Others - Germany



Hold (old: Hold) 17.07.2024

EUR 5.50 (old: EUR 5.50)

Negative ruling in dispute over Swiss VAT liability; chg

Topic: Swiss Federal Supreme Court does not rule in favour of the bet-at-home subsidiary bet-at-home Internet in the first instance in the dispute over the VAT liability of sports betting.

The Swiss Federal Tax Administration ("ESTV") assumes that the offer of sports betting in Switzerland by bet-at-home's subsidiary, bet-at-home.com Internet Ltd., Malta, is subject to VAT. Consequently, the company should be entered in the register of companies liable for VAT. Further, the ESTV has assessed tax claims for the payment of VAT for the tax periods 2013 to 2017. bet-at-home takes a contrary view on the whole matter, first filed objection with the ESTV before filing a complaint with the court.

The ruling in first instance (not legally binding) rejected the complaint of bet-at-home, but emphasized that the statue of limitations has already expired for 2013. bet-at-home is now examining its legal options as well as the potential impact on the given guidance for FY24. In case bet-at-home would accept the ruling in first instance, it would have to pay € 1.3m for the tax years 2014-17 and another € 2.7m for 2018 to H1′24 (excl. interest costs). Nevertheless, the company does not expect any immediate cashoutflows. In order to reflect the ruling, we increased provisions and operating expenses in FY24 and and reduced reported EBITDA estimates respectively. As we consider the potential costs as "special items" (i.e. non-operating costs in connection with claims and the liquidation of the Entertainment), EBIT-DA before special items should remain unaffected after all (eNuW).

Apart from that, the UEFA EURO championship should have fueled betting volumes topline in Q2/Q3 (assuming stable betting margins). Due to high expected marketing spending also throughout Q2, scale effects – also carried by imposed efficiency measures, such as outsourcing and streamlining of processes – should not materialize before Q3. Taking all into account, FY24 sales should still end up at € 49.8m in line with the **guidance range of € 45-53m**, (reported) EBITDA is now seen at € -1.4m, below the guidance of -1m to € 2.5m in EBITDA (before special items).

While the risks associated with the liquidation process of the Entertainment Ldt. and provisions for current and potential new customer claims in Austria seem to be largely under control, **the uncertainty in Germany remains** after the indicative decision of The Federal Court of Justice.

HOLD with an unchanged PT to € 5.50 based on FCFY'25e.

Y/E 31.12 (EUR m)	2021	2022	2023	2024e	2025e	2026e
Sales	59.3	53.5	46.2	49.8	53.2	58.0
Sales growth	-53.2%	-9.8%	-13.7%	7.8%	6.9%	9.1%
EBITDA	14.0	2.1	8.0	-1.4	2.9	4.6
Net debt (if net cash=0)	-14.7	-35.3	-34.6	-34.0	-34.6	-36.4
FCF	8.6	-6.0	-0.2	-3.3	0.5	1.8
Net Debt/EBITDA	0.0	0.0	0.0	0.0	0.0	0.0
EPS pro forma	1.56	0.25	-0.21	-0.53	0.07	0.31
EBITDA margin	23.5%	3.9%	1.7%	-2.8%	5.4%	7.9%
ROCE	26.6%	-0.2%	-2.2%	-10.3%	3.6%	8.9%
EV/sales	0.2	-0.2	-0.2	-0.2	-0.2	-0.2
EV/EBITDA	0.7	-4.9	-11.9	6.6	-3.3	-2.5
PER	2.3	14.5	-16.6	-6.7	48.9	11.6
Adjusted FCF yield	-383.9%	-6.5%	5.0%	17.6%	-6.5%	-14.3%

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



warket data	
Share price (in €)	3.55
Market cap (in € m)	24.9
Number of shares (in m pcs)	7.0
Enterprise value (in € m)	-9.0
Ø trading volume (6 months)	450

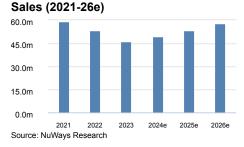
Identifier					
Bloomberg	ACX GR				
Reuters	ARTG				
WKN	A0DNAY				
ISIN	DE000A0DNAY5				

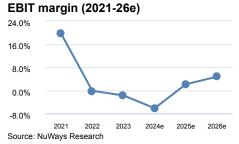
Key shareholders				
FL Entertainment	53.9%			
Freefloat	46.1%			

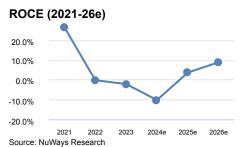
Estimates changes					
	<u>2024e</u>	<u>2025e</u>	<u>2026e</u>		
Sales	0%	0%	0%		
EBIT	-731%	0%	0%		
EPS	-282%	0%	0%		

Comment on changes

 We increased provisions and other operating expenses and reduced (reported) EBITDA in order to reflect the ruling in first instance of the Swiss Federal Supreme Court







Company description

bet-at-home is one of the leading European online gambling providers focus on online sports betting, and online gaming including online poker, casino games and virtual sports offered on a platform. The company is headquartered in Austria

Guidance

- Sales (FY24): € 45-53m
- EBITDA before special items (FY24): € -1 to € 2.5m

Update - 17.07.2024



Financials

Profit and loss (EUR m)	2021	2022	2023	2024e	2025e	2026 e
Net sales	59.3	53.5	46.2	49.8	53.2	58.0
Sales growth	-53.2%	-9.8%	-13.7%	7.8%	6.9%	9.1%
Increase/decrease in finished goods and work-in-process	0.0	0.0	0.0	0.0	0.0	0.0
Total sales	59.3	53.5	46.2	49.8	53.2	58.0
Other operating income	4.0	3.4	3.0	2.5	0.6	0.7
Material expenses	11.9	13.6	17.0	18.9	18.9	20.1
Personnel expenses	18.6	13.5	8.7	8.9	9.2	9.5
Other operating expenses	18.9	27.7	22.7	25.8	24.9	26.8
Total operating expenses	45.4	51.4	45.4	51.1	52.4	55.7
EBITDA	14.0	2.1	0.8	-1.4	2.9	4.6
Depreciation	2.1	2.1	1.6	1.7	1.7	1.7
EBITA	11.9	0.0	-0.8	-3.0	1.2	2.8
Amortisation of goodwill	0.0	0.0	0.0	0.0	0.0	0.0
Amortisation of intangible assets	0.2	0.1	0.1	0.1	0.0	0.0
Impairment charges	0.0	0.0	0.0	0.0	0.0	0.0
EBIT (inc revaluation net)	11.7	-0.1	-0.8	-3.1 0.1	1.1 0.1	2.1
Interest income	0.0	0.0	0.1 0.7	0.1	0.1	0.1 0.7
Interest expenses Investment income	0.0	-0.6	0.7	0.7	0.7	0.0
Financial result	0.0 0.0	0.0 0.6	-0.6	-0.6	-0.6	-0.0
Recurring pretax income from continuing operations	11.7	0.6 0.5	-0.6 -1.4	-0.6 -3.7	-0.6 0.5	-0.0 2.
Extraordinary income/loss	0.0	0.0	0.0	0.0	0.0	0.0
Earnings before taxes	11.7	0.0	-1.4	-3.7	0.5	2.
Income tax expense	0.7	-1.2	0.1	0.0	0.0	0.0
Net income from continuing operations	10.9	1.7	-1.5	-3.7	0.5	2.
Income from discontinued operations (net of tax)	27.0	-11.4	0.0	0.0	0.0	0.0
Net income	-16.1	13.1	-1.5	-3.7	0.5	2.
Minority interest	0.0	0.0	0.0	0.0	0.0	0.0
Net profit (reported)	-16.1	13.1	-1.5	-3.7	0.5	2.1
Average number of shares	7.0	7.0	7.0	7.0	7.0	7.0
EPS reported	-2.29	1.86	-0.21	-0.53	0.07	0.31
Profit and loss (common size)	2021	2022	2023	2024e	2025e	2026
Net sales	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
Sales growth	-53.2%	-9.8%	-13.7%	7.8%	6.9%	9.1%
Increase/decrease in finished goods and work-in-process					0.0%	n no
·	0.0%	0.0%	0.0%	0.0%		
Total sales	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
Total sales Other operating income	100.0% 6.7%	100.0% 6.4%	100.0% 6.5%	100.0% 5.0%	100.0% 1.2%	100.0% 1.2%
Total sales Other operating income Material expenses	100.0% 6.7% 20.0%	100.0% 6.4% 25.5%	100.0% 6.5% 36.9%	100.0% 5.0% 38.0%	100.0% 1.2% 35.5%	100.0% 1.2% 34.6%
Total sales Other operating income Material expenses Personnel expenses	100.0% 6.7% 20.0% 31.3%	100.0% 6.4% 25.5% 25.2%	100.0% 6.5% 36.9% 18.7%	100.0% 5.0% 38.0% 17.9%	100.0% 1.2% 35.5% 17.3%	100.0% 1.2% 34.6% 16.3%
Total sales Other operating income Material expenses Personnel expenses Other operating expenses	100.0% 6.7% 20.0% 31.3% 31.9%	100.0% 6.4% 25.5% 25.2% 51.8%	100.0% 6.5% 36.9% 18.7% 49.2%	100.0% 5.0% 38.0% 17.9% 51.8%	100.0% 1.2% 35.5% 17.3% 46.8%	100.0% 1.2% 34.6% 16.3% 46.2%
Total sales Other operating income Material expenses Personnel expenses Other operating expenses Total operating expenses	100.0% 6.7% 20.0% 31.3% 31.9% 76.5%	100.0% 6.4% 25.5% 25.2% 51.8% 96.1%	100.0% 6.5% 36.9% 18.7% 49.2% 98.3%	100.0% 5.0% 38.0% 17.9% 51.8% 102.8%	100.0% 1.2% 35.5% 17.3% 46.8% 98.4%	100.0% 1.2% 34.6% 16.3% 46.2% 96.0%
Total sales Other operating income Material expenses Personnel expenses Other operating expenses Total operating expenses EBITDA	100.0% 6.7% 20.0% 31.3% 31.9% 76.5%	100.0% 6.4% 25.5% 25.2% 51.8% 96.1% 3.9%	100.0% 6.5% 36.9% 18.7% 49.2% 98.3% 1.7%	100.0% 5.0% 38.0% 17.9% 51.8% 102.8%	100.0% 1.2% 35.5% 17.3% 46.8% 98.4% 5.4%	100.0% 1.2% 34.6% 16.3% 46.2% 96.0% 7.9%
Total sales Other operating income Material expenses Personnel expenses Other operating expenses Total operating expenses EBITDA Depreciation	100.0% 6.7% 20.0% 31.3% 31.9% 76.5% 23.5%	100.0% 6.4% 25.5% 25.2% 51.8% 96.1% 3.9%	100.0% 6.5% 36.9% 18.7% 49.2% 98.3% 1.7% 3.4%	100.0% 5.0% 38.0% 17.9% 51.8% 102.8% -2.8% 3.3%	100.0% 1.2% 35.5% 17.3% 46.8% 98.4% 5.4% 3.2%	100.0% 1.2% 34.6% 16.3% 46.2% 96.0% 7.9% 3.0%
Total sales Other operating income Material expenses Personnel expenses Other operating expenses Total operating expenses EBITDA Depreciation EBITA	100.0% 6.7% 20.0% 31.3% 31.9% 76.5% 23.5% 3.5% 20.1%	100.0% 6.4% 25.5% 25.2% 51.8% 96.1% 3.9% 0.0%	100.0% 6.5% 36.9% 18.7% 49.2% 98.3% 1.7% 3.4% -1.6%	100.0% 5.0% 38.0% 17.9% 51.8% 102.8% -2.8% 3.3% -6.1%	100.0% 1.2% 35.5% 17.3% 46.8% 98.4% 5.4% 3.2% 2.2%	100.0% 1.2% 34.6% 16.3% 46.2% 96.0% 7.9% 3.0% 4.9%
Total sales Other operating income Material expenses Personnel expenses Other operating expenses Total operating expenses EBITDA Depreciation EBITA Amortisation of goodwill	100.0% 6.7% 20.0% 31.3% 31.9% 76.5% 23.5% 3.5% 20.1% 0.0%	100.0% 6.4% 25.5% 25.2% 51.8% 96.1% 3.9% 0.0%	100.0% 6.5% 36.9% 18.7% 49.2% 98.3% 1.7% 3.4% -1.6% 0.0%	100.0% 5.0% 38.0% 17.9% 51.8% 102.8% -2.8% 3.3% -6.1% 0.0%	100.0% 1.2% 35.5% 17.3% 46.8% 98.4% 5.4% 3.2% 2.2% 0.0%	100.0% 1.2% 34.6% 16.3% 46.2% 96.0% 7.9% 3.0% 4.9% 0.0%
Total sales Other operating income Material expenses Personnel expenses Other operating expenses Total operating expenses EBITDA Depreciation EBITA Amortisation of goodwill Amortisation of intangible assets	100.0% 6.7% 20.0% 31.3% 31.9% 76.5% 23.5% 3.5% 20.1% 0.0% 0.4%	100.0% 6.4% 25.5% 25.2% 51.8% 96.1% 3.9% 0.0% 0.0% 0.2%	100.0% 6.5% 36.9% 18.7% 49.2% 98.3% 1.7% 3.4% -1.6% 0.0% 0.1%	100.0% 5.0% 38.0% 17.9% 51.8% 102.8% -2.8% 3.3% -6.1% 0.0% 0.1%	100.0% 1.2% 35.5% 17.3% 46.8% 98.4% 5.4% 3.2% 0.0% 0.1%	100.0% 1.2% 34.6% 16.3% 46.2% 96.0% 7.9% 3.0% 4.9% 0.0% 0.1%
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Total sales Other operating income Material expenses Personnel expenses Other operating expenses Total operating expenses EBITDA Depreciation EBITA Amortisation of goodwill Amortisation of intangible assets Impairment charges EBIT (inc revaluation net) Interest income Interest expenses	100.0% 6.7% 20.0% 31.3% 31.9% 76.5% 23.5% 0.0% 0.4% 0.0% 19.7% 0.0% 0.0%	100.0% 6.4% 25.5% 25.2% 51.8% 96.1% 3.9% 0.0% 0.0% 0.2% 0.0% -0.2% 0.0% -1.1%	100.0% 6.5% 36.9% 18.7% 49.2% 98.3% 1.7% 3.4% -1.6% 0.0% 0.1% 0.0% -1.8% 0.3% 1.6%	100.0% 5.0% 38.0% 17.9% 51.8% 102.8% -2.8% 3.3% -6.1% 0.0% 0.1% 0.0% -6.3% 0.3% 1.5%	100.0% 1.2% 35.5% 17.3% 46.8% 98.4% 5.4% 3.2% 0.0% 0.1% 0.0% 2.1% 0.2% 1.4%	100.0% 1.2% 34.6% 16.3% 46.2% 96.0% 7.9% 3.0% 4.9% 0.0% 0.1% 0.0% 4.7% 0.2% 1.2%
Total sales Other operating income Material expenses Personnel expenses Other operating expenses Total operating expenses EBITDA Depreciation EBITA Amortisation of goodwill Amortisation of intangible assets Impairment charges EBIT (inc revaluation net) Interest income Interest expenses Investment income	100.0% 6.7% 20.0% 31.3% 31.9% 76.5% 23.5% 20.1% 0.0% 0.4% 0.0% 19.7% 0.0% 0.0% 0.0%	100.0% 6.4% 25.5% 25.2% 51.8% 96.1% 3.9% 0.0% 0.0% 0.2% 0.0% -0.2% 0.0% -1.1% 0.0%	100.0% 6.5% 36.9% 18.7% 49.2% 98.3% 1.7% 3.4% -1.6% 0.0% 0.1% 0.0% -1.8% 0.3% 1.6% 0.0%	100.0% 5.0% 38.0% 17.9% 51.8% 102.8% -2.8% 3.3% -6.1% 0.0% 0.1% 0.0% -6.3% 0.3% 1.5% 0.0%	100.0% 1.2% 35.5% 17.3% 46.8% 98.4% 5.4% 3.2% 0.0% 0.1% 0.0% 2.1% 0.2% 1.4% 0.0%	100.0% 1.2% 34.6% 16.3% 46.2% 96.0% 7.9% 3.0% 4.9% 0.0% 0.1% 0.0% 4.7% 0.2% 1.2% 0.0%
Total sales Other operating income Material expenses Personnel expenses Other operating expenses Total operating expenses EBITDA Depreciation EBITA Amortisation of goodwill Amortisation of intangible assets Impairment charges EBIT (inc revaluation net) Interest income Interest expenses Investment income Financial result	100.0% 6.7% 20.0% 31.3% 31.9% 76.5% 23.5% 20.1% 0.0% 0.4% 0.0% 19.7% 0.0% 0.0% 0.0% 0.0%	100.0% 6.4% 25.5% 25.2% 51.8% 96.1% 3.9% 0.0% 0.0% 0.2% 0.0% -0.2% 0.0% -1.1% 0.0% 1.1%	100.0% 6.5% 36.9% 18.7% 49.2% 98.3% 1.7% 3.4% -1.6% 0.0% 0.1% 0.0% -1.8% 0.3% 1.6% 0.0% neg.	100.0% 5.0% 38.0% 17.9% 51.8% 102.8% -2.8% 3.3% -6.1% 0.0% 0.1% 0.0% -6.3% 0.3% 1.5% 0.0% neg.	100.0% 1.2% 35.5% 17.3% 46.8% 98.4% 5.4% 3.2% 0.0% 0.1% 0.0% 2.1% 0.2% 1.4% 0.0% neg.	100.0% 1.2% 34.6% 16.3% 46.2% 96.0% 7.9% 3.0% 4.9% 0.0% 0.1% 0.0% 4.7% 0.2% 0.0% neg
Total sales Other operating income Material expenses Personnel expenses Other operating expenses Other operating expenses Total operating expenses EBITDA Depreciation EBITA Amortisation of goodwill Amortisation of intangible assets Impairment charges EBIT (inc revaluation net) Interest income Interest expenses Investment income Financial result Recurring pretax income from continuing operations	100.0% 6.7% 20.0% 31.3% 31.9% 76.5% 23.5% 20.1% 0.0% 0.4% 0.0% 19.7% 0.0% 0.0% 0.0% 19.7%	100.0% 6.4% 25.5% 25.2% 51.8% 96.1% 3.9% 0.0% 0.0% 0.2% 0.0% -0.2% 0.0% -1.1% 0.0% 1.1% 0.9%	100.0% 6.5% 36.9% 18.7% 49.2% 98.3% 1.7% 3.4% -1.6% 0.0% 0.1% 0.0% -1.8% 0.0% neg3.1%	100.0% 5.0% 38.0% 17.9% 51.8% 102.8% -2.8% 3.3% -6.1% 0.0% 0.1% 0.0% -6.3% 0.3% 1.5% 0.0% neg7.4%	100.0% 1.2% 35.5% 17.3% 46.8% 98.4% 5.4% 3.2% 0.0% 0.1% 0.0% 2.1% 0.2% 1.4% 0.0% neg. 1.0%	100.0% 1.29 34.69 16.39 46.29 96.09 7.99 3.09 4.99 0.09 0.19 0.09 4.79 0.29 1.29 0.09 neg
Total sales Other operating income Material expenses Personnel expenses Other operating expenses Other operating expenses Total operating expenses EBITDA Depreciation EBITA Amortisation of goodwill Amortisation of intangible assets Impairment charges EBIT (inc revaluation net) Interest income Interest expenses Investment income Financial result Recurring pretax income from continuing operations Extraordinary income/loss	100.0% 6.7% 20.0% 31.3% 31.9% 76.5% 23.5% 3.5% 20.1% 0.0% 0.4% 0.0% 19.7% 0.0% 0.0% 19.7% 0.0% 0.0%	100.0% 6.4% 25.5% 25.2% 51.8% 96.1% 3.9% 0.0% 0.0% 0.2% 0.0% -0.2% 0.0% -1.1% 0.0% 1.1% 0.9% 0.0%	100.0% 6.5% 36.9% 18.7% 49.2% 98.3% 1.7% 3.4% -1.6% 0.0% 0.1% 0.0% -1.8% 0.0% neg3.1% 0.0%	100.0% 5.0% 38.0% 17.9% 51.8% 102.8% -2.8% 3.3% -6.1% 0.0% 0.1% 0.0% -6.3% 0.3% 1.5% 0.0% neg7.4% 0.0%	100.0% 1.2% 35.5% 17.3% 46.8% 98.4% 5.4% 3.2% 0.0% 0.1% 0.0% 2.1% 0.2% 1.4% 0.0% neg. 1.0% 0.0%	100.0% 1.29 34.69 16.39 46.29 96.09 7.99 3.09 4.99 0.09 0.19 0.09 1.29 0.09 neg 3.79 0.09
Total sales Other operating income Material expenses Personnel expenses Other operating expenses Total operating expenses EBITDA Depreciation EBITA Amortisation of goodwill Amortisation of intangible assets Impairment charges EBIT (inc revaluation net) Interest income Interest expenses Investment income Financial result Recurring pretax income from continuing operations Extraordinary income/loss Earnings before taxes	100.0% 6.7% 20.0% 31.3% 31.9% 76.5% 23.5% 3.5% 0.0% 0.4% 0.0% 19.7% 0.0% 0.0% 19.7% 0.0% 19.7% 0.0%	100.0% 6.4% 25.5% 25.2% 51.8% 96.1% 3.9% 0.0% 0.0% 0.2% 0.0% -1.1% 0.0% 1.1% 0.9% 0.0% 0.9%	100.0% 6.5% 36.9% 18.7% 49.2% 98.3% 1.7% 3.4% -1.6% 0.0% 0.1% 0.0% -1.8% 0.0% neg3.1%	100.0% 5.0% 38.0% 17.9% 51.8% 102.8% -2.8% 3.3% -6.1% 0.0% 0.1% 0.0% -6.3% 0.3% 1.5% 0.0% neg7.4% 0.0%	100.0% 1.2% 35.5% 17.3% 46.8% 98.4% 5.4% 3.2% 0.0% 0.1% 0.0% 2.1% 0.2% 1.4% 0.0% neg. 1.0% 0.0% 1.0%	100.0% 1.2% 34.6% 16.3% 46.2% 96.0% 7.9% 3.0% 4.9% 0.0% 4.7% 0.2% 1.2% 0.0% neg 3.7% 0.0% 3.7%
Total sales Other operating income Material expenses Personnel expenses Other operating expenses Other operating expenses Total operating expenses EBITDA Depreciation EBITA Amortisation of goodwill Amortisation of intangible assets Impairment charges EBIT (inc revaluation net) Interest income Interest expenses Investment income Financial result Recurring pretax income from continuing operations Extraordinary income/loss Earnings before taxes Tax rate	100.0% 6.7% 20.0% 31.3% 31.9% 76.5% 23.5% 3.5% 20.1% 0.0% 0.4% 0.0% 19.7% 0.0% 0.0% 19.7% 0.0% 19.7% 6.3%	100.0% 6.4% 25.5% 25.2% 51.8% 96.1% 3.9% 0.0% 0.0% 0.2% 0.0% -1.1% 0.0% 1.1% 0.9% 0.0% 0.9% -257.3%	100.0% 6.5% 36.9% 18.7% 49.2% 98.3% 1.7% 3.4% -1.6% 0.0% 0.1% 0.0% -1.8% 0.0% neg3.1% -5.2%	100.0% 5.0% 38.0% 17.9% 51.8% 102.8% -2.8% 3.3% -6.1% 0.0% 0.1% 0.0% -6.3% 0.3% 1.5% 0.0% neg7.4% 0.0%	100.0% 1.2% 35.5% 17.3% 46.8% 98.4% 5.4% 3.2% 0.0% 0.1% 0.0% 2.1% 0.0% neg. 1.0% 0.0% 1.0% 0.0%	100.0% 1.2% 34.6% 16.3% 46.2% 96.0% 7.9% 3.0% 4.9% 0.0% 4.7% 0.2% 1.2% 0.0% neg 3.7% 0.0% 3.7% 0.0%
Total sales Other operating income Material expenses Personnel expenses Other operating expenses Other operating expenses Total operating expenses EBITDA Depreciation EBITA Amortisation of goodwill Amortisation of intangible assets Impairment charges EBIT (inc revaluation net) Interest income Interest expenses Investment income Financial result Recurring pretax income from continuing operations Extraordinary income/loss Earnings before taxes Tax rate Net income from continuing operations	100.0% 6.7% 20.0% 31.3% 31.9% 76.5% 23.5% 3.5% 20.1% 0.0% 0.4% 0.0% 19.7% 0.0% 0.0% 19.7% 0.0% 19.7% 6.3% 18.4%	100.0% 6.4% 25.5% 25.2% 51.8% 96.1% 3.9% 0.0% 0.0% 0.2% 0.0% -1.1% 0.0% 1.1% 0.9% 0.0% 0.9% -257.3% 3.2%	100.0% 6.5% 36.9% 18.7% 49.2% 98.3% 1.7% 3.4% -1.6% 0.0% 0.1% 0.0% -1.8% 0.0% neg3.1% -5.2% -3.3%	100.0% 5.0% 38.0% 17.9% 51.8% 102.8% -2.8% 3.3% -6.1% 0.0% 0.1% 0.0% -6.3% 0.3% 1.5% 0.0% neg7.4% 0.0% -7.4%	100.0% 1.2% 35.5% 17.3% 46.8% 98.4% 5.4% 3.2% 0.0% 0.1% 0.0% 2.1% 0.0% 1.4% 0.0% neg. 1.0% 0.0% 1.0%	100.0% 1.2% 34.6% 16.3% 46.2% 96.0% 7.9% 3.0% 4.9% 0.0% 4.7% 0.2% 1.2% 0.0% neg 3.7% 0.0% 3.7% 0.0% 3.7%
Total sales Other operating income Material expenses Personnel expenses Other operating expenses Total operating expenses EBITDA Depreciation EBITA Amortisation of goodwill Amortisation of intangible assets Impairment charges EBIT (inc revaluation net) Interest income Interest expenses Investment income Financial result Recurring pretax income from continuing operations Extraordinary income/loss Earnings before taxes Tax rate Net income from continuing operations Income from discontinued operations (net of tax)	100.0% 6.7% 20.0% 31.3% 31.9% 76.5% 23.5% 3.5% 20.1% 0.0% 0.4% 0.0% 19.7% 0.0% 0.0% 19.7% 0.0% 19.7% 6.3% 18.4% 45.5%	100.0% 6.4% 25.5% 25.2% 51.8% 96.1% 3.9% 0.0% 0.0% 0.2% 0.0% -1.1% 0.0% 1.1% 0.9% 0.0% 0.9% -257.3% 3.2% -21.2%	100.0% 6.5% 36.9% 18.7% 49.2% 98.3% 1.7% 3.4% -1.6% 0.0% 0.1% 0.0% -1.8% 0.0% neg3.1% -5.2% -3.3% 0.0%	100.0% 5.0% 38.0% 17.9% 51.8% 102.8% -2.8% 3.3% -6.1% 0.0% 0.1% 0.0% -6.3% 0.3% 1.5% 0.0% neg7.4% 0.0% -7.4% 0.0%	100.0% 1.2% 35.5% 17.3% 46.8% 98.4% 5.4% 3.2% 0.0% 0.1% 0.0% 2.1% 0.0% neg. 1.0% 0.0% 1.0% 0.0% 1.0% 0.0%	100.0% 1.2% 34.6% 16.3% 46.2% 96.0% 7.9% 3.0% 4.9% 0.0% 4.7% 0.2% 1.2% 0.0% neg 3.7% 0.0% 3.7% 0.0% 3.7% 0.0%
Total sales Other operating income Material expenses Personnel expenses Other operating expenses Total operating expenses EBITDA Depreciation EBITA Amortisation of goodwill Amortisation of intangible assets Impairment charges EBIT (inc revaluation net) Interest income Interest expenses Investment income Financial result Recurring pretax income from continuing operations Extraordinary income/loss Earnings before taxes Tax rate Net income from continuing operations (net of tax) Net income	100.0% 6.7% 20.0% 31.3% 31.9% 76.5% 23.5% 3.5% 20.1% 0.0% 0.4% 0.0% 19.7% 0.0% 19.7% 0.0% 19.7% 6.3% 18.4% 45.5% -27.1%	100.0% 6.4% 25.5% 25.2% 51.8% 96.1% 3.9% 0.0% 0.0% 0.2% 0.0% -1.1% 0.0% 1.1% 0.9% 0.0% 0.9% -257.3% 3.2% -21.2% 24.4%	100.0% 6.5% 36.9% 18.7% 49.2% 98.3% 1.7% 3.4% -1.6% 0.0% 0.1% 0.0% -1.8% 0.0% neg3.1% -5.2% -3.3% 0.0% -3.3%	100.0% 5.0% 38.0% 17.9% 51.8% 102.8% -2.8% 3.3% -6.1% 0.0% 0.1% 0.0% -6.3% 0.3% 1.5% 0.0% neg7.4% 0.0% -7.4% 0.0% -7.4%	100.0% 1.2% 35.5% 17.3% 46.8% 98.4% 5.4% 3.2% 0.0% 0.1% 0.0% 2.1% 0.2% 1.4% 0.0% neg. 1.0% 0.0% 1.0% 1.0%	0.0% 100.0% 1.2% 34.6% 16.3% 46.2% 96.0% 7.9% 3.0% 4.9% 0.0% 0.1% 0.0% 1.2% 0.0% neg 3.7% 0.0% 3.7% 0.0% 3.7%
Total sales Other operating income Material expenses Personnel expenses Other operating expenses Other operating expenses Total operating expenses EBITDA Depreciation EBITA Amortisation of goodwill Amortisation of intangible assets Impairment charges EBIT (inc revaluation net) Interest income Interest expenses Investment income Financial result Recurring pretax income from continuing operations Extraordinary income/loss Earnings before taxes Tax rate Net income from continuing operations Income from discontinued operations (net of tax)	100.0% 6.7% 20.0% 31.3% 31.9% 76.5% 23.5% 3.5% 20.1% 0.0% 0.4% 0.0% 19.7% 0.0% 0.0% 19.7% 0.0% 19.7% 6.3% 18.4% 45.5%	100.0% 6.4% 25.5% 25.2% 51.8% 96.1% 3.9% 0.0% 0.0% 0.2% 0.0% -1.1% 0.0% 1.1% 0.9% 0.0% 0.9% -257.3% 3.2% -21.2%	100.0% 6.5% 36.9% 18.7% 49.2% 98.3% 1.7% 3.4% -1.6% 0.0% 0.1% 0.0% -1.8% 0.0% neg3.1% -5.2% -3.3% 0.0%	100.0% 5.0% 38.0% 17.9% 51.8% 102.8% -2.8% 3.3% -6.1% 0.0% 0.1% 0.0% -6.3% 0.3% 1.5% 0.0% neg7.4% 0.0% -7.4% 0.0%	100.0% 1.2% 35.5% 17.3% 46.8% 98.4% 5.4% 3.2% 0.0% 0.1% 0.0% 2.1% 0.0% neg. 1.0% 0.0% 1.0% 0.0% 1.0% 0.0%	100.0° 1.2° 34.6° 16.3° 46.2° 96.0° 7.9° 3.0° 4.9° 0.0° 0.2° 1.2° 0.0° ne(3.7° 0.0° 3.7° 0.0°

Net profit (reported)
Source: Company data, NuWays

NuWays AG 2

-3.3%

-7.4%

1.0%

3.7%

-27.1%

24.4%

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Balance sheet (EUR m)	2021	2022	2023	2024e	2025e	2026e
Intangible assets	2.2	2.3	2.0	2.1	2.2	2.3
Property, plant and equipment	4.7	4.2	3.1	3.3	3.5	3.9
Financial assets	1.4	12.2	12.9	12.9	12.9	12.9
FIXED ASSETS	8.4	18.8	18.0	18.3	18.7	19.1
Inventories	0.0	0.0	0.0	0.0	0.0	0.0
Accounts receivable	2.9	3.4	2.9	3.2	3.4	3.7
Other assets and short-term financial assets	12.8	0.0	0.0	0.0	0.0	0.0
Liquid assets	42.0	35.3	34.6	34.0	34.6	36.4
Deferred taxes	8.4	5.1	1.2	1.1	1.0	0.9
Deferred charges and prepaid expenses	1.3	0.0	0.0	0.0	0.0	0.0
CURRENT ASSETS	67.4	43.9	38.7	38.3	39.0	41.0
TOTAL ASSETS	75.8	62.7	56.8	56.6	57.6	60.1
SHAREHOLDERS EQUITY	17.0	28.9	27.4	23.7	24.2	26.4
MINORITY INTEREST	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	1.7	1.9	3.0	5.8	5.8	5.8
Short-term liabilities to banks	0.0	0.0	0.0	0.0	0.0	0.0
Accounts payable	1.4	1.5	1.7	1.9	2.1	2.3
Advance payments received on orders	5.4	4.9	4.3	4.5	4.6	4.7
Other liabilities (incl. from lease and rental contracts)	8.1	13.4	13.1	13.5	13.6	13.6
Deferred taxes	14.6	11.9	7.2	7.2	7.2	7.2
Deferred income	0.0	0.0	0.0	0.0	0.0	0.0
CURRENT LIABILITIES	15.0	19.9	19.0	19.8	20.3	20.6
TOTAL LIABILITIES AND SHAREHOLDERS EQUITY	75.8	62.7	56.8	56.6	57.6	60.1
Balance sheet (common size)	2021	2022	2023	2024e	2025e	2026e
Intangible assets	2.9%	3.7%	3.6%	3.8%	3.9%	3.8%
Property, plant and equipment	6.2%	6.7%	5.5%	5.8%	6.1%	6.4%
Financial assets	1.9%	19.5%	22.7%	22.8%	22.4%	21.5%
FIXED ASSETS	11.1%	30.0%	31.8%	32.3%	32.4%	31.8%
Inventories	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Accounts receivable	3.8%	5.5%	5.1%	5.7%	5.9%	6.2%
Other assets and short-term financial assets	16.9%	0.0%	0.0%	0.0%	0.0%	0.0%
Liquid assets	55.4%	56.4%	61.0%	60.1%	60.0%	60.6%
Deferred taxes	11.1%	8.2%	2.1%	1.9%	1.7%	1.5%
Deferred charges and prepaid expenses	1.8%	0.0%	0.0%	0.0%	0.0%	0.0%
CURRENT ASSETS	88.9%	70.0%	68.2%	67.7%	67.6%	68.2%
TOTAL ASSETS	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
SHAREHOLDERS EQUITY	22.5%	46.2%	48.3%	41.9%	42.1%	43.9%
MINORITY INTEREST	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Provisions for pensions and similar obligations	0.1%	0.1%	0.2%	0.2%	0.2%	0.2%
Other provisions and accrued liabilities	2.3%	3.0%	5.3%	10.2%	10.0%	9.6%
Short-term liabilities to banks	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Accounts payable	1.9%	2.5%	2.9%	3.3%	3.6%	3.8%
Advance payments received on orders	7.2%	7.9%	7.5%	7.9%	8.0%	7.9%
Other liabilities (incl. from lease and rental contracts)	10.7%	21.4%	23.0%	23.8%	23.6%	22.6%
Deferred taxes	19.3%	18.9%	12.7%	12.7%	12.5%	12.0%
Deferred income	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
CURRENT LIABILITIES	19.8%	31.7%	33.5%	35.0%	35.2%	34.3%
TOTAL LIABILITIES AND SHAREHOLDERS EQUITY	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Source: Company data, NuWays

Update - 17.07.2024



Cash flow statement (EUR m)	2021	2022	2023	2024e	2025e	2026
Net profit/loss	-15.6	10.7	-1.4	-3.7	0.5	2
Depreciation of fixed assets (incl. leases)	2.1	2.1	1.6	1.7	1.7	1
Amortisation of goodwill & intangible assets	0.2	0.1	0.0	0.1	0.0	0
Other costs affecting income / expenses	0.0	0.0	0.0	-1.0	1.5	-1
Cash flow from operating activities	9.6	-7.2	-1.5	-3.1	0.9	2
Increase/decrease in inventory	0.0	0.0	0.0	0.0	0.0	0
Increase/decrease in accounts receivable	5.5	-9.2	-0.1	-0.3	-0.2	-0
Increase/decrease in accounts payable	0.4	4.7	-0.7	0.2	0.2	0
Increase/decrease in other working capital positions	17.5	-13.5	-0.3	0.7	-2.1	0
Increase/decrease in working capital	23.5	-18.1	-1.2	0.6	-2.1	0
Cash flow from operating activities	10.5	-5.0	0.2	-1.4	2.6	4
CAPEX	1.9	0.9	0.3	2.0	2.1	2
Payments for acquisitions	0.0	0.0	0.0	0.0	0.0	0
Financial investments	0.0	0.0	0.0	0.0	0.0	0
Income from asset disposals	0.0	0.1	0.0	0.0	0.0	0
Cash flow from investing activities	-1.9	-0.9	-0.3	-2.0	-2.1	-2
Cash flow before financing	-8.9	-5.9	-0.2	-3.3	n.a.	n.
Increase/decrease in debt position	-0.9	-0.8	-0.5	2.7	0.0	0
Purchase of own shares	0.0	0.0	0.0	0.0	0.0	0
Capital measures	0.0	0.0	0.0	0.0	0.0	0
Dividends paid	17.5	0.0	0.0	0.0	0.0	0
Others	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	Ö
Cash flow from financing activities	-18.4	-0.8	-0.5	2.7	0.0	0
Increase/decrease in liquid assets	-9.8	-6.7	-0.7	-0.6	n.a.	n.
Liquid assets at end of period	42.0	35.3	34.6	34.0	34.6	36
Key ratios (EUR m)	2021	2022	2023	2024e	2025e	202
P&L growth analysis						
Sales growth	-53.2%	-9.8%	-13.7%	7.8%	6.9%	9.1
EBITDA growth	-60.3%	-93.2%	-94.2%	-165.1%	256.1%	-433.6
EBIT growth	-64.9%	-100.4%	-107.2%	2891.8%	-232.1%	-187.9
EPS growth	-189.3%	-43.9%	-90.6%	-128.3%	-133.9%	-157.8
Efficiency						
Sales per employee	210.5	180.9	150.1	157.8	167.0	178
EBITDA per employee	49.6	7.1	2.6	-4.3	9.0	14
No. employees (average)	282	296	308	315	319	32
Balance sheet analysis						
Avg. working capital / sales	-7.5%	-7.7%	-7.6%	-6.2%	-5.9%	-5.5
Inventory turnover (sales/inventory)	n.a.	n.a.	n.a.	n.a.	n.a.	n.
Accounts receivable turnover	17.6	23.5	23.5	23.5	23.5	23
Accounts payable turnover	8.8	10.6	13.1	13.7	14.4	14
Cash flow analysis						
Free cash flow	8.6	-6.0	-0.2	-3.3	0.5	1
Free cash flow/sales	14.5%	-11.1%	-0.4%	-6.7%	1.0%	3.1
FCF / net profit	neg.	neg.	12.9%	89.9%	100.7%	84.7
Capex / sales	n.a.	n.a.	n.a.	n.a.	n.a.	n.
Solvency						
Net debt	-14.7	-35.3	-34.6	-34.0	-34.6	-36
Net Debt/EBITDA	0.0	0.0	0.0	0.0	0.0	0
Dividend payout ratio	0.0%	0.0%	0.0%	0.0%	0.0%	0.0
Interest paid / avg. debt	0.0%	n.a.	5.3%	n.a.	n.a.	n
Returns						
ROCE	26.6%	-0.2%	-2.2%	-10.3%	3.6%	8.9
ROE	-94.3%	45.2%	-5.5%	-15.6%	2.1%	8.1
Adjusted FCF yield	-383.9%	-6.5%	5.0%	17.6%	-6.5%	-14.3
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	C
EPS reported	-2.29	1.86	-0.21	-0.53	0.07	0.
Average number of shares	7.0	7.0	7.0	7.0	7.0	7
	0	7.5	, .5	7.5	7.0	, , , , , , , , , , , , , , , , , , ,
						C
Valuation ratios	1.5	0.9	0.9	1.0	1.0	ι.
Valuation ratios P/BV	1.5 0.2	0.9		1.0 -0.2	1.0 -0.2	
Valuation ratios P/BV EV/sales	0.2	-0.2	-0.2	-0.2	-0.2	-0
Valuation ratios P/BV EV/sales EV/EBITDA EV/EBIT						-0 -2 -4

Update - 17.07.2024



Disclosures

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Company	Disclosures
bet-at-home.com AG	2

Historical target price and	rating changes for bet-at-hor	ne.com AG			
Company	Date	Analyst	Rating	Target Price	Close
bet-at-home.com AG	07.03.2024	Jarchow, Frederik	Hold	EUR 5.50	EUR 2.42
	25.10.2023	Jarchow, Frederik	Hold	EUR 3.80	EUR 3.71
	01.08.2023	Jarchow, Frederik	Hold	EUR 5.00	EUR 4.18

Update - 17.07.2024



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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 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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