

VOQUZ Labs AG

Software - Germany



Buy (old: Buy)

15.08.2024

EUR 22.00 (old: EUR 22.00)

H1 prelims display strong yoy improvements; chg.

Topic: VOQUZ Labs released preliminary H1 results, which show significant improvements in top- as well as bottom-line. In detail:

H1 sales increased 24.9% yoy to € 2.3m (eNuW: € 2.1m), which should have been predominantly driven by a strong visoryQ business. In fact, H1 visoryQ revenues should have already reached the FY '23 level of € 0.5m (eNuW), as the newly launched product, which is a comprehensive SAP-ERP business case builder, is meeting brisk demand at existing and new customers. Moreover, the company's

H1 EBITDA came in at € 0.3m (eNuW: € 0.3m), up from negative € 0.5m in the previous year, implying an EBITDA margin of 12.4%. Main drivers for the improved profitability were **(1)** cost saving measures which were already imposed in H2'23 as well as **(2)** a lower share of consulting orders, that were in fact compensated for by the higher margin visoryQ offering.

Against this backdrop, management also confirmed the FY guidance of 10-20% top-line growth and an EBITDA margin of 15-20%. This implies only 9.7% sales growth and a 20.6% EBITDA margin (H2'23: 28.9%) at mid-point. Hence, we regard the outlook as reasonable and are even at the upper end of the sales guidance range, while we remain conservative regarding our profitability outlook.

Future growth drivers. While the announced partnership for the remQ solutions with PwC Germany (further info [here](#)) should not have had an impact in H1, we expect first orders from it to come in the second half of the year. Mind you, the TAM for the compliance software in Germany alone should be in the range of € 25-30m, targeting mid- to enterprise-size customers. Moreover, management intends to launch a new product, combining samQ (license management) and visoryQ, which should be available for clients in early 2025 the latest. Besides new customers, who are seeking to kick-off the S/4 HANA transformation, the product should be especially interesting for existing samQ clients, opening up meaningful up-selling potential.

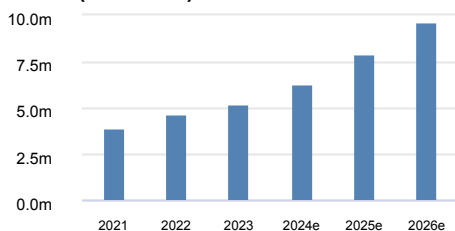
Overall, the release fully underpins our view, that the company with its innovative product offering is on track to be one of the main beneficiaries of the pending transformation.

Reiterate **BUY** with an unchanged **€ 22 PT** based on DCF.

| Y/E 31.12 (EUR m) | 2021 | 2022 | 2023 | 2024e | 2025e | 2026e |
|--------------------------|-------|-------|--------|-------|-------|-------|
| Sales | 3.9 | 4.7 | 5.3 | 6.3 | 7.9 | 9.6 |
| Sales growth | 31.3% | 21.4% | 11.3% | 20.4% | 24.9% | 22.0% |
| EBITDA | 1.0 | 0.6 | 0.5 | 1.0 | 1.6 | 2.6 |
| Net debt (if net cash=0) | -1.0 | -0.1 | 0.8 | 0.1 | -0.5 | -1.6 |
| FCF | 0.6 | -0.3 | -0.8 | 0.7 | 0.6 | 1.1 |
| Net Debt/EBITDA | 0.0 | 0.0 | 1.7 | 0.1 | 0.0 | 0.0 |
| EPS pro forma | 0.46 | 0.06 | -0.07 | 0.36 | 0.74 | 1.32 |
| EBITDA margin | 24.7% | 13.2% | 9.3% | 15.5% | 20.5% | 26.5% |
| ROCE | 37.0% | 10.4% | 1.5% | 15.1% | 25.8% | 39.9% |
| EV/sales | 2.2 | 2.0 | 2.0 | 1.5 | 1.1 | 0.8 |
| EV/EBITDA | 8.9 | 14.9 | 21.1 | 9.7 | 5.5 | 3.1 |
| PER | 19.6 | 141.0 | -129.5 | 25.1 | 12.2 | 6.8 |
| Adjusted FCF yield | 7.6% | 2.7% | 0.3% | 6.6% | 12.2% | 21.9% |

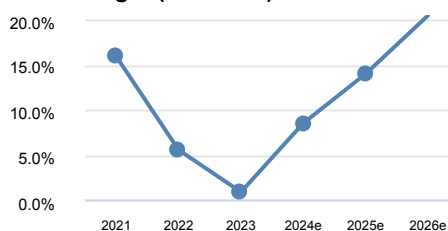
Source: Company data, NuWays, Close price as of 13.08.2024

Sales (2021-26e)



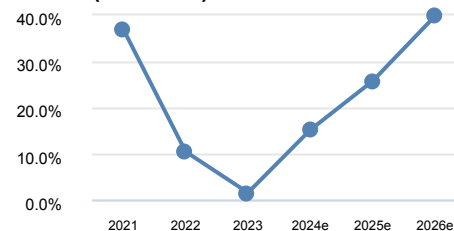
Source: NuWays Research

EBIT margin (2021-26e)



Source: NuWays Research

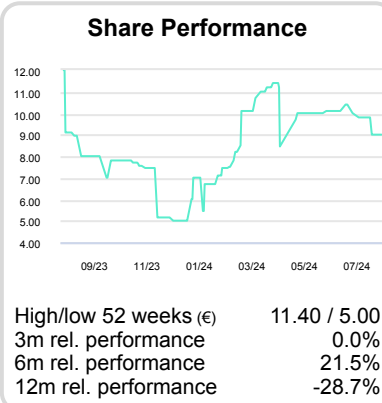
ROCE (2021-26e)



Source: NuWays Research

Company description

VOQUZ is a leading developer and provider of Software Asset Management (SAM) solutions with a clear focus on SAP license and authorization management.



Market data

| | |
|-----------------------------|------|
| Share price (in €) | 9.00 |
| Market cap (in € m) | 9.5 |
| Number of shares (in m pcs) | 1.1 |
| Enterprise value (in € m) | 9.5 |
| Ø trading volume (6 months) | 25 |

Identifier

| | |
|-----------|--------------|
| Bloomberg | HC7 GR |
| Reuters | HC7.DE |
| WKN | A3CSTW |
| ISIN | DE000A3CSTW4 |

Key shareholders

| | |
|-----------------------|-------|
| VOQUZ Technology GmbH | 75.6% |
| Peter Rattey | 11.4% |
| Free Float | 13.0% |

Estimates changes

| | 2024e | 2025e | 2026e |
|-------|-------|-------|-------|
| Sales | 2% | 2% | 2% |
| EBIT | 2% | 2% | -11% |
| EPS | 2% | 2% | -11% |

Comment on changes

- Slight changes following final FY 23 release
- FY 26e is introduced

Guidance

- Sustained double digit sales growth
- Mid-term: > 20% EBITDA margin

Financials

| Profit and loss (EUR m) | 2021 | 2022 | 2023 | 2024e | 2025e | 2026e |
|---|-------------|-------------|--------------|-------------|-------------|-------------|
| Net sales | 3.9 | 4.7 | 5.3 | 6.3 | 7.9 | 9.6 |
| <i>Sales growth</i> | 31.3% | 21.4% | 11.3% | 20.4% | 24.9% | 22.0% |
| Increase/decrease in finished goods and work-in-process | 0.3 | 0.2 | 0.2 | 0.4 | 0.6 | 0.7 |
| Total sales | 4.2 | 5.0 | 5.5 | 6.8 | 8.5 | 10.3 |
| Other operating income | 0.1 | 0.2 | 0.3 | 0.3 | 0.4 | 0.4 |
| Material expenses | 0.7 | 1.0 | 0.5 | 1.1 | 1.3 | 1.4 |
| Personnel expenses | 0.9 | 1.4 | 2.2 | 1.7 | 2.0 | 2.1 |
| Other operating expenses | 1.7 | 2.2 | 2.6 | 3.2 | 4.0 | 4.6 |
| Total operating expenses | 3.2 | 4.3 | 5.0 | 5.8 | 6.8 | 7.8 |
| EBITDA | 1.0 | 0.6 | 0.5 | 1.0 | 1.6 | 2.6 |
| Depreciation | 0.3 | 0.4 | 0.4 | 0.4 | 0.5 | 0.6 |
| EBITA | 0.6 | 0.3 | 0.0 | 0.5 | 1.1 | 2.0 |
| 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) | 0.6 | 0.3 | 0.0 | 0.5 | 1.1 | 2.0 |
| Interest income | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Interest expenses | -0.0 | 0.0 | 0.1 | 0.0 | 0.0 | 0.0 |
| Investment income | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Financial result | 0.0 | -0.0 | -0.1 | 0.0 | 0.0 | 0.0 |
| Recurring pretax income from continuing operations | 0.6 | 0.3 | -0.0 | 0.5 | 1.1 | 2.0 |
| Extraordinary income/loss | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Earnings before taxes | 0.6 | 0.3 | -0.0 | 0.5 | 1.1 | 2.0 |
| Income tax expense | 0.1 | 0.2 | 0.1 | 0.2 | 0.3 | 0.6 |
| Net income from continuing operations | 0.5 | 0.1 | -0.1 | 0.4 | 0.8 | 1.4 |
| Income from discontinued operations (net of tax) | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Net income | 0.5 | 0.1 | -0.1 | 0.4 | 0.8 | 1.4 |
| Minority interest | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Net profit (reported) | 0.5 | 0.1 | -0.1 | 0.4 | 0.8 | 1.4 |
| Average number of shares | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 |
| EPS reported | 0.46 | 0.06 | -0.07 | 0.36 | 0.74 | 1.32 |

| 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> | 31.3% | 21.4% | 11.3% | 20.4% | 24.9% | 22.0% |
| Increase/decrease in finished goods and work-in-process | 7.1% | 5.2% | 4.0% | 7.0% | 7.0% | 7.0% |
| Total sales | 107.1% | 105.2% | 104.0% | 107.0% | 107.0% | 107.0% |
| Other operating income | 2.2% | 3.7% | 5.8% | 4.0% | 4.5% | 4.5% |
| Material expenses | 17.8% | 20.3% | 10.2% | 18.0% | 16.0% | 15.0% |
| Personnel expenses | 23.0% | 28.9% | 41.2% | 27.5% | 25.0% | 22.0% |
| Other operating expenses | 43.9% | 46.6% | 49.1% | 50.0% | 50.0% | 48.0% |
| Total operating expenses | 82.4% | 92.0% | 94.7% | 91.5% | 86.5% | 80.5% |
| EBITDA | 24.7% | 13.2% | 9.3% | 15.5% | 20.5% | 26.5% |
| Depreciation | 8.7% | 7.7% | 8.4% | 7.0% | 6.5% | 6.0% |
| EBITA | 15.9% | 5.5% | 0.8% | 8.5% | 14.0% | 20.5% |
| 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) | 15.9% | 5.5% | 0.8% | 8.5% | 14.0% | 20.5% |
| Interest income | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% |
| Interest expenses | -0.2% | 0.0% | 1.2% | 0.0% | 0.0% | 0.0% |
| Investment income | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% |
| Financial result | 0.2% | neg. | neg. | 0.0% | 0.0% | 0.0% |
| Recurring pretax income from continuing operations | 16.1% | 5.5% | -0.3% | 8.5% | 14.0% | 20.5% |
| Extraordinary income/loss | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% |
| Earnings before taxes | 16.1% | 5.5% | -0.3% | 8.5% | 14.0% | 20.5% |
| Tax rate | 22.8% | 74.2% | -305.6% | 30.0% | 30.0% | 30.0% |
| Net income from continuing operations | 12.4% | 1.4% | -1.4% | 6.0% | 9.8% | 14.4% |
| Income from discontinued operations (net of tax) | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% |
| Net income | 12.4% | 1.4% | -1.4% | 6.0% | 9.8% | 14.4% |
| Minority interest | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% |
| Net profit (reported) | 12.4% | 1.4% | -1.4% | 6.0% | 9.8% | 14.4% |

Source: Company data, NuWays

| Balance sheet (EUR m) | 2021 | 2022 | 2023 | 2024e | 2025e | 2026e |
|---|---------------|---------------|---------------|---------------|---------------|---------------|
| Intangible assets | 1.5 | 1.5 | 1.8 | 1.8 | 1.8 | 1.8 |
| Property, plant and equipment | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Financial assets | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| FIXED ASSETS | 1.5 | 1.5 | 1.8 | 1.8 | 1.8 | 1.8 |
| Inventories | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Accounts receivable | 1.8 | 2.5 | 3.7 | 3.5 | 3.9 | 4.5 |
| Other assets and short-term financial assets | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Liquid assets | 1.0 | 0.3 | 0.1 | 0.8 | 1.4 | 1.6 |
| Deferred taxes | 0.0 | 0.0 | 0.1 | 0.1 | 0.1 | 0.0 |
| Deferred charges and prepaid expenses | 0.1 | 0.1 | 0.1 | 0.1 | 0.1 | 0.0 |
| CURRENT ASSETS | 2.9 | 3.0 | 3.9 | 4.5 | 5.5 | 6.1 |
| TOTAL ASSETS | 4.4 | 4.5 | 5.8 | 6.3 | 7.3 | 7.9 |
| SHAREHOLDERS EQUITY | 1.9 | 2.0 | 1.9 | 2.5 | 3.4 | 4.7 |
| MINORITY INTEREST | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Long-term liabilities to banks | 0.0 | 0.2 | 0.9 | 0.9 | 0.9 | 0.0 |
| Bonds (long-term) | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| other interest-bearing liabilities | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Provisions for pensions and similar obligations | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Other provisions and accrued liabilities | 0.3 | 0.2 | 0.2 | 0.2 | 0.2 | 0.2 |
| NON-CURRENT LIABILITIES | 0.3 | 0.4 | 1.1 | 1.1 | 1.1 | 0.2 |
| Short-term liabilities to banks | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Accounts payable | 0.4 | 0.5 | 0.8 | 0.9 | 1.0 | 1.2 |
| Advance payments received on orders | 0.0 | 0.0 | 0.2 | 0.0 | 0.0 | 0.0 |
| Accrued taxes | 0.1 | 0.3 | 0.3 | 0.3 | 0.3 | 0.3 |
| Other liabilities (incl. from lease and rental contracts) | 0.8 | 0.4 | 0.5 | 0.5 | 0.5 | 0.5 |
| Deferred taxes | 0.2 | 0.2 | 0.3 | 0.3 | 0.3 | 0.3 |
| Deferred income | 0.5 | 0.7 | 0.8 | 0.8 | 0.8 | 0.8 |
| CURRENT LIABILITIES | 2.1 | 2.1 | 2.8 | 2.7 | 2.8 | 3.1 |
| TOTAL LIABILITIES AND SHAREHOLDERS EQUITY | 4.4 | 4.5 | 5.8 | 6.3 | 7.3 | 7.9 |
| Balance sheet (common size) | 2021 | 2022 | 2023 | 2024e | 2025e | 2026e |
| Intangible assets | 34.1% | 33.3% | 31.4% | 28.8% | 24.9% | 22.9% |
| Property, plant and equipment | 0.0% | 0.1% | 0.5% | 0.5% | 0.4% | 0.4% |
| Financial assets | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% |
| FIXED ASSETS | 34.2% | 33.4% | 31.9% | 29.3% | 25.3% | 23.3% |
| Inventories | 1.1% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% |
| Accounts receivable | 40.3% | 56.7% | 63.8% | 54.9% | 53.3% | 56.7% |
| Other assets and short-term financial assets | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% |
| Liquid assets | 21.8% | 6.2% | 1.1% | 12.8% | 18.9% | 20.0% |
| Deferred taxes | 0.8% | 0.8% | 1.1% | 1.0% | 0.9% | 0.0% |
| Deferred charges and prepaid expenses | 1.7% | 2.7% | 2.1% | 1.9% | 1.7% | 0.0% |
| CURRENT ASSETS | 65.8% | 66.6% | 68.1% | 70.7% | 74.7% | 76.7% |
| TOTAL ASSETS | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| SHAREHOLDERS EQUITY | 44.3% | 44.3% | 33.2% | 39.3% | 46.2% | 58.8% |
| MINORITY INTEREST | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% |
| Long-term liabilities to banks | 0.0% | 3.8% | 15.5% | 14.3% | 12.3% | 0.0% |
| Bonds (long-term) | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% |
| other interest-bearing liabilities | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% |
| Provisions for pensions and similar obligations | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% |
| Other provisions and accrued liabilities | 7.5% | 4.5% | 2.8% | 2.8% | 2.7% | 2.7% |
| NON-CURRENT LIABILITIES | 7.5% | 8.3% | 18.3% | 17.2% | 15.0% | 2.7% |
| Short-term liabilities to banks | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% |
| Accounts payable | 8.3% | 11.9% | 13.6% | 13.8% | 13.3% | 15.0% |
| Advance payments received on orders | 0.5% | 0.0% | 2.7% | 0.0% | 0.0% | 0.0% |
| Accrued taxes | 3.2% | 6.1% | 5.0% | 4.6% | 4.0% | 3.6% |
| Other liabilities (incl. from lease and rental contracts) | 18.9% | 8.4% | 8.0% | 7.4% | 6.3% | 5.8% |
| Deferred taxes | 5.2% | 5.3% | 5.2% | 4.8% | 4.1% | 3.8% |
| Deferred income | 12.1% | 15.7% | 14.0% | 12.9% | 11.1% | 10.3% |
| CURRENT LIABILITIES | 48.1% | 47.4% | 48.5% | 43.5% | 38.8% | 38.5% |
| 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 | 0.5 | 0.1 | -0.1 | 0.4 | 0.8 | 1.4 |
| Depreciation of fixed assets (incl. leases) | 0.3 | 0.4 | 0.4 | 0.4 | 0.5 | 0.6 |
| Amortisation of goodwill & intangible assets | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Other costs affecting income / expenses | 0.0 | 0.2 | 0.5 | 0.0 | 0.0 | 0.0 |
| Cash flow from operating activities | 0.4 | -0.1 | -0.4 | 0.9 | 0.8 | 1.3 |
| Increase/decrease in inventory | 0.5 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Increase/decrease in accounts receivable | -0.8 | -0.8 | -1.2 | 0.2 | -0.4 | -0.6 |
| Increase/decrease in accounts payable | 0.1 | 0.2 | 0.3 | 0.1 | 0.1 | 0.2 |
| 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 | -0.6 | -0.9 | 0.3 | -0.3 | -0.4 |
| Cash flow from operating activities | 0.6 | 0.1 | -0.0 | 1.1 | 1.0 | 1.6 |
| CAPEX | 0.0 | 0.4 | 0.8 | 0.4 | 0.4 | 0.5 |
| Payments for acquisitions | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Financial investments | 0.2 | 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 | -0.4 | -0.8 | -0.4 | -0.4 | -0.5 |
| Cash flow before financing | 0.4 | -0.3 | -0.8 | 0.7 | 0.6 | 1.1 |
| Increase/decrease in debt position | 0.0 | 0.2 | 0.6 | 0.0 | 0.0 | -0.9 |
| Purchase of own shares | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Capital measures | 0.4 | 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 | 0.0 | -0.6 | 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 | 0.4 | -0.4 | 0.6 | 0.0 | 0.0 | -0.9 |
| Increase/decrease in liquid assets | 0.8 | -0.7 | -0.2 | 0.7 | 0.6 | 0.2 |
| Liquid assets at end of period | 1.0 | 0.3 | 0.1 | 0.8 | 1.4 | 1.6 |

| Key ratios (EUR m) | 2021 | 2022 | 2023 | 2024e | 2025e | 2026e |
|--------------------------------------|--------|--------|---------|---------|--------|-------|
| P&L growth analysis | | | | | | |
| Sales growth | 31.3% | 21.4% | 11.3% | 20.4% | 24.9% | 22.0% |
| EBITDA growth | 44.8% | -34.9% | -21.9% | 101.0% | 65.2% | 57.7% |
| EBIT growth | 37.2% | -57.9% | -83.1% | 1122.7% | 105.7% | 78.6% |
| EPS growth | n.a. | -86.1% | -209.0% | -615.9% | 105.7% | 78.6% |
| Efficiency | | | | | | |
| Sales per employee | 129.7 | 135.0 | 122.3 | 131.0 | 148.8 | 165.0 |
| EBITDA per employee | 32.0 | 17.9 | 11.3 | 20.3 | 30.5 | 43.7 |
| No. employees (average) | 30 | 35 | 43 | 48 | 53 | 58 |
| Balance sheet analysis | | | | | | |
| Avg. working capital / sales | 26.5% | 28.8% | 39.7% | 36.4% | 35.9% | 30.6% |
| Inventory turnover (sales/inventory) | 77.8 | n.a. | 80.0 | 80.0 | 80.0 | 80.0 |
| Accounts receivable turnover | 164.9 | 196.0 | 256.8 | 200.0 | 180.0 | 170.0 |
| Accounts payable turnover | 34.0 | 41.2 | 54.8 | 50.0 | 45.0 | 45.0 |
| Cash flow analysis | | | | | | |
| Free cash flow | 0.6 | -0.3 | -0.8 | 0.7 | 0.6 | 1.1 |
| Free cash flow/sales | 14.8% | -6.2% | -15.9% | 11.8% | 7.2% | 11.4% |
| FCF / net profit | 119.3% | neg. | 1147.9% | 198.6% | 73.6% | 79.6% |
| Capex / sales | n.a. | n.a. | n.a. | n.a. | n.a. | n.a. |
| Solvency | | | | | | |
| Net debt | -1.0 | -0.1 | 0.8 | 0.1 | -0.5 | -1.6 |
| Net Debt/EBITDA | 0.0 | 0.0 | 1.7 | 0.1 | 0.0 | 0.0 |
| Dividend payout ratio | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% |
| Interest paid / avg. debt | -21.8% | 0.6% | 6.9% | 0.0% | 0.0% | 0.0% |
| Returns | | | | | | |
| ROCE | 37.0% | 10.4% | 1.5% | 15.1% | 25.8% | 39.9% |
| ROE | 25.0% | 3.4% | -3.8% | 15.3% | 22.9% | 29.7% |
| Adjusted FCF yield | 7.6% | 2.7% | 0.3% | 6.6% | 12.2% | 21.9% |
| 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 | 0.46 | 0.06 | -0.07 | 0.36 | 0.74 | 1.32 |
| Average number of shares | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 |
| Valuation ratios | | | | | | |
| P/BV | 4.9 | 4.8 | 4.9 | 3.8 | 2.8 | 2.0 |
| EV/sales | 2.2 | 2.0 | 2.0 | 1.5 | 1.1 | 0.8 |
| EV/EBITDA | 8.9 | 14.9 | 21.1 | 9.7 | 5.5 | 3.1 |
| EV/EBIT | 13.7 | 35.8 | 233.8 | 17.7 | 8.1 | 4.0 |

Source: Company data, NuWays

Disclosures

Disclosures regarding research publications of NuWays AG pursuant to section 85 of the German Securities Trading Act (WpHG)

Indication of conflict of interest

It is essential that any research recommendation is fairly presented and discloses interests of indicates relevant conflicts of interest. Pursuant to section 85 of the German Securities Trading Act (WpHG) a research report has to point out possible conflicts of interest in connection with the analysed company. A conflict of interest is presumed to exist in particular if NuWays AG

- (1) or any other person belonging to the same group with it was part of a consortium within the past twelve months that issued the financial instruments of the analysed company by way of a public offer.
- (2) or any other person belonging to the same group with it has entered into an agreement on the production of the research report with the analysed company.
- (3) or any other person belonging to the same group with it has been party to an agreement on the provision of investment banking services with the analysed company or have received services or a promise of services under the term of such an agreement within the past twelve month.
- (4) The analysed company holds 5% or more of the share capital of NuWays AG.
- (5) holds (a) a net short position or (b) a net long position of 0.5% of the outstanding share capital of the analysed company.
- (6) or any other person belonging to the same group with it is a market maker or liquidity provider in the financial instruments of the issuer.
- (7) or the analyst has any other significant financial interests relating to the analysed company such as, for example, exercising mandates in the interest of the analysed company.
- (8) The research report has been made available to the analysed company prior to its publication. Thereafter, only factual changes have been made to the report.

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

| Company | Disclosures |
|---------------|-------------|
| VOQUZ Labs AG | 2,8 |

Historical target price and rating changes for VOQUZ Labs AG

| Company | Date | Analyst | Rating | Target Price | Close |
|---------------|------------|--------------------|--------|--------------|----------|
| VOQUZ Labs AG | 06.03.2024 | Sennewald, Philipp | Buy | EUR 22.00 | EUR 8.50 |
| | 20.11.2023 | Sennewald, Philipp | Buy | EUR 20.00 | EUR 7.45 |

1. General Information/Liabilities

This research report has been produced for the information purposes of institutional investors only, and is not in any way a personal recommendation, offer or solicitation to buy or sell the financial instruments mentioned herein. The document is confidential and is made available by NuWays AG exclusively to selected recipients in the European Union (EU) or, in individual cases, also in other countries. It is not allowed to pass the research report on to persons other than the intended recipient without the permission of NuWays AG. Reproduction of this document, in whole or in part, is not permitted without prior permission NuWays AG. All rights reserved.

Under no circumstances shall NuWays AG, any of its employees involved in the preparation, have any liability for possible errors or incompleteness of the information included in this research report – neither in relation to indirect or direct nor consequential damages. Liability for damages arising either directly or as a consequence of the use of information, opinions and estimates is also excluded. Past performance of a financial instrument is not necessarily indicative of future performance.

2. Responsibilities

This research report was prepared by the research analyst named on the front page (the "Producer"). The Producer is solely responsible for the views and estimates expressed in this report. The report has been prepared independently. The content of the research report was not influenced by the issuer of the analysed financial instrument at any time. It may be possible that parts of the research report were handed out to the issuer for information purposes prior to the publication without any major amendments being made thereafter.

3. Organisational Requirements

NuWays AG took internal organisational and regulative precautions to avoid or accordingly disclose possible conflicts of interest in connection with the preparation and distribution of the research report. All members of NuWays AG involved in the preparation of the research report are subject to internal compliance regulations. No part of the Producer's compensation is directly or indirectly related to the preparation of this financial analysis. In case a research analyst or a closely related person is confronted with a conflict of interest, the research analyst is restricted from covering this company.

4. Information Concerning the Methods of Valuation/Update

The determination of the fair value per share, i.e. the price target, and the relevant 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.

NuWays AG uses the following three-step rating system for the analysed companies:

Buy: Sustainable upside potential of more than 20% within 12 months

Sell: Sustainable downside potential of more than 20% within 12 months.

Hold: Upside/downside potential is limited. No immediate catalyst visible.

The decision on the choice of the financial instruments analysed in this document was solely made by NuWays AG. The opinions and estimates in this research report are subject to change without notice. It is within the discretion of NuWays AG whether and when it publishes an update to this research report, but in general updates are created on a regular basis, after 6 months at the latest. A sensitivity analysis is included and published in company's initial studies.

5. Major Sources of Information

Part of the information required for this research report was made available by the issuer of the financial instrument. Furthermore, this report is based on publicly available sources (such as, for example, Bloomberg, Reuters, VWD-Trader and the relevant daily press) believed to be reliable. NuWays AG has checked the information for plausibility but not for accuracy or completeness.

6. Competent Supervisory Authority

NuWays AG is an affiliated company of Hauck Aufhäuser Lampe Privatbank AG which is under supervision of the BaFin – German Federal Financial Supervisory Authority (Bundesanstalt für Finanzdienstleistungsaufsicht), Graurheindorfer Straße 108, 53117 Bonn and Marie-Curie-Straße 24 – 28, 60439 Frankfurt a.M.

7. Specific Comments for Recipients Outside of Germany

This research report is subject to the law of the Federal Republic of Germany and the European Union (EU). The distribution of this information to other states in particular to the USA, Canada, Australia and Japan may be restricted or prohibited by the laws applicable within this state. If this communication is distributed in the United Kingdom it is solely directed at (i) investment professionals as defined in Article 19(5) of the Financial Services and Markets Act 2000 (Financial Promotion) Order 2005 (the "FPO") or (ii) high net-worth entities as defined in article 49 of the FPO. This document should not be distributed or forwarded, either directly or indirectly, to any other individuals.

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

Date of publication creation: 15/08/2024 07:31 AM

Date of publication dissemination: 15/08/2024 07:31 AM

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

Find us on Social Media

[Instagram](#)



[Twitter/X](#)



[LinkedIn](#)

