Financial Services - Germany



Buy (old: Buy) 19.02.2024

EUR 11.00 (old: EUR 11.00)

Case fully intact despite PW; chg.

Topic: MLP released a profit warning and is now expecting an FY'23 EBIT of € 71m, thus missing the guidance of € 75-85m due to € 4m of goodwill impairments in the real estate business.

Below market expectations: Adjusting for the impairment, the guidance range should have been met at the lower end € 75m, indicating a € 5m miss vs our estimate of € 80m(eCons: € 77m). This should mainly stem from lower than expected sales in Q4, while the cost base should have remained unchangend.

Case remains fully intact for FY'24e and beyond: While the real estate business has been MLP's problem child, this impairment has been anticipated by the market, however at a smaller extent. Nevertheless, this does not impact our view on FY'24e, where we expect EBIT to reach € 90m (+27% yoy; eCons: € 88m), based on 1) no further downside from real estate, 2) a continuously strong banking business as well as 3) ongoing synergies across MLP's manifold segments while potential performance fees (not included in our estimates) could serve as a cherry on top. Moreover, management feels confident about their EBIT growth path, as they reaffirmed the mid-term guidance of € 100-110m of EBIT by FY'25e (eNuW: € 95m; eCons: € 96m).

FY'23 dividend announced: Given the non-cash relevenat impairment as well as the solid net cash position of € 2.26 per share (as of 9M'23) **MLP announced to keep the dividend stable at € 0.30 per share** (5.5% dividend yield), despite slightly lower EPS.

Attractive risk/reward profile: While the bad news should now remain to the past, we look optimistically into FY'24e (see 8-pager from 25th January 2024). The risk/reward profile looks attractive and the stock seems to be downside protected by MLP's parts (FERI: € 5.12; net cash: € 2.27; MLP ex FERI: € 5.52; all per share), witnessed by the shares currently trade on the same level from before the profit warning. Moreover, valuation looks unjustified, given a 21% FCFY'24e, a 58% discount to its parts and historically low multiples albeit improvements in underlying profitability (see p. 2).

Hence, we confirm our **BUY recommendation with an unchanged PT of € 11.00**, based on FCFY'24e and SOTP.

Y/E 31.12 (EUR m)	2020	2021	2022	2023e	2024e	2025e
Sales	745.5	907.3	913.8	945.9	988.4	1,027.9
Sales growth	8.1%	21.7%	0.7%	3.5%	4.5%	4.0%
EBITDA	87.1	124.0	110.6	111.4	127.9	134.2
Net debt (if net cash=0)	-130.0	-104.3	-76.0	-164.0	-198.8	-239.0
FCF	398.8	536.3	-314.7	47.6	166.4	174.2
Net Debt/EBITDA	0.0	0.0	0.0	0.0	0.0	0.0
EPS pro forma	0.40	0.57	0.47	0.45	0.58	0.61
EBITDA margin	11.7%	13.7%	12.1%	11.8%	12.9%	13.1%
ROCE	9.0%	13.4%	9.9%	8.8%	10.3%	10.3%
EV/sales	0.6	0.8	0.7	0.4	0.4	0.4
EV/EBITDA	5.4	5.8	5.4	3.5	3.1	2.7
PER	13.3	12.6	11.6	12.0	9.4	8.9
Adjusted FCF yield	12.0%	10.4%	11.7%	19.2%	20.8%	24.0%

Source: Company data, NuWays, Close price as of 14.02.2024



Market data	
Share price (in €)	5.31
Market cap (in € m)	595.2
Number of shares (in m pcs)	109.2
Enterprise value (in € m)	400.4
Ø trading volume (6 months)	29,787

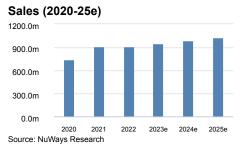
	Identifier
Bloomberg	MLP GR
Reuters	MLPG
WKN	656990
ISIN	DE0006569908

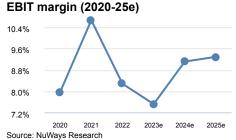
Key shareholders	
Lautenschläger Family	29.2%
HanseMerkur	10.0%
Barmenia	9.4%
LAIQON	9.2%
Allianz SE	6.2%
Free Float	36.0%

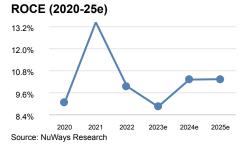
Estimates changes					
	<u>2023e</u>	<u>2024e</u>	<u>2025e</u>		
Sales	-0%	0%	0%		
EBIT	-11%	0%	0%		
EPS	-11%	0%	0%		

Comment on changes

FY'23 estimates now reflect the profit warning.







Company description

MLP is a leading financial services provider in Europe with a strong focus on Germany. MLP offers financial services in the fields of old-age provision, wealth management, non-life insurance, banking and real estate The target group are students, wealthy private and institutional clients.

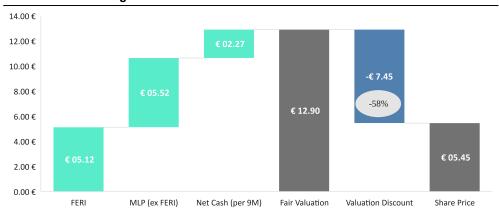
Guidance

• FY 23e EBIT: € 75-85m

Update - 19.02.2024

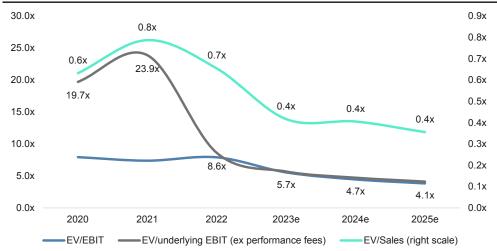
NuWays by Hauck Aufhäuser Lampe

SOTP Valuation Bridge



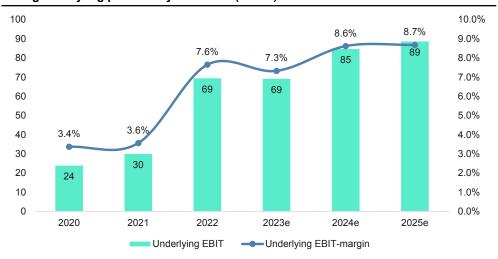
Source: NuWays, all number per share

Historically low multiples, albeit better operating performance



Source: Comany data, NuWays

Strong underyling profitability increases (in € m)



Source: Comany data, NuWays

Update - 19.02.2024



Financials

Profit and loss (EUR m)	2020	2021	2022	2023e	2024e	2025e
Net sales	745.5	907.3	913.8	945.9	988.4	1,027.9
Sales growth	8.1%	21.7%	0.7%	3.5%	4.5%	4.0%
Increase/decrease in finished goods and work-in-process	0.0	0.0	0.0	0.0	0.0	0.0
Total sales	745.5	907.3	913.8	945.9	988.4	1,027.9
Other operating income	29.1	44.1	35.4	33.2	33.0	30.0
Material expenses	397.0	482.5	477.9	463.7	482.0	504.0
Personnel expenses	148.0	180.5	187.9	208.1	215.5	221.7
Other operating expenses	142.5	164.4	172.7	195.8	196.0	198.0
Total operating expenses	658.5	783.3	803.2	834.5	860.5	893.7
EBITDA	87.1	124.0	110.6	111.4	127.9	134.2
Depreciation	27.7	27.2	35.0	40.4	37.8	38.7
EBITA	59.4	96.8	75.6	71.0	90.1	95.5
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)	59.4	96.8	75.6	71.0	90.1	95.5
Interest income	1.3	0.7	2.8	5.6	5.6	5.6
Interest expenses	4.1	4.9	5.4	10.2	10.4	10.7
Investment income	-0.2	0.6	0.1	0.0	0.0	0.0
Financial result	-3.0	-3.6	-2.5	-4.6	-4.8	-5.1
Recurring pretax income from continuing operations	56.3	93.2	73.1	66.4	85.2	90.4
Extraordinary income/loss	0.0	0.0	0.0	0.0	0.0	0.0
Earnings before taxes	56.3	93.2	73.1	66.4	85.2	90.4
Income tax expense	13.1	30.4	24.4	19.9	24.7	26.2
Net income from continuing operations Income from discontinued operations (net of tax)	43.2 0.0	62.8 0.0	48.6 0.0	46.5 0.0	60.5 0.0	64.2 0.0
, ,	43.2	62.8				
Net income Minority interest	43.2 -0.0	0.2	48.6 -2.8	46.5 -3.0	60.5 -3.0	64.2 -3.0
Minority interest	-0.0 43.3	62.6	-2.0 51.5	-3.0 49.5	-3.0 63.5	-3.0 67.2
Net profit (reported) Average number of shares	109.3	109.3	109.2	109.2	109.2	109.2
EPS reported	0.40	0.57	0.47	0.45	0.58	0.62
El O lopolica	0.40	0.01	V11	0.40	0.00	0.02
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%
Sales growth	8.1%	21.7%	0.7%	3.5%	4.5%	4.0%
Increase/decrease in finished goods and work-in-process	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Total sales	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
Other operating income	3.9%	4.9%	3.9%	3.5%	3.3%	2.9%
Material expenses	53.3%	53.2%	52.3%	49.0%	48.8%	49.0%
Personnel expenses	19.8%	19.9%	20.6%	22.0%	21.8%	21.6%
Other operating expenses	19.1%	18.1%	18.9%	20.7%	19.8%	19.3%
Total operating expenses						06.00/
p	88.3%	86.3%	87.9%	88.2%	87.1%	86.9%
	88.3% 11.7%	86.3% 13.7%	87.9% 12.1%	88.2% 11.8%	87.1% 12.9%	
EBITDA						13.1%
EBITDA Depreciation	11.7%	13.7%	12.1%	11.8%	12.9%	13.1% 3.8%
EBITDA Depreciation EBITA	11.7% 3.7%	13.7% 3.0%	12.1% 3.8%	11.8% 4.3%	12.9% 3.8%	13.1% 3.8% 9.3%
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EBITDA Depreciation EBITA Amortisation of goodwill	11.7% 3.7% 8.0% 0.0%	13.7% 3.0% 10.7% 0.0%	12.1% 3.8% 8.3% 0.0%	11.8% 4.3% 7.5% 0.0%	12.9% 3.8% 9.1% 0.0%	13.1% 3.8% 9.3% 0.0% 0.0%
EBITDA Depreciation EBITA Amortisation of goodwill Amortisation of intangible assets	11.7% 3.7% 8.0% 0.0% 0.0% 0.0% 8.0%	13.7% 3.0% 10.7% 0.0% 0.0% 0.0%	12.1% 3.8% 8.3% 0.0% 0.0% 0.0% 8.3%	11.8% 4.3% 7.5% 0.0% 0.0% 0.0% 7.5%	12.9% 3.8% 9.1% 0.0% 0.0% 0.0% 9.1%	13.1% 3.8% 9.3% 0.0% 0.0% 0.0%
EBITDA Depreciation EBITA Amortisation of goodwill Amortisation of intangible assets Impairment charges EBIT (inc revaluation net) Interest income	11.7% 3.7% 8.0% 0.0% 0.0% 0.0% 8.0% 0.2%	13.7% 3.0% 10.7% 0.0% 0.0% 0.0% 10.7% 0.1%	12.1% 3.8% 8.3% 0.0% 0.0% 0.0% 8.3% 0.3%	11.8% 4.3% 7.5% 0.0% 0.0% 0.0% 7.5%	12.9% 3.8% 9.1% 0.0% 0.0% 0.0% 0.0% 0.6%	13.1% 3.8% 9.3% 0.0% 0.0% 0.0% 9.3%
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EBITDA Depreciation EBITA Amortisation of goodwill Amortisation of intangible assets Impairment charges EBIT (inc revaluation net) Interest income Interest expenses Investment income	11.7% 3.7% 8.0% 0.0% 0.0% 0.0% 8.0% 0.2%	13.7% 3.0% 10.7% 0.0% 0.0% 0.0% 10.7% 0.1%	12.1% 3.8% 8.3% 0.0% 0.0% 0.0% 8.3% 0.3%	11.8% 4.3% 7.5% 0.0% 0.0% 0.0% 7.5%	12.9% 3.8% 9.1% 0.0% 0.0% 0.0% 0.0% 0.6%	13.1% 3.8% 9.3% 0.0% 0.0% 0.0% 9.3% 0.5% 1.0%
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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)	11.7% 3.7% 8.0% 0.0% 0.0% 8.0% 0.2% 0.6% -0.0% neg. 7.6% 0.0% 23.2% 5.8% 0.0%	13.7% 3.0% 10.7% 0.0% 0.0% 0.0% 10.7% 0.15% 0.1% neg. 10.3% 0.0% 10.3% 32.6% 6.9% 0.0%	12.1% 3.8% 8.3% 0.0% 0.0% 0.0% 8.3% 0.6% 0.0% neg. 8.0% 33.4% 5.3% 0.0%	11.8% 4.3% 7.5% 0.0% 0.0% 0.0% 7.5% 0.6% 1.1% 0.0% neg. 7.0% 0.0% 7.0% 30.0% 4.9% 0.0%	12.9% 3.8% 9.1% 0.0% 0.0% 0.0% 0.6% 1.1% 0.0% neg. 8.6% 0.0% 8.6% 29.0% 6.1% 0.0%	13.1% 3.8% 9.3% 0.0% 0.0% 0.0% 0.5% 1.0% 0.0% neg 8.8% 0.0% 8.8% 29.0% 6.2% 0.0%
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	11.7% 3.7% 8.0% 0.0% 0.0% 8.0% 0.2% 0.6% -0.0% neg. 7.6% 0.0% 7.6% 23.2% 5.8% 0.0% 5.8%	13.7% 3.0% 10.7% 0.0% 0.0% 0.0% 10.7% 0.1% 0.5% 0.1% neg. 10.3% 0.0% 10.3% 32.6% 6.9% 0.0% 6.9%	12.1% 3.8% 8.3% 0.0% 0.0% 0.0% 8.3% 0.6% 0.0% neg. 8.0% 33.4% 5.3% 0.0% 5.3%	11.8% 4.3% 7.5% 0.0% 0.0% 0.0% 7.5% 0.6% 1.1% 0.0% neg. 7.0% 0.0% 7.0% 30.0% 4.9% 0.0% 4.9%	12.9% 3.8% 9.1% 0.0% 0.0% 0.0% 9.16 0.6% 1.1% 0.0% neg. 8.6% 0.0% 8.6% 29.0% 6.1% 0.0%	13.1% 3.8% 9.3% 0.0% 0.0% 0.0% 0.5% 1.0% 0.0% neg. 8.8% 0.0% 6.2% 6.2%
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)	11.7% 3.7% 8.0% 0.0% 0.0% 8.0% 0.2% 0.6% -0.0% neg. 7.6% 0.0% 23.2% 5.8% 0.0%	13.7% 3.0% 10.7% 0.0% 0.0% 0.0% 10.7% 0.15% 0.1% neg. 10.3% 0.0% 10.3% 32.6% 6.9% 0.0%	12.1% 3.8% 8.3% 0.0% 0.0% 0.0% 8.3% 0.6% 0.0% neg. 8.0% 33.4% 5.3% 0.0%	11.8% 4.3% 7.5% 0.0% 0.0% 0.0% 7.5% 0.6% 1.1% 0.0% neg. 7.0% 0.0% 7.0% 30.0% 4.9% 0.0%	12.9% 3.8% 9.1% 0.0% 0.0% 0.0% 0.6% 1.1% 0.0% neg. 8.6% 0.0% 8.6% 29.0% 6.1% 0.0%	0.9% 13.1% 3.8% 9.3% 0.0% 0.0% 0.0% 0.5% 1.0% 0.0% neg. 8.8% 0.0% 6.2% 0.0% 6.2% 6.5%

Source: Company data, NuWays

Update - 19.02.2024



Balance sheet (EUR m)	2020	2021	2022	2023e	2024e	2025e
Intangible assets	178.9	226.8	234.5	237.5	240.5	243.5
Property, plant and equipment	125.1	128.1	136.6	138.9	142.0	146.4
Financial assets	207.2	206.4	247.1	187.6	189.6	191.6
FIXED ASSETS	511.1	561.2	618.2	564.0	572.1	581.5
Inventories	17.8	34.6	51.9	51.9	51.9	51.9
Accounts receivable	1,632.1	1,439.7	1,902.5	1,952.5	2,002.5	2,052.5
Other assets and short-term financial assets	209.5	268.0	242.4	242.4	257.4	272.4
Liquid assets	859.0	1,377.8	961.2	1,033.6	1,170.0	1,313.8
Deferred taxes	9.7	12.1	8.4	8.4	8.4	8.4
Deferred charges and prepaid expenses	0.0	0.0	0.0	0.0	0.0	0.0
CURRENT ASSETS	2,728.2	3,132.1	3,166.4	3,288.8	3,490.2	3,699.0
TOTAL ASSETS	3,239.3	3,693.4	3,784.6	3,852.8	4,062.3	4,280.5
SHAREHOLDERS EQUITY	453.2	495.2	527.4	625.4	660.0	706.9
MINORITY INTEREST	0.8	1.0	-1.9	-1.9	-1.9	-1.9
Provisions for pensions and similar obligations	27.0	27.0	0.0	2.0	4.0	6.0
Other provisions and accrued liabilities	88.8	110.0	97.6	85.6	88.6	91.6
Short-term liabilities to banks	0.0	0.0	0.0	0.0	0.0	0.0
Accounts payable	28.7	28.7	37.5	36.4	32.3	33.6
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)	280.9	403.4	371.7	321.7	334.5	347.9
Deferred taxes	9.2	11.3	19.3	11.3	11.3	11.3
Deferred income	0.0	0.0	0.0	0.2	0.2	0.2
CURRENT LIABILITIES	280.9	403.4	371.7	321.7	334.5	347.9
TOTAL LIABILITIES AND SHAREHOLDERS EQUITY	3,239.3	3,693.4	3,784.6	3,852.8	4,062.1	4,280.3
	0000	0004	0000	0000	0004	0005
Balance sheet (common size)	2020 5.5%	2021 6.1%	2022	2023e	2024e	2025e 5.7%
Intangible assets	3.9%	3.5%	6.2%	6.2% 3.6%	5.9% 3.5%	3.4%
Property, plant and equipment Financial assets	3.9% 6.4%	3.5% 5.6%	3.6% 6.5%	3.6% 4.9%	3.5% 4.7%	3.4% 4.5%
FIXED ASSETS	15.8%	15.2%			4.7 % 14.1%	
	0.6%	0.9%	16.3% 1.4%	14.6% 1.3%	1.3%	13.6% 1.2%
Inventories Accounts receivable			50.3%	50.7%	49.3%	48.0%
Accounts receivable Other assets and short term financial assets	50.4%	39.0%		6.3%	49.3% 6.3%	
Other assets and short-term financial assets	6.5%	7.3%	6.4%			6.4% 30.7%
Liquid assets Deferred taxes	26.5% 0.3%	37.3% 0.3%	25.4% 0.2%	26.8% 0.2%	28.8% 0.2%	0.2%
Deferred charges and prepaid expenses	0.0%	0.0%	0.2 %	0.2%	0.2 %	0.2 %
CURRENT ASSETS	84.2%	84.8%	83.7%	85.4%	85.9%	86.4%
TOTAL ASSETS	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
TOTAL ASSETS	100.0 /6	100.0 /6	100.0 /6	100.0 /6	100.0 /6	100.0 /6
SHAREHOLDERS EQUITY	14.0%	13.4%	13.9%	16.2%	16.2%	16.5%
MINORITY INTEREST	0.0%	0.0%	-0.0%	-0.0%	-0.0%	-0.0%
Provisions for pensions and similar obligations	0.8%	0.7%	0.0%	0.1%	0.1%	0.1%
Other provisions and accrued liabilities	2.7%	3.0%	2.6%	2.2%	2.2%	2.1%
Short-term liabilities to banks	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Accounts payable	0.9%	0.8%	1.0%	0.9%	0.8%	0.8%
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)	8.7%	10.9%	9.8%	8.3%	8.2%	8.1%
Deferred taxes	0.3%	0.3%	0.5%	0.3%	0.3%	0.3%
Deferred income	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
CURRENT LIABILITIES	8.7%	10.9%	9.8%	8.3%	8.2%	8.1%

Source: Company data, NuWays

Update - 19.02.2024



Seath flow statement (EUR m)	64.2 38.7 0.0 0.0 191.2 0.0	
Depreciation of fixed assets (incl. leases)	38.7 0.0 0.0 191.2 0.0	
Amortisation of goodwill & intangible assets 0.0	0.0 0.0 191.2 0.0	
Amoritastion of goodwill & intangible assets 0.0	0.0 0.0 191.2 0.0	
Cash flow from operating activities 332 325 325 378 318 12 Increase/decrease in inventory 7.3 16.8 17.3 0.0 0.0 Increase/decrease in accounts receivable 318 19.2 482.9 5.00 5.00 Increase/decrease in accounts payable 2.2 0.0 8.8 1.1 4.1 Increase/decrease in cotunts payable 2.2 10.0 8.8 1.1 4.1 Increase/decrease in cotunts payable 340.2 419.8 354.0 16.1 95.9 Increase/decrease in working capital positions 377.1 244.2 117.4 35.0 150.0 Increase/decrease in working capital 340.2 419.8 354.0 16.1 95.9 Cash flow from operating activities 408.1 546.4 292.5 72.8 196.2 CAPEX 9.3 10.1 22.3 22.3 22.3 29.8 Payments for acquisitions 0.0 39.9 13.9 0.0 0.0 Increase/decrease in decisions 1.9 0.0 0.0 0.0 0.0 Increase/decrease in decisions 0.0 0.0 0.0 0.0 0.0 0.0 Increase/decrease in decisions 0.0 0.	0.0 191.2 0.0	
Cash flow from operating activities 392,1 529,4 307,5 57,8 181,2	191.2 0.0	
Increase/decrease in inventory 7.3 16.8 71.73 0.0 0.0 Increase/decrease in accounts receivable 31.8 192.4 46.2 50.0 Increase/decrease in accounts payable 2.2 0.0 8.8 1.1 4.1 Increase/decrease in other working capital positions 377.1 24.2 117.4 35.0 15.0 Increase/decrease in other working capital positions 377.1 24.2 21.7 35.0 15.0 Increase/decrease in working capital 34.0 41.9 35.4 -16.1 95.9 Cash flow from operating activities 408.1 546.4 -292.5 72.8 196.2 CapPEX 9.3 10.1 22.2 72.8 196.2 CapPEX 9.3 10.1 22.3 25.3 25.3 29.8 Payments for acquisitions 0.0 39.9 13.9 0.0 0.0 Income from asset disposals 0.0 0.0 0.1 56.0 0.0 Income from investing activities 2.8 45.4 84.4 30.7 29.8 Cash flow from investing activities 2.8 46.6 40.0 7.7 70.8 133.6 Increase/decrease in debt position 3.5 54.6 5.0 3.0 2.8 Increase/decrease in debt position 3.5 54.6 5.0 3.0 2.8 Increase/decrease in debt position 3.5 54.6 5.0 3.0 2.8 Increase/decrease in debt position 3.5 54.6 5.0 3.0 2.8 Increase/decrease in debt position 3.5 54.6 5.0 3.0 0.0 Capital measures 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.0 Capital measures 0.0 0.0 0.0 0.0 0.0 0.0 0.0 Capital measures 0.0 0.0 0.0 0.0 0.0 0	0.0	
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Increase/decrease in other working capital positions 377.1 244.2 117.4 35.0 15.0 10.0		
Increase/decrease in working capital 340 4419, 8 -354, 0 -16.1 95.9 Cash flow from operating activities 340, 1 546, 4 -292, 5 72.8 196.2 CAPEX 9.3 10.1 -22.3 25.3 29.8	1.3	
Increase/decrease in working capital 340 4419, 8 -354, 0 -16.1 95.9 Cash flow from operating activities 340, 1 546, 4 -292, 5 72.8 196.2 CAPEX 9.3 10.1 -22.3 25.3 29.8	150.0	
Cash flow from operating activities 408.1 546.4 -292.5 72.8 196.2 CAPEX 9.3 10.1 22.3 25.3 29.8 Payments for acquisitions 0.0 39.9 13.9 0.0 0.0 Financial investments -19.0 4.6 48.3 0.0 0.0 Income from asset disposals 0.0 0.0 0.0 1.4 56.0 0.0 Cash flow from investing activities 28.3 45.4 84.4 30.7 -29.8 Cash flow before financing increase/decrease in debt position 3.5 54.6 -50.0 3.0 2.8 Purchase of own shares 0.0	101.3	
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Increase/decrease in debt position 3.5 54.6 -5.0 3.0 2.8 Purchase of own shares 0.0 0.0 0.4 0.0 0.0 Capital measures 0.0 0.0 0.0 0.0 Dividends paid 23.0 25.1 32.8 32.8 32.8 Others -12.0 -15.5 0.0 0.0 0.0 Cash flow from financing activities -12.0 -15.5 0.0 0.0 Cash flow from financing activities -31.4 14.0 -38.2 -29.8 -30.0 Increase/decrease in liquid assets 386.4 505.8 -414.2 73.7 136.4 Liquid assets at end of period 859.1 1,374.1 959.9 1,033.6 1,170.0 Key ratios (EUR m) -2020 2021 2022 2023e 2024e Pak growth analysis -228 -228 -238 -238 EBITDA growth 8.1% 21.7% 0.7% 3.5% 4.5% EBITDA growth 18.5% 42.5% -10.8% 0.7% 14.8% EBIT growth 26.0% 63.1% -21.9% -6.1% 26.8% EPS growth -26.0% 63.1% -21.9% -6.1% 26.8% EPS growth -26.0% 69.3 60.6 59.8 67.3 Efficiency -28.0% -28.0% -28.0% -28.0% Efficiency -28.0% -28.0% -28.0% -28.0% EBITDA per employee 424.9 507.0 500.6 508.0 520.4 EBITDA per employee 424.9 507.0 500.6 508.0 520.4 EBITDA per employee 424.9 507.0 500.6 508.0 520.4 EBITDA per employee 49.6 69.3 60.6 59.8 67.3 No. employees (average) 1,754 1,790 1,825 1,862 1,899 Balance sheet analysis -28.0% -29.0% -29.0% -29.0% Accounts payable turnover 799.1 579.2 759.9 753.4 739.5 Accounts payable turnover 799.1 579.2 759.9 753.4 739.5 Accounts payable turnover -3.0%	-32.0	
Purchase of own shares 0.0	140.9	
Purchase of own shares 0.0	2.9	
Capital measures 0.0 0.0 0.0 0.0 0.0 Dividends paid 23.0 25.1 32.8 32.8 32.8 Others -12.0 1.55 0.0 0.0 0.0 Effects of exchange rate changes on cash 0.1 0.0 1.0 0.0 0.0 Cash flow from financing activities 31.4 14.0 -38.2 -29.8 -30.0 Increase/decrease in liquid assets 38.6 505.8 -41.2 7.7 73.6 4 Liquid assets at end of period 859.1 1,374.1 959.9 1,033.6 1,170.0 Key ratios (EUR m) 2020 2021 2022 2023e 2024e P&L growth analysis 8.1% 21.7% 0.7% 3.5% 4.5% EBITDA growth 8.8.1% 21.7% 0.7% 3.5% 4.5% EBITG growth 26.0% 63.1% -21.9% -6.1% 26.8% EBY growth 26.0% 63.1% -21.9% -6.1% 26.8%	0.0	
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Others -12.0 -15.5 0.0 0.0 0.0 Effects of exchange rate changes on cash 0.1 0.0 1.0 0.0 0.0 Cash flow from financing activities 31.4 14.0 38.2 -29.8 -30.0 Increase/decrease in liquid assets 386.4 505.8 -414.2 73.7 136.4 Liquid assets at end of period 859.1 1,374.1 959.9 1,033.6 1,170.0 Key ratios (EUR m) 2020 2021 2022 2023e 2024e P&L growth analysis 8.1% 21.7% 0.7% 3.5% 4.5% EBITDA growth 18.5% 42.5% -10.8% 0.7% 14.8% EBIT growth 26.0% 63.1% -21.9% -6.1% 26.8% EPS growth 15.9% 44.8% -17.7% -3.9% 28.3% EPS growth 26.0% 63.1% -21.9% -6.1% 26.8% EPS growth 15.9% 44.8% -17.7% -3.9% 28.3%		
Effects of exchange rate changes on cash 0.1 0.0 1.0 0.0 0.0 Cash flow from financing activities -31.4 14.0 -38.2 -29.8 -30.0 Increase/decrease in liquid assets 386.4 505.8 -414.2 73.7 136.4 Liquid assets at end of period 859.1 1,374.1 959.9 1,033.6 1,170.0 Key ratios (EUR m) 2020 2021 2022 2023e 2024e P&L growth 8.1% 21.7% 0.7% 3.5% 4.5% EBITDA growth 8.1% 21.7% 0.7% 3.5% 4.5% EBIT growth 26.0% 63.1% -21.9% 6.1% 26.8% EPS growth 15.9% 44.8% -17.7% -3.9% 28.3% EFficiency 2 50.0 500.6 508.0 520.4 EBITDA per employee 424.9 507.0 500.6 59.8 67.3 No. employees (average) 1,754 1,790 1,825 1,862 1,899		
Cash flow from financing activities -31.4 14.0 -38.2 -29.8 -30.0 Increase/decrease in liquid assets 386.4 505.8 -414.2 73.7 136.4 Liquid assets at end of period 859.1 1,374.1 959.9 1,033.6 1,170.0 Key ratios (EUR m) 2020 2021 2022 2023e 2024e P&L growth analysis Sales growth 8.1% 21.7% 0.7% 3.5% 4.5% EBITDA growth 18.5% 42.5% -10.8% 0.7% 14.8% EBIT growth 26.0% 63.1% -21.9% -6.1% 26.8% EPS growth 15.9% 44.8% -17.7% -3.9% 28.3% Efficiency Sales per employee 424.9 507.0 500.6 508.0 520.4 EBITDA per employee 49.6 69.3 60.6 59.8 67.3 No. employees (average) 1,754 1,790 1,825 1,899 <td colsp<="" td=""><td></td></td>	<td></td>	
Increase/decrease in liquid assets 386.4 505.8 -414.2 73.7 136.4 Liquid assets at end of period 859.1 1,374.1 959.9 1,033.6 1,170.0	0.0	
Liquid assets at end of period 859.1 1,374.1 959.9 1,033.6 1,170.0	-30.4	
Liquid assets at end of period 859.1 1,374.1 959.9 1,033.6 1,170.0	143.8	
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	-239.0	
	0.0	
Dividend payout ratio 50.270 52.270 67.470 70.570 55.070	55.0%	
Interest paid / avg. debt 4.0% 4.1% 4.1% 7.4% 7.4%	7.4%	
Returns	,0	
ROCE 9.0% 13.4% 9.9% 8.8% 10.3%	10.3%	
ROE 9.5% 12.6% 9.8% 7.9% 9.6%		
Adjusted FCF yield 12.0% 10.4% 11.7% 19.2% 20.8%	24.0%	
Dividend yield 4.4% 4.1% 5.5% 5.5% 5.6%		
DPS 0.2 0.3 0.3 0.3 0.3	0.3	
EPS reported 0.40 0.57 0.47 0.45 0.58	0.62	
Average number of shares 109.3 109.2 109.2 109.2		
Valuation ratios	150.2	
	0.0	
P/BV 1.3 1.6 1.1 1.0 0.9		
EV/sales 0.6 0.8 0.7 0.4 0.4		
EV/EBITDA 5.4 5.8 5.4 3.5 3.1		
EV/EBIT 7.9 7.4 7.9 5.5 4.4	3.8	
Source: Company data, NuWays		

Update - 19.02.2024



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Company	Disclosures
MLP SE	2

Historical targe	t price and rating changes for MLF	PSE			
Company	Date	Analyst	Rating	Target Price	Close
MLP SE	23.08.2023	Wendisch, Henry	n.a.	EUR 11.00	EUR 4.92
	15.08.2023	Wendisch, Henry	n.a.	EUR 11.00	EUR 5.14
	10.08.2023	Wendisch, Henry	n.a.	EUR 9.50	EUR 5.11

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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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