

<b>Buy</b> <b>EUR 28.00</b>  Price <b>EUR 17.20</b> <b>Upside 62.8 %</b>	<b>Value Indicators:</b> EUR DCF: 28.39	<b>Warburg Risk Score:</b> <b>2.8</b> Balance Sheet Score: 4.5 Market Liquidity Score: 1.0	<b>Description:</b> Leading provider of aesthetic medicine services in Germany
	<b>Market Snapshot:</b> EUR m Market cap: 337.9 No. of shares (m): 19.6 EV: 339.2 Freefloat MC: 107.8 Ø Trad. Vol. (30d): 326.86 th	<b>Shareholders:</b> Freefloat 31.90 % MPH Health Care AG 68.10 %	<b>Key Figures (WRe):</b> 2024e Beta: 1.5 Price / Book: 3.2 x Equity Ratio: 67 % Net Fin. Debt / EBITDA: 0.0 x Net Debt / EBITDA: 0.0 x

## Strong 9M performance but headwinds arising in consumer sentiment

FY end 31.12. (in EUR m)	Q3 2024 reported	Q3 2023 reported	yoy %	Q3 2024 WRe	Delta %	9M 2024 reported	9M 2023 reported	yoy %	9M 2024 WRe	Delta %
Sales	89.5	85.8	4.3%	83.8	6.8%	257.2	236.6	8.7%	251.5	2.3%
EBIT	7.6	5.6	34.6%	6.5	16.8%	22.1	12.9	70.7%	21.0	5.2%
- margin	8.5%	6.6%		7.8%		8.6%	5.5%		8.3%	

Source: Warburg Research, Company data

M1 Kliniken surpassed our Q3 sales and EBIT expectations significantly. The company showed growth of 4.3% yoy and an impressive EBIT margin of 8.5%. The Beauty segment remains the primary growth driver, as revenue rose 33.5% yoy to EUR 71.0m in 9M 2024 and EBIT by over 30% to EUR 16.3m, corresponding to a strong 23% margin. The Trading segment also showed improved profitability, as EBIT increased significantly from EUR 0.4m to EUR 5.8m.

M1 Kliniken maintains its guidance. The upper end is supported by a strong 9M performance by Haemato, driven by a streamlined portfolio focused on high-margin products and improved cost structures. The shift in focus from the top line to the bottom line, along with selective customer management, positions the business for further EBIT improvement in 2024 and 2025.

At M1 Kliniken, cost discipline remains key amid declining patient purchasing power and economic challenges in the EU. Positioned as a price leader, we expect the company to leverage aggressive discount campaigns in Q4 to outmanoeuvre emerging competition, with expectations of a price war and some margin compression over the next 18-24 months. However, growth is fuelled by adding more doctors and enhancing productivity.

The M&A process continues and discussions are ongoing. Despite our cautious Q4 expectations, the company remains well placed to navigate the competitive landscape and sustain growth momentum. We stick to our current forecasts and maintain our Buy rating on the stock.



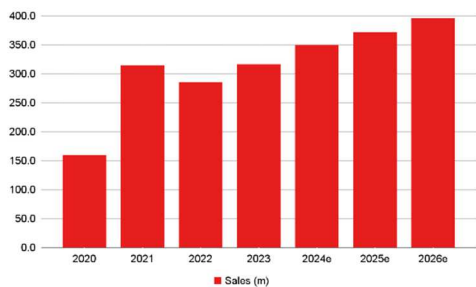
### Rel. Performance vs CDAX:

1 month:	5.6 %
6 months:	-6.2 %
Year to date:	45.0 %
Trailing 12 months:	76.8 %

### Company events:

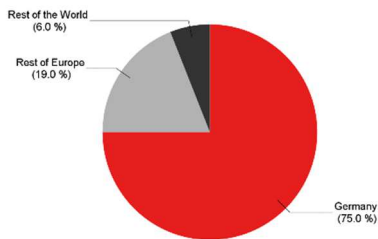
FY End: 31.12. in EUR m	CAGR (23-26e)	2020	2021	2022	2023	2024e	2025e	2026e
<b>Sales</b>	7.8 %	159.6	314.6	285.3	316.3	349.6	372.0	395.8
Change Sales yoy		106.7 %	97.1 %	-9.3 %	10.9 %	10.5 %	6.4 %	6.4 %
Gross profit margin		23.0 %	17.6 %	18.5 %	15.9 %	18.1 %	21.0 %	23.9 %
<b>EBITDA</b>	33.4 %	8.9	17.9	15.4	21.0	29.7	38.6	49.8
Margin		5.6 %	5.7 %	5.4 %	6.6 %	8.5 %	10.4 %	12.6 %
<b>EBIT</b>	41.5 %	4.3	12.3	9.3	15.7	25.4	33.5	44.5
Margin		2.7 %	3.9 %	3.2 %	5.0 %	7.3 %	9.0 %	11.2 %
<b>Net income</b>	38.5 %	6.8	9.0	4.3	10.3	15.5	20.5	27.3
<b>EPS</b>	38.8 %	0.36	0.46	0.22	0.52	0.79	1.04	1.39
<b>DPS</b>	23.0 %	0.00	0.00	0.00	0.50	0.50	0.70	0.93
Dividend Yield		n.a.	n.a.	n.a.	6.2 %	2.9 %	4.1 %	5.4 %
<b>FCFPS</b>		0.43	0.73	0.97	0.09	0.65	0.97	1.31
<b>FCF / Market cap</b>		4.0 %	7.9 %	16.1 %	1.1 %	3.8 %	5.6 %	7.6 %
<b>EV / Sales</b>		1.3 x	0.5 x	0.3 x	0.5 x	1.0 x	0.9 x	0.9 x
<b>EV / EBITDA</b>		23.3 x	9.1 x	5.8 x	6.8 x	11.4 x	8.8 x	6.8 x
<b>EV / EBIT</b>		47.6 x	13.3 x	9.7 x	9.1 x	13.4 x	10.1 x	7.6 x
<b>P / E</b>		30.1 x	20.1 x	27.4 x	15.6 x	21.8 x	16.5 x	12.4 x
<b>FCF Potential Yield</b>		3.6 %	8.7 %	13.7 %	11.4 %	6.6 %	8.6 %	11.1 %
<b>Net Debt</b>		5.4	-18.7	-29.2	-16.1	1.3	1.8	-0.3
<b>ROCE (NOPAT)</b>		4.1 %	7.7 %	5.4 %	9.3 %	13.6 %	17.1 %	21.9 %
<b>Guidance:</b>		Beauty segment sales EUR 80-90m, EBIT 18-22m						

Sales development in EUR m



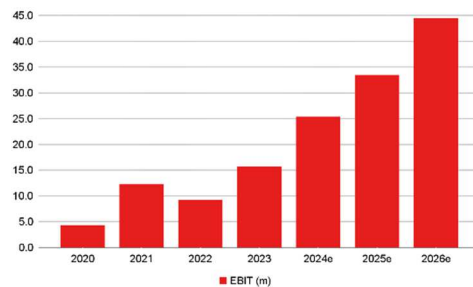
Source: Company data, Warburg Research

Sales by regions 2023; in %



Source: Company data, Warburg Research

EBIT development in EUR m



Source: Company data, Warburg Research

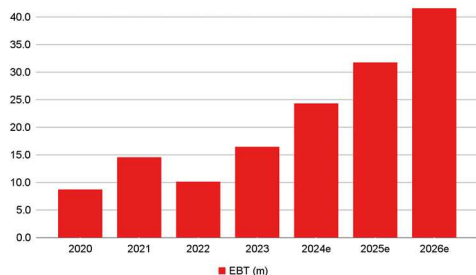
Company Background

- M1 Kliniken opened its first clinic in 2012 in Berlin and has since then expanded to over 64 clinics in Europe and Australia with a clear focus on Germany.
- 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

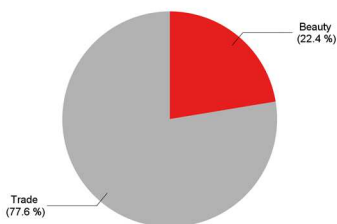
- With over 50 clinics in Germany, other parts of Europe and Australia, M1 Kliniken is the market leader in the European beauty treatment market and has established itself as a high-quality brand.
- M1 Kliniken puts great emphasis on training its ca. 100 surgeons and doctors to treat patients in accordance 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



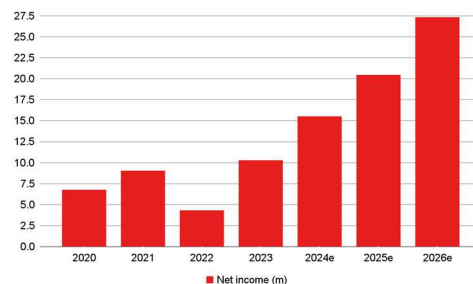
Source: Company data, Warburg Research

Sales by segments 2023; 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
	2024e	2025e	2026e	2027e	2028e	2029e	2030e	2031e	2032e	2033e	2034e	2035e	2036e	
Sales	349.6	372.0	395.8	425.5	453.2	480.4	509.2	534.7	556.1	572.7	587.1	598.8	610.8	
Sales change	10.5 %	6.4 %	6.4 %	7.5 %	6.5 %	6.0 %	6.0 %	5.0 %	4.0 %	3.0 %	2.5 %	2.0 %	2.0 %	2.0 %
EBIT	25.4	33.5	44.5	52.1	60.0	68.4	72.5	76.1	79.2	81.6	83.6	85.3	80.9	
EBIT-margin	7.3 %	9.0 %	11.2 %	12.2 %	13.2 %	14.2 %	14.2 %	14.2 %	14.2 %	14.2 %	14.2 %	14.2 %	13.2 %	
Tax rate (EBT)	30.0 %	30.0 %	30.0 %	30.0 %	30.0 %	30.0 %	30.0 %	30.0 %	30.0 %	30.0 %	30.0 %	30.0 %	30.0 %	
NOPAT	17.8	23.5	31.2	36.5	42.0	47.9	50.8	53.3	55.4	57.1	58.5	59.7	56.6	
Depreciation	4.4	5.1	5.3	8.5	9.1	9.6	10.2	10.7	11.1	11.5	11.7	12.0	12.2	
in % of Sales	1.3 %	1.4 %	1.4 %	2.0 %	2.0 %	2.0 %	2.0 %	2.0 %	2.0 %	2.0 %	2.0 %	2.0 %	2.0 %	
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	1.2	2.2	2.4	3.0	2.2	7.5	3.2	2.8	2.4	1.8	1.6	1.3	1.3	
- Capex	7.5	6.2	6.2	10.6	11.3	12.0	12.7	13.4	13.9	14.3	14.7	15.0	12.2	
Capex in % of Sales	2.1 %	1.7 %	1.6 %	2.5 %	2.5 %	2.5 %	2.5 %	2.5 %	2.5 %	2.5 %	2.5 %	2.5 %	2.0 %	
- 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)	13.5	20.2	27.8	31.3	37.6	38.0	45.0	47.8	50.3	52.4	54.0	55.4	55.3	56
PV of FCF	13.2	18.1	22.8	23.5	25.7	23.8	25.8	25.1	24.2	23.0	21.7	20.4	18.6	260
share of PVs	9.90 %			42.47 %										47.63 %

Model parameter

Derivation of WACC:		Derivation of Beta:	
Debt ratio	25.00 %	Financial Strength	1.50
Cost of debt (after tax)	4.2 %	Liquidity (share)	1.50
Market return	8.25 %	Cyclicalilty	1.50
Risk free rate	2.75 %	Transparency	1.50
		Others	1.50
<b>WACC</b>	<b>9.30 %</b>	<b>Beta</b>	<b>1.50</b>

Valuation (m)

Present values 2036e	286		
Terminal Value	260		
Financial liabilities	6		
Pension liabilities	0		
Hybrid capital	0		
Minority interest	30		
Market val. of investments	26		
Liquidity	22	No. of shares (m)	19.6
<b>Equity Value</b>	<b>558</b>	<b>Value per share (EUR)</b>	<b>28.39</b>

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 %	23.89	24.16	24.45	24.75	25.08	25.42	25.79	1.74	10.3 %	21.68	22.70	23.73	24.75	25.78	26.80	27.83
1.62	9.8 %	25.43	25.75	26.09	26.45	26.84	27.25	27.70	1.62	9.8 %	23.18	24.27	25.36	26.45	27.54	28.64	29.73
1.56	9.6 %	26.26	26.62	26.99	27.39	27.82	28.27	28.76	1.56	9.6 %	24.00	25.13	26.26	27.39	28.52	29.65	30.77
1.50	9.3 %	27.16	27.54	27.95	28.39	28.86	29.36	29.91	1.50	9.3 %	24.89	26.05	27.22	28.39	29.56	30.73	31.89
1.44	9.1 %	28.11	28.53	28.98	29.46	29.98	30.54	31.14	1.44	9.1 %	25.84	27.04	28.25	29.46	30.67	31.88	33.09
1.38	8.8 %	29.13	29.59	30.09	30.62	31.19	31.81	32.48	1.38	8.8 %	26.85	28.11	29.36	30.62	31.87	33.13	34.38
1.26	8.3 %	31.38	31.94	32.55	33.20	33.91	34.68	35.52	1.26	8.3 %	29.14	30.49	31.85	33.20	34.56	35.92	37.27

- Capex includes setup costs of new centres
- Depreciation mainly characterized by Right-of-Use assets

Valuation	2020	2021	2022	2023	2024e	2025e	2026e
Price / Book	2.4 x	1.9 x	1.3 x	1.4 x	3.2 x	3.1 x	2.9 x
Book value per share ex intangibles	2.41	1.77	1.69	1.32	0.91	1.16	1.52
EV / Sales	1.3 x	0.5 x	0.3 x	0.5 x	1.0 x	0.9 x	0.9 x
EV / EBITDA	23.3 x	9.1 x	5.8 x	6.8 x	11.4 x	8.8 x	6.8 x
EV / EBIT	47.6 x	13.3 x	9.7 x	9.1 x	13.4 x	10.1 x	7.6 x
EV / EBIT adj.*	47.6 x	13.3 x	9.7 x	9.1 x	13.4 x	10.1 x	7.6 x
P / FCF	25.0 x	12.7 x	6.2 x	87.9 x	26.6 x	17.8 x	13.1 x
P / E	30.1 x	20.1 x	27.4 x	15.6 x	21.8 x	16.5 x	12.4 x
P / E adj.*	30.1 x	20.1 x	27.4 x	15.6 x	21.8 x	16.5 x	12.4 x
Dividend Yield	n.a.	n.a.	n.a.	6.2 %	2.9 %	4.1 %	5.4 %
FCF Potential Yield (on market EV)	3.6 %	8.7 %	13.7 %	11.4 %	6.6 %	8.6 %	11.1 %

\*Adjustments made for: -

## Consolidated profit & loss

In EUR m	2020	2021	2022	2023	2024e	2025e	2026e
<b>Sales</b>	<b>159.6</b>	<b>314.6</b>	<b>285.3</b>	<b>316.3</b>	<b>349.6</b>	<b>372.0</b>	<b>395.8</b>
Change Sales yoy	106.7 %	97.1 %	-9.3 %	10.9 %	10.5 %	6.4 %	6.4 %
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
<b>Total Sales</b>	<b>159.6</b>	<b>314.6</b>	<b>285.3</b>	<b>316.3</b>	<b>349.6</b>	<b>372.0</b>	<b>395.8</b>
Material expenses	122.8	259.3	232.5	266.1	286.1	294.0	301.3
<b>Gross profit</b>	<b>36.8</b>	<b>55.3</b>	<b>52.8</b>	<b>50.2</b>	<b>63.4</b>	<b>78.0</b>	<b>94.5</b>
<i>Gross profit margin</i>	<i>23.0 %</i>	<i>17.6 %</i>	<i>18.5 %</i>	<i>15.9 %</i>	<i>18.1 %</i>	<i>21.0 %</i>	<i>23.9 %</i>
Personnel expenses	16.7	22.1	20.9	17.4	18.1	19.9	21.9
Other operating income	0.7	0.9	1.5	1.7	1.1	1.1	1.3
Other operating expenses	11.9	16.2	17.9	13.5	16.7	20.6	24.1
Unfrequent items	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>EBITDA</b>	<b>8.9</b>	<b>17.9</b>	<b>15.4</b>	<b>21.0</b>	<b>29.7</b>	<b>38.6</b>	<b>49.8</b>
<i>Margin</i>	<i>5.6 %</i>	<i>5.7 %</i>	<i>5.4 %</i>	<i>6.6 %</i>	<i>8.5 %</i>	<i>10.4 %</i>	<i>12.6 %</i>
Depreciation of fixed assets	3.9	4.8	5.4	4.6	3.7	4.4	4.6
<b>EBITA</b>	<b>5.0</b>	<b>13.1</b>	<b>10.0</b>	<b>16.4</b>	<b>26.1</b>	<b>34.2</b>	<b>45.2</b>
Amortisation of intangible assets	0.6	0.8	0.7	0.7	0.7	0.7	0.7
Goodwill amortisation	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>EBIT</b>	<b>4.3</b>	<b>12.3</b>	<b>9.3</b>	<b>15.7</b>	<b>25.4</b>	<b>33.5</b>	<b>44.5</b>
<i>Margin</i>	<i>2.7 %</i>	<i>3.9 %</i>	<i>3.2 %</i>	<i>5.0 %</i>	<i>7.3 %</i>	<i>9.0 %</i>	<i>11.2 %</i>
<b>EBIT adj.</b>	<b>4.3</b>	<b>12.3</b>	<b>9.3</b>	<b>15.7</b>	<b>25.4</b>	<b>33.5</b>	<b>44.5</b>
Interest income	0.3	0.7	0.6	0.8	0.8	0.8	0.8
Interest expenses	0.7	0.9	0.8	1.3	1.8	2.5	3.7
Other financial income (loss)	8.5	2.5	1.1	1.3	0.0	0.0	0.0
<b>EBT</b>	<b>8.7</b>	<b>14.6</b>	<b>10.1</b>	<b>16.5</b>	<b>24.3</b>	<b>31.8</b>	<b>41.6</b>
<i>Margin</i>	<i>5.5 %</i>	<i>4.6 %</i>	<i>3.6 %</i>	<i>5.2 %</i>	<i>7.0 %</i>	<i>8.5 %</i>	<i>10.5 %</i>
Total taxes	1.4	3.5	3.2	4.8	7.3	9.5	12.5
<b>Net income from continuing operations</b>	<b>7.4</b>	<b>11.0</b>	<b>7.0</b>	<b>11.7</b>	<b>17.0</b>	<b>22.2</b>	<b>29.1</b>
Income from discontinued operations (net of tax)	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>Net income before minorities</b>	<b>7.4</b>	<b>11.0</b>	<b>7.0</b>	<b>11.7</b>	<b>17.0</b>	<b>22.2</b>	<b>29.1</b>
Minority interest	0.6	2.0	2.7	1.4	1.5	1.8	1.8
<b>Net income</b>	<b>6.8</b>	<b>9.0</b>	<b>4.3</b>	<b>10.3</b>	<b>15.5</b>	<b>20.5</b>	<b>27.3</b>
<i>Margin</i>	<i>4.2 %</i>	<i>2.9 %</i>	<i>1.5 %</i>	<i>3.3 %</i>	<i>4.4 %</i>	<i>5.5 %</i>	<i>6.9 %</i>
Number of shares, average	18.6	19.6	19.6	19.6	19.6	19.6	19.6
<b>EPS</b>	<b>0.36</b>	<b>0.46</b>	<b>0.22</b>	<b>0.52</b>	<b>0.79</b>	<b>1.04</b>	<b>1.39</b>
EPS adj.	0.36	0.46	0.22	0.52	0.79	1.04	1.39

\*Adjustments made for:

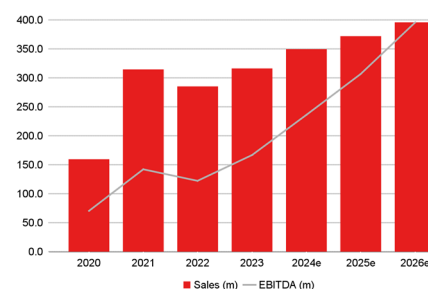
**Guidance: Beauty segment sales EUR 80-90m, EBIT 18-22m**

## Financial Ratios

	2020	2021	2022	2023	2024e	2025e	2026e
Total Operating Costs / Sales	94.4 %	94.3 %	94.6 %	93.4 %	91.5 %	89.6 %	87.4 %
Operating Leverage	-0.4 x	1.9 x	2.6 x	6.4 x	5.9 x	5.0 x	5.1 x
EBITDA / Interest expenses	12.3 x	19.5 x	18.6 x	15.6 x	16.2 x	15.2 x	13.4 x
Tax rate (EBT)	15.5 %	24.3 %	31.2 %	29.0 %	30.0 %	30.0 %	30.0 %
Dividend Payout Ratio	0.0 %	0.0 %	0.0 %	84.1 %	57.7 %	61.6 %	62.9 %
Sales per Employee	372,874	898,857	779,484	864,260	955,131	1,016,374	1,081,550

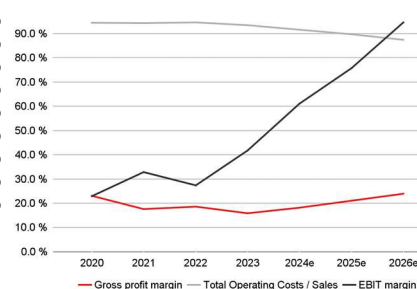
### Sales, EBITDA

in EUR m

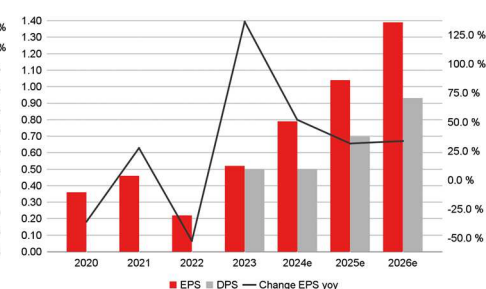


### Operating Performance

in %



### Performance per Share



Source: Warburg Research

Source: Warburg Research

Source: Warburg Research

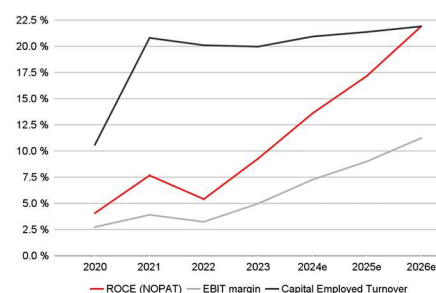
## Consolidated balance sheet

In EUR m	2020	2021	2022	2023	2024e	2025e	2026e
<b>Assets</b>							
Goodwill and other intangible assets	38.3	60.4	60.3	87.4	87.7	88.0	88.3
thereof other intangible assets	4.0	26.0	26.0	25.2	25.6	25.9	26.2
thereof Goodwill	34.4	34.4	34.3	62.1	62.1	62.1	62.1
Property, plant and equipment	15.8	15.3	17.2	13.8	16.6	17.4	17.9
Financial assets	12.0	12.0	12.0	0.9	1.4	1.9	2.4
Other long-term assets	0.2	0.3	0.3	0.3	0.3	0.3	0.3
<b>Fixed assets</b>	<b>66.3</b>	<b>87.9</b>	<b>89.8</b>	<b>102.4</b>	<b>106.0</b>	<b>107.6</b>	<b>108.9</b>
Inventories	42.3	35.2	27.6	45.5	35.0	37.2	39.6
Accounts receivable	20.5	16.3	21.8	28.0	31.0	33.0	35.1
Liquid assets	22.0	37.9	35.1	22.4	11.9	11.4	13.6
Other short-term assets	37.6	20.8	22.7	14.7	14.7	14.7	14.7
<b>Current assets</b>	<b>122.4</b>	<b>110.2</b>	<b>107.2</b>	<b>110.6</b>	<b>92.6</b>	<b>96.3</b>	<b>103.0</b>
<b>Total Assets</b>	<b>188.7</b>	<b>198.1</b>	<b>197.0</b>	<b>212.9</b>	<b>198.6</b>	<b>203.8</b>	<b>211.9</b>
<b>Liabilities and shareholders' equity</b>							
Subscribed capital	19.6	19.6	19.6	19.6	19.6	19.6	19.6
Capital reserve	49.9	49.9	49.9	49.9	49.9	49.9	49.9
Retained earnings	28.0	37.4	38.0	44.3	36.7	41.9	49.4
Other equity components	-11.8	-11.8	-14.0	-0.6	-0.6	-0.7	-0.7
Shareholders' equity	85.8	95.1	93.6	113.2	105.6	110.8	118.2
Minority interest	29.6	44.9	49.4	30.0	27.0	27.0	27.0
<b>Total equity</b>	<b>115.3</b>	<b>140.0</b>	<b>143.0</b>	<b>143.2</b>	<b>132.6</b>	<b>137.8</b>	<b>145.2</b>
Provisions	3.5	3.8	4.0	7.3	7.3	7.3	7.3
thereof provisions for pensions and similar obligations	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Financial liabilities (total)	27.4	19.2	6.0	6.2	13.2	13.2	13.2
Short-term financial liabilities	22.3	14.8	2.8	4.4	11.4	11.4	11.4
Accounts payable	15.8	12.8	19.2	33.3	23.9	25.5	27.1
Other liabilities	26.7	22.2	24.9	22.9	21.6	20.0	19.0
<b>Liabilities</b>	<b>73.4</b>	<b>58.0</b>	<b>54.0</b>	<b>69.7</b>	<b>66.0</b>	<b>66.0</b>	<b>66.6</b>
<b>Total liabilities and shareholders' equity</b>	<b>188.7</b>	<b>198.1</b>	<b>197.0</b>	<b>212.9</b>	<b>198.6</b>	<b>203.8</b>	<b>211.9</b>

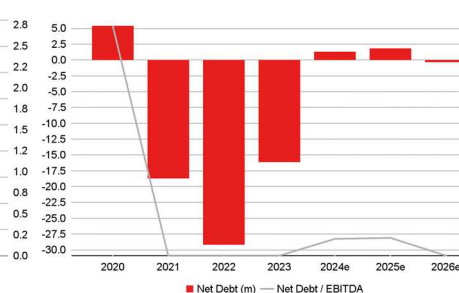
## Financial Ratios

	2020	2021	2022	2023	2024e	2025e	2026e
<b>Efficiency of Capital Employment</b>							
Operating Assets Turnover	2.9 x	6.5 x	6.8 x	6.6 x	6.7 x	6.8 x	6.8 x
Capital Employed Turnover	1.3 x	2.6 x	2.5 x	2.5 x	2.6 x	2.7 x	2.7 x
ROA	10.2 %	10.3 %	4.8 %	10.0 %	14.6 %	19.0 %	25.1 %
<b>Return on Capital</b>							
ROCE (NOPAT)	4.1 %	7.7 %	5.4 %	9.3 %	13.6 %	17.1 %	21.9 %
ROE	8.8 %	10.0 %	4.6 %	9.9 %	14.2 %	18.9 %	23.9 %
Adj. ROE	8.8 %	10.0 %	4.6 %	9.9 %	14.2 %	18.9 %	23.9 %
<b>Balance sheet quality</b>							
Net Debt	5.4	-18.7	-29.2	-16.1	1.3	1.8	-0.3
Net Financial Debt	5.4	-18.7	-29.2	-16.1	1.3	1.8	-0.3
Net Gearing	4.7 %	-13.4 %	-20.4 %	-11.3 %	1.0 %	1.3 %	-0.2 %
Net Fin. Debt / EBITDA	60.7 %	n.a.	n.a.	n.a.	4.4 %	4.7 %	n.a.
Book Value / Share	4.4	4.8	4.8	5.8	5.4	5.6	6.0
Book value per share ex intangibles	2.4	1.8	1.7	1.3	0.9	1.2	1.5

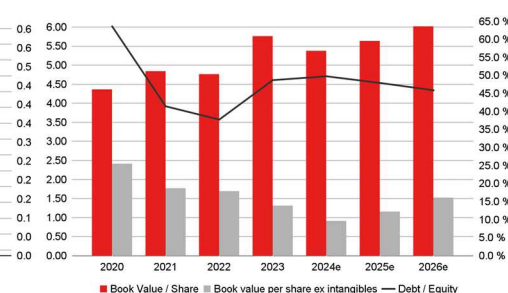
### ROCE Development



### Net debt in EUR m



### Book Value per Share in EUR



Source: Warburg Research

Source: Warburg Research

Source: Warburg Research

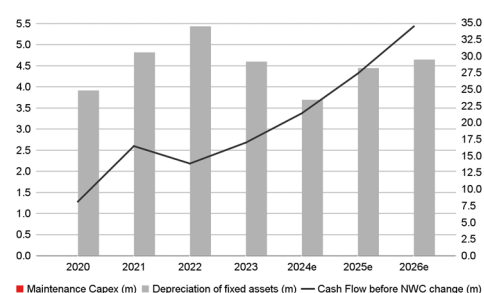
### Consolidated cash flow statement

In EUR m	2020	2021	2022	2023	2024e	2025e	2026e
Net income	7.4	10.8	7.0	11.7	17.0	22.2	29.1
Depreciation of fixed assets	3.9	4.8	5.4	4.6	3.7	4.4	4.6
Amortisation of goodwill	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Amortisation of intangible assets	0.6	0.8	0.7	0.7	0.7	0.7	0.7
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	-3.8	0.0	0.7	0.0	0.0	0.0	0.0
<b>Cash Flow before NWC change</b>	<b>8.1</b>	<b>16.5</b>	<b>13.8</b>	<b>17.0</b>	<b>21.4</b>	<b>27.4</b>	<b>34.4</b>
Increase / decrease in inventory	-4.5	7.1	7.6	-17.9	10.5	-2.2	-2.4
Increase / decrease in accounts receivable	3.7	4.2	-5.5	-6.2	-3.0	-2.0	-2.1
Increase / decrease in accounts payable	2.2	-4.5	6.2	14.7	-8.7	2.0	2.1
Increase / decrease in other working capital positions	0.0	-7.6	-1.3	0.3	0.0	0.0	0.0
Increase / decrease in working capital (total)	1.4	-0.8	7.0	-9.2	-1.2	-2.2	-2.4
<b>Net cash provided by operating activities [1]</b>	<b>9.5</b>	<b>15.7</b>	<b>20.8</b>	<b>7.8</b>	<b>20.2</b>	<b>25.2</b>	<b>32.0</b>
Investments in intangible assets	-0.5	-0.3	-0.6	-1.0	-1.0	-1.0	-1.0
Investments in property, plant and equipment	-0.9	-1.0	-1.2	-0.5	-2.0	-2.2	-2.2
Payments for acquisitions	2.2	0.2	0.0	0.0	0.0	0.0	0.0
Financial investments	2.2	0.0	-0.5	-0.5	-0.5	-0.5	-0.5
Income from asset disposals	0.2	1.4	1.2	-1.4	0.0	0.0	0.0
<b>Net cash provided by investing activities [2]</b>	<b>3.1</b>	<b>0.2</b>	<b>-1.1</b>	<b>-7.9</b>	<b>-8.0</b>	<b>-6.7</b>	<b>-6.7</b>
Change in financial liabilities	3.7	-4.2	-13.2	0.3	7.0	0.0	0.0
Dividends paid	-0.1	-1.7	-1.8	-2.0	-11.1	-15.2	-19.9
Purchase of own shares	0.0	0.0	-2.1	7.6	0.0	0.0	0.0
Capital measures	0.0	14.5	0.0	0.0	-14.0	0.0	0.0
Other	-7.4	-4.6	-5.3	-20.7	-4.5	-3.8	-3.3
<b>Net cash provided by financing activities [3]</b>	<b>-3.8</b>	<b>4.0</b>	<b>-22.4</b>	<b>-14.8</b>	<b>-22.7</b>	<b>-19.0</b>	<b>-23.1</b>
<b>Change in liquid funds [1]+[2]+[3]</b>	<b>8.9</b>	<b>20.0</b>	<b>-2.7</b>	<b>-14.9</b>	<b>-10.4</b>	<b>-0.5</b>	<b>2.2</b>
Effects of exchange-rate changes on cash	4.0	-4.0	0.0	0.1	0.0	0.0	0.0
Cash and cash equivalent at end of period	22.0	37.9	35.2	20.4	11.9	11.4	13.6

### Financial Ratios

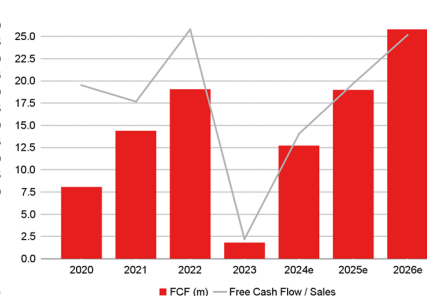
	2020	2021	2022	2023	2024e	2025e	2026e
<b>Cash Flow</b>							
FCF	8.1	14.4	19.1	1.8	12.7	19.0	25.8
Free Cash Flow / Sales	5.1 %	4.6 %	6.7 %	0.6 %	3.6 %	5.1 %	6.5 %
Free Cash Flow Potential	7.5	14.2	12.2	16.2	22.5	29.1	37.4
Free Cash Flow / Net Profit	119.2 %	159.1 %	441.2 %	17.6 %	82.0 %	92.8 %	94.4 %
Interest Received / Avg. Cash	2.0 %	2.2 %	1.8 %	2.7 %	4.6 %	6.7 %	6.3 %
Interest Paid / Avg. Debt	5.3 %	3.9 %	6.6 %	22.1 %	18.8 %	19.2 %	28.0 %
<b>Management of Funds</b>							
Investment ratio	0.9 %	0.4 %	0.6 %	0.5 %	0.9 %	0.9 %	0.8 %
Maint. Capex / Sales	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Capex / Dep	31.8 %	23.7 %	28.7 %	27.4 %	68.6 %	62.3 %	59.9 %
Avg. Working Capital / Sales	17.3 %	11.6 %	10.2 %	9.3 %	10.0 %	9.8 %	9.8 %
Trade Debtors / Trade Creditors	129.3 %	127.0 %	113.3 %	84.3 %	129.7 %	129.4 %	129.5 %
Inventory Turnover	2.9 x	7.4 x	8.4 x	5.8 x	8.2 x	7.9 x	7.6 x
Receivables collection period (days)	47	19	28	32	32	32	32
Payables payment period (days)	47	18	30	46	30	32	33
Cash conversion cycle (Days)	105	43	33	41	38	38	38

### CAPEX and Cash Flow in EUR m



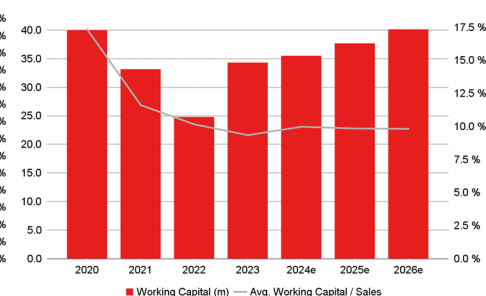
Source: Warburg Research

### Free Cash Flow Generation



Source: Warburg Research

### Working Capital



Source: Warburg Research



**LEGAL DISCLAIMER**

This research report ("investment recommendation") was prepared by the Warburg Research GmbH, a fully owned subsidiary of the M.M.Warburg & CO (AG & Co.) KGaA and is passed on by the M.M.Warburg & CO (AG & Co.) KGaA. It is intended solely for the recipient and may not be passed on to another company without their prior consent, regardless of whether the company is part of the same corporation or not. It contains selected information and does not purport to be complete. The investment recommendation is based on publicly available information and data ("information") believed to be accurate and complete. Warburg Research GmbH neither examines the information for accuracy and completeness, nor guarantees its accuracy and completeness. Possible errors or incompleteness of the information do not constitute grounds for liability of M.M.Warburg & CO (AG & Co.) KGaA or Warburg Research GmbH for damages of any kind whatsoever, and M.M.Warburg & CO (AG & Co.) KGaA and Warburg Research GmbH are not liable for indirect and/or direct and/or consequential damages. In particular, neither M.M.Warburg & CO (AG & Co.) KGaA nor Warburg Research GmbH are liable for the statements, plans or other details contained in these investment recommendations concerning the examined companies, their affiliated companies, strategies, economic situations, market and competitive situations, regulatory environment, etc. Although due care has been taken in compiling this investment recommendation, it cannot be excluded that it is incomplete or contains errors. M.M.Warburg & CO (AG & Co.) KGaA and Warburg Research GmbH, their shareholders and employees are not liable for the accuracy and completeness of the statements, estimations and the conclusions derived from the information contained in this investment recommendation. Provided a investment recommendation is being transmitted in connection with an existing contractual relationship, i.e. financial advisory or similar services, the liability of M.M.Warburg & CO (AG & Co.) KGaA and Warburg Research GmbH shall be restricted to gross negligence and wilful misconduct. In case of failure in essential tasks, M.M.Warburg & CO (AG & Co.) KGaA and Warburg Research GmbH are liable for normal negligence. In any case, the liability of M.M.Warburg & CO (AG & Co.) KGaA and Warburg Research GmbH is limited to typical, expectable damages. This investment recommendation does not constitute an offer or a solicitation of an offer for the purchase or sale of any security. Partners, directors or employees of M.M.Warburg & CO (AG & Co.) KGaA, Warburg Research GmbH or affiliated companies may serve in a position of responsibility, i.e. on the board of directors of companies mentioned in the report. Opinions expressed in this investment recommendation are subject to change without notice. The views expressed in this research report accurately reflect the research analyst's personal views about the subject securities and issuers. Unless otherwise specified in the research report, no part of the research analyst's compensation was, is, or will be directly or indirectly related to the specific recommendations or views contained in the research report. All rights reserved.

**COPYRIGHT NOTICE**

This work including all its parts is protected by copyright. Any use beyond the limits provided by copyright law without permission is prohibited and punishable. This applies, in particular, to reproductions, translations, microfilming, and storage and processing on electronic media of the entire content or parts thereof.

**DISCLOSURE ACCORDING TO §85 OF THE GERMAN SECURITIES TRADING ACT (WPHG), MAR AND MIFID II INCL. COMMISSION DELEGATED REGULATION (EU) 2016/958 AND (EU) 2017/565**

The valuation underlying the investment recommendation for the company analysed here is based on generally accepted and widely used methods of fundamental analysis, such as e.g. DCF Model, Free Cash Flow Value Potential, NAV, Peer Group Comparison or Sum of the Parts Model (see also <http://www.mmwarburg.de/disclaimer/disclaimer.htm#Valuation>). The result of this fundamental valuation is modified to take into consideration the analyst's assessment as regards the expected development of investor sentiment and its impact on the share price.

Independent of the applied valuation methods, there is the risk that the price target will not be met, for instance because of unforeseen changes in demand for the company's products, changes in management, technology, economic development, interest rate development, operating and/or material costs, competitive pressure, supervisory law, exchange rate, tax rate etc. For investments in foreign markets and instruments there are further risks, generally based on exchange rate changes or changes in political and social conditions.

This commentary reflects the opinion of the relevant author at the point in time of its compilation. A change in the fundamental factors underlying the valuation can mean that the valuation is subsequently no longer accurate. Whether, or in what time frame, an update of this commentary follows is not determined in advance.

Additional internal and organisational arrangements to prevent or to deal with conflicts of interest have been implemented. Among these are the spatial separation of Warburg Research GmbH from M.M.Warburg & CO (AG & Co.) KGaA and the creation of areas of confidentiality. This prevents the exchange of information, which could form the basis of conflicts of interest for Warburg Research GmbH in terms of the analysed issuers or their financial instruments.

The analysts of Warburg Research GmbH do not receive a gratuity – directly or indirectly – from the investment banking activities of M.M.Warburg & CO (AG & Co.) KGaA or of any company within the Warburg-Group.

All prices of financial instruments given in this investment recommendation are the closing prices on the last stock-market trading day before the publication date stated, unless another point in time is explicitly stated.

M.M.Warburg & CO (AG & Co.) KGaA and Warburg Research GmbH are subject to the supervision of the Federal Financial Supervisory Authority, BaFin. M.M.Warburg & CO (AG & Co.) KGaA is additionally subject to the supervision of the European Central Bank (ECB).

**SOURCES**

All data and consensus estimates have been obtained from FactSet except where stated otherwise.



### Additional information for clients in the United States

1. This research report (the "Report") is a product of Warburg Research GmbH, Germany, a fully owned subsidiary of M.M.Warburg & CO (AG & Co.) KGaA, Germany (in the following collectively "Warburg"). Warburg is the employer of the research analyst(s), who have prepared the Report. The research analyst(s) reside outside the United States and are not associated persons of any U.S. regulated broker-dealer and therefore are not subject to the supervision of any U.S. regulated broker-dealer.
2. The Report is provided in the United States for distribution solely to "major U.S. institutional investors" under Rule 15a-6 of the U.S. Securities Exchange Act of 1934 by CIC.
3. CIC (Crédit Industriel et Commercial) and M.M.Warburg & CO have concluded a Research Distribution Agreement that gives CIC Market Solutions exclusive distribution in France, the US and Canada of the Warburg Research GmbH research product.
4. The research reports are distributed in the United States of America by CIC ("CIC") pursuant to a SEC Rule 15a-6 agreement with CIC Market Solutions Inc ("CICI"), a U.S. registered broker-dealer and a related company of CIC, and are distributed solely to persons who qualify as "Major U.S. Institutional Investors" as defined in SEC Rule 15a-6 under the Securities Exchange Act of 1934.
5. Any person who is not a Major U.S. Institutional Investor must not rely on this communication. The delivery of this research report to any person in the United States of America is not a recommendation to effect any transactions in the securities discussed herein, or an endorsement of any opinion expressed herein.

### Reference in accordance with section 85 of the German Securities Trading Act (WpHG) and Art. 20 MAR regarding possible conflicts of interest with companies analysed:

- 1- Warburg Research, or an affiliated company, or an employee of one of these companies responsible for the compilation of the research, hold a **share of more than 5%** of the equity capital of the analysed company.
- 2- Warburg Research, or an affiliated company, within the last twelve months participated in the **management of a consortium** for an issue in the course of a public offering of such financial instruments, which are, or the issuer of which is, the subject of the investment recommendation.
- 3- Companies affiliated with Warburg Research **manage financial instruments**, which are, or the issuers of which are, subject of the investment recommendation, in a market based on the provision of buy or sell contracts.
- 4- MMWB, Warburg Research, or an affiliated company, reached an agreement with the issuer to provide **investment banking and/or investment services** and the relevant agreement was in force in the last 12 months or there arose for this period, based on the relevant agreement, the obligation to provide or to receive a service or compensation - provided that this disclosure does not result in the disclosure of confidential business information.
- 5- The company compiling the analysis or an affiliated company had reached an **agreement on the compilation of the investment recommendation** with the analysed company.
- 6a- Warburg Research, or an affiliated company, holds a **net long position of more than 0.5%** of the total issued share capital of the analysed company.
- 6b- Warburg Research, or an affiliated company, holds a **net short position of more than 0.5%** of the total issued share capital of the analysed company.
- 6c- The issuer holds shares of more than 5% of the total issued capital of Warburg Research or an affiliated company.
- 7- The company preparing the analysis as well as its affiliated companies and employees have **other important interests** in relation to the analysed company, such as, for example, the exercising of mandates at analysed companies.

Company	Disclosure	Link to the historical price targets and rating changes (last 12 months)
M1 Kliniken	5	<a href="https://www.mmwarburg.com/disclaimer/disclaimer_en/DE000A0STSQ8.htm">https://www.mmwarburg.com/disclaimer/disclaimer_en/DE000A0STSQ8.htm</a>

## INVESTMENT RECOMMENDATION

Investment recommendation: expected direction of the share price development of the financial instrument up to the given price target in the opinion of the analyst who covers this financial instrument.

-B-	<b>Buy:</b>	The price of the analysed financial instrument is expected to rise over the next 12 months.
-H-	<b>Hold:</b>	The price of the analysed financial instrument is expected to remain mostly flat over the next 12 months.
-S-	<b>Sell:</b>	The price of the analysed financial instrument is expected to fall over the next 12 months.
“-“	<b>Rating suspended:</b>	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	139	69
Hold	45	22
Sell	11	5
Rating suspended	7	3
<b>Total</b>	<b>202</b>	<b>100</b>

## 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	41	75
Hold	9	16
Sell	2	4
Rating suspended	3	5
<b>Total</b>	<b>55</b>	<b>100</b>

## PRICE AND RATING HISTORY M1 KLINIKEN AS OF 21.11.2024



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.

## EQUITIES

**Matthias Rode** +49 40 3282-2678  
Head of Equities mrode@mmwarburg.com

## RESEARCH

**Michael Heider** +49 40 309537-280  
Head of Research mheider@warburg-research.com

**Henner Rüschemier** +49 40 309537-270  
Head of Research hrueschmeier@warburg-research.com

**Stefan Augustin** +49 40 309537-168  
Cap. Goods, Engineering saugustin@warburg-research.com

**Jan Bauer** +49 40 309537-155  
Renewables jbauer@warburg-research.com

**Christian Cohrs** +49 40 309537-175  
Industrials & Transportation ccohrs@warburg-research.com

**Dr. Christian Ehmann** +49 40 309537-167  
BioTech, Life Science cehmann@warburg-research.com

**Felix Ellmann** +49 40 309537-120  
Software, IT fellmann@warburg-research.com

**Jörg Philipp Frey** +49 40 309537-258  
Retail, Consumer Goods jfrey@warburg-research.com

**Marius Fuhrberg** +49 40 309537-185  
Financial Services mfuhrberg@warburg-research.com

**Fabio Hölscher** +49 40 309537-240  
Automobiles, Car Suppliers fhoelscher@warburg-research.com

**Philipp Kaiser** +49 40 309537-260  
Real Estate, Construction pkaiser@warburg-research.com

**Thilo Kleibauer** +49 40 309537-257  
Retail, Consumer Goods tkleibauer@warburg-research.com

**Hannes Müller** +49 40 309537-255  
Software, IT hmueller@warburg-research.com

**Andreas Pläsier** +49 40 309537-246  
Banks, Financial Services aplaesier@warburg-research.com

**Malte Schaumann** +49 40 309537-170  
Technology mschaumann@warburg-research.com

**Oliver Schwarz** +49 40 309537-250  
Chemicals, Agriculture oschwarz@warburg-research.com

**Simon Stippig** +49 40 309537-265  
Real Estate, Telco sstippig@warburg-research.com

**Marc-René Tonn** +49 40 309537-259  
Automobiles, Car Suppliers mtonn@warburg-research.com

**Robert-Jan van der Horst** +49 40 309537-290  
Technology rvanderhorst@warburg-research.com

**Andreas Wolf** +49 40 309537-140  
Software, IT awolf@warburg-research.com

## INSTITUTIONAL EQUITY SALES

**Klaus Schilling** +49 69 5050-7400  
Head of Equity Sales, Germany kschilling@mmwarburg.com

**Tim Beckmann** +49 40 3282-2665  
United Kingdom tbeckmann@mmwarburg.com

**Jens Buchmüller** +49 69 5050-7415  
Scandinavia, Austria jbuchmueller@mmwarburg.com

**Matthias Fritsch** +49 40 3282-2696  
United Kingdom, Ireland mfritsch@mmwarburg.com

**Rudolf Alexander Michaelis** +49 40 3282-2649  
Germany rmichaelis@mmwarburg.com

**Roman Alexander Niklas** +49 69 5050-7412  
Switzerland, Poland, Italy rniklas@mmwarburg.com

**Sascha Propp** +49 40 3282-2656  
France spropp@mmwarburg.com

**Leyan Ilkbahar** +49 40 3282-2695  
Roadshow/Marketing liikbahar@mmwarburg.com

**Antonia Möller** +49 69 5050-7417  
Roadshow/Marketing amoeller@mmwarburg.com

**Juliane Niemann** +49 40 3282-2694  
Roadshow/Marketing jniemann@mmwarburg.com

## SALES TRADING

**Oliver Merckel** +49 40 3282-2634  
Head of Sales Trading omerckel@mmwarburg.com

**Rico Müller** +49 40 3282-2685  
Sales Trading rmueller@mmwarburg.com

**Bastian Quast** +49 40 3282-2701  
Sales Trading bquast@mmwarburg.com

## DESIGNATED SPONSORING

**Marcel Magiera** +49 40 3282-2662  
Designated Sponsoring mmagiera@mmwarburg.com

**Sebastian Schulz** +49 40 3282-2631  
Designated Sponsoring sschulz@mmwarburg.com

**Jörg Treptow** +49 40 3282-2658  
Designated Sponsoring jtreptow@mmwarburg.com

## MACRO RESEARCH

**Carsten Klude** +49 40 3282-2572  
Macro Research cklude@mmwarburg.com

**Dr. Christian Jasperneite** +49 40 3282-2439  
Investment Strategy cjasperneite@mmwarburg.com

## Our research can be found under:

Warburg Research [research.mmwarburg.com/en/index.html](https://research.mmwarburg.com/en/index.html)  
Bloomberg RESP MMWA GO  
FactSet [www.factset.com](https://www.factset.com)

LSEG [www.lseg.com](https://www.lseg.com)  
Capital IQ [www.capitaliq.com](https://www.capitaliq.com)

## For access please contact:

**Andrea Schaper** +49 40 3282-2632  
Sales Assistance aschaper@mmwarburg.com

**Kerstin Muthig** +49 40 3282-2703  
Sales Assistance kmuthig@mmwarburg.com