

# CM International S.A.

Price target: PLN 52.40

Initiating Coverage

Rating: BUY

**CM International S.A. (CMI) develops, produces and distributes devices for skin, hair and body care that are used in beauty salons, SPAs or at home. The company, which is owner-managed by its current CEO and his business partner, sells worldwide through a network of local distributors in >40 countries, which it has established over the last 10 years. Almost all yearly revenues stem from exports, and c. 86% of sales is being generated by distributors in Spain and Germany, with whom CMI has already worked for several years. While the revenue split between own products and mandated R&D for third parties likely equals 35%:65%, we expect that the share of own products that are more profitable will continuously grow in the coming years as the company introduces new products e.g. a new laser for hair removal. A strong support for CMI's business case is the global sector of aesthetic medicine & related devices, which is in a long-term growth trend. Our valuation model derives a 12-months DCF-based PT for CMI's shares of PLN 52.40, which implies an upside of 24.8% and a BUY rating. On our estimates, the stock is currently trading at an EV/Sales 2021E and EV/EBITDA 2021E of 2.1x and 9.2x vs. 4x and 51.1x for peer Cutera Inc. We expect a 2021E EPS growth of 281% y-o-y.**

Since 2016, CMI has grown its revenues and EBIT at a CAGR of 65.2% and 62.4% respectively. Its H1/21 results showed very strong growth on both top- and bottom-line and EBIT was higher than in the whole year 2020. In Jan-Jun 2021, CMI generated revenues of PLN 13.3m (+39.7% y-o-y). EBIT margin improved from 13.9% in H1/20 to 24.6% due to much better cost structure y-o-y. Net income advanced from PLN 1.1m in H1/20 to PLN 2.5m, the same as the operating cash flow. At the end of June 2021, CMI had net cash of c. PLN 800k. In 2020, the company's ROCE equalled 13.6%.

On the global markets for aesthetic medicine and related devices, which were worth USD 60.3bn and USD 10.4bn respectively in 2020, CMI is able to compete with innovative proprietary devices for skin, hair and body care, which are supplemented by its own software for remote device monitoring and maintenance and management of beauty salons. The main long-term growth driver for the beauty sector is the increased focus on young and healthy appearance, especially as societies become wealthier.

in PLNm	2018	2019	2020	2021E	2022E	2023E
Net sales	12.79	18.19	16.53	23.61	27.65	32.41
EBITDA	2.04	2.32	1.77	5.40	5.72	5.99
EBIT	1.75	1.87	1.41	5.01	5.26	5.45
Net income	1.33	1.50	0.99	3.76	3.97	4.13
EPS	1.11	1.24	0.82	3.12	3.10	3.44
DPS	0.00	0.00	0.00	0.00	0.00	0.00
Dividend yield	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
RoE	48.34%	43.43%	21.31%	53.68%	36.57%	27.72%
Net gearing	-28.61%	60.01%	29.35%	22.15%	9.56%	-4.82%
EV/Sales	3.89x	2.73x	3.01x	2.11x	1.80x	1.53x
EV/EBITDA	24.42x	21.41x	28.16x	9.21x	8.70x	8.30x
P/E	37.91x	33.77x	51.26x	13.45x	12.72x	12.22x

## Company profile

CMI is a leading international developer and producer of devices for aesthetic medicine and cosmetics.

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Website	www.cmissa.eu
Sector	Beauty Devices
Country	Poland
ISIN	PLCMINT00013
Reuters	CMI.WA
Bloomberg	CMI.PW

## Share information

Last price	42.00
Number of shares (m)	1.20
Market cap. (PLNm)	50.53
Market cap. (EURm)	11.03
52-weeks range	PLN 63 / PLN 25.20
Average volume	22

## Performance

4-weeks	16.67%
13-weeks	5.00%
26-weeks	27.27%
52-weeks	-25.00%
YTD	23.53%

## Shareholder structure

Mariusz Kara (CEO)*	54.86%
Certus Investment Sp. z.o.o	12.47%
Michal Sebastian (Co-founder)*	4.32%
Free float	28.35%

\* Mariusz Kara and Michal Sebastian have 65.9% and 5.19% of the votes, Certus 7.49%

## Financial calendar

9M/21 report	November 15, 2021
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## Investment Case

- CMI is an owner-managed developer, producer and distributor of devices that are used in aesthetic medicine and cosmetics in all areas relating to skin, hair and body care. The company has a portfolio of currently c. 15 proprietary single- and multifunctional devices that are supplemented by the patented REACTIFY software for remote device monitoring and maintenance and SKINIC for management of beauty salons. While sales of own products likely account for c. 35% of annual revenues, the rest stems from R&D and optimization work for third parties. For its devices, CMI receives one-off fees, but also monthly subscriptions and fees based on the usage of the respective devices, which are an attractive option for less financially potent beauty salons.
- Since its inception in 2011, CMI has acquired >30 distributors in >40 countries in Europe, Asia and Africa, which also take over marketing activities for the company's devices in their respective markets. Thereof, the Spanish and German distributors likely together account for c. 86% of its total revenues. In our view, the main growth drivers for revenues and profitability in the future are the expansion into new markets, especially in North and South America, new products and a higher share of recurring revenues.
- ResearchAndMarkets & GrandViewResearch estimate the value of the global aesthetic medicine market in 2020 at USD 60.3bn and its CAGR at 7.6%-9.8%. Zion Market Research & Mordor Intelligence sees the CAGR of the USD 10.4bn aesthetic medicine device market at 5.9%-11.1%. Most of the growth is supposed to stem from North America and China. In our view, the aesthetic medicine market is in a long-term growth trend as an increasing number of people worldwide wants to look young and healthy.
- In 2016-2020, CMI has grown its sales and EBIT by 65.2% and 62.4% on average. H1/21 EBIT was higher than operating income in whole 2020, when the business of all beauty salons and their investment activity was hit hard by the COVID-19 pandemic. For full-year 2021E, we have conservatively assumed revenues of PLN 23.6m (+42.9%) due to a strong development of both own products and mandated R&D, an EBIT of PLN 5m (+254.8% y-o-y; 21.2% margin vs. 8.5% in 2020) and net income of PLN 3.8m (+281%). In the long run, we expect a sales CAGR of 16.3%, which should be driven especially by own products, a growth of the share of recurring revenues to c. 20% from currently c. 11% and an EBIT margin of <11% due to competitive pressure and higher personnel costs.
- We initiate coverage of CMI with a 12-months DCF-based price target of PLN 52.40, which implies an upside of 24.8% at present. In our view, due to its products and a wide network of international distributors CMI is well-positioned to benefit from the long-term growth trend in the global beauty sector. In our view, the company's future growth will stem from both international expansion and a higher share of higher-margin proprietary devices in total sales. While we expect a revenue and EBITDA CAGR 2020-2022E of 29.4% and 80% respectively, the stock is currently trading at an EV/Sales 2021E of 2.1x and EV/EBITDA 2021E of 9.2x compared to 4x and 51.1x for its peer Cutera Inc. CMI's P/E 2021E equals 13.5x vs. exp. 2021E EPS growth of 281%.

## SWOT Analysis

### Strengths

- CMI is a leading European developer and producer of devices for beauty salons, SPAs and home use with own patents, software and >30 distribution partners in >40 countries world-wide
- Close co-operation with luxury brand Dr. Burgener, which is why CMI's devices work in some exclusive hotel chains such as the Four Seasons
- In 2016-2020, CMI's revenues increased at a CAGR of 65.2%. Own products are all connected to the internet and come with CMI's own SaaS software for remote monitoring of devices and/or management of beauty salons
- Own production facility in Wilczyce, 5 km from Wroclaw. The production is managed by a proprietary ERP software
- CMI spends >6% of yearly sales on R&D
- The co-founders of the company, one of whom is the CEO, still control >70% of the votes. Key staff are shareholders of CMI as well

### Opportunities

- More own products (e.g. medical devices, cosmetics) and a higher production capacity would quickly increase CMI's revenues and profitability as CMI's products solve all problems relating to hair, skin and body care
- FDA registration would allow CMI to sell in North America and thus increase its sales potential further. CMI also plans to expand to South America
- A higher share of fixed-price and Pay-as-you-Go revenues from devices and commercialisation of the IoT software REACTIFY in industries outside the beauty sector would likely increase the share of recurring revenues
- The beauty market is expected to grow by 2027E from USD 60.3bn in 2020 at a CAGR of 7.6%-9.8%. The market for devices for aesthetic medicine is forecast to grow from USD 10.4bn at a CAGR of 5.9%-11.1%. Due to an increased focus on young and healthy appearance the beauty market is in a long-term growth trend
- Change to the Main Market of the Warsaw Stock Exchange, which would make the company interesting for more institutional investors
- Potential takeover by a large player in the future
- Regular dividend payouts

### Weaknesses

- Too many suppliers. The largest one accounts for >18% of all material expenses
- The Spanish and German distribution partners account for c. 86% of CMI's yearly sales
- Patent protection of CMI's REACTIFY software only holds in Poland
- Listing in the alternative NewConnect segment, where companies are obliged to use Polish Accounting Standards instead of IFRS

### Threats

- Small size compared to international players
- Loss of key employees

## Valuation

We have valued CM International by using a DCF model only due to a lack of appropriate listed peers. Our model derives a 12-months PT of PLN 52.40, which is 24.8% above current market level. We thus rate the stock a BUY.

### DCF model

Below are the key assumptions of our DCF valuation:

- (1) *Risk-free rate*: Current yield of Polish long-term government bonds with maturity in 2047E is 1.7% (Source: www.boerse-stuttgart.de)
- (2) *Beta*: Average unlevered beta in 2018-2020 for companies from the Healthcare Products sector, which are based in Emerging Markets, is 1.28x (Source: www.damodaran.com)
- (3) *Equity risk premium (Poland)*: 5.54% (Source: www.damodaran.com)
- (4) *Target equity ratio*: 100%
- (5) *WACC = Equity cost*: 9.2%
- (6) *Sales growth in the terminal period*: 2%
- (7) Free cash flows are discounted to 30 August 2021

in PLNm	2021E	2022E	2023E	2024E	2025E	2026E	2027E	2028E	2029E
<b>Net sales</b>	<b>23.61</b>	<b>27.65</b>	<b>32.41</b>	<b>38.00</b>	<b>42.87</b>	<b>48.39</b>	<b>54.63</b>	<b>59.36</b>	<b>64.51</b>
(y-o-y change)	42.9%	17.1%	17.2%	17.2%	12.8%	12.9%	12.9%	8.7%	8.7%
<b>Operating profit</b>	<b>5.01</b>	<b>5.26</b>	<b>5.45</b>	<b>5.55</b>	<b>5.87</b>	<b>6.18</b>	<b>6.48</b>	<b>6.78</b>	<b>7.06</b>
(operating margin)	21.2%	19.0%	16.8%	14.6%	13.7%	12.8%	11.9%	11.4%	10.9%
<b>NOPLAT</b>	<b>4.06</b>	<b>4.26</b>	<b>4.42</b>	<b>4.49</b>	<b>4.75</b>	<b>5.01</b>	<b>5.25</b>	<b>5.49</b>	<b>5.72</b>
+ Depreciation & amortisation	0.39	0.46	0.53	0.63	0.71	0.80	0.90	0.98	1.06
= Net operating cash flow	4.45	4.72	4.95	5.12	5.46	5.81	6.15	6.47	6.78
- Total investments (Capex and WC)	-4.67	-3.63	-2.62	-3.13	-0.86	-0.93	-1.28	-0.95	-0.72
Capital expenditures	-1.13	-2.47	-2.54	-2.64	-0.72	-0.81	-0.91	-0.99	-1.08
Working capital	-3.54	-1.16	-0.08	-0.49	-0.15	-0.12	-0.37	0.04	0.36
= Free cash flow (FCF)	-0.22	1.09	2.33	1.99	4.60	4.88	4.87	5.52	6.07
<b>PV of FCFs</b>	<b>-0.22</b>	<b>0.97</b>	<b>1.90</b>	<b>1.48</b>	<b>3.13</b>	<b>3.04</b>	<b>2.78</b>	<b>2.89</b>	<b>2.90</b>
PV of FCFs in explicit period	18.88								
PV of FCFs in terminal period	38.03								
<b>Enterprise value (EV)</b>	<b>56.91</b>								
+ Net cash / - net debt (30 June 2021)	0.80								
+ Investments / - minorities	0.00								
<b>Shareholder value</b>	<b>57.71</b>								
<b>Number of shares outstanding (m)</b>	<b>1.20</b>								
		<b>Terminal EBIT margin</b>							
		<b>7.9%</b>	<b>8.9%</b>	<b>9.9%</b>	<b>10.9%</b>	<b>11.9%</b>	<b>12.9%</b>	<b>13.9%</b>	
<b>WACC</b>	<b>9.2%</b>	<b>5.2%</b>	97.87	107.62	117.38	127.14	136.90	146.65	156.41
Cost of equity	9.2%	<b>6.2%</b>	74.43	81.33	88.22	95.11	102.00	108.89	115.78
Pre-tax cost of debt	4.0%	<b>7.2%</b>	59.90	65.06	70.22	75.37	80.53	85.69	90.84
Normal tax rate	19.0%	<b>8.2%</b>	50.00	54.00	58.01	62.02	66.03	70.04	74.05
After-tax cost of debt	3.2%	<b>9.2%</b>	42.81	46.01	49.20	<b>52.40</b>	55.60	58.80	62.00
Share of equity	100.0%	<b>10.2%</b>	37.34	39.95	42.56	45.16	47.77	50.37	52.98
Share of debt	0.0%	<b>11.2%</b>	33.05	35.21	37.36	39.52	41.67	43.83	45.98
<b>Fair value per share in PLN</b>	<b>47.97</b>	<b>12.2%</b>	29.59	31.40	33.20	35.01	36.81	38.62	40.42
<b>Fair value per share in PLN (in 12 months)</b>	<b>52.40</b>								

Source: East Value Research GmbH

## Peer Group Analysis

While there are no comparable companies in Poland, we have found six international providers of beauty devices, which are comparable to CMI. Companies like Johnson & Johnson, AbbVie and Bausch Health are also active in the area of aesthetic medicine, but are too diversified, in our view. Most aesthetic medicine devices that are available on the market are from Chinese producers and are usually cheap, single-functional, unreliable and come without support.

- (1) *Syneron Medical Ltd.*: Syneron Medical is based in Yokneam Illit/Israel and is 100%-owned by the PE fund Apax Partners. The company develops products based on its proprietary Electro-Optical Synergy technology, which uses the synergy between electrical energy and optical energy to provide aesthetic medical treatments. Its products are used for various non-invasive aesthetic medical procedures, including hair removal, wrinkle reduction, rejuvenation of the skin's appearance through the treatment of superficial benign vascular and pigmented lesions, acne treatment, treatment of leg veins, treatment for the temporary reduction in the appearance of cellulite and thigh circumference, ablation and resurfacing of the skin, laser-assisted lipolysis, and tattoo removal. The company also provides cosmetic and aesthetic lasers; light-based systems used by physicians and personal care practitioners; non-invasive technologies for fat cell destruction and body sculpting; and Viador system, a handheld device with a radiofrequency-needle array for use in transdermal delivery of biologic drug-products through a system-specific skin patch.
- (2) *Lumenis Ltd.*: Lumenis, which is based in Yokneam/Israel, is 100%-owned by Baring Private Equity Asia. In its Ophthalmic segment, the company sells ophthalmology laser systems and accessories, such as laser links, slit lamp microscopes, laser indirect ophthalmoscopes, physician eye safety filters, surgical laser probes, and others to ophthalmic practices, outpatient clinics, and ophthalmology departments of hospitals primarily for use in retinal treatment and glaucoma/secondary cataract applications, as well as for refractive applications. In the Aesthetic segment, it offers aesthetic laser energy-based systems to physicians primarily for skin treatment and hair removal applications.
- (3) *Sisram Medical Ltd.*: Sisram Medical, which is based in Caesarea/Israel, is an investment holding company that through its subsidiaries (e.g. Alma Laser) designs, develops, manufactures, and sells energy-based aesthetic medical, minimally invasive treatment systems, and non-energy based devices and cosmeceuticals. It offers a portfolio of treatment systems for non-invasive medical aesthetic treatments, including hair removal, skin rejuvenation, skin resurfacing, vascular and pigmented lesions treatment, body contouring, skin tightening, tattoo removal, acne treatment, and cellulite reduction; and minimally invasive treatments, such as laser assisted liposuction and fat grafting, and feminine health, as well as treatment of varicose veins and ear, nose, and throat procedures. The company also provides beauty product lines, such as Rejuve and Spadeep.

In 2020, Sisram Medical had revenues of HKD 1.3bn and an EBIT margin of 10.6%. Currently, it has a market cap of HKD 6.2bn and is trading at an EV/Sales 2020 and EV/EBITDA 2020 of 0.7x and 4.4x respectively (Source: marketscreener.com).

- 4) *Cutera Inc.*: Cutera, which is based in Brisbane/US, provides research, development, manufacture, marketing, and servicing of laser and energy-based aesthetics systems for practitioners worldwide. Its products include for example truSculpt flex, a bio-electrical muscle stimulation device for treating patients at all fitness levels; truSculpt for the non-surgical body sculpting market; Juliet, a laser for women's intimate health; Secret RF, a fractional radio frequency microneedling device for skin revitalization; excel HR platform, a hair removal solution for various skin types; excel V+, a vascular and benign pigmented lesion treatment platform; and xeo platform, a multi-application platform on which a customer purchases hand piece applications for the removal of unwanted hair, treatment of vascular lesions, and skin revitalization. In 2020, Cutera generated revenues of USD 147.7m and an EBIT margin of -14.9%. Currently, it has a market cap of USD 865.2m. Based on marketscreener.com consensus, it is trading at EV/Sales 2021E and EV/EBITDA 2021E multiples of 4x and 51.1x respectively.
- 5) *Cynosure Inc.*: Cynosure, which is based in Westford/US and 100%-owned by Clayton, Dublier & Rice LLC, develops and manufactures a diverse range of leading treatment applications for hair removal, skin revitalization, scar reduction, gynaecological health, body contouring etc.
- 6) *Venus Concept Inc.*: Venus Concept, which is headquartered in Toronto/Canada, is a Canadian company that develops and manufactures devices for the medical aesthetic market. It offers a range of products and services under various brands, including Venus Versa (face, body, hair removal), Venus Viva (face), Venus Legacy (face & body), Venus Glow (face), Venus Glow Serums (face), Venus Bliss (body), Venus Velocity (hair removal), Venus Epileve (hair removal), Venus Viva MD (body), ARTAS iX (hair restoration), NeoGraft (hair restoration), VERO Hair (hair restoration). In 2020, Venus Concept generated revenues of USD 78m and an EBIT margin of -39.1%. Currently, it has a market cap of USD 120.2m and is trading at an EV/Sales 2021E multiple of 1.7x.

## H1/21 results

### Revenues and Profitability

In H1/21, CM International generated total revenues of PLN 13.3m, which corresponds to an 39.7% increase y-o-y. Between January and June 2021, CMI's sales reached 80.3% of revenues that were generated in the entire year 2020. The reasons for the very good results in H1/21 were higher orders from Spain (c. 19% share in total sales) and Germany (67%), where the partner pays for the company's products and for R&D relating to a new device for skin and body care.

in PLNm	H1/21	H1/20	change (%)
<b>Net sales</b>	<b>13.27</b>	<b>9.50</b>	39.7%
<b>EBITDA</b>	<b>3.49</b>	<b>1.46</b>	139.0%
<i>EBITDA margin</i>	<i>26.3%</i>	<i>15.4%</i>	
<b>EBIT</b>	<b>3.27</b>	<b>1.32</b>	147.5%
<i>EBIT margin</i>	<i>24.6%</i>	<i>13.9%</i>	
<b>Net income</b>	<b>2.48</b>	<b>1.11</b>	124.7%
<i>Net margin</i>	<i>18.7%</i>	<i>11.6%</i>	

Source: Company information, East Value Research GmbH

In H1/21, CMI's EBIT significantly improved by 147.5% y-o-y to PLN 3.3m and the operating margin from 13.9% last year to 24.6%. The reason was a strong decline of the share of Cost of Goods Sold (62% vs. 68.7% in H1/20) and personnel expenses (13.8% vs. 19.3%). Net income (+124.7% to PLN 2.5m) increased less than EBIT due to a weaker net financial result (PLN -183k vs. PLN -84k) and higher effective tax rate y-o-y (19.5% vs. 10.6%).

### Balance sheet and Cash flow

At the end of June 2021, CMI had equity of PLN 7.5m, which corresponds to an equity ratio of 46.4%. While fixed assets amounted to PLN 6.6m (comprise the company's production facility in Wilczyce and equipment), working capital equalled PLN 20k. As of 30 June 2021, CMI had cash of PLN 4.4m and we estimate its interest-bearing debt at c. PLN 3.6m.

Between January and June 2021, CM International generated an operating cash flow of PLN 2.5m compared to PLN 1.1m in H1/20. The reasons were a much higher net profit y-o-y and a cash inflow from working capital of PLN 140k. Cash flow from investing equaled PLN 0 (H1/20: PLN 0), while cash flow from financing amounted to PLN -593k (PLN -551k) as the company repaid more debt. Between January and June 2021, CMI's cash position increased by PLN 1.9m.



## Financial forecasts

### Revenues and Profitability

We expect that in the coming years CMI will further benefit from the long-term growth trend in the global aesthetic medicine sector and increase its revenues at a CAGR of 16.3%. In our view, this growth will be driven by three factors: (1) further international expansion, especially to North America and South America as the US and Brazil are two of the largest beauty markets worldwide (2) particularly strong growth of own products (we expect a CAGR of 18.2% by 2029E compared to 16% for R&D and optimization for third-parties and 5.5% for sales from Support & Components) e.g. the market introduction of a new diode laser for hair removal, plasma for blepharoplasties, and (3) higher share of recurring sales (we estimate that they will reach c. 20% in 2029E compared to c. 11% in 2020), especially from Fixed-price and Pay-as-you-Go contracts for devices. All together should increase CMI's gross margin from 33.7% in 2020 to >42% in the long run. However, we expect that this will be more than offset by increasing personnel costs, which will negatively affect the EBIT margin.

Regarding 2021E results, we expect that due to very strong H1/21 they will reach PLN 23.6m (+42.9% y-o-y) on sales level, PLN 5m (+254.8%; 21.2% margin) on EBIT and PLN 3.8m (+281%) on net income level. For next year, we forecast PLN 27.7m (+17.1%) for sales, PLN 5.3m (+5.1%; 19% margin) for EBIT and PLN 4m (+5.7%) for net income. In the long run, we believe that the operating margin will decline to <11%, similar to the fiscal-years 2019-2020.

in PLNm	2021E	2022E	2023E
<b>Proprietary products</b>	<b>7.98</b>	<b>9.49</b>	<b>11.29</b>
(% of sales)	33.8%	34.3%	34.8%
EBIT margin	30.4%	27.4%	24.4%
Thereof: in the Fixed price & Pay-as-you-Go model	11.9%	12.9%	13.9%
<b>R&amp;D and optimisation for third-parties</b>	<b>14.54</b>	<b>17.01</b>	<b>19.90</b>
(% of sales)	61.6%	61.5%	61.4%
EBIT margin	17.0%	15.0%	13.0%
<b>Support &amp; components</b>	<b>1.10</b>	<b>1.16</b>	<b>1.21</b>
(% of sales)	4.7%	4.2%	3.7%
EBIT margin	10.0%	9.5%	9.0%
<b>Total net sales</b>	<b>23.61</b>	<b>27.65</b>	<b>32.41</b>
(change y-o-y)	42.9%	17.1%	17.2%

Source: East Value Research GmbH

in PLNm	2021E	2022E	2023E
<b>Net sales</b>	<b>23.61</b>	<b>27.65</b>	<b>32.41</b>
<b>EBITDA</b>	<b>5.40</b>	<b>5.72</b>	<b>5.99</b>
<i>EBITDA margin</i>	<i>22.9%</i>	<i>20.7%</i>	<i>18.5%</i>
<b>EBIT</b>	<b>5.01</b>	<b>5.26</b>	<b>5.45</b>
<i>EBIT margin</i>	<i>21.2%</i>	<i>19.0%</i>	<i>16.8%</i>
<b>Net income</b>	<b>3.76</b>	<b>3.97</b>	<b>4.13</b>
<i>Net margin</i>	<i>15.9%</i>	<i>14.4%</i>	<i>12.8%</i>

Source: East Value Research GmbH

in PLNm	Q1/18	Q2/18	Q3/18	Q4/18	2018	Q1/19	Q2/19	Q3/19	Q4/19	2019
<b>Net sales</b>	<b>1.68</b>	<b>2.63</b>	<b>4.04</b>	<b>4.45</b>	<b>12.79</b>	<b>3.41</b>	<b>5.13</b>	<b>3.87</b>	<b>5.77</b>	<b>18.19</b>
<i>y-o-y change</i>	<i>n.a</i>	<i>n.a</i>	<i>n.a</i>	<i>n.a</i>	<i>n.a</i>	<i>103.5%</i>	<i>94.9%</i>	<i>-4.1%</i>	<i>29.8%</i>	<i>42.2%</i>
<b>EBITDA</b>	<b>0.20</b>	<b>0.40</b>	<b>1.22</b>	<b>0.22</b>	<b>2.04</b>	<b>0.59</b>	<b>0.80</b>	<b>0.66</b>	<b>0.27</b>	<b>2.32</b>
<i>EBITDA margin</i>	<i>12.0%</i>	<i>15.1%</i>	<i>30.1%</i>	<i>5.0%</i>	<i>15.9%</i>	<i>17.2%</i>	<i>15.7%</i>	<i>17.0%</i>	<i>4.7%</i>	<i>12.8%</i>
<b>EBIT</b>	<b>0.12</b>	<b>0.30</b>	<b>1.14</b>	<b>0.18</b>	<b>1.75</b>	<b>0.53</b>	<b>0.74</b>	<b>0.59</b>	<b>0.01</b>	<b>1.87</b>
<i>EBIT margin</i>	<i>7.2%</i>	<i>11.4%</i>	<i>28.3%</i>	<i>4.1%</i>	<i>13.7%</i>	<i>15.4%</i>	<i>14.5%</i>	<i>15.3%</i>	<i>0.1%</i>	<i>10.3%</i>
<b>Net income</b>	<b>0.10</b>	<b>0.33</b>	<b>0.81</b>	<b>0.10</b>	<b>1.33</b>	<b>0.40</b>	<b>0.64</b>	<b>0.47</b>	<b>-0.01</b>	<b>1.50</b>
<i>Net margin</i>	<i>6.1%</i>	<i>12.4%</i>	<i>20.0%</i>	<i>2.2%</i>	<i>10.4%</i>	<i>11.6%</i>	<i>12.5%</i>	<i>12.0%</i>	<i>-0.1%</i>	<i>8.2%</i>

in PLNm	Q1/20	Q2/20	Q3/20	Q4/20	2020	Q1/21	Q2/21
<b>Net sales</b>	<b>4.99</b>	<b>4.50</b>	<b>3.69</b>	<b>3.35</b>	<b>16.53</b>	<b>6.37</b>	<b>6.90</b>
<i>y-o-y change</i>	<i>46.5%</i>	<i>-12.3%</i>	<i>-4.8%</i>	<i>-42.0%</i>	<i>-9.1%</i>	<i>27.6%</i>	<i>53.2%</i>
<b>EBITDA</b>	<b>0.58</b>	<b>0.88</b>	<b>-0.10</b>	<b>0.40</b>	<b>1.77</b>	<b>1.16</b>	<b>2.33</b>
<i>EBITDA margin</i>	<i>11.7%</i>	<i>19.6%</i>	<i>-2.7%</i>	<i>12.0%</i>	<i>10.7%</i>	<i>18.2%</i>	<i>33.8%</i>
<b>EBIT</b>	<b>0.53</b>	<b>0.80</b>	<b>-0.21</b>	<b>0.30</b>	<b>1.41</b>	<b>1.05</b>	<b>2.22</b>
<i>EBIT margin</i>	<i>10.5%</i>	<i>17.7%</i>	<i>-5.6%</i>	<i>8.9%</i>	<i>8.5%</i>	<i>16.5%</i>	<i>32.2%</i>
<b>Net income</b>	<b>0.55</b>	<b>0.63</b>	<b>-0.22</b>	<b>0.03</b>	<b>0.99</b>	<b>0.82</b>	<b>1.66</b>
<i>Net margin</i>	<i>11.0%</i>	<i>14.0%</i>	<i>-6.0%</i>	<i>0.9%</i>	<i>6.0%</i>	<i>12.9%</i>	<i>24.1%</i>

Source: Company information, East Value Research GmbH

## CAPEX and Working capital

Due to planned investments in the new headquarter and production facility (the company is allowed to extend its facility by up to 1,100 sqm) we expect that CMI's gross CAPEX will reach PLN 1.1m in 2021E and PLN 5m in 2022E-2023E. In the long run, we believe that gross CAPEX will equal <2% of yearly sales.

Regarding working capital, we forecast that its share in annual revenues will reach >12% in the long run after 3.1% in 2020. The cash conversion cycle should go down to 30 days after 54 days last year.

## Business description

CMI S.A., which is based in Wilczyce near Wrocław, provides planning, development, production and distribution of devices for aesthetic medicine and cosmetics. It has patented its REACTIFY IoT software module for real-time remote monitoring and maintenance of beauty devices and works with >30 distributors (>20 in Europe) in Europe, Africa and Asia (among others, it sells its devices to distributors from Spain, Germany, France, Italy, Nigeria, Algeria, Morocco, Vietnam, Lebanon, Russia, Saudi-Arabia, United Arab Emirates and India). Most of its distributors only sell in their local markets, but some e.g. the company's Spanish partner also have clients in other countries. CMI, which spends c. PLN 1m/6.1% of yearly revenues on R&D each year currently has 51 full-time employees and 15 on civil contracts. It has been listed in the NewConnect segment of the Warsaw Stock Exchange since 2017.

## Company history

2011: Foundation of the single-person company „Cos-Medico Michal Sebastian“.

Acquisition of first clients in DACH, Spain and Russia.

2012: Market entry in Lithuania, Latvia, Romania and Slovakia.

Foundation of CM International Sp. z.o.o with a share capital of PLN 200k, with which “Cos-Medico Michal Sebastian” was merged.

2013: First clients from the Ukraine.

Co-operation with German DAJA Handelsagentur AG.

2014: Patent application relating to the proprietary technology for diagnostics and clearing “REACTIFY” in Poland.

Establishment of contacts to distributors in the Netherlands, Vietnam, India, the Balkans, UK, Czechia, France and Scandinavia.

2015: Market introduction of the M3 multi-functional device.

Release of the EU trademark “REACTIFY”.

Acquisition of distributors in Saudi-Arabia and UAE and start of co-operation with the luxury brand Dr. Burgener, which makes CMI's products available e.g. in the Four Season hotels.

2016: Start of work on an innovative laser for permanent depilation.

Transformation to the joint-stock company CM International S.A.

Release of the EU trademark „BFC“.

2017: Start of the „Project Spain“ with the objective to sell 1,000 M3 devices there within three years.

New distributors in Ireland, Belgium, Iran, Italy and Algeria.

Agreement with a German partner for R&D.

New order for production and delivery of devices for skin care worth EUR 144k.

2018: New order for production and delivery of devices for skin care worth EUR 3.6m.

Patent approval of „REACTIFY“ in Poland.

Purchase of property and start of construction of the new headquarter in Wilczyce, which was financed by a bank loan worth PLN 4.2m.

2019: Market introduction of the Nexus diode laser for permanent depilation. According to management, it has been the company's best-selling device since then, with an estimated 45% share in total sales in 2020.

## **Products**

CMI develops and sells own products. Moreover, since 2017 the company has been developing, optimising and producing devices for external partners e.g. from Germany. The share of own to third-party products equals 35%:65%. So far, CMI has sold >2,000 devices to clients from >40 countries worldwide.

The production is conducted in the company's production facility in Wilczyce and is supported by a proprietary software system, which e.g. tells every worker which component he has to assemble, how to do it and where he stopped on the previous day. CMI's uses >150 suppliers of components from multiple countries, some of which are not members of the EU. The largest one accounts for c. 18% of its total purchasing costs and the Top 5 for c. 50%.

The company's product portfolio includes various devices that solve all issues with skin or excessive growth of hair. Some of them come with CMI's REACTIFY software for remote real-time device monitoring and maintenance. CMI receives a one-off fee for its devices, fixed-price monthly payments or is remunerated in the Pay-as-you-Go model (c. 40% of the monthly payment or fee per working hour, which the distributor negotiates). Currently, recurring revenues (also for its own ERP software for beauty salons SKINIC) make up c. 11% of its yearly revenues, in our view.

### *bfc*



bfc is a multifunctional device for the improvement of skin, face and body. It consists of several modules for each treatment: Oxybrasion e.g. for reducing wrinkles and moisturizing skin; Dermomassage e.g. for reducing the visibility of stretch marks; Ultrasound Liposuction for e.g. removing fat tissue; Cavitation Peeling & Ultrasounds for

improving skin elasticity among others; Radiofrequency for face and neck remodelling etc.; Needle-free mesotherapy e.g. for an instant face lift; and Diamond Microdermabrasion for e.g. removing dead skin.

### *M3*



The M3 is an IoT device that collects, sends and analyses data. The device, which allows the conduct of eight treatments – Radio Frequency, Dermomassage, Ultrasounds, Oxybrasion, Diamond Microdermabrasion, Cavitation Peeling, No-Needle Mesotherapy, Ultrasound Liposuction – comes with various heads; a flexible 10"

LCD user-friendly display; and CMI's proprietary software products SKINIC (for managing beauty salons) and REACTIFY (for remote real-time device monitoring and maintenance). It is connected to the internet and thus can easily be updated and diagnosed by CMI's staff.

M3 is currently the only device, which is sold in the Fixed-price and Pay-as-you-Go models.

### *PresoLimf*



PresoLimf is a device that allows to perform a massage on the whole body. While the vacuum massage substantially stimulates the flow of lymphatic fluid and removes impurity from the body, the pneumatic compression system removes toxins and

swellings of arms and legs, which stimulates the muscular system by shrinking and stretching. It also stimulates the blood and lymph circulation.

### *NEXUS*



NEXUS is CMI's proprietary laser machine for fast, effective and painless depilation and due to its low weight can be used everywhere. It is delivered with the SKINIC software for the management of beauty salons and CMI's REACTIFY software for 24/7 remote device monitoring and maintenance.

In 2020, NEXUS was CMI's most profitable device.

*AIO*

The AIO device purifies air and water with ozone, which kills bacteria, viruses, fungi, allergens, mites and unpleasant odors. The portable device allows to ozone air and water, ionize the air, use a humidifier or enjoy aroma therapy.

*Athor*

Athor is a device for shockwave therapy. Shockwaves are mechanical pressure waves that work on the tissue and the respective therapy is widely used to treat musculoskeletal problems as well as to fight cellulite and local excess fatty tissue. During the therapy, pneumatic acoustic impulses are used to break down fat cells and increase skin firmness and elasticity. Moreover, it stimulates metabolism, improves skin microcirculation and enables quick and effective body shaping.

By the end of 2022E, CMI plans to introduce the following new devices on the market: (1) a medical diode laser for hair removal (2) intensely pulsating light for hair removal and photo rejuvenation, and (3) plasma for blepharoplasties.

**Distribution**

CMI distributes its products through >30 distribution partners worldwide (thereof >20 in Europe), who also take over the marketing activity relating to the company's products in their respective markets. The end-customers of the company's products are beauty and cosmetic salons, SPAs, hotels, dermatological clinics, medical and wellness centers as well as individual clients. In 2020, 98% of CMI's revenues stemmed from abroad, with the Spanish distributor (19%) and the German one (67%) accounting for the highest share of the total. However, it has to be noted that the Spanish distributor also has clients in several other countries, not just in Spain.



## **Management**

*Mariusz Kara (Co-founder and CEO):* Mr Mariusz Kara is co-founder of CMI and its CEO. He graduated in Political Science from Higher School for Management and Finance in Wrocław. His previous work experience includes roles as Sales Executive and International Export Manager at Clarena Sp. z.o.o and Sales Executive at IST IT SYSTEMS.

*Michał Sebastian (Co-founder and Vice President of the Board):* Mr Michał Sebastian co-founded CMI together with Mr Kara and has been with the company from the start. He graduated with a Master's degree in Physiotherapy from the Sports Academy in Wrocław.

## Market environment

### The global market for aesthetic medicine

The market for aesthetic medicine is on a long-term growth path as people increasingly care about their appearance and want to look young and healthy as long as possible. According to Research and Markets, the value of the global market for Aesthetic Medicine was USD 60.3bn in 2020, thereof USD 16.3bn (27% of the total) in the US alone. By 2027E, it is expected to grow at a CAGR of 7.6% to USD 100.8bn (another research firm, GrandViewResearch, even expects a CAGR of 9.8% to USD 124.7bn by 2028E). With a CAGR of 11.5%, China is supposed to grow the fastest, while in case of Japan, Canada and Germany the average growth rate is forecast to reach 4.1%, 6.8% and 4.9% respectively. The Invasive and Non-Invasive segments are expected to grow at a similar CAGR of 7.5%-7.7%. According to statista.com, the countries with the highest number of cosmetic procedures include the United States, Brazil, Japan, and Mexico.

The latest research on aesthetic medicine in Poland from PMR dates back to 2015 and forecasts a 5-year CAGR of 7%.

### Most popular aesthetic medicine procedures in 2019 and y-o-y

Top 5 surgical procedures worldwide			Top 5 non-surgical procedures worldwide		
Breast Augmentation	1,795,551	-3.6% y-o-y	Botulinum Toxin	6,271,488	+2.9% y-o-y
Liposuction	1,704,786	-1.6% y-o-y	Hyaluronic Acid	4,315,859	+15.7% y-o-y
Eyelid Surgery	1,259,839	+14.5% y-o-y	Hair Removal	1,042,951	+13.8% y-o-y
Abdominoplasty	924,031	+4% y-o-y	Nonsurgical Fat Reduction	462,769	-2.2% y-o-y
Rhinoplasty	821,890	+13.1% y-o-y	Photo Rejuvenation	391,415	-10.4% y-o-y
Top 5 surgical procedures for women			Top 5 non-surgical procedures for women		
Breast Augmentation	1,777,182	n.a	Botulinum Toxin	5,429,754	n.a
Liposuction	1,458,114	n.a	Hyaluronic Acid	3,823,475	n.a
Eyelid Surgery	996,937	n.a	Hair Removal	929,328	n.a
Abdominoplasty	850,917	n.a	Nonsurgical Fat Reduction	386,064	n.a
Breast Lift	741,284	n.a	Photo Rejuvenation	347,305	n.a
Top 5 surgical procedures for men			Top 5 non-surgical procedures for men		
Gynecomastia	273,344	n.a	Botulinum Toxin	841,735	n.a
Eyelid Surgery	262,902	n.a	Hyaluronic Acid	492,384	n.a
Liposuction	246,672	n.a	Hair Removal	113,622	n.a
Rhinoplasty	205,828	n.a	Nonsurgical Fat Reduction	76,705	n.a
Ear Surgery	111,819	n.a	Micro-Ablative Resurfacing	48,463	n.a

Source: Intern. Society of Aesthetic Plastic Surgery (ISAPS), East Value Research GmbH

**The global market for devices used in aesthetic medicine**

According to Zion Market Research, the global Medical Aesthetic Devices Market was worth USD 10.4bn in 2020 and is expected to reach USD 16.7bn by 2028E (CAGR of 5.9%). Last year, the highest share in the total had North America (39%) and this region is also expected to drive growth in the future as the largest companies from the aesthetic medicine sector are based there.

Another market research by Mordor Intelligence estimates the value of the market in 2020 at USD 11.9bn and the CAGR 2020-2026E at 11.1%. While cosmetic practitioners were negatively affected by the COVID-19 pandemic, the factors, which will continue to drive the market in the future are the rising concern of people about their appearance as they get wealthier, increasing awareness regarding aesthetic procedures, rising adoption of minimally invasive devices, and technological advancement in devices.

## Profit and loss statement

in PLNm	2018	2019	2020	2021E	2022E	2023E
<b>Revenues</b>	<b>12.79</b>	<b>18.19</b>	<b>16.53</b>	<b>23.61</b>	<b>27.65</b>	<b>32.41</b>
Cost of goods sold	-8.27	-12.39	-10.96	-14.72	-16.96	-19.55
<b>Gross profit</b>	<b>4.52</b>	<b>5.80</b>	<b>5.56</b>	<b>8.90</b>	<b>10.69</b>	<b>12.86</b>
Other operating income	0.00	0.08	0.82	3.00	0.90	0.92
Personnel costs	-2.23	-2.86	-3.88	-3.24	-3.93	-4.76
Other operating expenses	-0.25	-0.70	-0.74	-3.26	-1.95	-3.02
<b>EBITDA</b>	<b>2.04</b>	<b>2.32</b>	<b>1.77</b>	<b>5.40</b>	<b>5.72</b>	<b>5.99</b>
Depreciation	-0.29	-0.45	-0.35	-0.39	-0.46	-0.53
<b>Operating income</b>	<b>1.75</b>	<b>1.87</b>	<b>1.41</b>	<b>5.01</b>	<b>5.26</b>	<b>5.45</b>
Net financial result	-0.18	-0.06	-0.24	-0.37	-0.36	-0.35
<b>EBT</b>	<b>1.57</b>	<b>1.81</b>	<b>1.17</b>	<b>4.64</b>	<b>4.90</b>	<b>5.10</b>
Income taxes	-0.24	-0.32	-0.19	-0.88	-0.93	-0.97
<b>Net income / loss</b>	<b>1.33</b>	<b>1.50</b>	<b>0.99</b>	<b>3.76</b>	<b>3.97</b>	<b>4.13</b>
EPS	1.11	1.24	0.82	3.12	3.30	3.44
DPS	0.00	0.00	0.00	0.00	0.00	0.00
<b>Share in total sales</b>						
Revenues	100.00 %	100.00 %	100.00 %	100.00 %	100.00 %	100.00 %
Cost of goods sold	-64.70 %	-68.12 %	-66.33 %	-62.33 %	-61.33 %	-60.33 %
Gross profit	35.30 %	31.88 %	33.67 %	37.67 %	38.67 %	39.67 %
Other operating income	0.04 %	0.45 %	4.94 %	12.70 %	3.25 %	2.83 %
Personnel costs	-17.47 %	-15.73 %	-23.46 %	-13.70 %	-14.20 %	-14.70 %
Other operating expenses	-1.95 %	-3.83 %	-4.46 %	-13.82 %	-7.05 %	-9.33 %
EBITDA	15.92 %	12.77 %	10.68 %	22.85 %	20.68 %	18.48 %
Depreciation	-2.25 %	-2.50 %	-2.15 %	-1.65 %	-1.65 %	-1.65 %
Operating income	13.67 %	10.28 %	8.54 %	21.20 %	19.03 %	16.83 %
Net financial result	-1.40 %	-0.31 %	-1.43 %	-1.57 %	-1.30 %	-1.08 %
EBT	12.27 %	9.97 %	7.11 %	19.64 %	17.73 %	15.75 %
Income taxes	-1.85 %	-1.74 %	-1.15 %	-3.73 %	-3.37 %	-2.99 %
Net income / loss	10.42 %	8.23 %	5.96 %	15.91 %	14.36 %	12.75 %

## Balance Sheet

in PLNm	2018	2019	2020	2021E	2022E	2023E
Cash and equivalents	1.21	1.15	2.07	1.63	1.37	2.42
Short-term financial assets	0.00	0.00	0.00	0.00	0.00	0.00
Inventories	3.59	2.86	2.93	3.15	3.36	3.55
Trade accounts and notes receivables	0.58	1.40	1.04	3.80	4.18	4.59
Other current assets	1.71	0.67	0.02	0.00	0.04	0.04
<b>Current assets, total</b>	<b>7.08</b>	<b>6.07</b>	<b>6.05</b>	<b>8.59</b>	<b>8.95</b>	<b>10.60</b>
Property, plant and equipment	1.41	5.34	6.00	6.70	8.70	10.70
Other intangible assets	0.34	0.02	0.00	0.04	0.05	0.06
Goodwill	0.12	0.11	0.10	0.10	0.10	0.10
Other long-term assets	0.00	0.00	0.00	0.00	0.00	0.00
Deferred tax assets	0.03	0.02	0.00	0.00	0.00	0.00
<b>Non-current assets, total</b>	<b>1.89</b>	<b>5.49</b>	<b>6.11</b>	<b>6.84</b>	<b>8.85</b>	<b>10.86</b>
<b>Total assets</b>	<b>8.97</b>	<b>11.57</b>	<b>12.16</b>	<b>15.43</b>	<b>17.80</b>	<b>21.46</b>
Trade payables	5.27	3.21	3.47	2.90	2.35	2.88
Other short-term liabilities	0.52	0.58	0.00	0.00	0.00	0.00
Short-term financial debt	0.31	0.29	0.00	0.00	0.00	0.00
Pension provision	0.00	0.00	0.00	0.00	0.00	0.00
Provisions	0.00	0.01	0.00	0.00	0.00	0.00
<b>Current liabilities, total</b>	<b>6.11</b>	<b>4.09</b>	<b>3.47</b>	<b>2.90</b>	<b>2.35</b>	<b>2.88</b>
Long-term financial debt	0.11	3.34	3.57	3.60	2.60	1.60
Pension provision	0.00	0.00	0.00	0.00	0.00	0.00
Other long-term liabilities	0.00	0.00	0.00	0.00	0.00	0.00
Deferred tax liabilities	0.00	0.00	0.00	0.06	0.00	0.00
<b>Long-term liabilities, total</b>	<b>0.11</b>	<b>3.34</b>	<b>3.57</b>	<b>3.66</b>	<b>2.60</b>	<b>1.60</b>
<b>Total liabilities</b>	<b>6.22</b>	<b>7.43</b>	<b>7.04</b>	<b>6.56</b>	<b>4.95</b>	<b>4.48</b>
<b>Shareholders equity, total</b>	<b>2.76</b>	<b>4.13</b>	<b>5.12</b>	<b>8.87</b>	<b>12.85</b>	<b>16.98</b>
Minority interests	0.00	0.00	0.00	0.00	0.00	0.00
<b>Total equity and debt</b>	<b>8.97</b>	<b>11.57</b>	<b>12.16</b>	<b>15.43</b>	<b>17.80</b>	<b>21.46</b>

## Cash Flow Statement

in PLNm	2018	2019	2020	2021E	2022E	2023E
Net income / loss	1.33	1.50	0.99	3.76	3.97	4.13
Depreciation	0.29	0.45	0.35	0.39	0.46	0.53
Change of working capital	-0.22	-1.05	-0.51	-3.54	-1.16	-0.08
Others	0.01	0.04	0.18	-0.06	0.06	0.00
<b>Net operating cash flow</b>	<b>1.41</b>	<b>0.94</b>	<b>1.01</b>	<b>0.54</b>	<b>3.32</b>	<b>4.59</b>
<b>Cash flow from investing</b>	<b>-1.06</b>	<b>-3.82</b>	<b>-0.17</b>	<b>-1.13</b>	<b>-2.47</b>	<b>-2.54</b>
Free cash flow	0.35	-2.87	0.83	-0.58	0.86	2.05
<b>Cash flow from financing</b>	<b>-0.06</b>	<b>2.81</b>	<b>0.09</b>	<b>0.15</b>	<b>-1.12</b>	<b>-1.00</b>
Change of cash	0.29	-0.06	0.92	-0.43	-0.26	1.05
Cash at the beginning of the period	0.92	1.21	1.15	2.07	1.63	1.37
Cash at the end of the period	1.21	1.15	2.07	1.63	1.37	2.42

## Financial ratios

	2018	2019	2020	2021E	2022E	2023E
<b>Profitability and balance sheet quality</b>						
Gross margin	35.30%	31.88%	33.67%	37.67%	38.67%	39.67%
EBITDA margin	15.92%	12.77%	10.68%	22.85%	20.68%	18.48%
EBIT margin	13.67%	10.28%	8.54%	21.20%	19.03%	16.83%
Net margin	10.42%	8.23%	5.96%	15.91%	14.36%	12.75%
Return on equity (ROE)	48.34%	43.43%	21.31%	53.68%	36.57%	27.72%
Return on assets (ROA)	16.85%	13.42%	10.05%	26.74%	24.33%	20.89%
Return on capital employed (ROCE)	51.88%	20.64%	13.62%	32.35%	27.60%	23.77%
Economic Value Added (in PLNm)	1.22	0.85	0.38	2.90	2.84	2.70
Net debt (in PLNm)	-0.79	2.48	1.50	1.97	1.23	-0.82
Net gearing	-28.61%	60.01%	29.35%	22.15%	9.56%	-4.82%
Equity ratio	30.73%	35.74%	42.10%	57.52%	72.17%	79.11%
Current ratio	1.16	1.48	1.74	2.97	3.80	3.68
Quick ratio	0.29	0.62	0.89	1.88	2.36	2.43
Net interest cover	-9.75	-33.54	-5.97	-13.53	-14.62	-15.58
Net debt/EBITDA	-0.39	1.07	0.85	0.36	0.21	-0.14
Tangible BVPS	2.19	3.34	4.17	7.29	10.59	14.03
Capex/Sales	n.a	22.32%	5.98%	4.77%	8.92%	7.85%
Working capital/Sales	0.61%	6.22%	3.12%	17.19%	18.88%	16.35%
Cash Conversion Cycle (in days)	-58	18	54	52	49	46
<b>Trading multiples</b>						
EV/Sales	3.89	2.73	3.01	2.11	1.80	1.53
EV/EBITDA	24.42	21.41	28.16	9.21	8.70	8.30
EV/EBIT	28.44	26.61	35.24	9.93	9.45	9.12
P/Tangible BVPS	19.17	12.56	10.07	5.76	3.96	2.99
P/E	37.91	33.77	51.26	13.45	12.72	12.22
P/FCF	145.80	-17.59	60.65	-86.58	58.90	24.69

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