

Buy EUR 10.50 (EUR 10.00) Price EUR 6.52 Upside 61.0 %	Value Indicators: EUR DCF: 10.45	Warburg ESG Risk Score: 2.9 ESG Score (MSCI based): 3.0 Balance Sheet Score: 4.8 Market Liquidity Score: 1.0	Description: Leading provider of aesthetic medicine services in Germany
	Market Snapshot: EUR m Market cap: 128.1 No. of shares (m): 19.6 EV: 110.6 Freefloat MC: 40.9 Ø Trad. Vol. (30d): 27.36 th	Shareholders: Freefloat 31.90 % MPH Health Care AG 68.10 %	Key Figures (WRE): 2022e Beta: 1.5 Price / Book: 1.3 x Equity Ratio: 72 %

Preview FY 22: Expansion to Eastern Europe progressing according to plan

Ahead of the release of preliminary FY 2022 figures, which are to be announced on 20.4.23, we had a chat with the management. We are expecting M1 Kliniken to report a sales decline of -9.2% for FY 2022 mainly because of portfolio optimization activities at Haemato AG (for a detailed description see today's comment on Haemato AG) and an EBIT margin of 3.7%, which is slightly below last year's result of 3.9%.

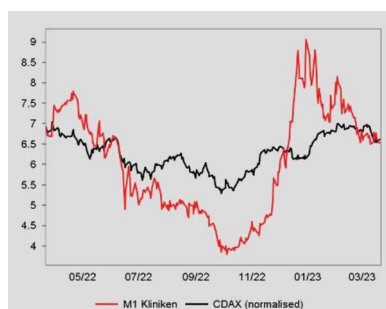
In the past year, M1 Kliniken has expanded its clinic network to Eastern Europe (Hungary, Poland, Bulgaria and Romania) resulting in a negative EBIT-margin development overall in 2022 because of increased start-up costs for the new clinics. The more mature German clinic network continues to operate at a targeted EBIT margin of more than 20% and demonstrates the lucrative business model of M1 Kliniken.

We estimate that M1 Kliniken grew its Beauty business by 13% in 2022 (Beauty segment revenues: EUR 59.5m) in line with the treatment growth rate of an estimated 11% yoy to 379k and supported by increased revenues per treatment. As more and more mature clinics contribute to M1's result, the average revenue per treatment is expected to increase as the potential to cross sell beauty treatments improves. By the end of 2022, M1 Kliniken had 52 operational clinics in its network. We expect at least six locations to be added in 2023, bringing the total clinic count to 58. For 2023e, we estimate that M1 will perform 407k treatments (+7% yoy) and book revenues of EUR 65.7m (+10% yoy) in the Beauty segment.

M1 Kliniken is able to transfer its price-leadership position to Eastern Europe and considers these local markets to be very attractive. M1 Kliniken's scale and resulting purchasing power allows it to maintain an attractive level of profitability, even in those markets, and management is consequently targeting EBIT margins of 20%+, similar to the German locations. In addition, M1 Kliniken has implemented cost and process optimization measures that lead to sustainable cost savings and, accordingly, we adjust our opex estimates for the coming years.

Overall, the management was very satisfied with the beginning of the year as it currently does not see any effects from the macro environment. Overall, customer trends regarding more Beauty treatments remain intact and M1 Kliniken will be able to profit from this development with its strong brand and purchasing power. Efforts to approve a white-label Botox product are ongoing at Haemato AG. The company plans to initiate clinical trials in 2023. Buy confirmed.

Changes in Estimates:				Comment on Changes:			
FY End: 31.12. in EUR m	2022e (old)	+ / -	2023e (old)	+ / -	2024e (old)	+ / -	
Sales	285.6	0.0 %	299.8	-3.4 %	325.1	-6.7 %	<ul style="list-style-type: none"> Changes in sales and EBIT estimates mainly stem from adjustments at Haemato AG (see Haemato AG comment for further details) and from model fine-tuning at M1 Kliniken-level We have decreased 2023e opex estimates for M1 Kliniken because of last year's optimization measures
EBITDA	16.2	0.0 %	18.9	-8.7 %	24.0	-10.9 %	
EBIT	10.5	0.0 %	12.8	-12.8 %	17.1	-15.4 %	

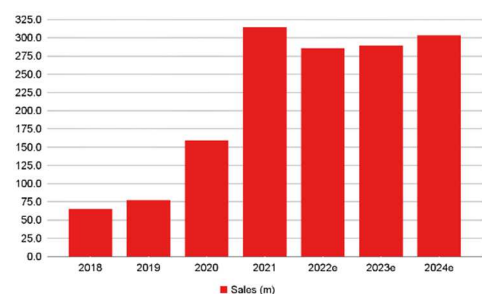


Rel. Performance vs CDAX:	
1 month:	-4.7 %
6 months:	28.8 %
Year to date:	-35.5 %
Trailing 12 months:	1.2 %

Company events:	
20.04.23	Prel. FY 2022
02.05.23	BPC
17.05.23	FY 2022
31.05.23	Q1

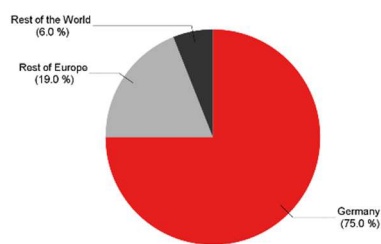
FY End: 31.12. in EUR m	CAGR (21-24e)	2018	2019	2020	2021	2022e	2023e	2024e
Sales	-1.2 %	65.2	77.2	159.6	314.6	285.6	289.5	303.4
Change Sales yoy		38.2 %	18.4 %	106.7 %	97.1 %	-9.2 %	1.3 %	4.8 %
Gross profit margin		35.2 %	40.9 %	23.0 %	17.6 %	17.8 %	18.2 %	19.9 %
EBITDA	6.1 %	7.2	11.3	8.9	17.9	16.2	17.3	21.4
Margin		11.0 %	14.7 %	5.6 %	5.7 %	5.7 %	6.0 %	7.1 %
EBIT	5.5 %	6.5	7.9	4.3	12.3	10.5	11.2	14.4
Margin		9.9 %	10.3 %	2.7 %	3.9 %	3.7 %	3.9 %	4.8 %
Net income	-2.3 %	6.6	9.7	6.8	9.0	5.5	6.2	8.4
EPS	-2.2 %	0.38	0.56	0.36	0.46	0.28	0.32	0.43
DPS	-	0.28	0.30	0.00	0.00	0.00	0.00	0.00
Dividend Yield		1.9 %	2.3 %	n.a.	n.a.	n.a.	n.a.	n.a.
FCFPS		0.04	-0.39	0.43	0.73	0.07	0.05	0.16
FCF / Market cap		0.2 %	-2.9 %	4.0 %	7.9 %	1.1 %	0.8 %	2.5 %
EV / Sales		3.5 x	2.9 x	1.3 x	0.5 x	0.4 x	0.4 x	0.4 x
EV / EBITDA		32.3 x	19.7 x	23.3 x	9.1 x	6.8 x	6.4 x	5.1 x
EV / EBIT		35.8 x	28.1 x	47.6 x	13.3 x	10.5 x	9.9 x	7.5 x
P / E		38.6 x	23.7 x	30.1 x	20.1 x	23.3 x	20.4 x	15.2 x
FCF Potential Yield		2.5 %	3.7 %	3.6 %	8.7 %	12.4 %	13.2 %	16.4 %
Net Debt		-25.2	-9.0	5.4	-18.7	-17.8	-17.5	-19.1
ROCE (NOPAT)		14.8 %	12.4 %	4.1 %	7.7 %	6.3 %	6.4 %	7.8 %
Guidance:	n.a.							

Sales development in EUR m



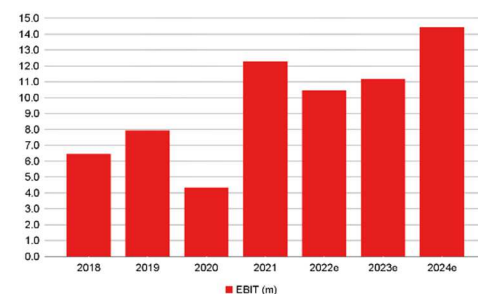
Source: Company data, Warburg Research

Sales by regions 2021; in %



Source: Company data, Warburg Research

EBIT development in EUR m



Source: Company data, Warburg Research

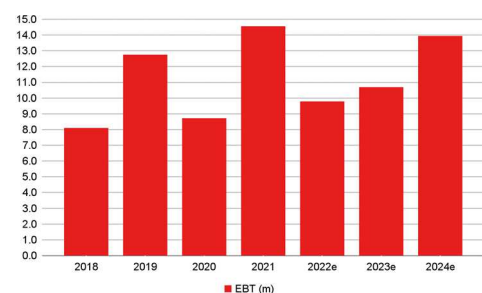
Company Background

- M1 Kliniken opened its first clinic in 2012 in Berlin and has since then expanded to over 50 clinics in the EU and Australia with a clear focus on Germany. In 2021 it performed over 340k treatments
- M1 Kliniken has established itself as high-quality and low-cost beauty brand in Germany and intends to double its footprint within the next three years.
- With a clear focus on injection-based beauty treatments such as hyaluronic acid and botulinum toxin at a competitive price, M1 is active in a fast-growing market segment.
- After the acquisition of Haemato, M1 Kliniken now has a clear separation between services and products. Haemato focusses on the cost-efficient procurement of beauty products for M1's services.

Competitive Quality

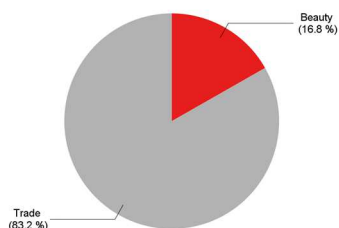
- With over 50 clinics in Germany, other parts of Europe and Australia, M1 Kliniken is the market leader in the European beauty treatment market and has established itself as a high-quality brand.
- M1 Kliniken puts great emphasis on training its ca. 100 surgeons and doctors to treat patients in accordance with the highest standards. Doctors are specialized experts in aesthetic treatments
- Due to high utilization of clinics, a large integrated value chain and economies of scale, M1 Kliniken is able to offer its services to customers at highly competitive prices (up to 50% discount)
- The acquisition of Haemato enables each company to concentrate on its respective field of expertise and allows for the direct use of Haemato's product development know-how.

EBT development in EUR m



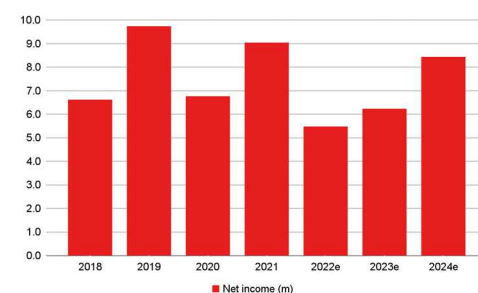
Source: Company data, Warburg Research

Sales by segments 2021; in %



Source: Company data, Warburg Research

Net income development in EUR m



Source: Company data, Warburg Research

DCF model

Figures in EUR m	Detailed forecast period			Transitional period										Term. Value
	2022e	2023e	2024e	2025e	2026e	2027e	2028e	2029e	2030e	2031e	2032e	2033e	2034e	
Sales	285.6	289.5	303.4	317.5	338.1	358.4	379.9	398.9	414.9	427.3	438.0	446.8	455.7	
Sales change	-9.2 %	1.3 %	4.8 %	4.6 %	6.5 %	6.0 %	6.0 %	5.0 %	4.0 %	3.0 %	2.5 %	2.0 %	2.0 %	2.0 %
EBIT	10.5	11.2	14.4	17.5	22.0	23.3	24.7	25.9	27.0	27.8	28.5	29.0	29.6	
EBIT-margin	3.7 %	3.9 %	4.8 %	5.5 %	6.5 %	6.5 %	6.5 %	6.5 %	6.5 %	6.5 %	6.5 %	6.5 %	6.5 %	
Tax rate (EBT)	25.0 %	25.0 %	25.0 %	25.0 %	27.0 %	27.0 %	27.0 %	27.0 %	27.0 %	27.0 %	27.0 %	27.0 %	27.0 %	
NOPAT	7.9	8.4	10.8	13.1	16.0	17.0	18.0	18.9	19.7	20.3	20.8	21.2	21.6	
Depreciation	5.7	6.1	7.0	7.6	6.8	7.2	7.6	8.0	6.2	6.4	6.6	6.7	6.8	
in % of Sales	2.0 %	2.1 %	2.3 %	2.4 %	2.0 %	2.0 %	2.0 %	2.0 %	1.5 %	1.5 %	1.5 %	1.5 %	1.5 %	
Changes in provisions	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
Change in Liquidity from														
- Working Capital	5.6	0.5	1.8	2.0	-2.4	-1.1	2.4	2.1	1.8	1.4	1.2	1.0	1.0	
- Capex	6.0	12.5	12.5	10.2	6.8	5.4	5.7	6.0	6.2	6.4	6.6	6.7	6.8	
Capex in % of Sales	2.1 %	4.3 %	4.1 %	3.2 %	2.0 %	1.5 %	1.5 %	1.5 %	1.5 %	1.5 %	1.5 %	1.5 %	1.5 %	
- Other	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
Free Cash Flow (WACC Model)	1.9	1.4	3.5	8.6	18.5	19.9	17.6	18.8	17.9	18.9	19.6	20.2	20.6	21
PV of FCF	2.0	1.3	3.0	6.7	13.2	13.0	10.5	10.3	9.0	8.7	8.2	7.7	7.2	100
share of PVs	3.14 %			47.02 %										49.84 %

Model parameter

Derivation of WACC:		Derivation of Beta:	
Debt ratio	25.00 %	Financial Strength	1.50
Cost of debt (after tax)	4.4 %	Liquidity (share)	1.50
Market return	8.25 %	Cyclicality	1.50
Risk free rate	2.75 %	Transparency	1.50
		Others	1.50
WACC	9.35 %	Beta	1.50

Valuation (m)

Present values 2034e	101		
Terminal Value	100		
Financial liabilities	19		
Pension liabilities	0		
Hybrid capital	0		
Minority interest	45		
Market val. of investments	30		
Liquidity	38	No. of shares (m)	19.6
Equity Value	205	Value per share (EUR)	10.45

Sensitivity Value per Share (EUR)

Beta	WACC	Terminal Growth							Beta	WACC	Delta EBIT-margin						
		1.25 %	1.50 %	1.75 %	2.00 %	2.25 %	2.50 %	2.75 %			-1.5 pp	-1.0 pp	-0.5 pp	+0.0 pp	+0.5 pp	+1.0 pp	+1.5 pp
1.74	10.3 %	8.75	8.86	8.97	9.09	9.21	9.35	9.49	1.74	10.3 %	6.55	7.39	8.24	9.09	9.93	10.78	11.63
1.62	9.8 %	9.33	9.45	9.59	9.72	9.87	10.03	10.20	1.62	9.8 %	7.03	7.93	8.83	9.72	10.62	11.52	12.42
1.56	9.6 %	9.64	9.78	9.92	10.08	10.24	10.41	10.60	1.56	9.6 %	7.29	8.22	9.15	10.08	11.00	11.93	12.86
1.50	9.3 %	9.98	10.12	10.28	10.45	10.63	10.82	11.03	1.50	9.3 %	7.58	8.54	9.49	10.45	11.41	12.37	13.32
1.44	9.1 %	10.33	10.49	10.67	10.85	11.05	11.26	11.49	1.44	9.1 %	7.88	8.87	9.86	10.85	11.84	12.83	13.82
1.38	8.8 %	10.71	10.89	11.08	11.28	11.50	11.74	12.00	1.38	8.8 %	8.21	9.23	10.26	11.28	12.31	13.33	14.36
1.26	8.3 %	11.55	11.77	12.00	12.25	12.52	12.81	13.13	1.26	8.3 %	8.94	10.04	11.15	12.25	13.35	14.46	15.56

- Capex includes setup costs of new centres
- Depreciation mainly characterized by Right-of-Use assets
- The line "Other" reflects the share in profits payable to Haemato's minority shareholders.

Valuation	2018	2019	2020	2021	2022e	2023e	2024e
Price / Book	4.0 x	3.4 x	2.4 x	1.9 x	1.3 x	1.2 x	1.1 x
Book value per share ex intangibles	3.17	3.42	2.41	1.77	2.10	2.26	2.55
EV / Sales	3.5 x	2.9 x	1.3 x	0.5 x	0.4 x	0.4 x	0.4 x
EV / EBITDA	32.3 x	19.7 x	23.3 x	9.1 x	6.8 x	6.4 x	5.1 x
EV / EBIT	35.8 x	28.1 x	47.6 x	13.3 x	10.5 x	9.9 x	7.5 x
EV / EBIT adj.*	35.8 x	28.1 x	47.6 x	13.3 x	10.5 x	9.9 x	7.5 x
P / FCF	413.8 x	n.a.	25.0 x	12.7 x	91.4 x	121.1 x	40.3 x
P / E	38.6 x	23.7 x	30.1 x	20.1 x	23.3 x	20.4 x	15.2 x
P / E adj.*	38.6 x	23.7 x	30.1 x	20.1 x	23.3 x	20.4 x	15.2 x
Dividend Yield	1.9 %	2.3 %	n.a.	n.a.	n.a.	n.a.	n.a.
FCF Potential Yield (on market EV)	2.5 %	3.7 %	3.6 %	8.7 %	12.4 %	13.2 %	16.4 %

*Adjustments made for: -

Consolidated profit & loss

In EUR m	2018	2019	2020	2021	2022e	2023e	2024e
Sales	65.2	77.2	159.6	314.6	285.6	289.5	303.4
Change Sales yoy	38.2 %	18.4 %	106.7 %	97.1 %	-9.2 %	1.3 %	4.8 %
Increase / decrease in inventory	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Own work capitalised	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Total Sales	65.2	77.2	159.6	314.6	285.6	289.5	303.4
Material expenses	42.3	45.6	122.8	259.3	234.8	236.8	243.0
Gross profit	22.9	31.6	36.8	55.3	50.8	52.7	60.4
<i>Gross profit margin</i>	<i>35.2 %</i>	<i>40.9 %</i>	<i>23.0 %</i>	<i>17.6 %</i>	<i>17.8 %</i>	<i>18.2 %</i>	<i>19.9 %</i>
Personnel expenses	9.4	12.6	16.7	22.1	21.3	22.9	25.7
Other operating income	0.2	0.3	0.7	0.9	1.0	1.0	1.0
Other operating expenses	6.5	7.9	11.9	16.2	14.3	13.6	14.4
Unfrequent items	0.0	0.0	0.0	0.0	0.0	0.0	0.0
EBITDA	7.2	11.3	8.9	17.9	16.2	17.3	21.4
<i>Margin</i>	<i>11.0 %</i>	<i>14.7 %</i>	<i>5.6 %</i>	<i>5.7 %</i>	<i>5.7 %</i>	<i>6.0 %</i>	<i>7.1 %</i>
Depreciation of fixed assets	0.7	1.3	3.9	4.8	4.7	5.1	5.8
EBITA	6.5	10.1	5.0	13.1	11.5	12.2	15.6
Amortisation of intangible assets	0.0	0.1	0.6	0.8	1.0	1.0	1.2
Goodwill amortisation	0.0	2.0	0.0	0.0	0.0	0.0	0.0
EBIT	6.5	7.9	4.3	12.3	10.5	11.2	14.4
<i>Margin</i>	<i>9.9 %</i>	<i>10.3 %</i>	<i>2.7 %</i>	<i>3.9 %</i>	<i>3.7 %</i>	<i>3.9 %</i>	<i>4.8 %</i>
EBIT adj.	6.5	7.9	4.3	12.3	10.5	11.2	14.4
Interest income	0.2	0.1	0.3	0.7	0.4	0.4	0.4
Interest expenses	0.0	0.3	0.7	0.9	1.1	0.9	0.9
Other financial income (loss)	1.5	-1.5	8.5	2.5	0.0	0.0	0.0
EBT	8.1	12.8	8.7	14.6	9.8	10.7	13.9
<i>Margin</i>	<i>12.4 %</i>	<i>16.5 %</i>	<i>5.5 %</i>	<i>4.6 %</i>	<i>3.4 %</i>	<i>3.7 %</i>	<i>4.6 %</i>
Total taxes	1.5	3.0	1.4	3.5	2.4	2.7	3.5
Net income from continuing operations	6.6	9.7	7.4	11.0	7.3	8.0	10.5
Income from discontinued operations (net of tax)	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net income before minorities	6.6	9.7	7.4	11.0	7.3	8.0	10.5
Minority interest	0.0	0.0	0.6	2.0	1.9	1.8	2.0
Net income	6.6	9.7	6.8	9.0	5.5	6.2	8.4
<i>Margin</i>	<i>10.2 %</i>	<i>12.6 %</i>	<i>4.2 %</i>	<i>2.9 %</i>	<i>1.9 %</i>	<i>2.2 %</i>	<i>2.8 %</i>
Number of shares, average	17.5	17.5	18.6	19.6	19.6	19.6	19.6
EPS	0.38	0.56	0.36	0.46	0.28	0.32	0.43
EPS adj.	0.38	0.56	0.36	0.46	0.28	0.32	0.43

*Adjustments made for:

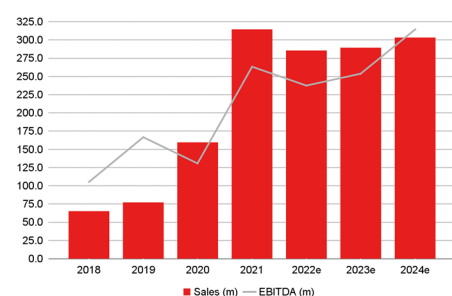
Guidance: n.a.

Financial Ratios

	2018	2019	2020	2021	2022e	2023e	2024e
Total Operating Costs / Sales	89.0 %	85.3 %	94.4 %	94.3 %	94.3 %	94.0 %	92.9 %
Operating Leverage	0.3 x	1.2 x	-0.4 x	1.9 x	1.6 x	5.1 x	6.0 x
EBITDA / Interest expenses	n.a.	33.1 x	12.3 x	19.5 x	15.0 x	19.4 x	24.0 x
Tax rate (EBT)	18.3 %	23.6 %	15.5 %	24.3 %	25.0 %	25.0 %	25.0 %
Dividend Payout Ratio	74.8 %	53.9 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Sales per Employee	360,265	327,186	372,874	898,857	816,054	827,007	866,854

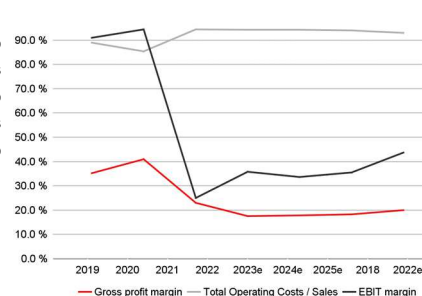
Sales, EBITDA

in EUR m

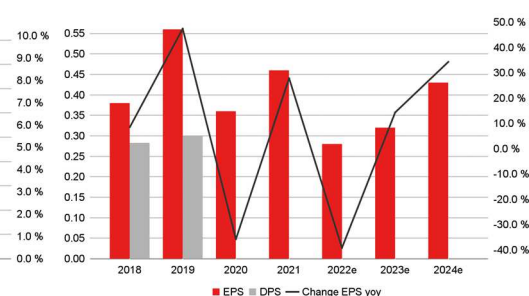


Operating Performance

in %



Performance per Share



Source: Warburg Research

Source: Warburg Research

Source: Warburg Research

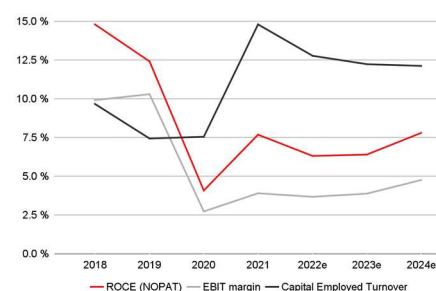
Consolidated balance sheet

In EUR m	2018	2019	2020	2021	2022e	2023e	2024e
Assets							
Goodwill and other intangible assets	8.3	8.5	38.3	60.4	59.3	63.3	67.2
thereof other intangible assets	0.3	0.4	4.0	26.0	24.9	28.9	32.8
thereof Goodwill	8.0	8.0	34.4	34.4	34.4	34.4	34.4
Property, plant and equipment	5.5	16.0	15.8	15.3	16.6	19.0	20.7
Financial assets	11.1	9.0	12.0	12.0	12.5	13.0	13.5
Other long-term assets	0.1	0.1	0.2	0.3	0.3	0.3	0.3
Fixed assets	24.9	33.5	66.3	87.9	88.7	95.6	101.6
Inventories	1.4	1.5	42.3	35.2	32.0	32.4	33.9
Accounts receivable	16.7	22.2	20.5	16.3	23.5	23.8	24.9
Liquid assets	25.4	9.1	22.0	37.9	36.9	36.6	38.3
Other short-term assets	1.2	26.4	37.6	20.8	20.8	20.8	20.8
Current assets	44.7	59.3	122.4	110.2	113.3	113.6	117.9
Total Assets	69.6	92.8	188.7	198.1	201.9	209.2	219.5
Liabilities and shareholders' equity							
Subscribed capital	17.5	17.5	19.6	19.6	19.6	19.6	19.6
Capital reserve	28.0	28.0	49.9	49.9	49.9	49.9	49.9
Retained earnings	18.2	22.7	28.0	37.4	41.0	46.4	53.8
Other equity components	0.0	0.0	-11.8	-11.8	-10.0	-8.2	-6.1
Shareholders' equity	63.7	68.2	85.8	95.1	100.6	107.7	117.3
Minority interest	0.0	0.0	29.6	44.9	44.9	44.9	44.9
Total equity	63.7	68.2	115.3	140.0	145.5	152.6	162.1
Provisions	0.7	2.1	3.5	3.8	3.8	3.8	3.8
thereof provisions for pensions and similar obligations	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Financial liabilities (total)	0.2	0.1	27.4	19.2	19.2	19.2	19.2
Short-term financial liabilities	0.0	0.0	22.3	14.8	14.8	14.8	14.8
Accounts payable	0.9	7.8	15.8	12.8	11.7	11.8	12.4
Other liabilities	4.1	14.7	26.7	22.2	21.7	21.8	22.0
Liabilities	5.8	24.6	73.4	58.0	56.4	56.6	57.4
Total liabilities and shareholders' equity	69.6	92.8	188.7	198.1	201.9	209.2	219.5

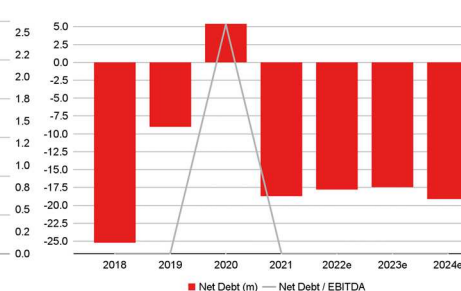
Financial Ratios

	2018	2019	2020	2021	2022e	2023e	2024e
Efficiency of Capital Employment							
Operating Assets Turnover	2.9 x	2.5 x	2.9 x	6.5 x	5.2 x	5.0 x	4.9 x
Capital Employed Turnover	1.7 x	1.3 x	1.3 x	2.6 x	2.2 x	2.1 x	2.1 x
ROA	26.6 %	29.1 %	10.2 %	10.3 %	6.2 %	6.5 %	8.3 %
Return on Capital							
ROCE (NOPAT)	14.8 %	12.4 %	4.1 %	7.7 %	6.3 %	6.4 %	7.8 %
ROE	11.9 %	14.8 %	8.8 %	10.0 %	5.6 %	6.0 %	7.5 %
Adj. ROE	11.9 %	14.8 %	8.8 %	10.0 %	5.6 %	6.0 %	7.5 %
Balance sheet quality							
Net Debt	-25.2	-9.0	5.4	-18.7	-17.8	-17.5	-19.1
Net Financial Debt	-25.2	-9.0	5.4	-18.7	-17.8	-17.5	-19.1
Net Gearing	-39.6 %	-13.2 %	4.7 %	-13.4 %	-12.2 %	-11.4 %	-11.8 %
Net Fin. Debt / EBITDA	n.a.	n.a.	60.7 %	n.a.	n.a.	n.a.	n.a.
Book Value / Share	3.6	3.9	4.4	4.8	5.1	5.5	6.0
Book value per share ex intangibles	3.2	3.4	2.4	1.8	2.1	2.3	2.6

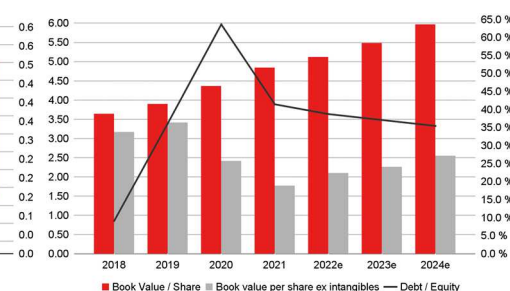
ROCE Development



Net debt in EUR m



Book Value per Share in EUR



Source: Warburg Research

Source: Warburg Research

Source: Warburg Research

Consolidated cash flow statement

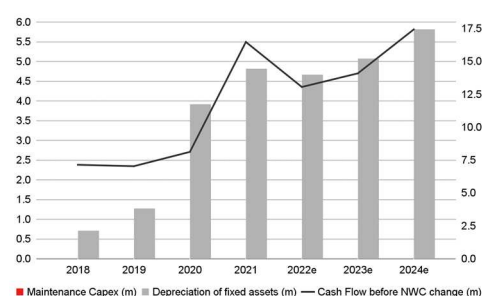
In EUR m	2018	2019	2020	2021	2022e	2023e	2024e
Net income	6.6	9.7	7.4	10.8	7.3	8.0	10.5
Depreciation of fixed assets	0.7	1.3	3.9	4.8	4.7	5.1	5.8
Amortisation of goodwill	0.0	2.0	0.0	0.0	0.0	0.0	0.0
Amortisation of intangible assets	0.0	0.1	0.6	0.8	1.0	1.0	1.2
Increase/decrease in long-term provisions	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other non-cash income and expenses	-0.2	-6.1	-3.8	0.0	0.0	0.0	0.0
Cash Flow before NWC change	7.1	7.0	8.1	16.5	13.0	14.1	17.4
Increase / decrease in inventory	0.0	-0.1	-4.5	7.1	3.2	-0.4	-1.5
Increase / decrease in accounts receivable	-5.4	-19.3	3.7	4.2	-7.2	-0.3	-1.1
Increase / decrease in accounts payable	1.2	7.0	2.2	-4.5	-1.7	0.2	0.8
Increase / decrease in other working capital positions	0.0	0.0	0.0	-7.6	0.0	0.0	0.0
Increase / decrease in working capital (total)	-4.2	-12.5	1.4	-0.8	-5.6	-0.5	-1.8
Net cash provided by operating activities [1]	2.9	-5.4	9.5	15.7	7.4	13.6	15.7
Investments in intangible assets	-0.2	-0.3	-0.5	-0.3	0.0	-5.0	-5.0
Investments in property, plant and equipment	-2.1	-1.1	-0.9	-1.0	-2.4	-3.0	-3.0
Payments for acquisitions	0.0	0.7	2.2	0.2	0.0	0.0	0.0
Financial investments	-1.3	-4.2	2.2	0.0	-0.5	-0.5	-0.5
Income from asset disposals	1.6	1.5	0.2	1.4	0.0	0.0	0.0
Net cash provided by investing activities [2]	-1.9	-3.3	3.1	0.2	-6.5	-13.0	-13.0
Change in financial liabilities	0.1	0.0	3.7	-4.2	0.0	0.0	0.0
Dividends paid	-5.0	-5.3	-0.1	-1.7	-1.8	-0.9	-1.0
Purchase of own shares	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Capital measures	14.8	0.0	0.0	14.5	0.0	0.0	0.0
Other	-0.1	-2.4	-7.4	-4.6	0.0	0.0	0.0
Net cash provided by financing activities [3]	9.8	-7.6	-3.8	4.0	-1.8	-0.9	-1.0
Change in liquid funds [1]+[2]+[3]	10.8	-16.4	8.9	20.0	-0.9	-0.3	1.7
Effects of exchange-rate changes on cash	0.0	0.0	4.0	-4.0	0.0	0.0	0.0
Cash and cash equivalent at end of period	25.5	9.0	22.0	37.9	36.9	36.6	38.3

Financial Ratios

	2018	2019	2020	2021	2022e	2023e	2024e
Cash Flow							
FCF	0.6	-6.8	8.1	14.4	1.4	1.1	3.2
Free Cash Flow / Sales	1.0 %	-8.8 %	5.1 %	4.6 %	0.5 %	0.4 %	1.0 %
Free Cash Flow Potential	5.7	8.3	7.5	14.2	13.7	14.6	17.9
Free Cash Flow / Net Profit	9.4 %	-69.5 %	119.2 %	159.1 %	25.6 %	17.0 %	37.6 %
Interest Received / Avg. Cash	0.8 %	0.5 %	2.0 %	2.2 %	1.1 %	1.1 %	1.1 %
Interest Paid / Avg. Debt	0.0 %	289.8 %	5.3 %	3.9 %	5.6 %	4.7 %	4.7 %
Management of Funds							
Investment ratio	3.6 %	1.7 %	0.9 %	0.4 %	0.8 %	2.8 %	2.6 %
Maint. Capex / Sales	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Capex / Dep	327.7 %	39.6 %	31.8 %	23.7 %	42.1 %	131.8 %	114.7 %
Avg. Working Capital / Sales	20.3 %	20.8 %	17.3 %	11.6 %	12.6 %	13.5 %	13.2 %
Trade Debtors / Trade Creditors	1845.4 %	286.0 %	129.3 %	127.0 %	200.9 %	201.7 %	200.8 %
Inventory Turnover	30.1 x	30.0 x	2.9 x	7.4 x	7.3 x	7.3 x	7.2 x
Receivables collection period (days)	94	105	47	19	30	30	30
Payables payment period (days)	8	62	47	18	18	18	19
Cash conversion cycle (Days)	94	50	105	43	54	54	54

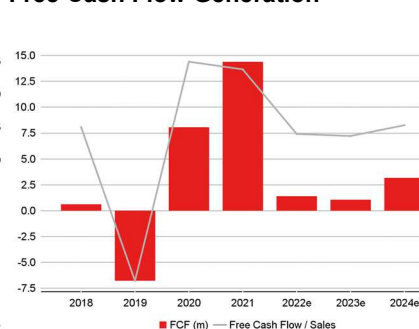
CAPEX and Cash Flow

in EUR m



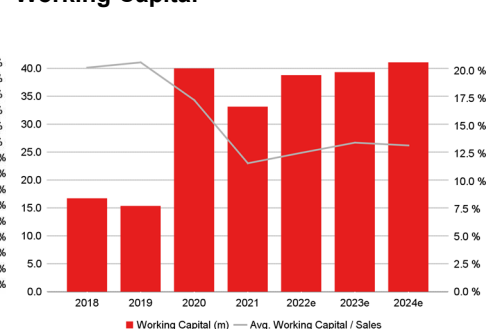
Source: Warburg Research

Free Cash Flow Generation



Source: Warburg Research

Working Capital



Source: Warburg Research

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Company	Disclosure	Link to the historical price targets and rating changes (last 12 months)
M1 Kliniken	5	http://www.mmwarburg.com/disclaimer/disclaimer_en/DE000A0STSQ8.htm

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-B-	Buy:	The price of the analysed financial instrument is expected to rise over the next 12 months.
-H-	Hold:	The price of the analysed financial instrument is expected to remain mostly flat over the next 12 months.
-S-	Sell:	The price of the analysed financial instrument is expected to fall over the next 12 months.
“-“	Rating suspended:	The available information currently does not permit an evaluation of the company.

WARBURG RESEARCH GMBH – ANALYSED RESEARCH UNIVERSE BY RATING

Rating	Number of stocks	% of Universe
Buy	160	74
Hold	45	21
Sell	7	3
Rating suspended	3	1
Total	215	100

WARBURG RESEARCH GMBH – ANALYSED RESEARCH UNIVERSE BY RATING ...

... taking into account only those companies which were provided with major investment services in the last twelve months.

Rating	Number of stocks	% of Universe
Buy	44	86
Hold	6	12
Sell	0	0
Rating suspended	1	2
Total	51	100

PRICE AND RATING HISTORY M1 KLINIKEN AS OF 21.03.2023



Markings in the chart show rating changes by Warburg Research GmbH in the last 12 months. Every marking details the date and closing price on the day of the rating change.

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