

LION E-Mobility AG

Automotive - Germany



NuWays

by Hauck Aufhäuser Lampe

Buy (old: Buy)

25.03.2024

EUR 8.00 (old: EUR 10.50)

On the road for accelerating growth; chg. est.

Topic: LION E-Mobility published its FY23 prelims and FY24 guidance. While the latter came in below our estimates, it offers plenty of room for upside. Valuation remains highly attractive.

FY23 revenues increased by 4% yoy to € 56.1m, whereas € 26.3m came from Q4 alone. FY EBITDA stood at € -0.7m; Q4 € -0.8m. Worth highlighting, the operating cash flow improved strongly from € -6.8m in FY22 to € 2.1m in FY23 (€ 1m in Q4), which should have largely been carried by a normalization of inventory levels. Mind you, the company build up a stockpile of completed battery packs at the end of FY22 to service customers throughout the transition period.

FY24 guidance points to 7-16% yoy growth (€ 60-65m). While the growth targets came in well below our old estimates of € 86m, management stretched the conservative approach during the earnings call. With the company significantly ramping up its sales efforts (increased headcount and trade show appearances, from 4 to 30), strong growth ambitions from important customers such as Karsan (electric buses and mini-buses) and plenty of spare capacity at its production site in Hildburghausen. Further, the company is currently active in more than 20 design-in projects, of which some should turn into firm orders. EBITDA is seen to come in at € 0.5-1m (eNuW old: € 1.1m)

FY25e with accelerated growth (eNuW: 34% to € 90m) on the back of the partnership with SVOLT, which will allow LION to produce higher energy density (20% more vs currently used cells) NMC and LFP battery packs from H2 2024 onwards. The latter should turn into a notable tailwind as it allows LION to fully break into the thriving energy storage market, which prefers LFP over NMC cells. As a result, the share of storage sales should exceed 50% during the next few years (FY23: 41%).

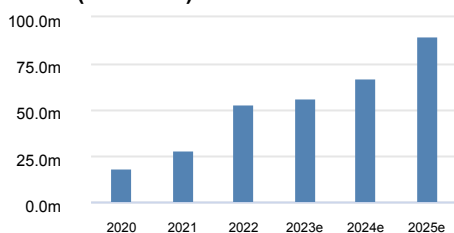
Immersion cooling progress. As highlighted during the earnings call, the company is progressing well with the development of its immersion cooled battery packs. Until the end of the year, LION should receive additional feedback (so far "promising") from the premium OEMs currently testing the pack on the road. *Note: We have currently reflected no value for LION's immersion cooling technology in our valuation.*

Reiterate BUY with a new € 8 PT (old: € 10.50) based on a sum-of-the-parts valuation.

Y/E 31.12 (EUR m)	2020	2021	2022	2023e	2024e	2025e
Sales	18.4	28.4	53.8	56.1	67.4	90.3
Sales growth	950.2%	54.3%	89.1%	4.4%	20.1%	34.1%
EBITDA	-1.6	-1.2	0.5	-0.7	0.7	3.4
Net debt (if net cash=0)	-0.8	-0.2	2.7	10.9	8.0	7.0
FCF	-2.0	-0.6	-9.4	-3.1	2.8	1.0
Net Debt/EBITDA	0.0	0.0	5.8	-14.9	11.0	2.0
EPS pro forma	-0.09	-0.12	0.03	-0.20	-0.09	0.09
EBITDA margin	-8.6%	-4.3%	0.9%	-1.3%	1.1%	3.8%
ROCE	-16.0%	-14.3%	2.6%	-5.8%	-1.9%	4.2%
EV/sales	1.7	1.1	0.4	0.6	0.4	0.3
EV/EBITDA	-19.8	-25.1	49.4	-42.8	38.8	8.0
PER	-17.3	-13.7	54.9	-8.1	-17.3	17.8
Adjusted FCF yield	-4.0%	-3.2%	-1.6%	-11.2%	0.9%	7.8%

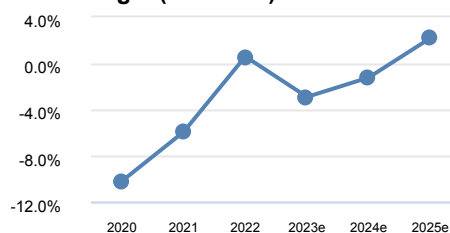
Source: Company data, NuWays, Close price as of 22.03.2024

Sales (2020-25e)



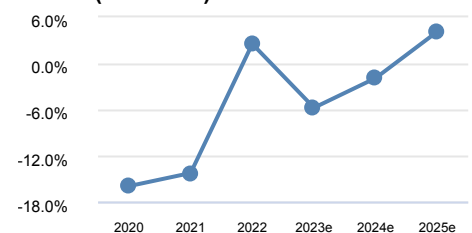
Source: NuWays Research

EBIT margin (2020-25e)



Source: NuWays Research

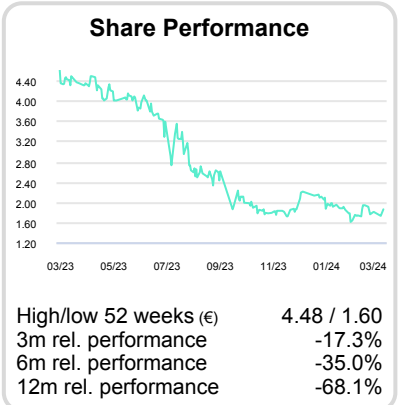
ROCE (2020-25e)



Source: NuWays Research

Company description

LION is a fully automated producer of lithium-ion battery packs for a wide range of applications such as buses, commercial vehicles, marine, industrial vehicles but also stationary energy storage with an annual production capacity of 2 GWh, the equivalent to 45k battery packs.



Market data

Share price (in €)	1.85
Market cap (in € m)	19.8
Number of shares (in m pcs)	12.4
Enterprise value (in € m)	28.4
Ø trading volume (6 months)	3,900

Identifier

Bloomberg	LMIA GR
Reuters	LMIA.F
WKN	A2QH97
ISIN	CH0560888270

Key shareholders

Ian Mukherjee	38.7%
Founders	6.0%
Free Float	55.3%

Estimates changes

	2023e	2024e	2025e
Sales	-7%	-22%	-29%
EBIT	28%	-1%	-52%
EPS	-26%	-1%	-61%

Comment on changes

- Lowered estimates on the back of reduced price assumptions for battery packs (-20%) to account for raw material deflation and slightly lower volumes

Guidance

- Sales 2024: € 60-65m
- EBITDA 2024: € 0.5-1m

Financials

Profit and loss (EUR m)	2020	2021	2022	2023e	2024e	2025e
Net sales	18.4	28.4	53.8	56.1	67.4	90.3
<i>Sales growth</i>	950.2%	54.3%	89.1%	4.4%	20.1%	34.1%
Increase/decrease in finished goods and work-in-process	0.0	0.5	0.3	0.4	0.0	0.0
Total sales	18.4	28.9	54.1	56.5	67.4	90.3
Other operating income	0.1	1.5	0.4	1.5	0.7	0.9
Material expenses	14.0	25.9	46.5	48.3	57.2	75.6
Personnel expenses	2.3	3.1	3.9	5.7	5.4	6.6
Other operating expenses	3.7	2.6	3.7	4.8	4.7	5.5
Total operating expenses	20.0	30.1	53.6	57.2	66.6	86.9
EBITDA	-1.6	-1.2	0.5	-0.7	0.7	3.4
Depreciation	0.3	0.5	0.1	0.9	1.6	1.5
EBITA	-1.9	-1.7	0.3	-1.6	-0.8	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)	-1.9	-1.7	0.3	-1.6	-0.8	2.0
Interest income	0.1	0.1	0.1	0.1	0.1	0.1
Interest expenses	0.0	0.0	0.1	1.4	1.0	1.0
Investment income	0.5	0.1	0.1	0.0	0.2	0.3
Financial result	0.5	0.2	0.1	-1.3	-0.6	-0.6
Recurring pretax income from continuing operations	-1.3	-1.5	0.4	-2.9	-1.5	1.4
Extraordinary income/loss	0.0	0.0	0.0	0.0	0.0	0.0
Earnings before taxes	-1.3	-1.5	0.4	-2.9	-1.5	1.4
Income tax expense	-0.4	-0.4	0.0	-0.4	-0.3	0.3
Net income from continuing operations	-0.9	-1.2	0.4	-2.5	-1.1	1.1
Income from discontinued operations (net of tax)	0.0	0.0	0.0	0.0	0.0	0.0
Net income	-0.9	-1.2	0.4	-2.5	-1.1	1.1
Minority interest	0.0	0.0	0.0	0.0	0.0	0.0
Net profit (reported)	-0.9	-1.2	0.4	-2.5	-1.1	1.1
Average number of shares	10.0	10.0	12.4	12.4	12.4	12.4
EPS reported	-0.09	-0.12	0.03	-0.20	-0.09	0.09

Profit and loss (common size)	2020	2021	2022	2023e	2024e	2025e
Net sales	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
<i>Sales growth</i>	950.2%	54.3%	89.1%	4.4%	20.1%	34.1%
Increase/decrease in finished goods and work-in-process	0.1%	1.7%	0.6%	0.7%	0.0%	0.0%
Total sales	100.1%	101.7%	100.6%	100.7%	100.0%	100.0%
Other operating income	0.4%	5.2%	0.8%	2.7%	1.0%	1.0%
Material expenses	76.1%	91.2%	86.4%	86.1%	84.9%	83.7%
Personnel expenses	12.7%	10.8%	7.2%	10.1%	8.0%	7.4%
Other operating expenses	20.2%	9.2%	6.9%	8.5%	7.0%	6.1%
Total operating expenses	108.7%	106.0%	99.8%	102.0%	98.9%	96.2%
EBITDA	-8.6%	-4.3%	0.9%	-1.3%	1.1%	3.8%
Depreciation	1.6%	1.6%	0.3%	1.6%	2.3%	1.6%
EBITA	-10.2%	-5.9%	0.6%	-2.9%	-1.2%	2.2%
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)	-10.2%	-5.9%	0.6%	-2.9%	-1.2%	2.2%
Interest income	0.4%	0.2%	0.1%	0.2%	0.2%	0.2%
Interest expenses	0.3%	0.1%	0.2%	2.5%	1.5%	1.1%
Investment income	2.8%	0.5%	0.2%	0.0%	0.4%	0.4%
Financial result	2.9%	0.6%	0.1%	neg.	neg.	neg.
Recurring pretax income from continuing operations	-7.3%	-5.4%	0.7%	-5.2%	-2.2%	1.6%
Extraordinary income/loss	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Earnings before taxes	-7.3%	-5.4%	0.7%	-5.2%	-2.2%	1.6%
Tax rate	31.3%	23.5%	9.1%	15.0%	22.0%	22.0%
Net income from continuing operations	-5.0%	-4.1%	0.7%	-4.4%	-1.7%	1.2%
Income from discontinued operations (net of tax)	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Net income	-5.0%	-4.1%	0.7%	-4.4%	-1.7%	1.2%
Minority interest	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Net profit (reported)	-5.0%	-4.1%	0.7%	-4.4%	-1.7%	1.2%

Source: Company data, NuWays

Balance sheet (EUR m)	2020	2021	2022	2023e	2024e	2025e
Intangible assets	2.5	3.1	3.1	3.6	4.1	4.6
Property, plant and equipment	0.5	0.4	2.1	10.9	10.2	10.1
Financial assets	4.2	4.4	4.6	4.6	4.6	4.6
FIXED ASSETS	7.3	7.9	9.8	19.1	18.9	19.3
Inventories	0.1	0.2	6.9	18.7	19.2	22.6
Accounts receivable	2.1	4.2	4.5	7.7	9.2	12.4
Other assets and short-term financial assets	4.4	2.4	2.4	12.4	12.4	14.4
Liquid assets	1.2	1.2	2.5	3.9	6.7	7.7
Deferred taxes	1.1	2.2	0.0	0.0	0.0	0.0
Deferred charges and prepaid expenses	0.1	0.1	0.1	0.1	0.1	0.1
CURRENT ASSETS	9.0	10.3	16.4	42.8	47.7	57.2
TOTAL ASSETS	16.3	18.2	26.3	61.9	66.6	76.5

SHAREHOLDERS EQUITY	10.3	9.3	8.6	26.6	29.4	35.6
MINORITY INTEREST	0.0	0.0	0.0	0.0	0.0	0.0
Provisions for pensions and similar obligations	1.9	0.6	0.6	0.6	0.6	0.6
Other provisions and accrued liabilities	0.0	0.0	0.0	0.0	0.0	0.0
Short-term liabilities to banks	0.0	0.0	0.0	0.0	0.0	0.0
Accounts payable	3.2	5.9	10.0	9.2	11.1	14.9
Advance payments received on orders	0.0	0.0	0.0	0.0	0.0	0.0
Other liabilities (incl. from lease and rental contracts)	0.4	0.6	1.0	10.0	10.0	10.0
Deferred taxes	0.0	0.7	0.7	0.7	0.7	0.7
Deferred income	0.0	0.0	0.0	0.0	0.0	0.0
CURRENT LIABILITIES	3.6	6.5	11.0	19.2	21.1	24.9
TOTAL LIABILITIES AND SHAREHOLDERS EQUITY	16.3	18.2	26.3	61.9	66.6	76.5

Balance sheet (common size)	2020	2021	2022	2023e	2024e	2025e
Intangible assets	15.4%	17.3%	12.0%	5.9%	6.2%	6.1%
Property, plant and equipment	3.2%	2.0%	8.0%	17.6%	15.3%	13.2%
Financial assets	26.0%	24.1%	17.5%	7.4%	6.9%	6.0%
FIXED ASSETS	44.6%	43.4%	37.4%	30.9%	28.4%	25.2%
Inventories	0.8%	0.9%	26.2%	30.2%	28.9%	29.5%
Accounts receivable	12.9%	23.3%	17.1%	12.4%	13.8%	16.2%
Other assets and short-term financial assets	26.9%	13.1%	9.1%	20.0%	18.6%	18.8%
Liquid assets	7.6%	6.8%	9.7%	6.3%	10.1%	10.1%
Deferred taxes	6.7%	12.0%	0.0%	0.0%	0.0%	0.0%
Deferred charges and prepaid expenses	0.5%	0.4%	0.5%	0.2%	0.2%	0.2%
CURRENT ASSETS	55.4%	56.6%	62.6%	69.1%	71.6%	74.8%
TOTAL ASSETS	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

SHAREHOLDERS EQUITY	63.5%	50.9%	32.9%	42.9%	44.2%	46.5%
MINORITY INTEREST	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Provisions for pensions and similar obligations	11.7%	3.5%	2.4%	1.0%	0.9%	0.8%
Other provisions and accrued liabilities	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Short-term liabilities to banks	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Accounts payable	19.8%	32.3%	38.1%	14.9%	16.6%	19.4%
Advance payments received on orders	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Other liabilities (incl. from lease and rental contracts)	2.3%	3.5%	3.8%	16.1%	15.0%	13.1%
Deferred taxes	0.0%	4.0%	2.8%	1.2%	1.1%	1.0%
Deferred income	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
CURRENT LIABILITIES	22.0%	35.7%	41.9%	31.0%	31.6%	32.5%
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)	2020	2021	2022	2023e	2024e	2025e
Net profit/loss	-0.9	-1.2	0.4	-2.5	-1.1	1.1
Depreciation of fixed assets (incl. leases)	0.3	0.5	0.1	0.9	1.6	1.5
Amortisation of goodwill & intangible assets	0.0	0.0	0.0	0.0	0.0	0.0
Others	-0.1	-0.1	0.0	0.0	0.0	0.0
Cash flow from operating activities	-1.3	-0.1	-7.8	-0.6	3.3	1.5
Increase/decrease in inventory	-4.3	-0.0	-6.7	-11.8	-0.5	-3.3
Increase/decrease in accounts receivable	-1.2	-0.8	-0.2	-3.2	-1.5	-3.1
Increase/decrease in accounts payable	3.1	2.6	4.1	-0.8	1.8	3.8
Increase/decrease in other working capital positions	1.6	-0.7	-7.0	10.4	4.0	3.0
Increase/decrease in working capital	-0.9	1.1	-9.8	-5.4	3.8	0.3
Cash flow from operating activities	-1.3	-0.1	-6.8	2.1	4.2	2.9
CAPEX	0.7	0.5	2.6	5.2	1.3	1.9
Payments for acquisitions	0.0	0.0	0.1	5.0	0.0	0.0
Financial investments	0.6	0.0	0.0	0.0	0.0	0.0
Income from asset disposals	0.2	0.3	0.0	0.0	0.0	0.0
Cash flow from investing activities	-1.2	-0.2	-2.7	-10.2	-1.3	-1.9
Cash flow before financing	-2.4	-0.3	-9.5	-8.1	2.8	1.0
Increase/decrease in debt position	-0.1	0.4	3.9	9.5	0.0	0.0
Purchase of own shares	0.0	0.0	0.0	0.0	0.0	0.0
Capital measures	2.0	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	-0.1	-0.1	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	1.8	0.3	3.9	9.5	0.0	0.0
Increase/decrease in liquid assets	-0.6	-0.0	-5.6	1.4	2.8	1.0
Liquid assets at end of period	1.2	1.2	2.5	3.9	6.7	7.7

Key ratios (EUR m)	2020	2021	2022	2023e	2024e	2025e
P&L growth analysis						
Sales growth	950.2%	54.3%	89.1%	4.4%	20.1%	34.1%
EBITDA growth	-31.0%	-22.2%	-138.0%	-256.2%	-200.3%	370.8%
EBIT growth	-23.3%	-10.3%	-119.2%	-601.4%	-49.5%	-341.8%
EPS growth	-46.1%	26.4%	-125.0%	-781.5%	-53.3%	-197.0%
Efficiency						
Sales per employee	1,842.7	1,137.3	1,536.0	992.9	880.4	1,032.5
EBITDA per employee	-158.2	-49.2	13.4	-12.9	9.6	39.4
No. employees (average)	10	25	35	56	76	88
Balance sheet analysis						
Avg. working capital / sales	9.3%	-1.7%	0.4%	14.0%	13.9%	20.6%
Inventory turnover (sales/inventory)	n.a.	181.0	7.8	3.0	3.5	4.0
Accounts receivable turnover	41.8	54.4	30.4	50.0	50.0	50.0
Accounts payable turnover	63.9	75.3	67.9	60.0	60.0	60.0
Cash flow analysis						
Free cash flow	-2.0	-0.6	-9.4	-3.1	2.8	1.0
Free cash flow/sales	-10.9%	-2.0%	-17.5%	-5.6%	4.2%	1.1%
FCF / net profit	216.8%	49.4%	neg.	128.2%	neg.	89.7%
Capex / sales	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
Solvency						
Net debt	-0.8	-0.2	2.7	10.9	8.0	7.0
Net Debt/EBITDA	0.0	0.0	5.8	-14.9	11.0	2.0
Dividend payout ratio	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Interest paid / avg. debt	17.5%	3.4%	3.4%	17.7%	10.3%	7.0%
Returns						
ROCE	-16.0%	-14.3%	2.6%	-5.8%	-1.9%	4.2%
ROE	-8.9%	-12.6%	4.2%	-9.2%	-3.9%	3.1%
Adjusted FCF yield	-4.0%	-3.2%	-1.6%	-11.2%	0.9%	7.8%
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	-0.09	-0.12	0.03	-0.20	-0.09	0.09
Average number of shares	10.0	10.0	12.4	12.4	12.4	12.4
Valuation ratios						
P/BV	1.6	1.7	2.3	0.7	0.7	0.6
EV/sales	1.7	1.1	0.4	0.6	0.4	0.3
EV/EBITDA	-19.8	-25.1	49.4	-42.8	38.8	8.0
EV/EBIT	-16.6	-18.3	71.1	-19.2	-34.5	13.8

Source: Company data, NuWays

Disclosures

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Company	Disclosures
LION E-Mobility AG	2,8

Historical target price and rating changes for LION E-Mobility AG

Company	Date	Analyst	Rating	Target Price	Close
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According to Article 4(1) No. i of the delegated regulation 2016/958 supplementing regulation 596/2014 of the European Parliament, further information regarding investment recommendations of the last 12 months are published under: www.nuways-ag.com

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Contacts

NuWays AG

Mittelweg 16-17
20148 Hamburg
Germany

+49 170 119 8648
info@nuways-ag.com
www.nuways-ag.com



Christian Sandherr

Co-CEO/Analyst

christian.sandherr@nuways-ag.com



Frederik Jarchow

Co-CEO/Analyst

frederik.jarchow@nuways-ag.com



Philipp Sennewald

Analyst

philipp.sennewald@nuways-ag.com



Henry Wendisch

Analyst

henry.wendisch@nuways-ag.com



Mark Schüssler

Analyst

mark-hendrik.schuessler@nuways-ag.com



Konstantin Völk

Analyst

konstantin.voelk@nuways-ag.com

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