Consumer Goods - Germany

Buy (old: Buy)

EUR 19.00 (old: EUR 18.00)

### Top and bottom line recovery in full swing, est. & PT chg.

Westwing released strong Q3 results and lifted its FY 2023 adj. EBITDA guidance. Q3 sales increased by 5.2% yoy to  $\notin$  92.9m (eNuW:  $\notin$  91.3m), indicating a sequential improvement versus Q2 (-1.2% yoy). Sales in DACH returned to growth (3.6% yoy vs. -5.5% yoy in Q2), while International improved sequentially to 6.5% yoy (vs. 5.6% yoy in Q2). Following several quarters of decline, the number of active customers grew by 0.8% qoq to 1.26m (vs. -1% qoq in Q2). Westwing was able to boost share of wallet by increasing GMV per customer by 6% yoy to  $\notin$  377, demonstrating Westwing's loy-al customer base and fruitful efforts to improve customer experience and product offering.

Adj. EBITDA was better than expected and came in at  $\in$  2.4m (eNuW:  $\in$  -0.4m) versus  $\in$  -4.4m in Q3 22, delivering the fourth profitable quarter in a row and reflecting that efficiency measures are bearing fruit and the company successfully increases its private label share (48% of GMV in Q3 vs. 44% in Q3 2022). Consequently, adj. EBITDA margin rose by 7.6pp yoy to 2.6% and FCF strongly improved to  $\in$  3m in Q3 (vs.  $\in$  -1m in Q3 22) mainly driven by more efficient working capital.

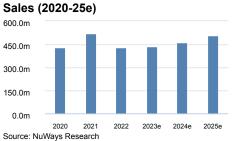
Westwing confirmed its FY 2023 revenue guidance, still expecting the upper half of its sales target, ranging from -9% to 2% yoy or € 390 to 440m (eNuW new: € 438m, eCons new: € 432.7m). However, the company raised its FY 2023 adj. EBITDA guidance (previously € 4 - 13m) and now expects to achieve an adj. EBITDA of € 13 - 19m for the full year (eNuW new: € 20m, eCons new: € 14.2m) with a margin of 3 - 4.6% (eNuW new: 4.5%, eCons new: 3.3%). The lifted adj. EBITDA guidance is based on stronger than expected preliminary October results and hence a better outlook for Q4 2023. FCF is expected to turn significantly positive in FY 2023 (eNuW: € ~20m) driven by improved profitability and lower inventory levels.

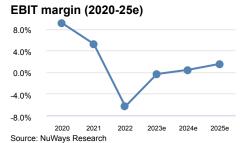
Overall, Westwing's better-than-expected Q3 results indicate that **the company seems to have passed the trough**. During the earnings call, management reaffirmed its view that **the company is on track to continue top and bottom line yoy growth in Q4 2023** thanks to promising indications from OneWestwing and ongoing efficiency measures. Given that Q4 is typically Westwing's strongest quarter, **FY 2023 adj. EBITDA guidance looks conservative**, in our view.

### BUY, changed PT € 19.00 (old: € 18.00), based on DCF.

| Y/E 31.12 (EUR m)        | 2020   | 2021  | 2022   | 2023e | 2024e | 2025e |
|--------------------------|--------|-------|--------|-------|-------|-------|
| Sales                    | 432.9  | 522.5 | 430.8  | 437.6 | 459.8 | 505.8 |
| Sales growth             | 61.9%  | 20.7% | -17.6% | 1.6%  | 5.1%  | 10.0% |
| EBITDA                   | 50.0   | 40.4  | -9.4   | 17.5  | 20.9  | 26.4  |
| Net debt (if net cash=0) | -100.4 | -87.1 | -56.2  | -79.8 | -77.9 | -80.0 |
| FCF                      | 39.3   | 3.8   | -21.4  | 20.1  | 8.3   | 12.1  |
| Net Debt/EBITDA          | 0.0    | 0.0   | 0.0    | 0.0   | 0.0   | 0.0   |
| EPS pro forma            | 1.18   | 0.55  | -1.51  | -0.12 | -0.09 | 0.12  |
| EBITDA margin            | 11.5%  | 7.7%  | -2.2%  | 4.0%  | 4.5%  | 5.2%  |
| ROCE                     | 41.1%  | 22.2% | -23.5% | -1.5% | 2.0%  | 7.2%  |
| EV/sales                 | 0.4    | 1.4   | 0.3    | 0.2   | 0.2   | 0.2   |
| EV/EBITDA                | 3.7    | 17.9  | -14.1  | 6.1   | 5.2   | 4.1   |
| PER                      | 11.1   | 67.5  | -5.8   | -73.2 | -96.2 | 74.7  |
| Adjusted FCF yield       | 22.6%  | 3.0%  | -17.4% | 7.6%  | 10.1% | 14.0% |

Source: Company data, NuWays, Close price as of 09.11.2023





# NUWays by Hauck Aufhäuser Lampe



10.11.2023

7.00

6.50

11/22 01/23 03/23 05/23 07/23

| High/low 52 weeks (€) | 10.97 / 6.99 |
|-----------------------|--------------|
| 3m rel. performance   | 1.5%         |
| 6m rel. performance   | 20.0%        |
| 12m rel. performance  | 12.4%        |

| Market data                 |        |  |  |  |  |
|-----------------------------|--------|--|--|--|--|
| Share price (in €)          | 8.64   |  |  |  |  |
| Market cap (in € m)         | 185.0  |  |  |  |  |
| Number of shares (in m pcs) | 20.4   |  |  |  |  |
| Enterprise value (in € m)   | 107.3  |  |  |  |  |
| Ø trading volume (6 months) | 47,000 |  |  |  |  |

|                      | Identifier    |
|----------------------|---------------|
| Bloomberg<br>Reuters | WEW GR<br>WEW |
| WKN                  | A2N4H0        |
| ISIN                 | DE000A2N4H07  |

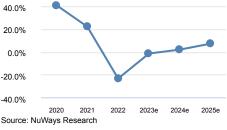
| Key shareholders    |       |
|---------------------|-------|
| Rocket Internet     | 28.9% |
| The Capital Group   | 10.3% |
| Amiral Gestion      | 5.1%  |
| Tengelmann Ventures | 5.7%  |
| Janus Henderson     | 3.1%  |
| Free Float          | 47.7% |

| Estimates changes |              |              |              |  |  |
|-------------------|--------------|--------------|--------------|--|--|
|                   | <u>2023e</u> | <u>2024e</u> | <u>2025e</u> |  |  |
| Sales             | 1%           | -0%          | -0%          |  |  |
| EBIT              | -133%        | -76%         | -42%         |  |  |
| EPS               | 28%          | -795%        | -38%         |  |  |

#### Comment on changes

- Changes reflect the stronger-thanexpected Q3 results and better Q4 outlook
- Higher G&A expenses in 2023e-2025e due to certain oneoffs as part of an efficiency program

ROCE (2020-25e)



### **Company description**

Westwing is a leading e-commerce platform that allows customers to have the combined advantages of online and offline shops for home and living products. The company's product portfolio is complemented by consultation services from professional designers.

### Guidance

- Sales: -9% to +2% yoy
- Adj. EBITDA: € 13-19m
- FCF: > € 0

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### Financials

| Profit and loss (EUR m)                            | 2020  | 2021  | 2022   | 2023e | 2024e | 2025e |
|--|-------|-------|--------|-------|-------|-------|
| Sales  | 432.9 | 522.5 | 430.8  | 437.6 | 459.8 | 505.8 |
| Sales growth                                       | 61.9% | 20.7% | -17.6% | 1.6%  | 5.1%  | 10.0% |
| Cost of sales                                      | 218.9 | 265.7 | 228.1  | 222.6 | 229.3 | 249.7 |
| Gross profit                                       | 214.0 | 256.8 | 202.7  | 215.0 | 230.5 | 256.1 |
| Sales and marketing                                | 117.1 | 156.4 | 134.8  | 131.7 | 135.2 | 143.6 |
| General and administration                         | 65.4  | 79.3  | 92.9   | 85.7  | 92.3  | 103.6 |
| Research and development                           | 0.0   | 0.0   | 0.0    | 0.0   | 0.0   | 0.0   |
| Other operating income                             | 3.0   | 3.9   | 2.8    | 4.5   | 3.7   | 4.0   |
| Other operating expenses                           | 3.6   | 3.8   | 5.2    | 3.6   | 4.6   | 5.1   |
| Total operating expenses                           | 183.1 | 235.6 | 230.1  | 216.5 | 228.4 | 248.2 |
| Unusual or infrequent items                        | 8.5   | 6.2   | 0.0    | 0.0   | 0.0   | 0.0   |
| EBITDA   | 50.0  | 40.4  | -9.4   | 17.5  | 20.9  | 26.4  |
| Depreciation                                       | 7.4   | 9.2   | 12.2   | 12.9  | 12.8  | 12.4  |
| EBITA  | 42.6  | 31.2  | -21.6  | 4.6   | 8.1   | 13.9  |
| Amortisation of goodwill                           | 0.0   | 0.0   | 0.0    | 0.0   | 0.0   | 0.0   |
| Amortisation of intangible assets                  | 3.2   | 3.8   | 5.8    | 6.1   | 6.0   | 6.1   |
| Impairment charges                                 | 0.0   | 0.0   | 0.0    | 0.0   | 0.0   | 0.0   |
| EBIT (inc revaluation net)                         | 39.4  | 27.4  | -27.4  | -1.5  | 2.1   | 7.8   |
| Interest income                                    | 0.0   | 0.0   | 0.0    | 0.7   | 0.0   | 0.0   |
| Interest expenses                                  | 3.0   | 1.6   | 2.0    | 1.9   | 3.2   | 3.5   |
| Investment income                                  | -0.5  | -0.6  | -0.9   | 0.0   | -1.0  | -1.1  |
| Financial result                                   | -3.5  | -2.2  | -2.9   | -1.2  | -4.2  | -4.6  |
| Recurring pretax income from continuing operations | 35.9  | 25.2  | -30.3  | -2.7  | -2.1  | 3.3   |
| Extraordinary income/loss                          | -8.5  | -6.2  | 0.0    | 0.0   | 0.0   | 0.0   |
| Earnings before taxes                              | 27.4  | 19.0  | -30.3  | -2.7  | -2.1  | 3.3   |
| Income tax expense                                 | 1.9   | 7.0   | 2.1    | 0.0   | 0.0   | 1.0   |
| Net income from continuing operations              | 25.5  | 12.0  | -32.4  | -2.7  | -2.1  | 2.3   |
| Income from discontinued operations (net of tax)   | 0.0   | 0.0   | 0.0    | 0.0   | 0.0   | 0.0   |
| Net income   | 25.5  | 12.0  | -32.4  | -2.7  | -2.1  | 2.3   |
| Minority interest                                  | -0.1  | 0.0   | 0.0    | -0.2  | -0.2  | -0.2  |
| Net profit (reported)                              | 25.6  | 12.0  | -32.4  | -2.5  | -1.9  | 2.5   |
| Average number of shares                           | 21.7  | 21.7  | 21.5   | 20.4  | 20.4  | 20.4  |
| EPS reported                                       | 1.18  | 0.55  | -1.51  | -0.12 | -0.09 | 0.12  |

| Profit and loss (common size)                      | 2020   | 2021   | 2022   | 2023e  | 2024e  | 2025e  |
|--|--------|--------|--------|--------|--------|--------|
| Sales  | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| Cost of sales                                      | 50.6%  | 50.9%  | 52.9%  | 50.9%  | 49.9%  | 49.4%  |
| Gross profit                                       | 49.4%  | 49.1%  | 47.1%  | 49.1%  | 50.1%  | 50.6%  |
| Sales and marketing                                | 27.1%  | 29.9%  | 31.3%  | 30.1%  | 29.4%  | 28.4%  |
| General and administration                         | 15.1%  | 15.2%  | 21.6%  | 19.6%  | 20.1%  | 20.5%  |
| Research and development                           | 0.0%   | 0.0%   | 0.0%   | 0.0%   | 0.0%   | 0.0%   |
| Other operating income                             | 0.7%   | 0.7%   | 0.6%   | 1.0%   | 0.8%   | 0.8%   |
| Other operating expenses                           | 0.8%   | 0.7%   | 1.2%   | 0.8%   | 1.0%   | 1.0%   |
| Total operating expenses                           | 42.3%  | 45.1%  | 53.4%  | 49.5%  | 49.7%  | 49.1%  |
| EBITDA   | 11.5%  | 7.7%   | -2.2%  | 4.0%   | 4.5%   | 5.2%   |
| Depreciation                                       | 1.7%   | 1.8%   | 2.8%   | 2.9%   | 2.8%   | 2.5%   |
| EBITA  | 9.8%   | 6.0%   | -5.0%  | 1.1%   | 1.8%   | 2.8%   |
| Amortisation of goodwill                           | 0.0%   | 0.0%   | 0.0%   | 0.0%   | 0.0%   | 0.0%   |
| Amortisation of intangible assets                  | 0.7%   | 0.7%   | 1.3%   | 1.4%   | 1.3%   | 1.2%   |
| Impairment charges                                 | 0.0%   | 0.0%   | 0.0%   | 0.0%   | 0.0%   | 0.0%   |
| EBIT (inc revaluation net)                         | 9.1%   | 5.2%   | -6.4%  | -0.3%  | 0.5%   | 1.6%   |
| Interest income                                    | 0.0%   | 0.0%   | 0.0%   | 0.2%   | 0.0%   | 0.0%   |
| Interest expenses                                  | 0.7%   | 0.3%   | 0.5%   | 0.4%   | 0.7%   | 0.7%   |
| Investment income                                  | -0.1%  | -0.1%  | -0.2%  | 0.0%   | -0.2%  | -0.2%  |
| Financial result                                   | neg.   | neg.   | neg.   | neg.   | neg.   | neg.   |
| Recurring pretax income from continuing operations | 8.3%   | 4.8%   | -7.0%  | -0.6%  | -0.5%  | 0.6%   |
| Extraordinary income/loss                          | -2.0%  | -1.2%  | 0.0%   | 0.0%   | 0.0%   | 0.0%   |
| Earnings before taxes                              | 6.3%   | 3.6%   | -7.0%  | -0.6%  | -0.5%  | 0.6%   |
| Tax rate   | 6.9%   | 36.8%  | -6.9%  | 0.0%   | 0.0%   | 30.0%  |
| Net income from continuing operations              | 5.9%   | 2.3%   | -7.5%  | -0.6%  | -0.5%  | 0.4%   |
| Net income   | 5.9%   | 2.3%   | -7.5%  | -0.6%  | -0.5%  | 0.4%   |
| Minority interest                                  | -0.0%  | 0.0%   | 0.0%   | -0.0%  | -0.0%  | -0.0%  |
| Net profit (reported)                              | 5.9%   | 2.3%   | -7.5%  | -0.6%  | -0.4%  | 0.5%   |

Source: Company data, NuWays

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|   | 0000                  | 0001         | 0000                 | 0000          | 0004          | 0005          |
|---|-----------------------|--------------|----------------------|---------------|---------------|---------------|
| Balance sheet (EUR m)   | 2020                  | 2021<br>18.9 | 2022                 | 2023e<br>26.4 | 2024e<br>30.1 | 2025e<br>34.1 |
| Intangible assets<br>Property, plant and equipment                          | 34.5                  | 55.5         | 23.3<br>53.2         | 43.2          | 43.2          | 43.2          |
| Financial assets  | 0.0                   | 0.0          | 2.3                  | 43.2<br>2.3   | 43.2<br>2.3   | 43.2          |
| FIXED ASSETS  | 48.6                  | 74.4         | 78.8                 | 71.9          | 75.6          | 79.6          |
| Inventories   | 30.2                  | 54.9         | 45.2                 | 34.2          | 34.2          | 36.2          |
| Accounts receivable   |                       | 54.9<br>11.5 |                      | 34.2<br>13.2  |               |               |
|   | 17.4<br>12.7          |              | 12.6<br>22.2         | 22.2          | 13.9<br>22.2  | 15.2<br>22.2  |
| Other assets and short-term financial assets                                | 12.7                  | 18.9         | 62.3                 | 22.2<br>85.9  |               |               |
| Liquid assets   |                       | 97.4         |                      |               | 84.0          | 86.1          |
| Deferred taxes  | 7.4                   | 8.2          | 3.6                  | 3.6           | 3.6           | 3.6           |
| Deferred charges and prepaid expenses                                       | 7.8                   | 12.1         | 3.6                  | 3.6           | 3.6           | 3.6           |
| CURRENT ASSETS  | 180.4                 | 203.0        | 149.5                | 162.7         | 161.5         | 166.9         |
| TOTAL ASSETS  | 229.0                 | 277.4        | 228.3                | 234.6         | 237.1         | 246.5         |
| SHAREHOLDERS EQUITY   | 109.9                 | 119.3        | 90.0                 | 93.8          | 95.2          | 101.3         |
| MINORITY INTEREST   | -2.8                  | 0.0          | 0.0                  | 0.0           | 0.0           | 0.0           |
| Provisions for pensions and similar obligations                             | 1.1                   | 1.1          | 2.1                  | 2.1           | 2.1           | 2.1           |
| Other provisions and accrued liabilities                                    | 2.0                   | 0.7          | 0.6                  | 0.6           | 0.6           | 0.6           |
| Short-term liabilities to banks   | 0.8                   | 0.0          | 0.0                  | 0.0           | 0.0           | 0.0           |
| Accounts payable  | 41.7                  | 56.8         | 34.1                 | 36.6          | 37.7          | 41.0          |
| 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)                   | 67.2                  | 83.1         | 91.4                 | 91.4          | 91.4          | 91.4          |
| Deferred taxes  | 5.4                   | 5.1          | 2.3                  | 2.3           | 2.3           | 2.3           |
| Deferred income   | 0.0                   | 0.0          | 0.0                  | 0.0           | 0.0           | 0.0           |
| CURRENT LIABILITIES   | 108.9                 | 139.9        | 125.5                | 128.0         | 129.1         | 132.4         |
| TOTAL LIABILITIES AND SHAREHOLDERS EQUITY                                   | 229.0                 | 277.4        | 228.3                | 234.6         | 237.1         | 246.5         |
|   |                       |              |                      |               |               |               |
| Balance sheet (common size)   | 2020                  | 2021         | 2022                 | 2023e         | 2024e         | 2025e         |
| Intangible assets   | 6.2%                  | 6.8%         | 10.2%                | 11.3%         | 12.7%         | 13.8%         |
| Property, plant and equipment   | 15.1%                 | 20.0%        | 23.3%                | 18.4%         | 18.2%         | 17.5%         |
| Financial assets  | 0.0%                  | 0.0%         | 1.0%                 | 1.0%          | 1.0%          | 0.9%          |
| FIXED ASSETS  | 21.2%                 | 26.8%        | 34.5%                | 30.6%         | 31.9%         | 32.3%         |
| Inventories   | 13.2%                 | 19.8%        | 19.8%                | 14.6%         | 14.4%         | 14.7%         |
| Accounts receivable   | 7.6%                  | 4.1%         | 5.5%                 | 5.6%          | 5.8%          | 6.2%          |
| Other assets and short-term financial assets                                | 5.5%                  | 6.8%         | 9.7%                 | 9.5%          | 9.4%          | 9.0%          |
| Liquid assets   | 45.8%                 | 35.1%        | 27.3%                | 36.6%         | 35.4%         | 34.9%         |
| Deferred taxes  | 3.2%                  | 3.0%         | 1.6%                 | 1.5%          | 1.5%          | 1.5%          |
| Deferred charges and prepaid expenses                                       | 3.4%                  | 4.4%         | 1.6%                 | 1.5%          | 1.5%          | 1.5%          |
| CURRENT ASSETS  | 78.8%                 | 73.2%        | 65.5%                | 69.4%         | 68.1%         | 67.7%         |
| TOTAL ASSETS  | 100.0%                | 100.0%       | 100.0%               | 100.0%        | 100.0%        | 100.0%        |
| SHAREHOLDERS EQUITY   | 48.0%                 | 43.0%        | 39.4%                | 40.0%         | 40.1%         | 41.1%         |
|   | <b>48.0%</b><br>-1.2% | <b>43.0%</b> | <b>39.4%</b><br>0.0% | <b>40.0%</b>  | <b>40.1%</b>  | 41.1%         |
| MINORITY INTEREST<br>Provisions for popeions and similar obligations        | -1.2%                 | 0.0%         | 0.0%                 | 0.0%          | 0.0%          | 0.0%          |
| Provisions for pensions and similar obligations                             | 0.5%                  | 0.4%         | 0.9%                 | 0.9%          | 0.9%          | 0.9%          |
| Other provisions and accrued liabilities<br>Short-term liabilities to banks | 0.9%                  | 0.3%         | 0.3%                 | 0.3%          | 0.3%          | 0.2%          |
|   |                       |              |                      |               |               |               |
| Accounts payable  | 18.2%                 | 20.5%        | 14.9%                | 15.6%         | 15.9%         | 16.7%         |
| 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)                   | 29.3%                 | 30.0%        | 40.0%                | 39.0%         | 38.6%         | 37.1%         |
| Deferred taxes  | 2.4%                  | 1.8%         | 1.0%                 | 1.0%          | 1.0%          | 0.9%          |
|   | 0.0%                  | 0.0%         | 0.0%                 | 0.0%          | 0.0%          | 0.0%          |
|   | 47.6%                 | 50.4%        | 55.0%                | 54.6%         | 54.5%         | 53.7%         |
| TOTAL LIABILITIES AND SHAREHOLDERS EQUITY                                   | 100.0%                | 100.0%       | 100.0%               | 100.0%        | 100.0%        | 100.0%        |
|   |                       |              |                      |               |               |               |

Source: Company data, NuWays

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| Cash flow statement (EUR m)                          | 2020                 | 2021          | 2022          | 2023e         | 2024e                 | 2025e         |
|--|----------------------|---------------|---------------|---------------|-----------------------|---------------|
| Net profit/loss                                      | 25.5                 | 12.0          | -32.4         | -2.7          | -2.1                  | 2.3           |
| Depreciation of fixed assets (incl. leases)          | 7.4                  | 9.2           | 12.2          | 12.9          | 12.8                  | 12.4          |
| Amortisation of goodwill & intangible assets         | 3.2                  | 3.8           | 5.8           | 6.1           | 6.0                   | 6.1           |
| Others   | -9.1                 | -10.1         | 1.5           | -10.1         | -10.1                 | -10.1         |
| Cash flow from operating activities                  | 40.9                 | 6.8           | -18.6         | 22.5          | 10.9                  | 14.9          |
| Increase/decrease in inventory                       | -6.8                 | -24.7         | 9.7           | 11.0          | 0.0                   | -2.0          |
| Increase/decrease in accounts receivable             | -8.0                 | 5.9           | -1.1          | -0.6          | -0.7                  | -1.4          |
| Increase/decrease in accounts payable                | 12.0                 | 15.1          | -22.7         | 2.5           | 1.1                   | 3.4           |
| Increase/decrease in other working capital positions | 0.0                  | 0.0           | 0.0           | 0.0           | 0.0                   | 0.0           |
| Increase/decrease in working capital                 | -2.8                 | -3.7          | -14.1         | 12.9          | 0.5                   | 0.0           |
| Cash flow from operating activities                  | 47.5                 | 18.7          | -7.5          | 32.2          | 21.2                  | 25.8          |
| CAPEX  | 8.2                  | 14.9          | 13.9          | 12.1          | 12.9                  | 13.7          |
| Payments for acquisitions                            | 0.0                  | 0.0           | 0.0           | 0.0           | 0.0                   | 0.0           |
| Financial investments<br>Income from asset disposals | -0.2<br>0.0          | 1.1<br>0.0    | 2.5<br>0.0    | 0.0<br>0.0    | 0.0<br>0.0            | 0.0<br>0.0    |
| Cash flow from investing activities                  | - <b>8.0</b>         | <b>-16.0</b>  | <b>-11.4</b>  | -12.1         | - <b>12.9</b>         | <b>-13.7</b>  |
| Cash flow before financing                           | - <b>8.0</b><br>39.5 | -16.0         | -11.4         | -12.1<br>20.1 | -12.9                 | -13.7<br>12.1 |
| Increase/decrease in debt position                   | 0.0                  | 0.0           | -23.9         | 0.0           | 0.0                   | 0.0           |
| Purchase of own shares                               | 0.0                  | 0.0           | -4.2          | 0.0           | 0.0                   | 0.0           |
| Capital measures                                     | 1.8                  | 0.0           | 0.0           | 0.0           | 0.0                   | 0.0           |
| Dividends paid                                       | 0.0                  | 0.4           | 0.0           | 0.0           | 0.0                   | 0.0           |
| Others   | -9.1                 | -10.1         | 0.0<br>1.5    | -10.1         | -10.1                 | -10.1         |
| Effects of exchange rate changes on cash             | -0.5                 | -0.5          | 0.1           | 0.0           | 0.0                   | 0.0           |
| Cash flow from financing activities                  | -7.3                 | -9.7          | -2.7          | -10.1         | -10.1                 | -10.1         |
| Increase/decrease in liquid assets                   | 31.7                 | -7.5          | -26.5         | 10.0          | -1.8                  | 2.0           |
| Liquid assets at end of period                       | 104.9                | 97.4          | 75.9          | 85.9          | 84.0                  | 86.1          |
|  |                      |               |               |               |                       |               |
| Key ratios (EUR m)                                   | 2020                 | 2021          | 2022          | 2023e         | 2024e                 | 2025e         |
| P&L growth analysis                                  |                      |               |               |               |                       |               |
| Sales growth   | 61.9%                | 20.7%         | -17.6%        | 1.6%          | 5.1%                  | 10.0%         |
| EBITDA growth  | -594.8%              | -19.2%        | -123.3%       | -286.2%       | 19.3%                 | 26.2%         |
| EBIT growth  | -304.0%              | -30.4%        | -200.0%       | -94.5%        | -238.4%               | 278.0%        |
| EPS growth   | -168.8%              | -53.2%        | -373.1%       | -91.8%        | -24.0%                | -228.8%       |
| Efficiency   | 207.7                | 200.4         | 050.4         | 0074          | 004.0                 | 244.0         |
| Sales per employee                                   | 307.7<br>35.5        | 290.1<br>22.4 | 253.4<br>-5.5 | 227.1<br>9.1  | 281.2<br>12.8         | 314.9<br>16.4 |
| EBITDA per employee<br>No. employees (average)       | 35.5<br>1,407        | 22.4<br>1,801 | -5.5<br>1,700 | 9.1<br>1,926  | 12.0<br>1,635         | 1,606         |
| Balance sheet analysis                               | 1,407                | 1,001         | 1,700         | 1,920         | 1,035                 | 1,000         |
| Avg. working capital / sales                         | 1.0%                 | 1.5%          | 3.9%          | 3.9%          | 2.3%                  | 2.1%          |
| Inventory turnover (sales/inventory)                 | 7.2                  | 4.8           | 5.0           | 6.5           | 2.5 <i>/</i> 0<br>6.7 | 6.9           |
| Accounts receivable turnover                         | 14.7                 | 4.0<br>8.0    | 10.7          | 11.0          | 11.0                  | 11.0          |
| Accounts payable turnover                            | 69.5                 | 78.0          | 54.6          | 60.0          | 60.0                  | 60.0          |
| Cash flow analysis                                   |                      |               | 0 110         | 0010          | 0010                  |               |
| Free cash flow                                       | 39.3                 | 3.8           | -21.4         | 20.1          | 8.3                   | 12.1          |
| Free cash flow/sales                                 | 9.1%                 | 0.7%          | -5.0%         | 4.6%          | 1.8%                  | 2.4%          |
| FCF / net profit                                     | 154.3%               | 31.7%         | 66.0%         | neg.          | neg.                  | 533.0%        |
| Capex / sales  | 1.8%                 | 3.1%          | 3.8%          | 2.8%          | 2.8%                  | 2.7%          |
| Solvency   |                      |               |               |               |                       |               |
| Net debt   | -100.4               | -87.1         | -56.2         | -79.8         | -77.9                 | -80.0         |
| Net Debt/EBITDA                                      | 0.0                  | 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                            | 66.7%                | 21.6%         | 24.4%         | 31.1%         | 52.8%                 | 58.0%         |
| Returns  |                      |               |               |               |                       |               |
| ROCE   | 41.1%                | 22.2%         | -23.5%        | -1.5%         | 2.0%                  | 7.2%          |
| ROE  | 23.3%                | 10.1%         | -36.0%        | -2.7%         | -2.0%                 | 2.4%          |
| Adjusted FCF yield                                   | 22.6%                | 3.0%          | -17.4%        | 7.6%          | 10.1%                 | 14.0%         |
| 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   | 1.18                 | 0.55          | -1.51         | -0.12         | -0.09                 | 0.12          |
| Average number of shares                             | 21.7                 | 21.7          | 21.5          | 20.4          | 20.4                  | 20.4          |
| Valuation ratios                                     |                      |               |               |               |                       |               |
| P/BV   | 2.6                  | 6.8           | 2.1           | 2.0           | 1.9                   | 1.8           |
| EV/sales   | 0.4                  | 1.4           | 0.3           | 0.2           | 0.2                   | 0.2           |
| EV/EBITDA  | 3.7                  | 17.9          | -14.1         | 6.1           | 5.2                   | 4.1           |
| EV/EBIT<br>Source: Company data, NuWays              | 4.7                  | 26.4          | -4.8          | -71.5         | 52.6                  | 13.6          |
|  |                      |               |               |               |                       |               |

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| Company           | Disclosures |
|-------------------|-------------|
| Westwing Group AG | 1,2         |
|                   |             |

| Historical target price and | I rating changes for Westwing | g Group AG          |        |              |          |
|-----------------------------|-------------------------------|---------------------|--------|--------------|----------|
| Company                     | Date                          | Analyst             | Rating | Target Price | Close    |
| Westwing Group AG           | 02.12.2022                    | Sandherr, Christian | Buy    | EUR 15.00    | EUR 8.79 |

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