4.2 | 26.5 | 20.4 | 22.2 | 14.0 | 1 |
| | -4.2 | -36.5 | -29.4 | -22.2 | -14.9 | 1 |
| Free cash flow/sales | -1.6% | -11.3% | -7.3% | -6.7% | -3.9% | 0.3 |
| FCF / net profit | 4.8% | 78.3% | 73.6% | 49.7% | 65.8% | ne |
| Capex / sales | -3.4% | -6.7% | -2.7% | -3.7% | -3.6% | -2.9 |
| Solvency | 40.0 | 17.0 | 50.0 | 50.4 | 50 7 | 07 |
| | -13.3 | 17.9 | 59.6 | 56.4 | 59.7 | 67 |
| Net Debt/EBITDA | 0.0 | -0.5 | -5.2 | -3.8 | 64.5 | 7 |
| Dividend payout ratio | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0 |
| Interest paid / avg. debt | 22.4% | 15.4% | 18.2% | 17.6% | 12.1% | 13.1 |
| Returns | 00.101 | | = 1 001 | 101 | 00.00/ | |
| ROCE | -33.1% | -119.4% | -71.2% | -104.7% | -93.3% | -30.3 |
| ROE | -952.1% | 284.0% | 95.7% | 96.6% | 37.9% | 17.7 |
| Adjusted FCF yield | -45.7% | -59.0% | -1.7% | 1.5% | 12.5% | 15.8 |
| Dividend yield | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0 |
| DPS | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0 |
| EPS reported | -460.78 | -173.62 | -1.33 | -2.68 | -1.10 | -0. |
| Average number of shares | 0.2 | 0.3 | 30.0 | 14.1 | 17.6 | 17 |
| | | | | | | |
| | | | | | 4 0 | -1 |
| Valuation ratios P/BV | 0.3 | -0.6 | -2.7 | -1.3 | -1.3 | |
| P/BV EV/sales | -0.0 | 0.1 | 0.4 | 0.3 | 0.3 | 0 |
| P/BV | | | | | | |

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| Company | Disclosures |
|-----------------------|-------------|
| Marley Spoon Group SE | 2 |

Historical target price and rating changes for Marley Spoon Group SE

| Company | Date | Analyst | Rating | Target Price | Close |
|-----------------------|------------|-----------------|--------|--------------|----------|
| Marley Spoon Group SE | 14.02.2024 | Schüssler, Mark | Buy | EUR 8.00 | EUR 2.36 |
| | 31.01.2024 | Schüssler, Mark | Buy | EUR 8.60 | EUR 2.20 |
| | 14.11.2023 | Schüssler, Mark | Buy | EUR 8.20 | EUR 4.34 |

Update - 12.03.2024

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The adj. FCF method is based on the assumption that investors purchase assets only at a price (enterprise value) at which the operating cash flow return after taxes on this investment exceeds their opportunity costs in the form of a hurdle rate of 7.5%. The operating cash flow is calculated as EBITDA less maintenance capex and taxes.

Within the framework of the DCF approach, the future free cash flows are calculated initially on the basis of a fictitious capital structure of 100% equity, i.e. interest and repayments on debt capital are not factored in initially. The adjustment towards the actual capital structure is done by discounting the calculated free cash flows with the weighted average cost of capital (WACC), which takes into account both the cost of equity capital and the cost of debt. After discounting, the calculated total enterprise value is reduced by the interest-bearing debt capital in order to arrive at the equity value.

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Contacts

NuWays AG

Mittelweg 16-17 20148 Hamburg Germany +49 170 119 8648 info@nuways-ag.com www.nuways-ag.com



Christian Sandherr Co-CEO/Analyst

christian.sandherr@nuways-ag.com



Frederik Jarchow Co-CEO/Analyst

frederik.jarchow@nuways-ag.com



Philipp Sennewald Analyst

philipp.sennewald@nuways-ag.com



Mark Schüssler Analyst

mark-hendrik.schuessler@nuways-ag.com



Henry Wendisch Analyst

henry.wendisch@nuways-ag.com



Konstantin Völk Analyst

-

konstantin.voelk@nuways-ag.com

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