

# Singulus Technologies AG

Technology - Germany



**Under Review** (old: Hold)

19.07.2024

n.a. (old: EUR 1.60)

## Going Concern at risk // preliminary Q2 figures out; chg. est.

**Topic:** Singulus released its preliminary Q2 numbers with sales slightly below and EBIT in line with our estimates. Even more importantly, **financing** of the company is currently **unsecured**, jeopardizing the Going Concern, which leads us to **suspend our rating**.

**Q2 sales came in at € 20.1m**, (-21% yoy, -2.4% qoq) below our estimates of € 22.5m (eNuW). With € 19.1m in order intake, demand in Q2 fell short of our expectations (-43% qoq; eNuW: € 30m). Order backlog decreased slightly (-1.7% qoq) to € 70.4m but remains at a solid level. EBIT came in at solid € 0.6m (vs € 0.2m in Q2'23, vs eNuW: € 0.5m), thanks to several cost-cutting measures.

**Guidance revised.** Management cut its FY24e sales guidance from € 120-130m to € 95-105m (eNuW old: € 97m) and EBIT from "low double-digit € m" to € 3.0-6.5m (eNuW old: € 0.2m). As flagged in our last update, the profit warning was already well anticipated. However, the soft order intake put also a question mark behind the new guidance and should burden top- and bottom line for the remainder of the year. We hence conservatively expecting only € 85.7m in sales and € -1.9m in EBIT in FY24e.

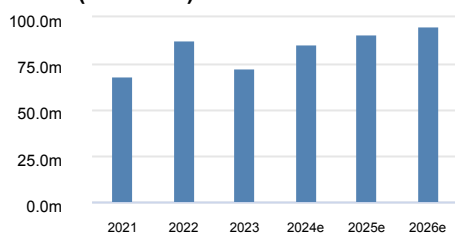
**Financing beyond August not yet secured.** CNBM is directly and indirectly the counterpart for € 30m of Singulus' outstanding debt – directly as provider of a € 20m loan, granted in two tranches in March and April 2023 that are callable on August 4<sup>th</sup> and on September 28<sup>th</sup> and indirectly as guarantor for another € 10m granted by the Bank of Shanghai. In order to secure the financing beyond August/September, Singulus has negotiated with CNBM the reorganization of the € 20m for months but has so far not reached an agreement yet. As a result, the company has requested CNBM to provide a solution for further **financing by August 23<sup>rd</sup>**. Further, Singulus is in parallel discussions with Bank of Shanghai regarding another € 10m loan with CNBM as guarantor. Still, Singulus has not come to a successful agreement yet.

**Going Concern at risk.** In the case that CNBM will reject to support further financing, a Going Concern of the company is at risk in our view. In light of the dependency of CNBM from Singulus 1) as a supplier especially for Close Spaced Sublimation (CSS) machines in the production of CdTe solar modules and 2) as a shareholder, holding 16.75%, we see a certain likelihood that CNBM will be constructive in the end. However, as the financing and with that the Going Concern is at risk, **we take the stock under review** until the Going Concern of the business is secured.

| Y/E 31.12 (EUR m)        | 2021   | 2022   | 2023   | 2024e  | 2025e | 2026e |
|--------------------------|--------|--------|--------|--------|-------|-------|
| Sales                    | 68.7   | 87.8   | 72.5   | 85.7   | 90.8  | 95.4  |
| Sales growth             | 132.9% | 27.8%  | -17.4% | 18.2%  | 6.0%  | 5.0%  |
| EBITDA                   | -8.6   | 9.4    | -7.4   | 1.1    | 2.4   | 2.7   |
| Net debt (if net cash=0) | 1.3    | 3.3    | 32.8   | 40.1   | 46.7  | 52.3  |
| FCF                      | 23.2   | -24.7  | -28.3  | -4.4   | -3.6  | -2.6  |
| Net Debt/EBITDA          | -0.2   | 0.4    | -4.4   | 36.6   | 19.5  | 19.2  |
| EPS pro forma            | -1.60  | -0.01  | -1.10  | -0.48  | -0.33 | -0.27 |
| EBITDA margin            | -12.5% | 10.7%  | -10.2% | 1.3%   | 2.6%  | 2.9%  |
| ROCE                     | -45.9% | 31.3%  | -97.1% | -11.4% | -1.7% | 1.3%  |
| EV/sales                 | 0.4    | 0.3    | 0.8    | 0.7    | 0.8   | 0.8   |
| EV/EBITDA                | -3.2   | 2.7    | -7.5   | 58.1   | 29.5  | 28.3  |
| PER                      | -0.8   | -108.5 | -1.1   | -2.5   | -3.7  | -4.6  |
| Adjusted FCF yield       | -74.2% | 6.4%   | -14.4% | -2.8%  | -0.5% | 0.4%  |

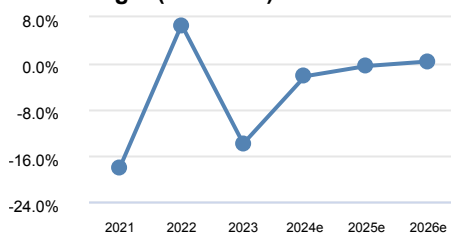
Source: Company data, NuWays, Close price as of 12.07.2024

### Sales (2021-26e)



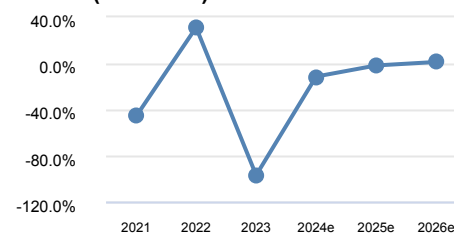
Source: NuWays Research

### EBIT margin (2021-26e)



Source: NuWays Research

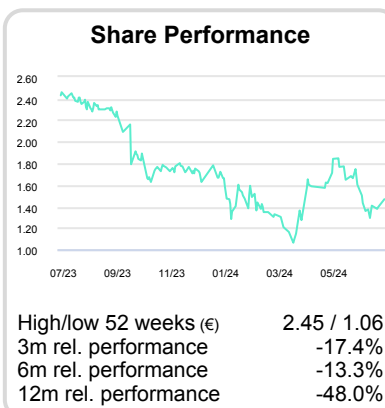
### ROCE (2021-26e)



Source: NuWays Research

### Company description

SINGULUS TECHNOLOGIES develops and manufactures innovative machines and systems for production processes in thin-film technology and surface treatment in the photovoltaic, semiconductor, medical technology, packaging, glass and automotive, battery and hydrogen markets.



### Market data

|                             |       |
|-----------------------------|-------|
| Share price (in €)          | 1.47  |
| Market cap (in € m)         | 10.9  |
| Number of shares (in m pcs) | 8.9   |
| Enterprise value (in € m)   | 63.8  |
| Ø trading volume (6 months) | 7,500 |

### Identifier

|           |              |
|-----------|--------------|
| Bloomberg | SNG GR       |
| Reuters   | SNGG         |
| WKN       | A1681X       |
| ISIN      | DE000A1681X5 |

### Key shareholders

|                    |       |
|--------------------|-------|
| Triumph Group      | 16.8% |
| Universal          | 9.8%  |
| Clemens Jakopitsch | 6.2%  |
| Free Float         | 67.3% |

### Estimates changes

|       | 2024e  | 2025e | 2026e  |
|-------|--------|-------|--------|
| Sales | -12%   | -12%  | -12%   |
| EBIT  | -1339% | -123% | -87%   |
| EPS   | -92%   | -281% | -1630% |

### Comment on changes

- We reduce our sales estimates due to the lower than expected order intake.

### Guidance

- 2024 sales: € 95-105m
- 2024 EBIT: € 3.0-6.5m

## Financials

| Profit and loss (EUR m)                                   | 2021         | 2022         | 2023         | 2024e        | 2025e        | 2026e        |
|---|--------------|--------------|--------------|--------------|--------------|--------------|
| <b>Sales</b>  | <b>68.7</b>  | <b>87.8</b>  | <b>72.5</b>  | <b>85.7</b>  | <b>90.8</b>  | <b>95.4</b>  |
| Sales growth  | 132.9%       | 27.8%        | -17.4%       | 18.2%        | 6.0%         | 5.0%         |
| Cost of sales   | 50.6         | 62.6         | 56.3         | 61.3         | 64.5         | 67.7         |
| <b>Gross profit</b>                                       | <b>18.1</b>  | <b>25.2</b>  | <b>16.2</b>  | <b>24.4</b>  | <b>26.3</b>  | <b>27.7</b>  |
| Sales and marketing                                       | 11.0         | 11.7         | 10.9         | 10.9         | 11.3         | 11.4         |
| General and administration                                | 11.2         | 10.5         | 8.9          | 9.1          | 9.3          | 9.6          |
| Research and development                                  | 8.1          | 7.1          | 6.9          | 6.8          | 6.8          | 7.0          |
| Other operating income                                    | 0.5          | 13.2         | 1.0          | 1.1          | 1.3          | 1.4          |
| Other operating expenses                                  | 0.7          | 3.2          | 0.6          | 0.6          | 0.7          | 0.7          |
| <b>Total operating expenses</b>                           | <b>30.5</b>  | <b>19.3</b>  | <b>26.3</b>  | <b>26.3</b>  | <b>26.7</b>  | <b>27.3</b>  |
| Unusual or infrequent items                               | 0.0          | 0.0          | 0.0          | 0.0          | 0.0          | 0.0          |
| <b>EBITDA</b>   | <b>-8.6</b>  | <b>9.4</b>   | <b>-7.4</b>  | <b>1.1</b>   | <b>2.4</b>   | <b>2.7</b>   |
| Depreciation  | 3.8          | 1.8          | 1.2          | 1.8          | 1.6          | 1.4          |
| Amortisation of goodwill                                  | 0.0          | 0.0          | 0.0          | 0.0          | 0.0          | 0.0          |
| Amortisation of intangible assets                         | 0.0          | 1.7          | 1.5          | 1.2          | 1.2          | 1.0          |
| Impairment charges  | 0.0          | 0.0          | 0.0          | 0.0          | 0.0          | 0.0          |
| <b>EBIT (inc revaluation net)</b>                         | <b>-12.4</b> | <b>5.9</b>   | <b>-10.1</b> | <b>-1.9</b>  | <b>-0.4</b>  | <b>0.3</b>   |
| Interest income   | 0.9          | 0.0          | 0.7          | 0.0          | 0.0          | 0.0          |
| Interest expenses   | 1.7          | 2.0          | 2.1          | 2.4          | 2.5          | 2.7          |
| Investment income   | 0.0          | 0.0          | 0.0          | 0.0          | 0.0          | 0.0          |
| Financial result  | -0.8         | -2.0         | -1.4         | -2.4         | -2.5         | -2.7         |
| <b>Recurring pretax income from continuing operations</b> | <b>-13.2</b> | <b>3.9</b>   | <b>-11.5</b> | <b>-4.3</b>  | <b>-2.9</b>  | <b>-2.4</b>  |
| Extraordinary income/loss                                 | 0.0          | 0.0          | 0.0          | 0.0          | 0.0          | 0.0          |
| <b>Earnings before taxes</b>                              | <b>-13.2</b> | <b>3.9</b>   | <b>-11.5</b> | <b>-4.3</b>  | <b>-2.9</b>  | <b>-2.4</b>  |
| Income tax expense  | 1.0          | 4.0          | -1.7         | 0.0          | 0.0          | 0.0          |
| <b>Net income from continuing operations</b>              | <b>-14.2</b> | <b>-0.1</b>  | <b>-9.8</b>  | <b>-4.3</b>  | <b>-2.9</b>  | <b>-2.4</b>  |
| Income from discontinued operations (net of tax)          | 0.0          | 0.0          | 0.0          | 0.0          | 0.0          | 0.0          |
| <b>Net income</b>   | <b>-14.2</b> | <b>-0.1</b>  | <b>-9.8</b>  | <b>-4.3</b>  | <b>-2.9</b>  | <b>-2.4</b>  |
| Minority interest   | 0.0          | 0.0          | 0.0          | 0.0          | 0.0          | 0.0          |
| <b>Net profit (reported)</b>                              | <b>-14.2</b> | <b>-0.1</b>  | <b>-9.8</b>  | <b>-4.3</b>  | <b>-2.9</b>  | <b>-2.4</b>  |
| Average number of shares                                  | 8.9          | 8.9          | 8.9          | 8.9          | 8.9          | 8.9          |
| <b>EPS reported</b>                                       | <b>-1.60</b> | <b>-0.01</b> | <b>-1.10</b> | <b>-0.48</b> | <b>-0.33</b> | <b>-0.27</b> |

| Profit and loss (common size)                             | 2021          | 2022          | 2023          | 2024e         | 2025e         | 2026e         |
|---|---------------|---------------|---------------|---------------|---------------|---------------|
| <b>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> |
| Cost of sales   | 73.7%         | 71.3%         | 77.7%         | 71.5%         | 71.0%         | 71.0%         |
| <b>Gross profit</b>                                       | <b>26.3%</b>  | <b>28.7%</b>  | <b>22.3%</b>  | <b>28.5%</b>  | <b>29.0%</b>  | <b>29.0%</b>  |
| Sales and marketing                                       | 16.0%         | 13.3%         | 15.0%         | 12.7%         | 12.4%         | 12.0%         |
| General and administration                                | 16.3%         | 12.0%         | 12.3%         | 10.6%         | 10.2%         | 10.1%         |
| Research and development                                  | 11.8%         | 8.1%          | 9.5%          | 7.9%          | 7.5%          | 7.3%          |
| Other operating income                                    | 0.7%          | 15.0%         | 1.4%          | 1.3%          | 1.4%          | 1.5%          |
| Other operating expenses                                  | 1.0%          | 3.6%          | 0.8%          | 0.8%          | 0.8%          | 0.8%          |
| <b>Total operating expenses</b>                           | <b>44.4%</b>  | <b>22.0%</b>  | <b>36.3%</b>  | <b>30.7%</b>  | <b>29.4%</b>  | <b>28.7%</b>  |
| Unusual or infrequent items                               | 0.0%          | 0.0%          | 0.0%          | 0.0%          | 0.0%          | 0.0%          |
| <b>EBITDA</b>   | <b>-12.5%</b> | <b>10.7%</b>  | <b>-10.2%</b> | <b>1.3%</b>   | <b>2.6%</b>   | <b>2.9%</b>   |
| Depreciation  | 5.5%          | 2.1%          | 1.7%          | 2.1%          | 1.8%          | 1.5%          |
| Amortisation of goodwill                                  | 0.0%          | 0.0%          | 0.0%          | 0.0%          | 0.0%          | 0.0%          |
| Amortisation of intangible assets                         | 0.0%          | 1.9%          | 2.1%          | 1.4%          | 1.3%          | 1.0%          |
| Impairment charges  | 0.0%          | 0.0%          | 0.0%          | 0.0%          | 0.0%          | 0.0%          |
| <b>EBIT (inc revaluation net)</b>                         | <b>-18.0%</b> | <b>6.7%</b>   | <b>-13.9%</b> | <b>-2.2%</b>  | <b>-0.4%</b>  | <b>0.3%</b>   |
| Interest income   | 1.3%          | 0.0%          | 1.0%          | 0.0%          | 0.0%          | 0.0%          |
| Interest expenses   | 2.5%          | 2.3%          | 2.9%          | 2.8%          | 2.8%          | 2.8%          |
| Investment income   | 0.0%          | 0.0%          | 0.0%          | 0.0%          | 0.0%          | 0.0%          |
| Financial result  | neg.          | neg.          | neg.          | neg.          | neg.          | neg.          |
| <b>Recurring pretax income from continuing operations</b> | <b>-19.2%</b> | <b>4.4%</b>   | <b>-15.9%</b> | <b>-5.0%</b>  | <b>-3.2%</b>  | <b>-2.5%</b>  |
| Extraordinary income/loss                                 | 0.0%          | 0.0%          | 0.0%          | 0.0%          | 0.0%          | 0.0%          |
| <b>Earnings before taxes</b>                              | <b>-19.2%</b> | <b>4.4%</b>   | <b>-15.9%</b> | <b>-5.0%</b>  | <b>-3.2%</b>  | <b>-2.5%</b>  |
| Tax rate  | -7.6%         | 102.6%        | 0.0%          | 0.0%          | 0.0%          | 0.0%          |
| <b>Net income from continuing operations</b>              | <b>-20.7%</b> | <b>-0.1%</b>  | <b>-13.5%</b> | <b>-5.0%</b>  | <b>-3.2%</b>  | <b>-2.5%</b>  |
| <b>Net income</b>   | <b>-20.7%</b> | <b>-0.1%</b>  | <b>-13.5%</b> | <b>-5.0%</b>  | <b>-3.2%</b>  | <b>-2.5%</b>  |
| Minority interest   | 0.0%          | 0.0%          | 0.0%          | 0.0%          | 0.0%          | 0.0%          |
| <b>Net profit (reported)</b>                              | <b>-20.7%</b> | <b>-0.1%</b>  | <b>-13.5%</b> | <b>-5.0%</b>  | <b>-3.2%</b>  | <b>-2.5%</b>  |

Source: Company data, NuWays

| Balance sheet (EUR m)                                     | 2021          | 2022          | 2023          | 2024e         | 2025e         | 2026e         |
|---|---------------|---------------|---------------|---------------|---------------|---------------|
| Intangible assets   | 11.6          | 11.7          | 11.8          | 11.8          | 11.8          | 11.8          |
| Property, plant and equipment                             | 10.0          | 6.7           | 7.1           | 6.4           | 5.7           | 5.1           |
| Financial assets  | 15.1          | 3.8           | 3.2           | 3.2           | 3.2           | 3.2           |
| <b>FIXED ASSETS</b>                                       | <b>36.7</b>   | <b>22.2</b>   | <b>22.1</b>   | <b>21.4</b>   | <b>20.7</b>   | <b>20.1</b>   |
| Inventories   | 13.5          | 14.0          | 12.7          | 15.3          | 16.1          | 16.9          |
| Accounts receivable                                       | 17.9          | 22.8          | 25.3          | 28.6          | 30.3          | 31.8          |
| Other assets and short-term financial assets              | 0.0           | 0.0           | 0.0           | 0.0           | 0.0           | 0.0           |
| Liquid assets   | 15.0          | 18.7          | 11.5          | 10.3          | 8.7           | 7.1           |
| Deferred taxes  | 0.2           | 0.1           | 0.2           | 0.2           | 0.3           | 0.3           |
| Deferred charges and prepaid expenses                     | 0.0           | 0.0           | 0.0           | 0.0           | 0.0           | 0.0           |
| <b>CURRENT ASSETS</b>                                     | <b>46.6</b>   | <b>55.6</b>   | <b>49.7</b>   | <b>54.4</b>   | <b>55.4</b>   | <b>56.1</b>   |
| <b>TOTAL ASSETS</b>                                       | <b>83.3</b>   | <b>77.8</b>   | <b>71.8</b>   | <b>75.8</b>   | <b>76.1</b>   | <b>76.2</b>   |
| <b>SHAREHOLDERS EQUITY</b>                                | <b>-39.7</b>  | <b>-33.6</b>  | <b>-44.6</b>  | <b>-48.9</b>  | <b>-51.8</b>  | <b>-54.2</b>  |
| MINORITY INTEREST   | 0.0           | 0.0           | 0.0           | 0.0           | 0.0           | 0.0           |
| Provisions for pensions and similar obligations           | 15.4          | 11.4          | 12.2          | 12.8          | 13.2          | 14.0          |
| Other provisions and accrued liabilities                  | 7.6           | 10.1          | 8.4           | 8.0           | 7.5           | 7.1           |
| Short-term liabilities to banks                           | 0.0           | 10.0          | 29.3          | 35.0          | 40.0          | 40.0          |
| Accounts payable  | 16.9          | 9.9           | 8.9           | 12.8          | 13.5          | 14.2          |
| Advance payments received on orders                       | 5.6           | 8.0           | 5.8           | 6.5           | 6.5           | 6.5           |
| Other liabilities (incl. from lease and rental contracts) | 59.0          | 44.7          | 33.3          | 30.7          | 29.4          | 26.5          |
| Deferred taxes  | 1.9           | 4.8           | 2.9           | 2.7           | 1.5           | 1.5           |
| Deferred income   | 0.0           | 0.0           | 0.0           | 0.0           | 0.0           | 0.0           |
| <b>CURRENT LIABILITIES</b>                                | <b>81.5</b>   | <b>62.6</b>   | <b>48.0</b>   | <b>49.9</b>   | <b>49.4</b>   | <b>47.2</b>   |
| <b>TOTAL LIABILITIES AND SHAREHOLDERS EQUITY</b>          | <b>83.3</b>   | <b>77.8</b>   | <b>71.8</b>   | <b>75.8</b>   | <b>76.1</b>   | <b>76.2</b>   |
| <b>Balance sheet (common size)</b>                        | <b>2021</b>   | <b>2022</b>   | <b>2023</b>   | <b>2024e</b>  | <b>2025e</b>  | <b>2026e</b>  |
| Intangible assets   | 13.9%         | 15.0%         | 16.4%         | 15.6%         | 15.5%         | 15.5%         |
| Property, plant and equipment                             | 12.0%         | 8.6%          | 9.9%          | 8.4%          | 7.5%          | 6.7%          |
| Financial assets  | 18.1%         | 4.9%          | 4.5%          | 4.2%          | 4.2%          | 4.2%          |
| <b>FIXED ASSETS</b>                                       | <b>44.1%</b>  | <b>28.5%</b>  | <b>30.8%</b>  | <b>28.2%</b>  | <b>27.2%</b>  | <b>26.4%</b>  |
| Inventories   | 16.2%         | 18.0%         | 17.7%         | 20.2%         | 21.2%         | 22.2%         |
| Accounts receivable                                       | 21.5%         | 29.3%         | 35.2%         | 37.7%         | 39.8%         | 41.7%         |
| Other assets and short-term financial assets              | 0.0%          | 0.0%          | 0.0%          | 0.0%          | 0.0%          | 0.0%          |
| Liquid assets   | 18.0%         | 24.0%         | 16.0%         | 13.6%         | 11.4%         | 9.3%          |
| Deferred taxes  | 0.2%          | 0.1%          | 0.3%          | 0.3%          | 0.4%          | 0.4%          |
| Deferred charges and prepaid expenses                     | 0.0%          | 0.0%          | 0.0%          | 0.0%          | 0.0%          | 0.0%          |
| <b>CURRENT ASSETS</b>                                     | <b>55.9%</b>  | <b>71.5%</b>  | <b>69.2%</b>  | <b>71.8%</b>  | <b>72.8%</b>  | <b>73.6%</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>SHAREHOLDERS EQUITY</b>                                | <b>-47.7%</b> | <b>-43.2%</b> | <b>-62.1%</b> | <b>-64.6%</b> | <b>-68.0%</b> | <b>-71.1%</b> |
| MINORITY INTEREST   | 0.0%          | 0.0%          | 0.0%          | 0.0%          | 0.0%          | 0.0%          |
| Provisions for pensions and similar obligations           | 18.5%         | 14.7%         | 17.0%         | 16.9%         | 17.3%         | 18.4%         |
| Other provisions and accrued liabilities                  | 9.1%          | 13.0%         | 11.7%         | 10.6%         | 9.8%          | 9.3%          |
| Short-term liabilities to banks                           | 0.0%          | 12.9%         | 40.8%         | 46.2%         | 52.5%         | 52.5%         |
| Accounts payable  | 20.3%         | 12.7%         | 12.4%         | 16.9%         | 17.8%         | 18.6%         |
| Advance payments received on orders                       | 6.7%          | 10.3%         | 8.1%          | 8.5%          | 8.5%          | 8.5%          |
| Other liabilities (incl. from lease and rental contracts) | 70.8%         | 57.5%         | 46.4%         | 40.5%         | 38.5%         | 34.8%         |
| Deferred taxes  | 2.3%          | 6.2%          | 4.0%          | 3.6%          | 2.0%          | 2.0%          |
| Deferred income   | 0.0%          | 0.0%          | 0.0%          | 0.0%          | 0.0%          | 0.0%          |
| <b>CURRENT LIABILITIES</b>                                | <b>97.8%</b>  | <b>80.5%</b>  | <b>66.9%</b>  | <b>65.9%</b>  | <b>64.8%</b>  | <b>61.9%</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> |

Source: Company data, NuWays

| Cash flow statement (EUR m)                          | 2021         | 2022         | 2023         | 2024e       | 2025e       | 2026e       |
|--|--------------|--------------|--------------|-------------|-------------|-------------|
| Net profit/loss                                      | -14.2        | -0.1         | -9.8         | -4.3        | -2.9        | -2.4        |
| Depreciation of fixed assets (incl. leases)          | 3.8          | 1.8          | 1.2          | 1.8         | 1.6         | 1.4         |
| Amortisation of goodwill & intangible assets         | 0.0          | 1.7          | 1.5          | 1.2         | 1.2         | 1.0         |
| Other costs affecting income / expenses              | 35.0         | -12.1        | -16.5        | 0.0         | 0.0         | 0.0         |
| Cash flow from operating activities                  | 20.3         | -26.2        | -29.0        | -5.1        | -4.3        | -3.2        |
| Increase/decrease in inventory                       | -5.1         | -0.5         | 0.9          | -2.6        | -0.8        | -0.8        |
| Increase/decrease in accounts receivable             | -7.1         | -4.9         | -1.2         | -3.3        | -1.7        | -1.5        |
| Increase/decrease in accounts payable                | 10.4         | -7.0         | -1.0         | 3.9         | 0.8         | 0.7         |
| Increase/decrease in other working capital positions | 2.9          | 2.4          | -2.2         | 0.7         | 0.0         | 0.0         |
| Increase/decrease in working capital                 | 1.1          | -10.0        | -3.5         | -1.4        | -1.8        | -1.6        |
| <b>Cash flow from operating activities</b>           | <b>24.1</b>  | <b>-22.7</b> | <b>-26.3</b> | <b>-2.1</b> | <b>-1.5</b> | <b>-0.8</b> |
| CAPEX  | 0.9          | 2.0          | 2.0          | 2.3         | 2.1         | 1.8         |
| 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          | 9.3          | 0.0          | 0.0         | 0.0         | 0.0         |
| <b>Cash flow from investing activities</b>           | <b>-0.9</b>  | <b>7.3</b>   | <b>-2.0</b>  | <b>-2.3</b> | <b>-2.1</b> | <b>-1.8</b> |
| Cash flow before financing                           | 23.2         | -15.4        | -28.3        | -4.4        | -3.6        | -2.6        |
| Increase/decrease in debt position                   | -6.6         | 8.0          | 22.0         | 6.1         | 5.0         | 4.0         |
| Purchase of own shares                               | 0.0          | 0.0          | 0.0          | 0.0         | 0.0         | 0.0         |
| Capital measures                                     | 0.0          | 0.0          | 0.0          | 0.0         | 0.0         | 0.0         |
| Dividends paid                                       | 0.0          | 0.0          | 0.0          | 0.0         | 0.0         | 0.0         |
| Others   | -11.7        | 10.9         | -0.8         | -3.0        | -3.0        | -3.0        |
| Effects of exchange rate changes on cash             | 0.3          | 0.2          | 0.0          | 0.0         | 0.0         | 0.0         |
| <b>Cash flow from financing activities</b>           | <b>-18.3</b> | <b>18.9</b>  | <b>21.2</b>  | <b>3.1</b>  | <b>2.0</b>  | <b>1.0</b>  |
| Increase/decrease in liquid assets                   | 5.2          | 3.7          | -7.1         | -1.3        | -1.6        | -1.6        |
| <b>Liquid assets at end of period</b>                | <b>15.0</b>  | <b>18.7</b>  | <b>11.5</b>  | <b>10.3</b> | <b>8.7</b>  | <b>7.1</b>  |

| Key ratios (EUR m)                   | 2021    | 2022     | 2023   | 2024e   | 2025e   | 2026e   |
|--------------------------------------|---------|----------|--------|---------|---------|---------|
| <b>P&amp;L growth analysis</b>       |         |          |        |         |         |         |
| Sales growth                         | 132.9%  | 27.8%    | -17.4% | 18.2%   | 6.0%    | 5.0%    |
| EBITDA growth                        | 1128.6% | -136.3%  | -14.0% | -88.3%  | -132.4% | 148.7%  |
| EBIT growth                          | 51.2%   | -116.0%  | -18.5% | -132.2% | -96.0%  | -117.4% |
| EPS growth                           | 25.7%   | -99.7%   | -31.0% | 4202.1% | -70.4%  | -44.9%  |
| <b>Efficiency</b>                    |         |          |        |         |         |         |
| Sales per employee                   | 216.7   | 273.5    | 248.3  | 283.8   | 295.9   | 295.9   |
| EBITDA per employee                  | -27.1   | 29.3     | -25.3  | 3.6     | 7.8     | 8.5     |
| No. employees (average)              | 317     | 321      | 292    | 302     | 307     | 322     |
| <b>Balance sheet analysis</b>        |         |          |        |         |         |         |
| Avg. working capital / sales         | 22.1%   | 16.5%    | 22.2%  | 25.4%   | 27.4%   | 27.6%   |
| Inventory turnover (sales/inventory) | 4.6     | 4.6      | 4.2    | 4.0     | 4.0     | 4.0     |
| Accounts receivable turnover         | 4.8     | 4.3      | 3.0    | 3.0     | 3.0     | 3.0     |
| Accounts payable turnover            | 5.9     | 6.6      | 7.7    | 6.7     | 6.7     | 6.7     |
| <b>Cash flow analysis</b>            |         |          |        |         |         |         |
| Free cash flow                       | 23.2    | -24.7    | -28.3  | -4.4    | -3.6    | -2.6    |
| Free cash flow/sales                 | 33.7%   | -28.1%   | -39.1% | -5.1%   | -3.9%   | -2.7%   |
| FCF / net profit                     | neg.    | 24700.0% | 289.2% | 101.2%  | 122.5%  | 110.3%  |
| Capex / sales                        | 1.4%    | 2.3%     | 2.8%   | 2.7%    | 2.3%    | 1.9%    |
| <b>Solvency</b>                      |         |          |        |         |         |         |
| Net debt                             | 1.3     | 3.3      | 32.8   | 40.1    | 46.7    | 52.3    |
| Net Debt/EBITDA                      | -0.2    | 0.4      | -4.4   | 36.6    | 19.5    | 19.2    |
| Dividend payout ratio                | 0.0%    | 0.0%     | 0.0%   | 0.0%    | 0.0%    | 0.0%    |
| Interest paid / avg. debt            | 7.9%    | 7.6%     | 6.9%   | 6.6%    | 5.0%    | 4.9%    |
| <b>Returns</b>                       |         |          |        |         |         |         |
| ROCE                                 | -45.9%  | 31.3%    | -97.1% | -11.4%  | -1.7%   | 1.3%    |
| ROE                                  | n.a.    | n.a.     | n.a.   | n.a.    | n.a.    | n.a.    |
| Adjusted FCF yield                   | -74.2%  | 6.4%     | -14.4% | -2.8%   | -0.5%   | 0.4%    |
| 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     | 0.0     |
| EPS reported                         | -1.60   | -0.01    | -1.10  | -0.48   | -0.33   | -0.27   |
| Average number of shares             | 8.9     | 8.9      | 8.9    | 8.9     | 8.9     | 8.9     |
| <b>Valuation ratios</b>              |         |          |        |         |         |         |
| P/BV                                 | -0.3    | -0.3     | -0.2   | -0.2    | -0.2    | -0.2    |
| EV/sales                             | 0.4     | 0.3      | 0.8    | 0.7     | 0.8     | 0.8     |
| EV/EBITDA                            | -3.2    | 2.7      | -7.5   | 58.1    | 29.5    | 28.3    |
| EV/EBIT                              | -2.2    | 4.3      | -5.5   | -33.5   | -176.2  | 233.3   |

Source: Company data, NuWays

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| Company                  | Disclosures |
|--------------------------|-------------|
| Singulus Technologies AG | 2           |

### Historical target price and rating changes for Singulus Technologies AG

| Company                  | Date       | Analyst         | Rating | Target Price | Close    |
|--------------------------|------------|-----------------|--------|--------------|----------|
| Singulus Technologies AG | 15.11.2023 | Wunderlich, Tim | Hold   | EUR 1.60     | EUR 1.76 |
|                          | 01.11.2023 | Wunderlich, Tim | Hold   | EUR 1.90     | EUR 1.73 |
|                          | 15.08.2023 | Wunderlich, Tim | Hold   | EUR 2.90     | EUR 2.37 |

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Date of publication creation: 19/07/2024 07:28 AM

Date of publication dissemination: 19/07/2024 07:28 AM

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