

beaconsmind AG

Software - Switzerland



Buy (old: Buy)

24.05.2023

EUR 27.00 (old: EUR 30.00)

Building the leading PoS Customer Service Group // chg.

beaconsmind reported a strong set of FY 2021/22 figures showing a dynamic top-line development, mainly driven by major customer wins like BFL in the United Arab Emirates, the fitness chain UFC Gym and the Czech fashion chain Prodes. Here are the key takeaways from the release:

- **FY 2021/22 sales strongly increased by 250% yoy to CHF 2.0m**, significantly exceeding our estimate of CHF 1.2m. Importantly, **annual recurring revenues of the beaconsmind Suite software made up c. 90% of total sales**, allowing for strong visibility going forward.
- **FY 2021/22 EBITDA significantly improved from CHF -4.5m to CHF -2.2m**. The improvement was mainly driven by a reduced personnel cost ratio as well as one-offs in connected with share-based payments in the previous year (CHF 1.9m).

Please note, that the company will henceforth align its fiscal year with the calendar year (prior: JUL-JUN). Moreover, the reporting currency will be changed from CHF to EUR. **beaconsmind will report its FY 2022 report in June.**

M&A engine running well. beaconsmind signed two further acquisitions, after acquiring WiFi specialist **Frederix** in November 2022. In February, the company bought 100% of **Netopsie**, a developer and provider of in-house DSL, TV, and WiFi solutions. The total purchase price of EUR 0.5m consists of a cash payment of EUR 0.2m upon completion of the transaction and a payment of EUR 0.3m over a period of 5 years.

More importantly, beaconsmind also acquired 100% of the market leading WiFi hotspot provider **Social-wave** for € 10m. This is financed through a combination of low-coupon debt (€ 5m), cash (€ 2.5m), as well as 350k new beaconsmind shares (€ 2.5m). In order to fund the cash part of the acquisitions, beaconsmind also resolved two capital increases, raising CHF 3.41m.

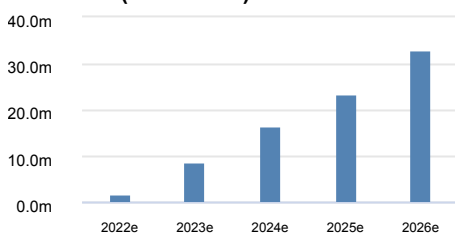
Thanks to the acquisitions, **beaconsmind's revenue run rate increases from € 5.8m to € 10.9m**. We will provide more detail on the transactions in the following pages.

Based on the compelling outlook and the strong FY results, we reiterate **BUY with a new PT of € 27.00** (old: € 30.00) based on DCF. *-continued-*

Y/E 31.12 (EUR m)	2022e	2023e	2024e	2025e	2026e
Sales	1.6	8.6	16.5	23.4	33.2
Sales growth	106.8%	435.7%	90.9%	42.1%	41.5%
EBITDA	-1.6	1.8	4.8	8.2	11.8
Net debt (if net cash=0)	-3.4	4.5	2.1	-1.1	-7.5
FCF	-1.9	-1.1	2.6	3.4	6.6
Net Debt/EBITDA	0.0	2.5	0.4	0.0	0.0
EPS pro forma	-0.60	0.28	0.83	1.34	1.96
EBITDA margin	-102.1%	20.8%	29.3%	35.1%	35.6%
ROCE	-51.3%	10.8%	19.4%	30.4%	35.7%
EV/sales	13.9	4.4	2.1	1.4	0.8
EV/EBITDA	-13.6	20.9	7.3	3.9	2.2
PER	-15.2	32.0	11.0	6.8	4.6
Adjusted FCF yield	-38.5%	2.0%	8.8%	16.0%	28.7%

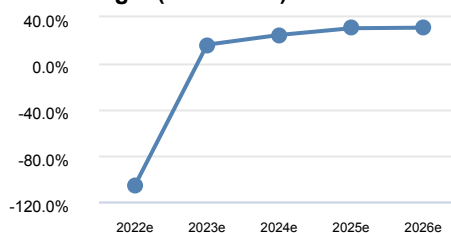
Source: Company data, NuWays, Close price as of 23.05.2023

Net sales (2022e-26e)



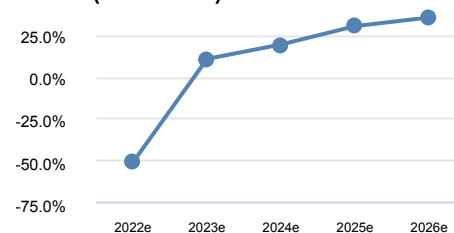
Source: NuWays Research

EBIT margin (2022e-26e)



Source: NuWays Research

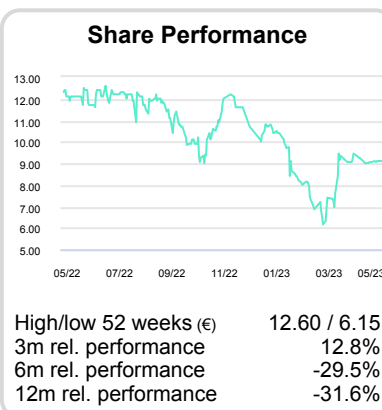
ROCE (2022e-26e)



Source: NuWays Research

Company description

beaconsmind AG is a location-based marketing ("LBM") specialist that provides beaconsmind software suite and is installed with bluetooth iBeacons at PoS. With beaconsmind's solution, retailers can link digital and physical shopping, bridging the gap between off- and online.



Market data

Share price (in €)	9.10
Market cap (in CHF m)	33.2
Number of shares (in m pcs)	3.6
Enterprise value (in CHF m)	37.7
Ø trading volume (6 months)	1,477

Identifier

Bloomberg	81D GR
Reuters	81D
WKN	A2QN5W
ISIN	CH0451123589

Key shareholders

Max Weiland	15.9%
Board and Employees	4.0%
Anchor investor	18.4%
Ex Socialwave Management	9.6%
eKomi	2.9%
Free float	49.2%

Estimates changes

	2022e	2023e	2024e
Sales	25%	3%	6%
EBIT	-10%	167%	109%
EPS	-10%	62%	52%

- ### Comment on changes
- Changes mainly reflect the effects of the recent acquisitions on the top- and bottom-line.
 - We also include the increased number of shares in our DCF model.

Guidance

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What's new at beaconsmind?

- Recently resolved capital increases of CHF 3.41m
- Further strengthening the WiFi Hotspot vertical via the two strategic acquisitions
- Strong synergy effects expected thanks to the complementarity of the business models
- Dynamic top-line CAGR (2022-26e) of 113% based on recent acquisitions and the scalability of the SaaS business model

A brief summary of the events

Although we are just five months into 2023, a lot has happened so far. The company recently resolved two **capital increases, raising a total of CHF 3.41m** as beaconsmind issued 454,933 new shares to strategic investors and existing shareholders within the framework of a private placement. The funds were intended to be used to finance further acquisitions.

And beaconsmind got straight to business: After the company already acquired Hotspot specialist Frederix in November 2022, beaconsmind remained active on the M&A market by adding two companies to the portfolio to **further strengthen the WiFi Hotspot vertical**. Here, especially the acquisition of WiFi marketing specialist *Socialwave* is seen to become a gamechanger.

Socialwave – DACH leader for location-based automated marketing

In March, beaconsmind announced the acquisition of *Socialwave GmbH*. The purchase price of € 10m was paid in three tranches:

- € 5m bank debt, which was taken out at a marketable interest rate (undisclosed).
- € 2.5m via the issuance of 350k new beaconsmind shares. 50% of the shares have a lockup period of six months, while the other half is locked up for 1 year.
- € 2.5m from existing cash.

Socialwave is the **leading player for location-based automated marketing services in the DACH region**. The company is offering fully automated location-based marketing services, including guest Wi-Fi as well as additional online (Bluetooth) and offline (NFC, QR-codes) technologies collecting guest data for efficient review collections, marketing campaigns, recommendation marketing, and customer analytics.

The company currently provides a **revenue run rate of € 4.5m and an EBITDA of € 1.8m**. An EBITDA multiple of 5.6x indicates a **significant value accretion** from the transaction, given beaconsmind's current EBITDA multiple and the promising growth prospects of Socialwave. In fact, sales is seen to grow at a CAGR (2023e-26e) of 25% to € 10.5m in 2026e (eNuW), against the backdrop of a strong growing market and an increasing penetration of Smart Phones and Internet connectivity in APAC.

Moreover, the company provides a broad **customer base with more than 12,000 touchpoints**, including customers like Pizza Hut, Clever Fit, BMW or Volksbanken Raiffeisenbanken. The company operates a high margin and **highly scalable SaaS business model with a low churn rate of >1%**. On top of that, Socialwave developed a highly efficient sales and marketing set-up, resulting in an impressive conversion rate of 16% based on inbound-, outbound – and partner marketing.

In our view, this acquisition has the potential to become a **gamechanger for beaconsmind**, based on the vast extension of the customer base allowing for significant cross-selling as well as the high scalability of the business model. Especially in the Middle-East, where beaconsmind quickly gained traction over the past two years, we expect significant upside from the combination of the Bluetooth and WiFi verticals.

Netopsie – Strengthening the hotspot expertise

Only one month before the Socialwave transaction, beaconsmind acquired *Ingenierbüro Netopsie* via its subsidiary Frederix. Netopsie is a developer and provider of in-house DSL, TV, LAN and WLAN solutions. The company's solutions are used in hospitality, healthcare, education, retail, cities and municipalities and sports venues, among others. The company comes with a broad customer base, including the likes of Tui and Robinson Clubs. The business approach of Netopsie is similar to the beaconsmind solution, including a hardware component and a software component, which is distributed as a SaaS product.

The total volume of the deal amounts to € 0.5m, of which € 0.2m will be paid upon conclusion and a further € 0.3m over a period of five years. Netopsie generated **sales of € 0.65m in 2022 and an EBITDA of € 0.1m**, implying an **EBITDA multiple of 5x** for the acquisition, thus being highly value accretive for beaconsmind given the company's valuation as well as Netopsie's growth prospects, in our view.

What's next for the newly formed Group?

With the acquisitions of Netopsie and Socialwave **beaconsmind significantly strengthened its WiFi Hotspot segment**. Based on the similarities with beaconsmind's and even more Frederix' business, we expect **strong synergy effects and cross selling potentials** to unfold going forward.

Regarding the Socialwave acquisition, management was already able to implement **immediate cost synergies of c. € 0.4m**. Moreover, Frederix and Socialwave should complement each other well, as both companies cover different sub-segments of the WiFi Hotspot and WiFi infrastructure markets. While Frederix is specialized in project business and is targeting enterprise customers (e.g. Schwarz Gruppe) with multiple locations, Socialwave has a strong high-volume business with smaller individual clients. Combining both business should hence ensure for **maximum reach**. As both companies are active in different regions (Frederix in Northern Germany, Socialwave in the South), we also expect a mutual regional integration of the products, supporting dynamic top-line growth. Based on beaconsmind's strong position in the Middle-East, thanks to its strategic partnership with the Seed Group, we also expect the company to introduce the Hotspot products to this market, which should in turn allow for further upside.

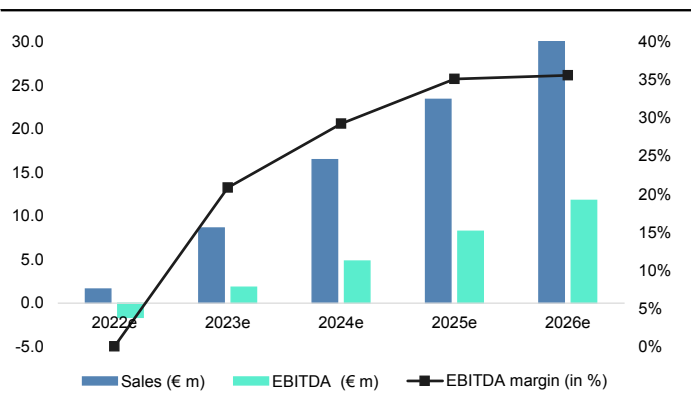
In addition, the group intends to launch an integrated product, **combining the benefits of the WiFi solutions of Frederix and Socialwave with the Bluetooth based LBM software from beaconsmind**. The result will be a comprehensive product, including cloud driven WiFi solutions and hotspot systems. The product will provide the customer with real time in-depth statistics and data allowing to evaluate usage statistics across and withing locations in order to help retailers to understand their customers better.

The product is currently in the final development stages and is expected to be launched within the next months. We expect significant cross-selling potential from WiFi customers, as the Bluetooth based solution from beaconsmind allows for a more precise in-store customer tracking.

Main modelling assumptions into FY 2026e

We significantly increase our top- and bottom-line forecast from 2023e onwards reflecting the recent acquisitions. Sales are expected to **increase to € 8.6m** vs eNuW_{old} of € 8.4m. As both Frederix and Socialwave are already generating more revenue than beaconsmind, we expect a **sales contribution of c. 65% from the Hotspot segment in 2023e**. Going forward, the group is seen to deliver **continuous dynamic top-line growth to € 33.2m in 2026e** based on the effects described above and the ongoing international expansion (e.g. India).

Top- and bottom-line development



Source: NuWays Research

We expect that SG&A expenses will largely feature sales commissions to distribution partners and in-house account managers. Moreover, we estimate OpEx to feature one-offs from the mergers with Socialwave and Frederix in 2023e & 2024e (eNuW € 2m total). As the company is still largely a “start-up” operation, we cautiously assume a cost acceleration especially on personnel level, as significant talent hiring will be needed to handle the groups ambitions, in our view. Still, in light of the high scalability of the SaaS business including only a minor hardware component, the group looks set to achieve **EBITDA margins north of 25% going forward**.

Valuation

Our valuation is based on a DCF model, deriving a PT of € 27.00.

Our DCF valuation derives a **price target of € 27.00** per share for beaconsmind AG. The key assumptions of our model are:

- **Terminal year EBIT margin of 25%:** This compares to a 23% beaconsmind is expected to achieve in 2024e. Our long-term profitability assumptions reflect the expected dynamic top-line growth paired with the high scalability of the SaaS business model.
- **Terminal growth rate of 2.5%:** The mid-term growth rate is seen at a dynamic 19% (2025-29e) as beaconsmind should continue to penetrate the high potentials in the LBM market with its comprehensive product portfolio.
- The **WACC of 9.0%** is derived from a beta of 1.4x, a 5.0% risk premium and a 2.5% risk free rate.

DCF (€ m) (except per share data and beta)	2022e	2023e	2024e	2025e	2026e	2027e	2028e	2029e	Terminal value
NOPAT	-1.7	1.3	3.3	5.0	7.2	8.9	9.2	9.7	8.3
Depreciation	0.1	0.4	0.7	1.1	1.5	1.8	2.0	2.1	0.9
Increase/decrease in working capital	0.1	-1.8	-0.1	-0.8	-0.6	0.0	0.3	0.2	0.1
Increase/decrease in long-term provisions and accruals	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Capex	-0.3	-0.3	-0.4	-1.1	-1.5	-1.8	-2.0	-2.1	-0.9
Acquisitions	-2.0	-10.5	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Capital increase	2.0	5.9	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Cash flow	-1.9	-4.9	3.5	4.2	6.7	8.9	9.5	10.0	8.4
Present value	-2.0	-4.9	3.2	3.5	5.1	6.3	6.2	5.9	71.9
WACC	9.0%	9.0%	9.0%	8.9%	8.9%	8.9%	8.9%	8.9%	8.9%

DCF per share derived from	
Total present value	95
thereof terminal value	76%
Net debt (net cash) at start of year	-3
Financial assets	0
Provisions and off balance sheet debt	0
Equity value	99
No. of shares outstanding	3.65
Discounted cash flow per share	27.0
upside/(downside)	197%

DCF avg. growth and earnings assumptions	
Short term growth (2022-2025)	144.0%
Medium term growth (2025 - 2029)	18.6%
Long term growth (2029 - infinity)	2.5%
Terminal year EBIT margin	25.0%

WACC derived from	
Cost of borrowings before taxes	6.0%
Tax rate	20.0%
Cost of borrowings after taxes	6.0%
Required return on invested capital	0.0%
Risk premium	5.0%
Risk-free rate	2.5%
Beta	1.4

Share price	9.1
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Sensitivity analysis DCF						
WACC		Long term growth				
		1.5%	2.0%	2.5%	3.0%	3.5%
10.0%	21.0	22.0	23.0	25.0	26.0	
9.5%	22.0	24.0	25.0	27.0	28.0	
9.0%	24.0	25.0	27.0	29.0	31.0	
8.5%	26.0	27.0	29.0	32.0	34.0	
8.0%	28.0	30.0	32.0	35.0	38.0	

Sensitivity analysis DCF						
WACC		EBIT margin terminal year				
		20.0%	22.5%	25.0%	27.5%	30.0%
10.0%	20.0	22.0	23.0	25.0	26.0	
9.5%	22.0	23.0	25.0	27.0	29.0	
9.0%	23.0	25.0	27.0	29.0	31.0	
8.5%	25.0	27.0	29.0	32.0	34.0	
8.0%	27.0	30.0	32.0	35.0	37.0	

Source: NuWays Research

Financials

Profit and loss (EUR m)	2022e	2023e	2024e	2025e	2026e
Net sales	1.6	8.6	16.5	23.4	33.2
<i>Sales growth</i>	106.8%	435.7%	90.9%	42.1%	41.5%
Increase/decrease in finished goods and work-in-process	0.0	0.0	0.0	0.0	0.0
Total sales	1.6	8.6	16.5	23.4	33.2
Other operating income	0.0	0.0	0.0	0.0	0.0
Material expenses	0.3	1.3	2.3	3.2	4.3
Personnel expenses	0.8	2.6	4.7	6.6	9.0
Other operating expenses	2.2	3.3	5.8	8.4	12.7
Total operating expenses	3.3	7.1	12.8	18.1	26.0
EBITDA	-1.6	1.8	4.8	8.2	11.8
Depreciation	0.1	0.4	0.7	1.1	1.5
EBITA	-1.7	1.4	4.1	7.2	10.3
Amortisation of goodwill	0.0	0.0	0.0	0.0	0.0
Amortisation of intangible assets	0.0	0.0	0.0	0.0	0.0
Impairment charges	0.0	0.0	0.0	0.0	0.0
EBIT (inc revaluation net)	-1.7	1.4	4.1	7.2	10.3
Interest income	0.0	0.0	0.0	0.0	0.0
Interest expenses	0.0	0.4	0.3	0.2	0.1
Investment income	0.0	0.0	0.0	0.0	0.0
Financial result	-0.0	-0.4	-0.3	-0.2	-0.1
Recurring pretax income from continuing operations	-1.7	1.0	3.8	7.0	10.2
Extraordinary income/loss	0.0	0.0	0.0	0.0	0.0
Earnings before taxes	-1.7	1.0	3.8	7.0	10.2
Income tax expense	0.0	0.0	0.8	2.1	3.1
Net income from continuing operations	-1.7	1.0	3.0	4.9	7.2
Income from discontinued operations (net of tax)	0.0	0.0	0.0	0.0	0.0
Net income	-1.7	1.0	3.0	4.9	7.2
Minority interest	0.0	0.0	0.0	0.0	0.0
Net profit (reported)	-1.7	1.0	3.0	4.9	7.2
Average number of shares	2.8	3.6	3.6	3.6	3.6
EPS reported	-0.60	0.28	0.83	1.34	1.96

Profit and loss (common size)	2022e	2023e	2024e	2025e	2026e
Net sales	100.0%	100.0%	100.0%	100.0%	100.0%
<i>Sales growth</i>	<i>n.a.</i>	<i>n.a.</i>	<i>n.a.</i>	<i>n.a.</i>	<i>n.a.</i>
Increase/decrease in finished goods and work-in-process	0.0%	0.0%	0.0%	0.0%	0.0%
Total sales	100.0%	100.0%	100.0%	100.0%	100.0%
Other operating income	0.0%	0.0%	0.0%	0.0%	0.0%
Material expenses	16.0%	15.0%	14.0%	13.5%	13.0%
Personnel expenses	49.6%	30.0%	28.5%	28.0%	27.0%
Other operating expenses	136.5%	37.8%	35.3%	35.8%	38.4%
Total operating expenses	202.1%	82.8%	77.8%	77.3%	78.4%
EBITDA	-102.1%	20.8%	29.3%	35.1%	35.6%
Depreciation	3.5%	4.5%	4.5%	4.5%	4.5%
EBITA	-105.6%	16.3%	24.8%	30.6%	31.1%
Amortisation of goodwill	0.0%	0.0%	0.0%	0.0%	0.0%
Amortisation of intangible assets	0.0%	0.0%	0.0%	0.0%	0.0%
Impairment charges	0.0%	0.0%	0.0%	0.0%	0.0%
EBIT (inc revaluation net)	-105.6%	16.3%	24.8%	30.6%	31.1%
Interest income	0.0%	0.0%	0.0%	0.0%	0.0%
Interest expenses	0.2%	4.9%	1.8%	0.8%	0.3%
Investment income	0.0%	0.0%	0.0%	0.0%	0.0%
Financial result	neg.	neg.	neg.	neg.	neg.
Recurring pretax income from continuing operations	-105.8%	11.4%	23.0%	29.8%	30.8%
Extraordinary income/loss	0.0%	0.0%	0.0%	0.0%	0.0%
Earnings before taxes	-105.8%	11.4%	23.0%	29.8%	30.8%
Income tax expense	<i>n.a.</i>	<i>n.a.</i>	<i>n.a.</i>	<i>n.a.</i>	<i>n.a.</i>
Net income from continuing operations	-105.7%	12.0%	18.4%	20.9%	21.6%
Income from discontinued operations (net of tax)	0.0%	0.0%	0.0%	0.0%	0.0%
Net income	-105.7%	12.0%	18.4%	20.9%	21.6%
Minority interest	0.0%	0.0%	0.0%	0.0%	0.0%
Net profit (reported)	-105.7%	12.0%	18.4%	20.9%	21.6%

Source: Company data, NuWays

Balance sheet (EUR m)	2022e	2023e	2024e	2025e	2026e
Intangible assets	2.1	14.6	14.6	14.8	15.0
Property, plant and equipment	0.3	0.3	0.3	0.3	0.3
Financial assets	0.0	0.4	0.4	0.4	0.4
FIXED ASSETS	2.4	15.3	15.3	15.5	15.6
Inventories	0.0	1.5	1.6	2.3	2.8
Accounts receivable	0.0	0.4	0.7	1.0	1.4
Other assets and short-term financial assets	0.2	1.0	1.8	2.6	3.7
Liquid assets	3.6	2.6	2.8	4.8	10.0
Deferred taxes	0.0	0.0	0.0	0.0	0.0
Deferred charges and prepaid expenses	0.1	0.1	0.1	0.1	0.1
CURRENT ASSETS	3.8	5.4	7.0	10.8	17.8
TOTAL ASSETS	6.2	20.7	22.3	26.2	33.5

SHAREHOLDERS EQUITY	5.8	13.3	16.8	21.7	29.9
MINORITY INTEREST	0.0	0.0	0.0	0.0	0.0
Provisions for pensions and similar obligations	0.0	0.0	0.0	0.0	0.0
Other provisions and accrued liabilities	0.0	0.0	0.0	0.0	0.0
Short-term liabilities to banks	0.1	1.0	0.0	0.0	0.0
Accounts payable	0.1	0.2	0.5	0.6	0.9
Advance payments received on orders	0.0	0.0	0.0	0.0	0.0
Other liabilities (incl. from lease and rental contracts)	0.0	0.0	0.0	0.0	0.0
Deferred taxes	0.0	0.0	0.0	0.0	0.0
Deferred income	0.1	0.1	0.1	0.1	0.1
CURRENT LIABILITIES	0.1	0.2	0.5	0.6	0.9
TOTAL LIABILITIES AND SHAREHOLDERS EQUITY	6.2	20.7	22.3	26.2	33.5

Balance sheet (common size)	2022e	2023e	2024e	2025e	2026e
Intangible assets	34.6%	70.6%	65.7%	56.4%	44.7%
Property, plant and equipment	4.1%	1.2%	1.1%	1.0%	0.8%
Financial assets	0.0%	1.9%	1.8%	1.5%	1.2%
FIXED ASSETS	38.7%	73.7%	68.6%	58.9%	46.7%
Inventories	0.0%	7.2%	7.4%	8.9%	8.3%
Accounts receivable	0.0%	1.7%	3.0%	3.7%	4.1%
Other assets and short-term financial assets	2.9%	4.6%	8.2%	9.8%	10.9%
Liquid assets	57.6%	12.5%	12.6%	18.5%	29.9%
Deferred taxes	0.0%	0.0%	0.0%	0.0%	0.0%
Deferred charges and prepaid expenses	0.8%	0.3%	0.2%	0.2%	0.2%
CURRENT ASSETS	61.3%	26.3%	31.4%	41.1%	53.3%
TOTAL ASSETS	100.0%	100.0%	100.0%	100.0%	100.0%

SHAREHOLDERS EQUITY	93.6%	64.1%	75.4%	82.8%	89.4%
MINORITY INTEREST	0.0%	0.0%	0.0%	0.0%	0.0%
Provisions for pensions and similar obligations	0.0%	0.0%	0.0%	0.0%	0.0%
Other provisions and accrued liabilities	0.0%	0.0%	0.0%	0.0%	0.0%
Short-term liabilities to banks	1.0%	5.0%	0.0%	0.0%	0.0%
Accounts payable	2.2%	1.1%	2.0%	2.4%	2.7%
Advance payments received on orders	0.0%	0.0%	0.0%	0.0%	0.0%
Other liabilities (incl. from lease and rental contracts)	0.0%	0.0%	0.0%	0.0%	0.0%
Deferred taxes	0.0%	0.0%	0.0%	0.0%	0.0%
Deferred income	2.2%	0.7%	0.6%	0.5%	0.4%
CURRENT LIABILITIES	2.2%	1.1%	2.0%	2.4%	2.7%
TOTAL LIABILITIES AND SHAREHOLDERS EQUITY	100.0%	100.0%	100.0%	100.0%	100.0%

Source: Company data, NuWays

Cash flow statement (EUR m)	2022e	2023e	2024e	2025e	2026e
Net profit/loss	-1.7	1.0	3.0	4.9	7.2
Depreciation of fixed assets (incl. leases)	0.1	0.4	0.7	1.1	1.5
Amortisation of goodwill & intangible assets	0.0	0.0	0.0	0.0	0.0
Others	-0.1	-0.3	-0.3	-0.2	-0.2
Cash flow from operating activities	-8.6	-1.8	2.1	3.0	5.7
Increase/decrease in inventory	0.0	-1.5	0.0	-0.7	-0.4
Increase/decrease in accounts receivable	0.0	-0.4	-0.3	-0.3	-0.4
Increase/decrease in accounts payable	0.0	0.1	0.2	0.2	0.3
Increase/decrease in other working capital positions	0.0	0.0	0.0	0.0	0.0
Increase/decrease in working capital	0.1	-1.8	-0.1	-0.8	-0.6
Cash flow from operating activities	-1.6	-0.8	3.1	4.1	7.2
CAPEX	0.3	0.3	0.4	0.6	0.6
Payments for acquisitions	2.0	10.5	0.0	0.0	0.0
Financial investments	0.0	0.0	0.0	0.0	0.0
Income from asset disposals	0.0	0.0	0.0	0.0	0.0
Cash flow from investing activities	-2.3	-10.8	-0.4	-0.6	-0.6
Cash flow before financing	-3.9	-11.6	2.6	3.4	6.6
Increase/decrease in debt position	0.0	5.0	-2.2	-1.2	-1.2
Purchase of own shares	0.0	0.0	0.0	0.0	0.0
Capital measures	2.0	5.9	0.0	0.0	0.0
Dividends paid	0.0	0.0	0.0	0.0	0.0
Others	-0.1	-0.3	-0.3	-0.2	-0.2
Effects of exchange rate changes on cash	0.0	0.0	0.0	0.0	0.0
Cash flow from financing activities	1.9	10.6	-2.4	-1.4	-1.4
Increase/decrease in liquid assets	-2.0	-1.0	0.2	2.0	5.2
Liquid assets at end of period	3.6	2.6	2.8	4.8	10.0

Key ratios (EUR m)	2022e	2023e	2024e	2025e	2026e
P&L growth analysis					
Sales growth	106.8%	435.7%	90.9%	42.1%	41.5%
EBITDA growth	259.5%	-188.6%	-393.0%	357.3%	144.8%
EBIT growth	228.3%	-167.6%	-339.7%	408.5%	152.7%
EPS growth	210.6%	-138.5%	-238.6%	371.9%	136.0%
Efficiency					
Sales per employee	52.0	157.0	219.8	266.2	720.7
EBITDA per employee	-53.1	32.7	64.3	93.5	256.7
No. employees (average)	31	55	75	88	46
Balance sheet analysis					
Avg. working capital / sales	-7.8%	9.0%	5.3%	9.1%	7.7%
Inventory turnover (sales/inventory)	15.0	5.8	10.0	10.0	12.0
Accounts receivable turnover	15.0	15.0	15.0	15.0	15.0
Accounts payable turnover	30.0	10.0	10.0	10.0	10.0
Cash flow analysis					
Free cash flow	-1.9	-1.1	2.6	3.4	6.6
Free cash flow/sales	-117.6%	-12.6%	16.0%	14.7%	19.8%
FCF / net profit	111.2%	neg.	87.3%	70.3%	91.8%
Capex / sales	n.a.	n.a.	n.a.	n.a.	n.a.
Solvency					
Net debt	-3.4	4.5	2.1	-1.1	-7.5
Net Debt/EBITDA	0.0	2.5	0.4	0.0	0.0
Dividend payout ratio	0.0%	0.0%	0.0%	0.0%	0.0%
Interest paid / avg. debt	2.1%	11.8%	11.7%	3.5%	2.7%
Returns					
ROCE	-51.3%	10.8%	19.4%	30.4%	35.7%
ROE	-29.6%	7.8%	18.0%	22.5%	23.9%
Adjusted FCF yield	-38.5%	2.0%	8.8%	16.0%	28.7%
Dividend yield	0.0%	0.0%	0.0%	0.0%	0.0%
DPS	0.0	0.0	0.0	0.0	0.0
EPS reported	-0.60	0.28	0.83	1.34	1.96
Average number of shares	2.8	3.6	3.6	3.6	3.6
Valuation ratios					
P/BV	4.5	2.5	2.0	1.5	1.1
EV/sales	13.9	4.4	2.1	1.4	0.8
EV/EBITDA	-13.6	20.9	7.3	3.9	2.2
EV/EBIT	-13.2	26.7	8.7	4.5	2.5

Source: Company data, NuWays

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Company	Disclosures
beaconsmind AG	2,8

Historical target price and rating changes for beaconsmind AG

Company	Date	Analyst	Rating	Target Price	Close
beaconsmind AG	02.12.2022	Sennewald, Philipp	Buy	EUR 30.00	EUR 12.20

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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:

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