Financial Services - Germany



Buy (old: Buy) 09.02.2024

EUR 71.00 (old: EUR 71.00)

Favorable trends to materialize in 2024

Netfonds should strongly benefit from several favorable macroeconomic and structural trends in 2024:

Strong dollar and equity capital markets close to all-time highs. With c. € 23.2bn AuC in FY23e (eNuW), Netfonds topline is obviously correlated to the overall capital markets development. The recent solid performance of major indices should result in performance related AuC growth, which in turn should increase revenues, even without new AuC inflows (which are likely). As a significant share of overall AuC is invested in funds traded in USD, the strong USD should further fuel revenues.

Inflows into highly profitable wealth management (Hamburger Vermögen). Wealth management should have shown the strongest growth momentum in FY23 (eNuW: 25% to > € 3bn) that is expected to continue. As margins in wealth management are higher than in wholesale, the overall margins on AuC should hence grow substantially.

Renaissance of money market funds should bode well for NFS Capital. Netfonds recently set up an own money market fund that faces significant inflows. Indeed, the money market was the asset class with the highest inflows in the last quarters, currently experiencing a kind of renaissance after years of low interest environment.

Finfire to fuel consolidation of the insurance broker market. After having optimized finfire according to the needs of investment advisors, the focus of the inhouse development teams is now on insurance. Other than the investment adviser market, the insurance broker market is still highly fragmented, but on the move. Netfonds should be one of the few major beneficiaries of the coming consolidation.

Enormous cross-selling potential. The development of new, additional features that should ease the selling and managing of insurance products, unlocks huge cross-selling potentials, as the already on-boarded investment adviser can additionally offer a wide range of insurance products to its customers via Netfonds **proprietary, 360° finfire platform** that remains the company's key mid- to long term growth and scalability driver.

Overall, we expect € 204.4m gross sales, € 43.9m net sales and an EBITDA of € 12.5m for FY24e.

BUY with an unchanged PT of € 71.00, based on DCF.

Y/E 31.12 (EUR m)	2020	2021	2022	2023e	2024e	2025e
Sales	143.3	193.2	176.4	191.0	204.4	220.8
Sales growth	26.5%	34.9%	-8.7%	8.3%	7.0%	8.0%
EBITDA	4.2	15.7	6.5	5.7	12.5	15.9
Net debt (if net cash=0)	13.3	2.0	2.7	2.3	-0.7	-8.6
FCF	2.6	-18.8	1.2	0.9	3.0	7.9
Net Debt/EBITDA	3.2	0.1	0.4	0.4	0.0	0.0
EPS pro forma	-0.01	3.82	0.39	0.53	2.60	3.56
EBITDA margin	2.9%	8.1%	3.7%	3.0%	6.1%	7.2%
ROCE	5.2%	34.3%	7.4%	5.6%	25.6%	32.7%
EV/sales	0.8	0.5	0.6	0.5	0.5	0.4
EV/EBITDA	26.1	6.2	15.0	17.2	7.5	5.4
PER	-6242.3	11.2	110.1	80.7	16.5	12.0
Adjusted FCF yield	1.2%	13.0%	2.2%	1.6%	7.2%	10.8%

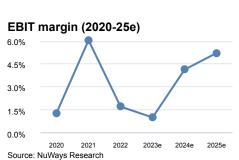
Source: Company data, NuWays, Close price as of 06.02.2024

2022

2023e

2024e

2025e



Company description

2020

Source: NuWays Research

2021

Sales (2020-25e)

240.0m

180.0m

120.0m

60.0m

0.0m

Netfonds is the largest bank-independent provider of liability umbrellas in Germany and one of the market leaders among broker pools offering an one-stop shop for advisors, consultants, brokers, banks, asset managers and insurance companies



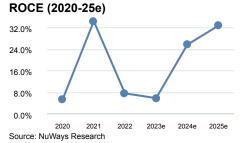
Market data				
Share price (in €)	45.80			
Market cap (in € m)	94.7			
Number of shares (in m pcs)	2.2			
Enterprise value (in € m)	94.0			
Ø trading volume (6 months)	342			

	identifier
Bloomberg	NF4 GR
Reuters	NF4
WKN	A1MME7
ISIN	DE000A1MME74

key shareholders					
Management, (incl. Supervi-	54.0%				
sory Board and families) Freefloat	46.0%				

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



Guidance

- '23: €185-190m sales, €35-37m net sales
- '26: €59m net sales, €23m EBITDA

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Profit and loss (EUR m)	2020	2021	2022	2023e	2024e	2025€
Net sales	143.3	193.2	176.4	191.0	204.4	220.8
Sales growth	26.5%	34.9%	-8.7%	8.3%	7.0%	8.0%
ncrease/decrease in finished goods and work-in-process	0.0	0.0	0.0	0.0	0.0	0.0
Total sales	143.3	193.2	176.4	191.0	204.4	220.8
Other operating income	4.2	10.4	2.4	1.0	3.1	3.3
Material expenses	115.6	154.6	142.8	156.0	163.5	174.4
Personnel expenses	16.6	19.5	19.4	20.0	21.3	22.8
Other operating expenses	11.1	13.9	10.1	10.4	10.2	10.9
Total operating expenses	139.1	177.6	170.0	185.3	191.9	204.9
EBITDA	4.2	15.7	6.5	5.7	12.5	15.9
Depreciation	2.4	4.0	3.5	3.8	4.1	4.4
EBITA	1.8	11.7	3.0	1.9	8.4	11.5
Amortisation of goodwill	0.0	0.0	0.0	0.0	0.0	0.0
Amortisation of goodwiii Amortisation of intangible assets	0.0	0.0	0.0	0.0	0.0	0.0
mpairment charges	0.0	0.0	0.0	0.0	0.0	0.0
EBIT (inc revaluation net)	1.8	11.7	3.0	1.9	8.4	11.5
Interest income	0.0	0.7	0.3	0.3	0.3	0.4
nterest internet	1.1	2.6	0.5	0.5	0.5	0.6
nvestment income	0.0	0.0	0.0	0.0	0.0	0.0
Financial result	-1.0	-1.9	-0.1	-0.2	-0.2	-0.2
Recurring pretax income from continuing operations	0.8	9.8	2.8	1.7	8.2	11.3
Extraordinary income/loss	-0.2	-0.3	-0.8	0.0	0.0	0.0
Earnings before taxes	0.6	9.5	2.0	1.7	8.2	11.3
Income tax expense	0.5	0.7	1.1	0.5	2.5	3.4
Net income from continuing operations	0.0	8.8	0.9	1.2	5.8	7.9
Income from discontinued operations (net of tax)	0.0	0.0	0.0	0.0	0.0	0.0
Net income	0.0	8.8	0.9	1.2	5.8	7.9
Minority interest	-0.0	-0.3	-0.0	0.0	0.0	0.0
Net profit (reported)	-0.0	8.5	0.9	1.2	5.8	7.9
Average number of shares	2.2	2.2	2.2	2.2	2.2	2.2
EPS reported	-0.01	3.82	0.39	0.53	2.60	3.56
i o reported	-0.01	0.02	0.00	0.00	2.00	0.00
Profit and loss (common size)	2020	2021	2022	2023e	2024e	2025e
Net sales	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
Sales growth	26.5%	34.9%	-8.7%	8.3%	7.0%	8.0%
ncrease/decrease in finished goods and work-in-process	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Fotal sales	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
Other operating income	2.9%	5.4%	1.3%	0.5%	1.5%	1.5%
Material expenses	80.7%	80.0%	80.9%	81.7%	80.0%	79.0%
Personnel expenses	11.6%	10.1%	11.0%	10.5%	10.4%	10.3%
Other operating expenses	7.7%	7.2%	5.7%	5.4%	5.0%	5.0%
Total operating expenses	97.1%	91.9%	96.3%	97.0%	93.9%	92.8%
EBITDA	2.9%	8.1%	3.7%	3.0%	6.1%	7.2%
Depreciation	1.6%	2.1%	2.0%	2.0%	2.0%	2.0%

1.6% 2.1% 2.0% 2.0% **EBITA** 1.3% 6.0% 1.7% 1.0% 4.1% 5.2% Amortisation of goodwill 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% Amortisation of intangible assets Impairment charges 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% EBIT (inc revaluation net) 1.3% 6.0% 1.7% 1.0% 4.1% 5.2% Interest income 0.0% 0.4% 0.2% 0.2% 0.2% 0.2% 0.3% 0.3% 0.3% Interest expenses 0.7% 1.3% 0.3% Investment income 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% Financial result neg. neg. neg. neg. neg. neg. 0.9% 4.0% 5.1% Recurring pretax income from continuing operations 0.5% 5.1% 1.6% Extraordinary income/loss -0.1% -0.1% -0.5% 0.0% 0.0% 0.0% Earnings before taxes 0.4% 4.9% 1.1% 0.9% 4.0% 5.1% 7.8% Tax rate 87.4% 55.7% 30.0% 30.0% 30.0% Net income from continuing operations 0.6% 2.8% 3.6% 0.0% 4.6% 0.5% Income from discontinued operations (net of tax) 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.5% Net income 0.0% 4.6% 0.6% 2.8% 3.6% Minority interest -0.0% -0.2% -0.0% 0.0% 0.0% 0.0% Net profit (reported) -0.0% 4.4% 0.5% 0.6% 2.8% 3.6% Source: Company data, NuWays

Update - 09.02.2024



Balance sheet (EUR m)	2020	2021	2022	2023e	2024e	2025e
Intangible assets	17.2	14.6	11.9	11.9	11.9	11.9
Property, plant and equipment	0.7	0.5	0.4	0.4	0.4	0.4
Financial assets	0.8	10.6	11.2	11.2	11.2	11.2
FIXED ASSETS	18.6	25.7	23.6	23.6	23.6	23.6
Inventories	12.2	0.0	0.0	0.0	0.0	0.0
Accounts receivable	28.1	35.5	31.3	33.9	36.2	39.1
Other assets and short-term financial assets	3.8	4.6	2.1	2.0	1.9	1.8
Liquid assets	12.4	4.9	6.4	6.7	9.8	17.7
Deferred taxes	0.0	0.0	0.0	0.0	0.0	0.0
Deferred charges and prepaid expenses	0.2	0.2	0.2	0.2	0.2	0.2
CURRENT ASSETS	56.8	45.2	40.0	42.8	48.1	58.9
TOTAL ASSETS	75.4	71.0	63.7	66.5	71.7	82.5
SHAREHOLDERS EQUITY	13.8	22.4	22.7	21.5	22.7	28.4
MINORITY INTEREST	0.1	-0.2	-0.3	-0.3	-0.3	-0.3
Provisions for pensions and similar obligations	0.6	0.6	0.0	0.0	0.0	0.0
Other provisions and accrued liabilities	6.6	4.1	1.1	1.1	1.1	1.1
Short-term liabilities to banks	0.0	0.0	0.0	0.0	0.0	0.0
Accounts payable	21.2	28.5	29.1	33.1	37.2	42.1
Advance payments received on orders	0.0	0.0	0.0	0.0	0.0	0.0
Other liabilities (incl. from lease and rental contracts)	6.6	8.1	1.1	1.2	1.2	1.2
Deferred taxes	0.4	0.1	0.6	0.6	0.6	0.6
Deferred income	0.4	0.0	0.0	0.0	0.0	0.0
CURRENT LIABILITIES	27.8	36.6	30.2	34.2	38.4	43.4
TOTAL LIABILITIES AND SHAREHOLDERS EQUITY	75.4	71.0	63.7	66.5	71.7	82.5
Balance sheet (common size)	2020	2021	2022	2023e	2024e	2025e
Intangible assets	22.8%	20.5%	18.8%	18.0%	16.6%	14.5%
Property, plant and equipment	0.9%	0.7%	0.7%	0.6%	0.6%	0.5%
Financial assets	1.0%	15.0%	17.7%	16.9%	15.7%	13.6%
FIXED ASSETS	24.7%	36.3%	37.1%	35.5%	32.9%	28.6%
Inventories	16.2%	0.0%	0.0%	0.0%	0.0%	0.0%
Accounts receivable	37.3%	50.1%	49.1%	51.0%	50.5%	47.4%
Other assets and short-term financial assets	5.1%	6.4%	3.3%	3.0%	2.7%	2.2%
Liquid assets	16.4%	6.9%	10.1%	10.1%	13.6%	21.5%
Deferred taxes	0.0%	0.1%	0.1%	0.1%	0.1%	0.0%
Deferred charges and prepaid expenses	0.3%	0.3%	0.3%	0.3%	0.3%	0.2%
CURRENT ASSETS	75.3%	63.7%	62.9%	64.5%	67.1%	71.4%
TOTAL ASSETS	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
SHAREHOLDERS EQUITY	18.4%	31.6%	35.7%	32.4%	31.6%	34.5%
MINORITY INTEREST	0.1%	-0.3%	-0.5%	-0.4%	-0.4%	-0.4%
Provisions for pensions and similar obligations	0.8%	0.8%	0.0%	0.0%	0.0%	0.0%
Other provisions and accrued liabilities	8.8%	5.8%	1.7%	1.7%	1.5%	1.3%
Short-term liabilities to banks	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Accounts payable	28.1%	40.1%	45.7%	49.8%	51.8%	51.1%
Advance payments received on orders	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Other liabilities (incl. from lease and rental contracts)	8.8%	11.4%	1.8%	1.8%	1.7%	1.5%
Deferred taxes	0.5%	0.4%	0.9%	0.9%	0.8%	0.7%
Deferred income	0.2%	0.0%	0.0%	0.0%	0.0%	0.0%
CURRENT LIABILITIES	36.9%	51.5%	47.5%	51.5%	53.5%	52.6%
TOTAL LIABILITIES AND SHAREHOLDERS EQUITY	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Source: Company data, NuWays

Update - 09.02.2024



Cash flow statement (EUR m)	2020	2021	2022	2023e	2024e	2025e
Net profit/loss	0.0	8.7	0.9	1.2	5.8	7.9
Depreciation of fixed assets (incl. leases)	2.4	4.0	3.5	3.8	4.1	4.4
Amortisation of goodwill & intangible assets	0.0	0.0	0.0	0.0	0.0	0.0
Others	-0.8	-1.3	-0.5	0.0	0.0	0.0
Cash flow from operating activities	2.9	-21.8	-0.4	0.9	3.0	7.9
Increase/decrease in inventory	2.9	-24.7	1.1	0.0	0.0	0.0
Increase/decrease in accounts receivable	-7.1	-1.7	6.8	-2.6	-2.4	-2.9
Increase/decrease in accounts payable	5.5	-3.7	-4.1	4.0	4.1	5.0
Increase/decrease in other working capital positions	1.5	2.0	-0.0	-0.0	-0.0	-0.0
Increase/decrease in working capital	2.7	-28.2	3.9	1.4	1.7	2.1
Cash flow from operating activities	5.2	-17.8	3.1	4.7	7.1	12.3
CAPEX	2.6	1.1	1.9	3.8	4.1	4.4
Payments for acquisitions	-1.1	0.0	0.0	0.0	0.0	0.0
Financial investments	7.2	11.4	1.3	0.0	0.0	0.0
Income from asset disposals	0.0	0.2	0.5	0.0	0.0	0.0
Cash flow from investing activities	-8.7	-12.2	-2.6	-3.8	-4.1	-4.4
Cash flow before financing	-3.5	-30.4	-0.2	0.4	3.0	n.a.
Increase/decrease in debt position	9.5	24.2	2.2	0.0	0.0	0.0
Purchase of own shares	0.0	0.0	0.0	0.0	0.0	0.0
Capital measures	3.1	0.0	0.0	0.0	0.0	0.0
Dividends paid	0.0	0.4	0.6	0.6	0.0	0.0
Others	-0.8	-1.3	-0.5	0.0	0.0	0.0
Effects of exchange rate changes on cash	0.0	0.0	0.0	0.0	0.0	0.0
Cash flow from financing activities	11.8	22.5	1.1	-0.5	0.0	0.0
Increase/decrease in liquid assets	8.3	-7.5	1.5	0.4	3.0	n.a.
Liquid assets at end of period	12.3	4.8	6.3	6.7	9.8	17.7
Key ratios (EUR m)	2020	2021	2022	2023e	2024e	2025e
P&L growth analysis						
Sales growth	26.5%	34.9%	-8.7%	8.3%	7.0%	8.0%
EBITDA growth	176.7%	436.6%	55.3%	-63.9%	92.5%	180.5%
EBIT growth	-4240.4%	1698.4%	64.1%	-84.1%	183.2%	518.5%
EPS growth	-98.3%	-1693.6%	-5628.8%	-86.1%	568.8%	571.7%
Efficiency						
Sales per employee	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.
No. employees (average)	0	0	0	0	0	0
Balance sheet analysis						
Avg. working capital / sales	9.1%	7.3%	6.1%	2.1%	0.3%	-0.5%
Inventory turnover (sales/inventory)	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
Accounts receivable turnover	71.5	67.1	64.7	64.7	64.7	64.7
Accounts payable turnover	53.9	53.8	60.2	63.2	66.4	69.7
Cash flow analysis						
Free cash flow	2.6	-18.8	1.2	0.9	3.0	7.9
Free cash flow/sales	1.8%	-9.7%	0.7%	0.5%	1.5%	3.6%
FCF / net profit	8654.1%	neg.	137.2%	79.8%	52.1%	100.5%
Capex / sales	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
Solvency						
Net debt	13.3	2.0	2.7	2.3	-0.7	-8.6
Net Debt/EBITDA	3.2	0.1	0.4	0.4	0.0	0.0
Dividend payout ratio	0.0%	4.2%	64.3%	0.0%	0.0%	0.0%
Interest paid / avg. debt	6.8%	22.4%	2.7%	6.2%	5.9%	6.3%
Returns						
ROCE	5.2%	34.3%	7.4%	5.6%	25.6%	32.7%
ROE	-0.1%	37.8%	3.8%	5.5%	25.4%	27.7%
Adjusted FCF yield	1.2%	13.0%	2.2%	1.6%	7.2%	10.8%
Dividend yield	0.0%	0.4%	0.6%	0.0%	0.0%	0.0%
DPS	0.0	0.2	0.2	0.0	0.0	0.0
EPS reported	-0.01	3.82	0.39	0.53	2.60	3.56
Average number of shares	2.2	2.2	2.2	2.2	2.2	2.2
Valuation ratios						
P/BV	6.9	4.2	4.2	4.4	4.2	3.3
EV/sales	0.8	0.5	0.6	0.5	0.5	0.4
L V/SaleS	0.0					
EV/BITDA	26.1	6.2	15.0	17.2	7.5	5.4
			15.0 32.8	17.2 52.3	7.5 11.2	5.4 7.5

Update - 09.02.2024



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Conflicts of interest that existed at the time when this research report was published:

Company	Disclosures
Netfonds AG	2

Historical target	orice and rating changes for N	letfonds AG			
Company	Date	Analyst	Rating	Target Price	Close
Netfonds AG	18.01.2024	Jarchow, Frederik	n.a.	EUR 71.00	EUR 42.80
	20.09.2023	Jarchow, Frederik	n.a.	EUR 70.00	EUR 42.80

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The determination of the fair value per share, i.e. the price target, and the resultant rating is done on the basis of the adjusted free cash flow (adj. FCF) method and on the basis of the discounted cash flow – DCF model. Furthermore, a peer group comparison is made.

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 adjust-

ment 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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8. Miscellaneous

According to Article 4(1) No. i of the delegated regulation 2016/958 supplementing regulation 596/2014 of the European Parliament, further information regarding investment recommendations of the last 12 months are published under: www.nuways-ag.com

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