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.

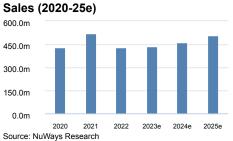
Westwing confirmed its FY 2023 revenue guidance, still expecting the upper half of its sales target, ranging from -9% to 2% yoy or € 390 to 440m (eNuW new: € 438m, eCons new: € 432.7m). However, the company raised its FY 2023 adj. EBITDA guidance (previously € 4 - 13m) and now expects to achieve an adj. 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.

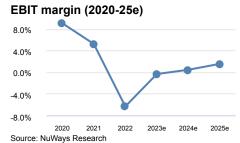
Overall, Westwing's better-than-expected Q3 results indicate that **the company seems to have passed the trough**. During the earnings call, management reaffirmed its view that **the company is on track to continue top and bottom line yoy growth in Q4 2023** thanks to promising indications from OneWestwing 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 Reuters	WEW GR WEW
WKN	A2N4H0
ISIN	DE000A2N4H07

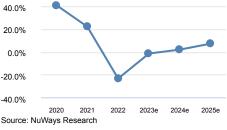
Key shareholders	
Rocket Internet	28.9%
The Capital Group	10.3%
Amiral Gestion	5.1%
Tengelmann Ventures	5.7%
Janus Henderson	3.1%
Free Float	47.7%

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 18.9	2022	2023e 26.4	2024e 30.1	2025e 34.1
Intangible assets Property, plant and equipment	34.5	55.5	23.3 53.2	43.2	43.2	43.2
Financial assets	0.0	0.0	2.3	43.2 2.3	43.2 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 11.5		34.2 13.2		
	17.4 12.7		12.6 22.2	22.2	13.9 22.2	15.2 22.2
Other assets and short-term financial assets	12.7	18.9	62.3	22.2 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%
	48.0% -1.2%	43.0%	39.4% 0.0%	40.0%	40.1%	41.1%
MINORITY INTEREST 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 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 Income from asset disposals	-0.2 0.0	1.1 0.0	2.5 0.0	0.0 0.0	0.0 0.0	0.0 0.0
Cash flow from investing activities	- 8.0	-16.0	-11.4	-12.1	- 12.9	-13.7
Cash flow before financing	- 8.0 39.5	-16.0	-11.4	-12.1 20.1	-12.9	-13.7 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 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 35.5	290.1 22.4	253.4 -5.5	227.1 9.1	281.2 12.8	314.9 16.4
EBITDA per employee No. employees (average)	35.5 1,407	22.4 1,801	-5.5 1,700	9.1 1,926	12.0 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 6.7	6.9
Accounts receivable turnover	14.7	4.0 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 Source: Company data, NuWays	4.7	26.4	-4.8	-71.5	52.6	13.6

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Disclosures

Disclosures regarding research publications of NuWays AG pursuant to section 85 of the German Securities Trading Act (WpHG)

Indication of conflict of interest

It is essential that any research recommendation is fairly presented and discloses interests of indicates relevant conflicts of interest. Pursuant to section 85 of the German Securities Trading Act (WpHG) a research report has to point out possible conflicts of interest in connection with the analysed company. A conflict of interest is presumed to exist in particular if NuWays AG

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- (2) or any other person belonging to the same group with it has entered into an agreement on the production of the research report with the analysed company.
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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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