

Buy (old: Buy)

14.01.2025

EUR 7.00 (old: EUR 8.50)

FY24 figures below estimates // Dynamic growth to continue; chg

Topic: Rubean published preliminary FY24 figures, below guidance and expectations, but with a still strong sequential growth dynamic in Q4. Further, the successful capital increase should secure liquidity into FY25. In detail:

- **Sales grew by 91% yoy to € 1.9m**, below our estimates of € 2.5m and the guidance of € 2.2-2.5m, mainly caused by a slower than initially expected roll-out of SoftPOS. Consequently, certain revenues that were already anticipated in FY24 should materialize throughout FY25. Still, the growth trajectory remains fully intact with 44% qoq sales growth in Q4.
- **EBITDA should have improved to € -2.9m** (eNuW new) thanks to increased sales and strict cost discipline, i.e. visible in rather stable OPEX (eNuW: personnel expenses of € 3.1m, material expenses of € 0.4m as well as other operating expenses of € 1.3m). Still, as sales came in below our initial estimates, we trimmed EBITDA from € -2.0m (eNuW old).

SoftPOS-rollout in full swing: With >50k terminals live in Germany and Spain, Rubean is the market leader in both countries. In those countries, but also abroad, Rubean is now serving 1) logistic companies (CoD - Cash on Delivery) such as Correos, GLS, dpd and SEUR, 2) retailer such as REWE, Deichmann and snabble, 3) hospitality companies such as CTS eventim, Gewinnblick, Ordermann and Waldbühne Berlin as well as 4) banks and acquirers such as Sparkasse, BBVA, Global Payments and merchantpay. As recent customer wins (i.e. Deichmann) just start to materialize, we expect a strong sales ramp-up going forward, even without new customer wins that we consider as very likely. **More tailwinds should come from LATAM & US**, where we see strong pick-up demand, expecting major customer wins carrying sales in FY25 (eNuW: € 3.5m) and beyond. With that, paired with ongoing cost discipline, profitability within FY25 is still in reach.

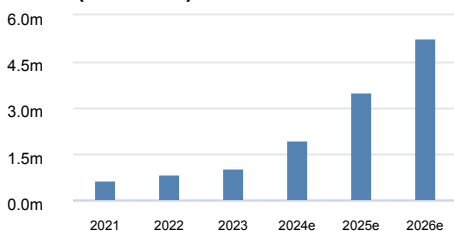
Apart from that, **Rubean successfully placed 146k new shares at € 6.00**, securing liquidity into FY25 and financing growth. Further, Rubean continues the **promising discussions with a potential strategic partner** initiated in FY24.

BUY with a new **PT of € 7.00**, based on our DCF.

Y/E 31.12 (EUR m)	2021	2022	2023	2024e	2025e	2026e
Sales	0.7	0.8	1.0	1.9	3.5	5.3
Sales growth	10.3%	26.0%	21.3%	91.4%	80.8%	51.1%
EBITDA	-3.9	-3.8	-3.6	-2.9	-1.6	0.1
Net debt (if net cash=0)	-0.1	4.1	4.1	4.2	5.6	5.1
FCF	-3.3	-4.3	-3.4	-3.0	-1.4	0.5
Net Debt/EBITDA	0.0	-1.1	-1.1	-1.5	-3.5	102.3
EPS pro forma	-1.53	-1.54	-1.20	-0.88	-0.52	-0.09
EBITDA margin	-590.9%	-458.9%	-355.7%	-148.9%	-45.1%	0.9%
ROCE	-302.2%	-118.4%	-81.1%	-63.7%	-30.9%	-2.0%
EV/sales	20.3	21.2	20.1	11.8	6.9	4.5
EV/EBITDA	-3.4	-4.6	-5.7	-7.9	-15.3	475.2
PER	0.0	0.0	0.0	0.0	0.0	0.0
Adjusted FCF yield	-37.8%	-22.7%	-18.4%	-13.3%	-7.2%	-0.6%

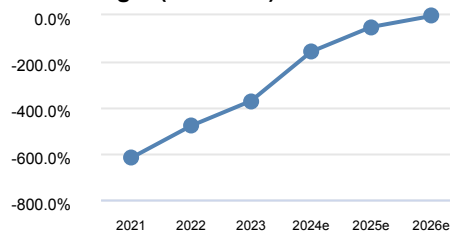
Source: Company data, NuWays, Close price as of 16.12.2024

Sales (2021-26e)



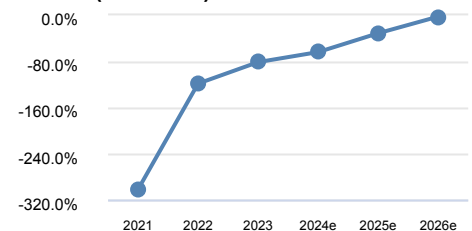
Source: NuWays Research

EBIT margin (2021-26e)



Source: NuWays Research

ROCE (2021-26e)



Source: NuWays Research

Company description

Rubean is a leading provider of software for contactless POS/mPOS payment solutions for banks, acquirers and merchants. Rubean is headquartered in Germany.

Guidance

- FY27: € 10+m sales; 40+% EBIT margin

Share Performance



High/low 52 weeks (€)	7.20 / 4.82
3m rel. performance	-14.1%
6m rel. performance	-10.3%
12m rel. performance	-25.4%

Market data

Share price (in €)	4.98
Market cap (in € m)	18.7
Number of shares (in m pcs)	3.7
Enterprise value (in € m)	24.3
Ø trading volume (6 months)	650

Identifier

Bloomberg	R1B GR
Reuters	R1B.GAT
WKN	512080
ISIN	DE0005120802

Key shareholders

Free Float	37.0%
CCV	30.0%
BMK Holding GmbH	15.0%
Founders	11.0%
Management	7.0%

Estimates changes

	2024e	2025e	2026e
Sales	-21%	-16%	-11%
EBIT	-43%	-188%	-116%
EPS	-33%	-132%	-149%

Comment on changes

- We trimmed estimates for FY24 and beyond to reflect softer than expected preliminary sales.

Financials

Profit and loss (EUR m)	2021	2022	2023	2024e	2025e	2026e
Net sales	0.7	0.8	1.0	1.9	3.5	5.3
<i>Sales growth</i>	10.3%	26.0%	21.3%	91.4%	80.8%	51.1%
Increase/decrease in finished goods and work-in-process	0.0	0.0	0.0	0.0	0.0	0.0
Total sales	0.7	0.8	1.0	1.9	3.5	5.3
Other operating income	0.0	0.1	0.0	0.0	0.1	0.1
Material expenses	0.3	0.2	0.4	0.4	0.5	0.6
Personnel expenses	2.6	3.3	2.9	3.1	3.2	3.3
Other operating expenses	1.7	1.1	1.3	1.3	1.4	1.5
Total operating expenses	4.6	4.7	4.6	4.8	5.1	5.2
EBITDA	-3.9	-3.8	-3.6	-2.9	-1.6	0.1
Depreciation	0.2	0.2	0.2	0.2	0.2	0.2
EBITA	-4.1	-4.0	-3.8	-3.1	-1.8	-0.1
Amortisation of goodwill	0.0	0.0	0.0	0.0	0.0	0.0
Amortisation of intangible assets	0.0	0.0	0.0	0.0	0.0	0.0
Impairment charges	0.0	0.0	0.0	0.0	0.0	0.0
EBIT (inc revaluation net)	-4.1	-4.0	-3.8	-3.1	-1.8	-0.1
Interest income	0.0	0.0	0.0	0.0	0.0	0.0
Interest expenses	0.1	0.2	0.2	0.2	0.2	0.2
Investment income	0.0	0.0	0.0	0.0	0.0	0.0
Financial result	-0.1	-0.2	-0.2	-0.2	-0.2	-0.2
Recurring pretax income from continuing operations	-4.2	-4.2	-3.9	-3.3	-2.0	-0.3
Extraordinary income/loss	0.0	0.0	0.0	0.0	0.0	0.0
Earnings before taxes	-4.2	-4.2	-3.9	-3.3	-2.0	-0.3
Income tax expense	0.0	0.0	0.0	0.0	0.0	0.0
Net income from continuing operations	-4.2	-4.2	-3.9	-3.3	-2.0	-0.3
Income from discontinued operations (net of tax)	0.0	0.0	0.0	0.0	0.0	0.0
Net income	-4.2	-4.2	-3.9	-3.3	-2.0	-0.3
Minority interest	0.0	0.0	0.0	0.0	0.0	0.0
Net profit (reported)	-4.2	-4.2	-3.9	-3.3	-2.0	-0.3
Average number of shares	2.2	2.7	3.3	3.7	3.7	3.7
EPS reported	-1.91	-1.54	-1.20	-0.88	-0.52	-0.09

Profit and loss (common size)	2021	2022	2023	2024e	2025e	2026e
Net sales	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
<i>Sales growth</i>	10.3%	26.0%	21.3%	91.4%	80.8%	51.1%
Increase/decrease in finished goods and work-in-process	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Total sales	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
Other operating income	3.9%	7.1%	4.1%	1.9%	1.8%	1.7%
Material expenses	43.8%	28.9%	37.6%	22.6%	14.4%	10.5%
Personnel expenses	397.0%	399.5%	290.7%	159.5%	92.6%	62.5%
Other operating expenses	254.0%	137.7%	131.4%	68.7%	39.9%	27.7%
Total operating expenses	690.9%	558.9%	455.7%	248.9%	145.1%	99.1%
EBITDA	-590.9%	-458.9%	-355.7%	-148.9%	-45.1%	0.9%
Depreciation	28.3%	20.6%	15.6%	8.6%	5.0%	3.5%
EBITA	-619.1%	-479.5%	-371.3%	-157.5%	-50.1%	-2.5%
Amortisation of goodwill	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Amortisation of intangible assets	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Impairment charges	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
EBIT (inc revaluation net)	-619.1%	-479.5%	-371.3%	-157.5%	-50.1%	-2.5%
Interest income	0.0%	0.2%	0.1%	0.1%	0.0%	0.0%
Interest expenses	10.0%	22.8%	16.0%	12.9%	5.7%	3.8%
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	-629.1%	-502.1%	-387.2%	-170.3%	-55.8%	-6.3%
Extraordinary income/loss	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Earnings before taxes	-629.1%	-502.1%	-387.2%	-170.3%	-55.8%	-6.3%
Tax rate	-0.0%	-0.0%	-0.0%	0.0%	0.0%	0.0%
Net income from continuing operations	-629.1%	-502.2%	-387.2%	-170.3%	-55.8%	-6.3%
Income from discontinued operations (net of tax)	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Net income	-629.1%	-502.2%	-387.2%	-170.3%	-55.8%	-6.3%
Minority interest	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Net profit (reported)	-629.1%	-502.2%	-387.2%	-170.3%	-55.8%	-6.3%

Source: Company data, NuWays

Balance sheet (EUR m)	2021	2022	2023	2024e	2025e	2026e
Intangible assets	0.5	0.4	0.4	0.4	0.4	0.4
Property, plant and equipment	0.1	0.0	0.0	0.0	0.1	0.1
Financial assets	0.0	0.0	0.0	0.0	0.0	0.0
FIXED ASSETS	0.6	0.4	0.4	0.4	0.4	0.4
Inventories	0.0	0.0	0.0	0.0	0.0	0.0
Accounts receivable	0.1	0.4	0.3	0.5	0.9	1.3
Other assets and short-term financial assets	0.2	0.2	0.1	0.1	0.1	0.1
Liquid assets	1.2	0.3	0.3	0.3	-0.0	0.4
Deferred taxes	0.0	0.0	0.0	0.0	0.0	0.0
Deferred charges and prepaid expenses	0.0	0.1	0.1	0.1	0.1	0.1
CURRENT ASSETS	1.6	0.8	0.7	1.0	1.0	1.9
TOTAL ASSETS	2.1	4.8	4.9	5.7	7.7	8.9

SHAREHOLDERS EQUITY	0.7	0.0	0.0	0.0	0.0	-0.0
MINORITY INTEREST	0.0	0.0	0.0	0.0	0.0	0.0
Long-term liabilities to banks	0.0	0.0	0.0	0.0	0.0	0.0
Bonds (long-term)	0.0	0.0	0.0	0.0	0.0	0.0
other interest-bearing liabilities	1.2	3.9	4.2	4.4	5.4	5.4
Provisions for pensions and similar obligations	0.0	0.0	0.0	0.0	0.0	0.0
Other provisions and accrued liabilities	0.2	0.3	0.2	0.4	0.8	1.2
NON-CURRENT LIABILITIES	1.4	4.2	4.5	4.9	6.2	6.6
Short-term liabilities to banks	0.0	0.5	0.1	0.1	0.1	0.1
Accounts payable	0.1	0.1	0.3	0.7	1.3	2.1
Advance payments received on orders	0.0	0.0	0.0	0.0	0.0	0.0
Accrued taxes	0.0	0.0	0.0	0.0	0.0	0.0
Other liabilities (incl. from lease and rental contracts)	0.0	0.0	0.0	0.0	0.0	0.0
Deferred taxes	0.0	0.0	0.0	0.0	0.0	0.0
Deferred income	0.0	0.0	0.0	0.0	0.0	0.0
CURRENT LIABILITIES	0.1	0.6	0.5	0.8	1.4	2.3
TOTAL LIABILITIES AND SHAREHOLDERS EQUITY	2.1	4.8	4.9	5.7	7.7	8.9

Balance sheet (common size)	2021	2022	2023	2024e	2025e	2026e
Intangible assets	24.1%	7.8%	7.1%	6.2%	4.6%	3.9%
Property, plant and equipment	2.6%	0.8%	0.9%	0.7%	0.7%	0.7%
Financial assets	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
FIXED ASSETS	26.8%	8.6%	8.0%	6.9%	5.2%	4.6%
Inventories	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Accounts receivable	6.7%	7.7%	5.7%	9.1%	11.9%	15.0%
Other assets and short-term financial assets	7.9%	3.2%	1.7%	1.5%	1.1%	1.0%
Liquid assets	58.2%	5.5%	5.7%	6.0%	-0.3%	4.9%
Deferred taxes	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Deferred charges and prepaid expenses	0.5%	1.1%	1.2%	1.0%	0.8%	0.7%
CURRENT ASSETS	73.2%	17.4%	14.4%	17.7%	13.5%	21.6%
TOTAL ASSETS	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

SHAREHOLDERS EQUITY	30.4%	0.0%	0.0%	0.0%	0.0%	-0.0%
MINORITY INTEREST	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Long-term liabilities to banks	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Bonds (long-term)	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
other interest-bearing liabilities	55.2%	82.0%	86.2%	78.1%	70.9%	61.1%
Provisions for pensions and similar obligations	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Other provisions and accrued liabilities	11.3%	6.2%	4.6%	7.6%	10.2%	13.3%
NON-CURRENT LIABILITIES	66.5%	88.3%	90.8%	85.8%	81.1%	74.4%
Short-term liabilities to banks	0.0%	9.6%	2.6%	2.3%	1.7%	1.5%
Accounts payable	3.1%	2.2%	6.6%	12.0%	17.2%	24.1%
Advance payments received on orders	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Accrued taxes	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Other liabilities (incl. from lease and rental contracts)	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Deferred taxes	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Deferred income	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
CURRENT LIABILITIES	3.1%	11.7%	9.2%	14.2%	18.9%	25.6%
TOTAL LIABILITIES AND SHAREHOLDERS EQUITY	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Source: Company data, NuWays

Cash flow statement (EUR m)	2021	2022	2023	2024e	2025e	2026e
Net profit/loss	-4.2	-4.2	-3.9	-3.3	-2.0	-0.3
Depreciation of fixed assets (incl. leases)	0.1	0.2	0.2	0.2	0.2	0.2
Amortisation of goodwill & intangible assets	1.0	0.0	0.0	0.0	0.0	0.0
Other costs affecting income / expenses	0.0	0.1	0.2	0.1	0.3	0.4
Cash flow from operating activities	-4.3	-4.3	-3.4	-3.0	-1.4	0.5
Increase/decrease in inventory	0.0	0.0	0.0	0.0	0.0	0.0
Increase/decrease in accounts receivable	-0.1	-0.2	0.1	-0.2	-0.4	-0.4
Increase/decrease in accounts payable	-0.1	0.0	0.2	0.4	0.6	0.8
Increase/decrease in other working capital positions	0.0	0.0	0.0	0.0	0.0	0.0
Increase/decrease in working capital	-0.2	-0.2	0.3	0.1	0.2	0.4
Cash flow from operating activities	-3.1	-4.1	-3.3	-2.9	-1.2	0.7
CAPEX	0.2	0.2	0.2	0.2	0.2	0.2
Payments for acquisitions	0.0	0.0	0.0	0.0	0.0	0.0
Financial investments	0.0	0.0	0.0	0.0	0.0	0.0
Income from asset disposals	0.0	0.0	0.0	0.0	0.0	0.0
Cash flow from investing activities	-0.2	-0.2	-0.2	-0.2	-0.2	-0.2
Cash flow before financing	-3.3	-4.3	-3.4	-3.0	-1.4	0.5
Increase/decrease in debt position	-0.2	3.2	-0.0	0.2	1.0	0.0
Purchase of own shares	0.0	0.0	0.0	0.0	0.0	0.0
Capital measures	0.0	0.0	3.7	2.9	0.0	0.0
Dividends paid	0.0	0.0	0.0	0.0	0.0	0.0
Others	0.0	0.0	0.0	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	-0.2	3.2	3.7	3.1	1.0	0.0
Increase/decrease in liquid assets	-3.5	-1.1	0.3	0.0	-0.4	0.5
Liquid assets at end of period	1.2	0.1	0.3	0.3	-0.0	0.4

Key ratios (EUR m)	2021	2022	2023	2024e	2025e	2026e
P&L growth analysis						
Sales growth	10.3%	26.0%	21.3%	91.4%	80.8%	51.1%
EBITDA growth	328.7%	182.1%	-7.9%	-24.6%	-56.1%	-101.7%
EBIT growth	235.8%	144.6%	-8.3%	-23.7%	-53.3%	-95.7%
EPS growth	76.6%	26.4%	-37.3%	-42.9%	-56.4%	-89.9%
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	6.1%	11.4%	1.7%	2.7%	-6.5%	-9.2%
Inventory turnover (sales/inventory)	0.0	0.0	0.0	0.0	0.0	0.0
Accounts receivable turnover	79.0	161.3	100.8	97.7	94.8	92.0
Accounts payable turnover	36.3	45.7	116.2	127.9	137.4	147.8
Cash flow analysis						
Free cash flow	-3.3	-4.3	-3.4	-3.0	-1.4	0.5
Free cash flow/sales	-501.3%	-512.6%	-338.7%	-156.8%	-38.9%	8.7%
FCF / net profit	79.7%	102.1%	87.5%	92.1%	69.8%	neg.
Capex / sales	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
Solvency						
Net debt	-0.1	4.1	4.1	4.2	5.6	5.1
Net Debt/EBITDA	0.0	-1.1	-1.1	-1.5	-3.5	102.3
Dividend payout ratio	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Interest paid / avg. debt	5.0%	6.6%	5.8%	5.6%	4.0%	3.9%
Returns						
ROCE	-302.2%	-118.4%	-81.1%	-63.7%	-30.9%	-2.0%
ROE	-638.0%	n.a.	-391983241.0%	8634993267%	14468270742011.9%	
Adjusted FCF yield	-37.8%	-22.7%	-18.4%	-13.3%	-7.2%	-0.6%
Dividend yield						
DPS	0.0	0.0	0.0	0.0	0.0	0.0
EPS reported	-1.91	-1.54	-1.20	-0.88	-0.52	-0.09
Average number of shares	2.2	2.7	3.3	3.7	3.7	3.7
Valuation ratios						
P/BV	0.0	n.a.	0.0	0.0	0.0	0.0
EV/sales	20.3	21.2	20.1	11.8	6.9	4.5
EV/EBITDA	-3.4	-4.6	-5.7	-7.9	-15.3	475.2
EV/EBIT	-3.3	-4.4	-5.4	-7.5	-13.8	-179.3

Source: Company data, NuWays

Disclosures

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Company	Disclosures
Rubean AG	2

Historical target price and rating changes for Rubean AG

Company	Date	Analyst	Rating	Target Price	Close
Rubean AG	18.07.2024	Jarchow, Frederik	Buy	EUR 8.50	EUR 5.90
	28.02.2024	Jarchow, Frederik	Buy	EUR 9.00	EUR 6.70
	27.02.2024	Jarchow, Frederik	Buy	EUR 9.00	EUR 6.45

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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 adjust-

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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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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



Henry Wendisch

Analyst

henry.wendisch@nuways-ag.com



Mark Schüssler

Analyst

mark-hendrik.schuessler@nuways-ag.com



Konstantin Völk

Analyst

konstantin.voelk@nuways-ag.com

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