

# ad pepper media International N.V.

The Netherlands / Internet Services  
 Frankfurt  
 Bloomberg: APM GR  
 ISIN: NL0000238145

2023 Annual Report  
 & Q1 Figures

**RATING**  
**BUY**

**PRICE TARGET**  
**€ 2.90**

Return Potential 33.0%  
 Risk Rating Medium

## FREE CASH FLOW POSITIVE SINCE 2019

ad pepper media's (APM) annual report confirms preliminary sales and EBITDA. In 2023, management faced the challenge of a second year in a row of declining revenue (-13% y/y) and profitability. EBITDA was only break-even versus €1.3m in 2022. APM adjusted its cost base in 2023, reducing personnel expenses by €1.1m. Despite the difficult environment, APM made an important strategic step forward and purchased a 26% stake in solute, an operator of price comparison portals. APM management has not yet reached its target of purchasing a majority stake, but we believe that this will happen this year and create a much stronger company. APM's 2024 outlook remains cautious, but it sees first signs of rising ad demand. We forecast a gradual macro-economic improvement in APM's key UK and Germany markets and remain optimistic that company growth (on a standalone basis without consolidating solute) will resume (+5% y/y). Cost savings and operating leverage should result in an EBITDA rebound to ca. €1.1m. Preliminary Q1 EBITDA of €221k (Q1/23: +328k) supports our positive view. We confirm our Buy rating and raise the price target to €2.90 (previously: €2.80).

**Guidance: Still not good, but getting better** APM does not expect significant macro-economic improvement and sees persistent but easing client caution on marketing spend. APM has won first pitches and sees initial indications of a higher client appetite for booking campaigns. Management focus will be on improving the cost structure and profitability. The company has not given quantitative guidance.

**Geographic sales split shows that growth is possible even in difficult times** Revenue in all three segments declined y/y (ad pepper: -22%, Webgains: -10%, and ad agents: -14%), which can be attributed to lower sales in APM's two main markets Germany and UK. But the Spanish market was a much better...

(p.t.o.)

## FINANCIAL HISTORY & PROJECTIONS

	2021	2022	2023	2024E	2025E	2026E
Revenue (€m)	27.65	24.87	21.75	22.84	25.01	27.38
Y-o-y growth	7.9%	-10.0%	-12.5%	5.0%	9.5%	9.5%
EBITDA (€m)	4.38	1.28	0.02	1.07	2.07	2.54
EBITDA margin	15.8%	5.1%	0.1%	4.7%	8.3%	9.3%
Net income (€m)	1.73	-0.89	-0.94	-0.33	0.19	0.64
EPS (diluted) (€)	0.08	-0.04	-0.05	-0.01	0.01	0.03
DPS (€)	0.00	0.00	0.00	0.00	0.00	0.00
FCF (€m)	1.91	1.71	1.13	0.29	0.98	0.81
Net gearing	-104.2%	-108.0%	-105.0%	-104.1%	-104.1%	-101.0%
Liquid assets (€m)	20.70	17.01	19.84	19.34	19.54	19.64

## RISKS

The main risks are regulatory changes, technological innovations, dependence on key customers, and intense competition.

## COMPANY PROFILE

ad pepper media International N.V. is an international digital performance marketing company, which acts as a holding for its three operating units ad pepper media (lead generation & audience targeting), Webgains (affiliate network), and ad agents (full service agency). The company is headquartered in Nuremberg, Germany.

## MARKET DATA

As of 16 Apr 2024

Closing Price	€ 2.18
Shares outstanding	21.95m
Market Capitalisation	€ 47.85m
52-week Range	€ 1.75 / 2.44
Avg. Volume (12 Months)	3,786

Multiples	2023	2024E	2025E
P/E	n.a.	n.a.	252.2
EV/Sales	1.0	1.0	0.9
EV/EBITDA	919.8	20.7	10.6
Div. Yield	0.0%	0.0%	0.0%

## STOCK OVERVIEW



## COMPANY DATA

As of 31 Dec 2023

Liquid Assets	€ 19.84m
Current Assets	€ 37.30m
Intangible Assets	€ 0.17m
Total Assets	€ 42.94m
Current Liabilities	€ 23.24m
Shareholders' Equity	€ 17.66m

## SHAREHOLDERS

EMA B.V.	40.9%
Euro Serve Media GmbH	7.1%
Treasury shares	5.4%
Free Float	46.7%



...place to be for the company. The ad pepper media segment almost held its sales level of €1.4m (-1% y/y), while the German branch faced a 40% revenue decline. The Spanish market shows that the ad pepper media segment's business model is still working. The Webgains segment even increased revenue in Spain by 16% to €2.0m. In other markets (France, Italy, the Netherlands), segment revenue rose by as much as 37%. The ad agents segment was also successful in other markets (Switzerland) with revenue climbing 15% y/y. This shows that the segments' business models can generate growth even in challenging times, and that internationalisation improves the risk profile.

**Operating loss of €1m** Cost savings only partially offset the revenue decline resulting in EBIT of €-994k. EBT benefitted from a €199k contribution from the solute stake and net financial income of €164k and thus amounted to €-631k. Non-controlling interests of €245k led to a net result of €-944k, which is only slightly below the prior year figure (see figure 1).

**Figure 1: Income statement 2023 versus 2022**

All figures in €m	2023A	2022A	Delta
Gross sales	85.99	98.23	-12%
Net revenues	21.75	24.87	-13%
Gross profit	20.88	23.70	-12%
margin	96.0%	95.3%	-
EBITDA	0.02	1.28	-98%
margin	0.1%	5.1%	-
EBIT	-0.99	0.19	-
margin	-4.6%	0.8%	-
EBT	-0.63	0.06	-
margin	-2.9%	0.2%	-
Net result	-0.94	-0.89	-
margin	-4.3%	-3.6%	-
EPS (diluted)	-0.05	-0.04	-

Source: First Berlin Equity Research, ad pepper media International N.V.

**Only Webgains with improved operating performance** Webgains was the only operating segment with a positive EBIT contribution (€1.6m, see figure 2). ad pepper media's operating loss almost doubled, and ad agent's 2022 EBIT of €1.1m was completely wiped out. The Admin segment's higher operating loss is mainly attributable to one-off costs in connection with the purchase the solute stake.

**Figure 2: Segment EBIT 2023 versus 2022**

EBIT in €k	2023A	2022A
ad pepper media	-593	-248
Webgains	1,593	425
ad agents	-27	1,085
Admin / consolidation	-1,967	-1,075
<b>Group</b>	<b>-994</b>	<b>187</b>

Source: First Berlin Equity Research, ad pepper media International N.V.

**Cost base lowered** In 2023, APM reduced its staff by 32 or 13% to 217 and lowered personnel costs by 7% or €1.1m to €16.4m. Other operating expenses declined from €651k to €184k due mainly to lower expected credit losses on trade receivables.



**Capital increase to finance purchase of solute stake** APM issued almost 1.7m shares to pay for the purchase of a 25.64% stake in solute, a leading German provider of price comparison portals. The purchase price was €3.5m.

**Consolidating solute would be a gain for APM** In 2023, solute generated sales of €35.5m and a gross profit of €9.6m. EBIT amounted to €1.6m (margin: 4.5%). The net result was €1.2m. solute's assets amount to €19.7m and equity is €13.4m (equity ratio: 68%). Solute is profitable and has a healthy balance sheet. If APM succeeds in consolidating solute, the combined revenue will be ca. €57m (2023 figures).

**Figure 3: solute P&L and balance sheet, selected items**

solute (€m)	2023A
Revenue	35.54
Gross profit	9.64
margin	27.1%
EBIT	1.62
EBIT margin	4.5%
margin	0.5%
Net income	1.18
margin	3.3%
Total assets	19.71
Equity	13.42
Equity ratio	68.1%

Source: First Berlin Equity Research, ad pepper media International N.V.

**APM: Asset-light balance sheet with high equity share and strong net cash position**

The book value of the solute stake amounted to €3.7m. This is by far the largest position in non-current assets, which amount to only €5.6m or 13% of the balance sheet total, while current assets total €37.3m. The cash position and securities & deposits add up to €23.4m, largely unchanged from the prior year number. This is ca. 54% of the balance sheet total.

**Figure 4: Balance sheet, selected items**

in €m	2023A	2022A	Delta
Intangible goods & Goodwill	0.17	0.37	-55%
Property, plant & equipment	0.17	0.23	-25%
Right-of-use assets	1.18	1.32	-10%
Investment in associate (solute stake)	3.69	0.00	-
Other financial assets	0.25	0.18	35%
<b>Non-current assets, total</b>	<b>5.64</b>	<b>2.19</b>	<b>158%</b>
Securities and deposits	3.52	6.08	-42%
Receivables	13.12	17.57	-25%
Cash & cash equivalents	19.84	17.01	17%
<b>Current assets, total</b>	<b>37.30</b>	<b>41.77</b>	<b>-11%</b>
Equity	18.88	15.67	21%
Equity ratio	44.0%	35.6%	n.m.
Lease liabilities (long-term)	0.75	0.84	-10%
Lease liabilities (short-term)	0.54	0.52	2%
Net cash incl. securities & deposits	22.08	21.72	2%
Payables	17.66	20.84	-15%
Working Capital	-4.53	-3.27	n.m.
<b>Balance sheet total</b>	<b>42.94</b>	<b>43.95</b>	<b>-2%</b>

Source: First Berlin Equity Research, ad pepper media International N.V.



Equity rose 21% to €18.9m due largely to the capital increase of €3.5m (see figure 4 above). This catapulted the equity ratio from 35.6% to 44.0%. The net cash position was largely unchanged at €22.1m. APM does not have any liabilities to banks. Working capital (receivables ./ payables) remained negative (€-4.5m). All in all, APM's balance sheet remains a strength.

**Free cash flow >€1m** Despite the net loss, APM posted operating cash flow of €1.2m due mainly to lower working capital requirements. As capital expenditure was only €0.1m, free cash flow amounted to €1.1m. Investing cash flow amounted to €2.5m owing to the proceeds from the sale of securities and maturing fixed deposits (€6.1m) as well as the purchase of securities (€-3.5m). Financing cash flow tallied €-0.9m due to the payments of lease liabilities (€-0.6m) and dividend payments (€0.3m). Even with a net loss of €-0.9m, APM is capable of generating free cash flow of €1.1m due to its lean business model with no inventory and favourable payment terms. The company has been free cash flow-positive since 2019.

**Figure 5: Cash flow statement**

in €m	2023A	2022A
Operating cash flow	1.24	1.93
CAPEX	-0.11	-0.22
Free cash flow	1.13	1.71
Cash flow investing	2.46	-3.28
Cash flow financing	-0.89	-2.36
Net cash flow	2.80	-3.71

Source: First Berlin Equity Research, ad pepper media International N.V.

## Q1: REVENUE GROWTH AND IMPROVED EBITDA

Q1/24 revenue climbed 2% y/y to €5.18m and topped our forecast by 3% (see figure 6). This is the first quarter since Q3/21 in which APM has increased revenue y/y and bodes well for the coming quarters. The slight revenue growth and cost savings led to an EBITDA swing of €549k to €€221k.

**Figure 6: Reported preliminary group figures versus forecasts**

All figures in €m	Q1-24A	Q1-24E	Delta	Q1-23A	Delta
Gross sales	20.77	19.55	6%	19.59	6%
Revenue	5.18	5.04	3%	5.10	2%
EBITDA	0.22	-0.07	-	-0.33	-
margin	4.3%	-1.4%	-	-6.4%	-

Source: First Berlin Equity Research, ad pepper media International N.V.

**Webgains presented strong figures** Webgains increased revenue by 5% y/y to almost €3.0m (see figure 7 overleaf). EBITDA more than tripled from €189k to €631k and exceeded our forecast by 29%. The segment EBITDA margin also more than trebled from 6.7% to 21.3%, and Webgains thus seamlessly continued its series of >20% margins from Q3/23 and Q4/23. Despite the difficult macro-economic environment in Webgains' main UK and Germany markets, segment revenue growth resumed following nine quarters of decline on a y/y comparison. Management can now harvest the fruits of a successful restructuring.



**ad agents back on track** Slight revenue growth (+1% y/y) and positive and improved EBITDA show that ad agents is firmly on the road to recovery. Cost savings resulted in a €288k EBITDA swing to €191k (see figure 7).

**ad pepper media segment remains a problem child** Segment revenue again declined 13% y/y to €463k and EBITDA turned negative (€-13k versus €1k in Q1/23).

**Admin EBITDA loss higher** The Admin EBITDA loss widened from €-421k to €-589k. The Q1 report scheduled for 24 May will reveal the reasons for this development.

**Figure 7: Reported preliminary segment figures versus forecasts**

All figures in €m	Q1-24A	Q1-24E	Delta	Q1-23A	Delta
<b>ad pepper media</b>					
Revenue	0.46	0.51	-8%	0.53	-13%
EBITDA	-0.01	-0.03	-	0.00	-
margin	-2.8%	-5.9%	-	0.2%	-
<b>Webgains</b>					
Revenue	2.96	2.88	3%	2.83	5%
EBITDA	0.63	0.49	29%	0.19	234%
margin	21.3%	17.0%	-	6.7%	-
<b>ad agents</b>					
Revenue	1.76	1.66	6%	1.74	1%
EBITDA	0.19	-0.05	-	-0.10	-
margin	10.9%	-3.0%	-	-5.6%	-
<b>Admin &amp; Consolidation</b>					
Revenue	0.00	0.00	-	0.00	-
EBITDA	-0.59	-0.48	-	-0.42	-
<b>Group</b>					
Revenue	5.18	5.04	3%	5.10	2%
EBITDA	0.22	-0.07	-	-0.33	-
margin	4.3%	-1.4%	-	-6.4%	-

Source: First Berlin Equity Research, ad pepper media International N.V.

**Forecast confirmed** We stick to our 2024 forecast of 5% topline growth and €1.1m EBITDA. The forecasted EBITDA improvement (+€1.0m y/y) is due to a combination of higher sales and the lowered cost base. Q1 EBITDA of €221k (EBITDA swing of €549k y/y) confirms our view.

**Buy rating reiterated at slightly higher price target** An updated DCF model yields a slightly higher price target of €2.90 (previously: €2.80). We confirm our Buy recommendation.



## VALUATION MODEL

DCF valuation model								
All figures in EUR '000	2024 E	2025 E	2026 E	2027 E	2028 E	2029 E	2030 E	2031 E
Net revenue	22,836	25,006	27,381	29,983	32,830	35,941	39,320	42,954
NOPLAT	- 4	740	1,069	1,395	1,728	2,114	2,556	3,061
+ depreciation & amortisation	1,026	1,006	977	942	966	982	996	1,011
Net operating cash flow	1,022	1,746	2,046	2,337	2,695	3,096	3,552	4,071
- total investments (CAPEX and WC)	-857	-916	-1,514	-187	-206	-231	-267	-321
Capital expenditures	-228	-300	-356	-390	-427	-467	-511	-558
Working capital	-629	-616	-1,158	202	221	237	244	237
Free cash flows (FCF)	165	830	532	2,149	2,489	2,865	3,285	3,750
PV of FCF's	153	693	399	1,453	1,514	1,568	1,617	1,661

All figures in thousands		
PV of FCFs in explicit period (2024E-2038E)	20,737	
PV of FCFs in terminal period	17,378	
Enterprise value (EV)	38,115	Terminal growth 2.0%
+ Net cash / - net debt	18,552	Terminal EBIT margin 16.0%
+ Investments / minority interests	8,676	
Shareholder value	65,343	
Number of shares (diluted)	22,798	
Fair value per share in EUR	2.87	

WACC		Terminal growth rate						
		0.5%	1.0%	1.5%	2.0%	2.5%	3.0%	3.5%
7.1%	4.33	4.46	4.61	4.79	5.01	5.28	5.63	
8.1%	3.77	3.85	3.95	4.06	4.18	4.34	4.52	
9.1%	3.36	3.41	3.47	3.54	3.62	3.71	3.82	
10.1%	3.04	3.07	3.11	3.16	3.21	3.27	3.33	
11.1%	2.78	2.81	2.84	2.87	2.90	2.94	2.98	
12.1%	2.58	2.60	2.62	2.64	2.66	2.69	2.72	
13.1%	2.41	2.43	2.44	2.45	2.47	2.49	2.51	
14.1%	2.27	2.28	2.29	2.30	2.32	2.33	2.34	

\* for layout purposes the model shows numbers only to 2031, but runs until 2038



## INCOME STATEMENT

All figures in EUR '000	2021A	2022A	2023A	2024E	2025E	2026E
<b>Gross sales</b>	<b>111,539</b>	<b>98,229</b>	<b>85,988</b>	<b>90,287</b>	<b>98,865</b>	<b>108,257</b>
Media costs	83,893	73,361	64,239	67,451	73,859	80,875
<b>Revenues</b>	<b>27,646</b>	<b>24,868</b>	<b>21,749</b>	<b>22,836</b>	<b>25,006</b>	<b>27,381</b>
Cost of sales	1,059	1,164	873	982	1,200	1,314
<b>Gross profit</b>	<b>26,587</b>	<b>23,704</b>	<b>20,876</b>	<b>21,854</b>	<b>23,806</b>	<b>26,067</b>
S&M	15,739	16,638	14,867	14,843	15,110	16,155
G&A	7,707	7,164	7,785	7,815	8,002	8,488
Other operating income	530	937	966	1,142	750	657
Other operating expenses	477	651	184	297	375	520
<b>EBITDA</b>	<b>4,378</b>	<b>1,275</b>	<b>24</b>	<b>1,068</b>	<b>2,075</b>	<b>2,537</b>
Depreciation and amortisation	1,184	1,088	1,018	1,026	1,006	977
<b>Operating income (EBIT)</b>	<b>3,194</b>	<b>187</b>	<b>-994</b>	<b>41</b>	<b>1,069</b>	<b>1,561</b>
Net financial result	-38	-131	363	128	150	274
Non-operating expenses	0	0	0	0	0	0
<b>Pre-tax income (EBT)</b>	<b>3,156</b>	<b>56</b>	<b>-631</b>	<b>170</b>	<b>1,219</b>	<b>1,835</b>
Income taxes	592	306	68	46	329	492
Minority interests	-839	-643	-245	-450	-700	-700
<b>Net income / loss</b>	<b>1,725</b>	<b>-893</b>	<b>-944</b>	<b>-326</b>	<b>190</b>	<b>643</b>
<b>Diluted EPS (in €)</b>	<b>0.08</b>	<b>-0.04</b>	<b>-0.05</b>	<b>-0.01</b>	<b>0.01</b>	<b>0.03</b>
<b>Ratios</b>						
Gross margin in % of gross sales	23.8%	24.1%	24.3%	24.2%	24.1%	24.1%
Gross margin in % of revenues	96.2%	95.3%	96.0%	95.7%	95.2%	95.2%
EBITDA margin in % of revenues	15.8%	5.1%	0.1%	4.7%	8.3%	9.3%
EBIT margin	11.6%	0.8%	-4.6%	0.2%	4.3%	5.7%
Net margin	6.2%	-3.6%	-4.3%	-1.4%	0.8%	2.3%
Tax rate	18.8%	542.6%	-10.8%	27.0%	27.0%	26.8%
<b>Expenses as % of sales or revenues</b>						
Media costs (as % of gross sales)	75.2%	74.7%	74.7%	74.7%	74.7%	74.7%
S&M (as % of revenues)	56.9%	66.9%	68.4%	65.0%	60.4%	59.0%
G&A (as % of revenues)	27.9%	28.8%	35.8%	34.2%	32.0%	31.0%
Depreciation and amortisation	4.3%	4.4%	4.7%	4.5%	4.0%	3.6%
Other operating expenses	1.7%	2.6%	0.8%	1.3%	1.5%	1.9%
<b>Y-Y Growth</b>						
Gross sales	10.1%	-11.9%	-12.5%	5.0%	9.5%	9.5%
Net revenues	7.9%	-10.0%	-12.5%	5.0%	9.5%	9.5%
EBITDA	-33.3%	-70.9%	-98.1%	4348.5%	94.3%	22.3%
Operating income	-41.4%	-94.1%	n.m.	n.m.	2479.5%	46.0%
Net income/ loss	-52.9%	n.m.	n.m.	n.m.	n.m.	238.9%



## BALANCE SHEET

All figures in EUR '000	2021A	2022A	2023A	2024E	2025E	2026E
<b>Assets</b>						
<b>Current assets, total</b>	<b>40,753</b>	<b>41,768</b>	<b>37,297</b>	<b>38,060</b>	<b>40,313</b>	<b>42,721</b>
Cash and cash equivalents	20,704	17,008	19,842	19,339	19,540	19,635
Financial assets	26	6,334	3,621	3,621	3,621	3,621
Receivables	19,319	17,568	13,124	14,390	16,442	18,754
Inventories	0	0	0	0	0	0
Other current assets	704	858	710	710	710	710
<b>Non-current assets, total</b>	<b>5,599</b>	<b>2,186</b>	<b>5,644</b>	<b>5,642</b>	<b>5,715</b>	<b>5,805</b>
Property, plant & equipment	346	230	173	157	189	248
Goodwill & other intangibles	628	374	168	181	223	253
Right-of-use assets	1,177	1,318	1,184	1,184	1,184	1,184
Financial assets	3,448	184	3,936	3,936	3,936	3,936
Other assets	0	79	183	183	183	183
<b>Total assets</b>	<b>46,352</b>	<b>43,954</b>	<b>42,941</b>	<b>43,702</b>	<b>46,028</b>	<b>48,525</b>
<b>Shareholders' equity &amp; debt</b>						
<b>Current liabilities, total</b>	<b>25,318</b>	<b>27,448</b>	<b>23,238</b>	<b>23,875</b>	<b>25,312</b>	<b>26,466</b>
Short-term debt	0	0	0	0	0	0
Accounts payable	20,247	20,836	17,657	18,294	19,731	20,885
Current provisions	0	0	0	0	0	0
Other current liabilities	4,566	6,089	5,045	5,045	5,045	5,045
Lease liabilities	505	523	536	536	536	536
<b>Long-term liabilities, total</b>	<b>946</b>	<b>840</b>	<b>822</b>	<b>822</b>	<b>822</b>	<b>822</b>
Long-term debt	0	0	0	0	0	0
Lease liabilities	741	840	754	754	754	754
Other liabilities	205	0	68	68	68	68
<b>Minority interests</b>	<b>1,413</b>	<b>1,176</b>	<b>1,217</b>	<b>1,667</b>	<b>2,367</b>	<b>3,067</b>
<b>Shareholders' equity</b>	<b>18,675</b>	<b>14,490</b>	<b>17,664</b>	<b>17,338</b>	<b>17,528</b>	<b>18,171</b>
Share capital	1,075	1,075	1,160	1,160	1,160	1,160
Capital reserve	63,782	63,782	67,173	67,173	67,173	67,173
Other reserves	0	0	0	0	0	0
Loss carryforward / retained earnings	-46,182	-50,367	-50,669	-50,995	-50,805	-50,162
<b>Total consolidated equity and debt</b>	<b>46,352</b>	<b>43,954</b>	<b>42,941</b>	<b>43,702</b>	<b>46,028</b>	<b>48,525</b>
<b>Ratios</b>						
Current ratio (x)	1.61	1.52	1.61	1.59	1.59	1.61
Quick ratio (x)	1.61	1.52	1.61	1.59	1.59	1.61
Net debt	-19,458	-15,645	-18,552	-18,049	-18,250	-18,345
Net gearing	-104.2%	-108.0%	-105.0%	-104.1%	-104.1%	-101.0%
Equity ratio	43.3%	35.6%	44.0%	43.5%	43.2%	43.8%
Book value per share (in €)	0.89	0.71	0.85	0.79	0.80	0.83
Return on equity (ROE)	9.2%	-6.2%	-5.3%	-1.9%	1.1%	3.5%
Return on investment (ROI)	3.7%	-2.0%	-2.2%	-0.7%	0.4%	1.3%
Return on assets (ROA)	4.0%	-1.6%	-2.1%	-0.7%	0.4%	1.3%





## CASH FLOW STATEMENT

All figures in EUR '000	2021A	2022A	2023A	2024E	2025E	2026E
<b>EBIT</b>	<b>3,194</b>	<b>187</b>	<b>-994</b>	<b>41</b>	<b>1,069</b>	<b>1,561</b>
Depreciation and amortisation	1,184	1,088	1,018	1,026	1,006	977
<b>EBITDA</b>	<b>4,378</b>	<b>1,275</b>	<b>24</b>	<b>1,068</b>	<b>2,075</b>	<b>2,537</b>
Changes in working capital	636	3,256	1,975	-629	-616	-1,158
Other adjustments	-2,806	-2,600	-760	83	-179	-218
<b>Operating cash flow</b>	<b>2,208</b>	<b>1,931</b>	<b>1,239</b>	<b>521</b>	<b>1,280</b>	<b>1,161</b>
Investments in PP&E	-121	-111	-53	-114	-150	-192
Investments in intangibles	-178	-108	-61	-114	-150	-164
<b>Free cash flow</b>	<b>1,909</b>	<b>1,712</b>	<b>1,125</b>	<b>293</b>	<b>980</b>	<b>806</b>
Acquisitions & disposals, net	57	1,938	6,091	0	0	0
Other investments	-1,999	-5,000	-3,521	0	0	0
<b>Investment cash flow</b>	<b>-2,241</b>	<b>-3,281</b>	<b>2,456</b>	<b>-228</b>	<b>-300</b>	<b>-356</b>
Debt financing, net	0	0	0	0	0	0
Equity financing, net	-2,489	-1,232	0	0	0	0
Dividends paid	0	0	0	0	0	0
Other financing	-1,340	-1,124	-893	-796	-779	-710
<b>Financing cash flow</b>	<b>-3,829</b>	<b>-2,356</b>	<b>-893</b>	<b>-796</b>	<b>-779</b>	<b>-710</b>
FOREX & other effects	236	10	33	0	0	0
<b>Net cash flows</b>	<b>-3,626</b>	<b>-3,696</b>	<b>2,834</b>	<b>-503</b>	<b>201</b>	<b>95</b>
Cash, start of the year	24,330	20,704	17,008	19,842	19,339	19,540
<b>Cash, end of the year</b>	<b>20,704</b>	<b>17,008</b>	<b>19,842</b>	<b>19,339</b>	<b>19,540</b>	<b>19,635</b>
<b>EBITDA/share (in €)</b>	<b>0.21</b>	<b>0.06</b>	<b>0.00</b>	<b>0.05</b>	<b>0.09</b>	<b>0.12</b>
<b>Y-Y Growth</b>						
Operating cash flow	-34.7%	-12.5%	-35.8%	-57.9%	145.6%	-9.3%
Free cash flow	-26.4%	-10.3%	-34.3%	-74.0%	234.6%	-17.8%
EBITDA/share	-32.7%	-69.9%	-98.2%	4090.2%	94.3%	22.3%

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Category		1	2
Current market capitalisation (in €)		0 - 2 billion	> 2 billion
Strong Buy <sup>1</sup>	An expected favourable price trend of:	> 50%	> 30%
Buy	An expected favourable price trend of:	> 25%	> 15%
Add	An expected favourable price trend of:	0% to 25%	0% to 15%
Reduce	An expected negative price trend of:	0% to -15%	0% to -10%
Sell	An expected negative price trend of:	< -15%	< -10%

<sup>1</sup> The expected price trend is in combination with sizable confidence in the quality and forecast security of management.

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Initial Report	9 January 2018	€4.06	Add	€4.30
2...45	↓	↓	↓	↓
46	25 April 2023	€1.91	Buy	€3.50
47	5 July 2023	€2.28	Buy	€3.50
48	21 July 2023	€2.30	Buy	€3.50
49	21 August 2023	€2.38	Buy	€3.50
50	9 October 2023	€2.14	Buy	€3.50
51	23 October 2023	€1.96	Buy	€3.00
52	17 November 2023	€2.06	Buy	€3.00
53	9 February 2024	€2.12	Buy	€2.80
54	Today	€2.18	Buy	€2.90

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