Financial Services - Germany

Buy (old: Buy)

EUR 11.00 (old: EUR 11.00)

FY guidance in reach despite challenging year

EVDI reiterated its FY2022 sales guidance of € 5.5-6.0m (32% yoy growth at mid-point), which is fully in line with our estimates of € 5.8m (eNuW). The guidance is implying H2 topline growth of 40% at midpoint vs H1, resulting in € 3.4m (29% yoy; vs. eNuW: € 3.4m). The key drivers for the strong operating development in such a challenging macroeconomic environment are an increased number of projects (eNuW: 9 in H2 vs 7 in H1), relatively stable average project volumes (eNuW: € 3.3m in H2 vs € 3.6m in H1) and increased average sales per project (eNuW: € 0.37m in H2 vs € 0.34m in H1).

The company's FY 2022 EBIT is expected to come in at around € -3.8m (eNuW), burdened by one-off costs for the IPO (eNuW: € 2.5m), which were partly offset by cost-cutting measures (reduced marketing, service provider and third-party budgets as well as a slower personnel ramp-up).

Underpinned by EVDI's resilience during the currently challenging market environment, the long-term investment case looks fully intact: The "Engel & Völkers" network is helping to source real estate developers and projects and the brand with its outstanding brand awareness is helping to win new retail investors. That, paired with fully digitalized processes and a best-in-class risk management, makes EVDI the guality leader (c. € 190m financing volume, 0 defaults) and go-to marketplace in the German digital real estate investing industry.

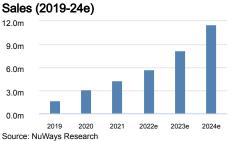
Going forward, growth should come from prospective regional expansion to other European countries, new product features and the ongoing market penetration in a strongly growing market. Additional tailwinds are seen to come from the ESCP (European Crowdfunding Service Providers) license, which is expected to be granted by the Bafin during Q1/Q2 2023. Receiving the license would make it significantly easier for EVDI to offer its services across the EU with a single authority.

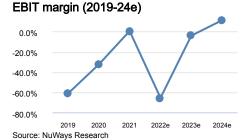
On the back of this, management expects mid-double digit topline growth in the coming years, which is in line with our estimates: We expect € 8.2m sales (+42% yoy) for FY2023e and € 11.6m (+41% yoy) for FY 2024e. Operational break-even should be reached in Q2/Q3 2023e. Thanks to the scalable platform business model, EBIT margins north of 20% should be achievable in the mid- to long-term (eNuW: FY 25E), which is in line with management's vision.

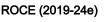
BUY with an unchanged PT of € 11 based on DCF.

Y/E 31.12 (EUR m)	2019	2020	2021	2022e	2023e	2024e
Sales	1.7	3.1	4.4	5.8	8.2	11.6
Sales growth	n.a.	80.8%	39.9%	31.7%	42.2%	41.7%
EBITDA	-1.0	-1.0	0.0	-3.8	-0.3	1.3
Net debt (if net cash=0)	2.4	-0.3	-4.3	-6.2	-5.3	-5.7
FCF	-0.6	-1.4	-0.2	-4.1	-0.7	0.5
Net Debt/EBITDA	-2.3	0.0	0.0	0.0	0.0	0.0
EPS pro forma	-0.31	-0.30	0.01	-0.85	-0.07	0.24
EBITDA margin	-60.4%	-31.8%	1.1%	-65.7%	-3.9%	11.3%
ROCE	45.7%	119.3%	0.9%	-125.0%	-23.8%	65.9%
EV/sales	14.8	7.3	4.3	3.4	2.5	1.7
EV/EBITDA	-24.6	-23.1	382.2	-5.2	-63.4	15.3
PER	-18.9	-19.4	648.6	-6.8	-80.0	23.8
Adjusted FCF yield	-4.1%	-4.4%	0.2%	-19.3%	-1.7%	5.3%

Source: Company data, NuWays, Close price as of 22.12.2022

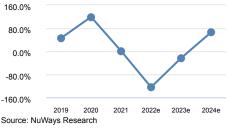






Guidance

Sales: € 5.5-6m

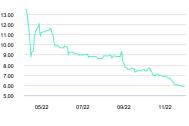


Company description

EV Digital Invest is a leading, high quality platform provider that is offering digital real estate financing to real estate companies and real-estate investments to private clients. The company enjoys high brand recognition as a registered license partner of Engel & Völkers.

Estimates changes						
	<u>2022e</u>	<u>2023e</u>	<u>2024e</u>			
Sales	0%	0%	0%			
EBIT	0%	0%	0%			
EPS	0%	0%	0%			

Comment on changes



High/low 52 weeks (€)	13.46 / 5.80
3m rel. performance	-49.2%
6m rel. performance	-39.9%
12m rel. performance	

Market data	
Share price (in €)	5.80
Market cap (in € m)	25.8
Number of shares (in m pcs)	4.2
Enterprice value (in € m)	19.7
Ø trading volume (6 months)	750

	Identifier
Bloomberg Reuters	ENGL GR ENGL
WKN	A3DD6W
ISIN	DE000A3DD6W5

Key shareholders	
VdZ Berlin	83.9%
Freefloat	10.1%
Management	6.0%



Share Performance

23.12.2022

Update - 23.12.2022



Financials

Profit and loss (EUR m)	2019	2020	2021	2022e	2023e	2024e
Sales	1.7	3.1	4.4	5.8	8.2	11.6
Sales growth	n.a.	80.8%	39.9%	31.7%	42.2%	41.7%
Cost of sales	0.3	0.4	0.4	0.7	1.1	1.5
Gross profit	1.4	2.7	4.0	5.0	7.1	10.1
Sales and marketing	0.1	0.2	0.2	0.9	1.2	1.5
General and administration	1.4	2.0	2.3	5.8	4.5	5.5
Research and development	0.0	0.0	0.0	0.0	0.0	0.0
Other operating income	0.0	0.1	0.1	1.6	0.2	0.3
Other operating expenses	0.9	1.5	1.6	3.7	1.9	2.1
Total operating expenses	2.4	3.7	3.9	8.8	7.4	8.8
Unusual or infrequent items	0.0	0.0	0.0	0.0	0.0	0.0
EBITDA	-1.0	-1.0	0.0	-3.8	-0.3	1.3
Depreciation	0.0	0.0	0.0	0.0	0.0	0.0
EBITA	-1.1	-1.0	0.0	-3.8	-0.3	1.3
Amortisation of goodwill	0.0	0.0	0.0	0.0	0.0	0.0
Amortisation of intangible assets	0.0	0.0	0.0	0.0	0.0	0.0
Impairment charges	0.0	0.0	0.0	0.0	0.0	0.0
EBIT (inc revaluation net)	-1.1	-1.0	0.0	-3.8	-0.3	1.3
Interest income	0.0	0.0	0.0	0.0	0.0	0.0
Interest expenses	0.2	0.2	0.0	0.0	0.0	0.0
Investment income	0.0	0.0	0.0	0.0	0.0	0.0
Financial result	-0.2	-0.2	0.0	0.0	0.0	0.0
Recurring pretax income from continuing operations	-1.2	-1.2	0.0	-3.8	-0.3	1.3
Extraordinary income/loss	0.0	0.0	0.0	0.0	0.0	0.0
Earnings before taxes	-1.2	-1.2	0.0	-3.8	-0.3	1.3
Income tax expense	0.0	0.0	0.0	0.0	0.0	0.2
Net income from continuing operations	-1.2	-1.2	0.0	-3.8	-0.3	1.1
Income from discontinued operations (net of tax)	0.0	0.0				
Net income	-1.2	-1.2	0.0	-3.8	-0.3	1.1
Minority interest	0.0	0.0	0.0	0.0	0.0	0.0
Net profit (reported)	-1.2	-1.2	0.0	-3.8	-0.3	1.1
Average number of shares	4.0	4.0	4.0	4.2	4.4	4.4
EPS reported	-0.31	-0.30	0.01	-0.90	-0.07	0.24

Profit and loss (common size)	2019	2020	2021	2022e	2023e	2024e
Sales	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
Cost of sales	18.7%	13.0%	8.5%	13.0%	13.7%	12.5%
Gross profit	81.3%	87.0%	91.5%	87.0%	86.3%	87.5%
Sales and marketing	7.6%	7.7%	3.7%	15.3%	14.6%	12.9%
General and administration	80.4%	64.4%	53.4%	100.9%	55.5%	47.8%
Research and development	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Other operating income	0.8%	2.2%	2.8%	28.2%	2.8%	2.8%
Other operating expenses	54.5%	48.9%	36.1%	64.7%	22.9%	18.3%
Total operating expenses	141.7%	118.8%	90.3%	152.8%	90.3%	76.1%
EBITDA	-60.4%	-31.8%	1.1%	-65.7%	-3.9%	11.3%
Depreciation	1.0%	0.8%	0.5%	0.0%	0.0%	0.0%
EBITA	-61.5%	-32.6%	0.6%	-65.7%	-3.9%	11.3%
Amortisation of goodwill	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Amortisation of intangible assets	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Impairment charges	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
EBIT (inc revaluation net)	-61.5%	-32.6%	0.6%	-65.7%	-3.9%	11.3%
Interest income	0.0%	0.0%	0.2%	0.0%	0.0%	0.0%
Interest expenses	9.5%	5.8%	0.0%	0.0%	0.0%	0.0%
Investment income	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Financial result	neg.	neg.	0.2%	0.0%	0.0%	0.0%
Recurring pretax income from continuing operations	-71.0%	-38.3%	0.8%	-65.7%	-3.9%	11.3%
Extraordinary income/loss	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Earnings before taxes	-71.0%	-38.3%	0.8%	-65.7%	-3.9%	11.3%
Income tax expense	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
Net income from continuing operations	-71.0%	-38.3%	0.8%	-65.7%	-3.9%	9.4%
Net income	-71.0%	-38.3%	0.8%	-65.7%	-3.9%	9.4%
Minority interest	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Net profit (reported)	-71.0%	-38.3%	0.8%	-65.7%	-3.9%	9.4%

Source: Company data, NuWays

Update - 23.12.2022



Balance sheet (EUR m)	2019	2020	2021	2022e	2023e	2024e
Intangible assets	0.0	0.0	0.0	0.0	0.0	0.0
Property, plant and equipment	0.0	0.1	0.1	0.1	0.1	0.0
Financial assets	0.2	0.2	0.2	0.0	0.0	0.0
FIXED ASSETS	0.2	0.3	0.2	0.1	0.1	0.1
Inventories	0.0	0.0	0.0	0.0	0.0	0.0
Accounts receivable	0.0	0.3	0.8	1.3	1.8	2.5
Other assets and short-term financial assets	0.0	0.0	0.0	0.1	0.2	0.2
Liquid assets	0.2	0.4	4.1	6.5	5.9	6.3
Deferred taxes	0.0	0.0	0.0	0.0	0.0	0.0
Deferred charges and prepaid expenses	0.0	0.0	0.0	0.0	0.0	0.0
CURRENT ASSETS	0.3	0.8	5.1	8.1	7.9	9.2
TOTALASSETS	0.5	1.0	5.4	8.1	8.0	9.2
SHAREHOLDERS EQUITY	-2.4	0.5	4.5	7.0	6.7	7.7
MINORITY INTEREST	0.0	0.0	0.0	0.0	0.0	0.0
Provisions for pensions and similar obligations	0.0	0.0	0.0	0.0	0.0	0.0
Other provisions and accrued liabilities	0.0	0.0	0.0	0.0	0.0	0.0
short-term liabilities to banks	0.1	0.2	0.4	0.2	0.0	0.0
Accounts payable	0.3	0.0	0.0	0.0	0.0	0.5
Accounts receivable	0.0	0.3	0.1	1.3	1.8	2.5
Other liabilities (incl. from lease and rental contracts)	2.6	0.0	0.0	0.2	0.2	0.3
Deferred taxes	0.0	0.0	0.0	0.2	0.2	0.3
Deferred income	0.0	0.0	0.1	0.1	0.1	0.0
Current liabilities	2.9	0.3	0.1	0.5	0.7	0.8
TOTAL LIABILITIES AND SHAREHOLDERS EQUITY	0.5	1.0	5.4	8.1	8.0	9.2
Balance sheet (common size)	2019	2020	2021	2022e	2023e	2024e
Intangible assets	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Property, plant and equipment	2.6%	7.4%	1.4%	0.8%	0.6%	0.4%
Financial assets	34.1%	17.0%	3.3%	0.3%	0.3%	0.2%
FIXED ASSETS	36.7%	24.4%	4.6%	1.1%	0.9%	0.7%
Inventories	1.5%	0.3%	0.0%	0.6%	0.6%	0.5%
Accounts receivable	7.5%	33.3%	14.5%	15.5%	22.4%	27.5%
Other assets and short-term financial assets	8.9%	7.1%	2.4%	1.7%	1.9%	1.8%
Liquid assets	43.2%	34.3%	76.5%	80.1%	73.2%	68.7%
Deferred taxes	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Deferred charges and prepaid expenses	2.2%	0.6%	0.5%	0.0%	0.0%	0.0%
CURRENTASSETS	63.3%	75.6%	95.4%	98.9%	99.1%	99.3%
TOTAL ASSETS	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
SHAREHOLDERS EQUITY	-457.6%	44.0%	83.2%	86.2%	83.3%	83.9%
MINORITY INTEREST	3.6%	0.0%	0.3%	0.2%	0.2%	0.2%
Provisions for pensions and similar obligations	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Other provisions and accrued liabilities	18.9%	15.3%	8.3%	3.0%	3.6%	3.4%
short-term liabilities to banks	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Accounts payable	54.0%	29.0%	1.8%	4.4%	5.6%	5.3%
Accounts receivable	7.3%	33.3%	14.5%	15.6%	22.4%	27.5%
Other liabilities (incl. from lease and rental contracts)	479.9%	3.8%	0.3%	2.0%	3.0%	3.3%
Deferred taxes	0.0%	5.3%	4.2%	2.9%	3.1%	2.8%
Deferred income	0.0%	2.1%	1.7%	1.1%	1.2%	1.0%
Current liabilities	534.0%	32.8%	2.2%	6.5%	8.6%	8.6%

Source: Company data, NuWays

Update - 23.12.2022



Cash flow statement (EUR m)	2019	2020	2021	2022e	2023e	2024
Net profit/loss	-1.2	-1.2	0.0	-3.8	-0.3	1.
Depreciation of fixed assets (incl. leases)	0.0	0.0	0.0	0.0	0.0	0.
Amortisation of goodwill & intangible assets	0.0	0.0	0.0	0.0	0.0	0.
Others	-0.1	-0.2	-0.0	0.0	0.0	0.
Cash flow from operating activities	-0.6	-1.3	-0.2	-4.0	-0.6	0
Increase/decrease in inventory	0.0	0.0	0.0	-0.0	0.0	0
Increase/decrease in accounts receivable	0.0	-0.3	-0.6	-0.5	-0.5	-0
Increase/decrease in accounts payable	0.3	-0.0	0.0	0.2	0.2	-0
				-0.2	0.2	
Increase/decrease in other working capital positions	0.0	0.2	-0.0			0
Increase/decrease in working capital	0.3	-0.2	-0.6	-0.4	-0.4	-0
Cash flow from operating activities	-0.6	-1.3	-0.2	-4.0	-0.6	0
CAPEX	0.0	0.1	0.0	0.1	0.0	0
Payments for acquisitions	0.0	0.0	0.0	0.0	0.0	0
Financial investments	0.2	0.0	0.0	-0.2	0.0	0
Income from asset disposals	0.0	0.0	0.0	0.0	0.0	0
Cash flow from investing activities	-0.2	-0.1	-0.0	0.1	-0.0	-0
Cash flow before financing	-0.8	-1.4	-0.2	-3.9	-0.7	0
Increase/decrease in debt position	1.1	-2.3	0.0	0.0	0.0	0
Purchase of own shares	0.0	0.0	0.0	0.0	0.0	0
Capital measures	0.0	4.1	4.0	6.3	0.0	0
•	0.0	4.1 0.0	4.0 0.0	0.0	0.0	0
Dividends paid						
Others	-0.1	-0.2	-0.0	0.0	0.0	0
Effects of exchange rate changes on cash	0.0	0.0	0.0	0.0	0.0	0
Cash flow from financing activities	1.0	1.5	4.0	6.3	0.0	0
Increase/decrease in liquid assets	0.1	0.1	3.8	2.4	-0.7	0
iquid assets at end of period	0.2	0.4	4.1	6.5	5.9	6
Key ratios (EUR m)	2019	2020	2021	2022e	2023e	2024
P&L growth analysis						
Sales growth	n.a.	80.8%	39.9%	31.7%	42.2%	41.7
EBITDA growth	n.a.	-4.9%	-105.0%	-7753.2%	-91.5%	-506.4
EBIT growth	n.a.	-4.2%	-102.6%	-14513.8%	-91.5%	-506.4
EPS growth		-2.4%		-10109.3%	-91.9%	-436.6
	n.a.	-2.470	-105.070	-10103.370	-31.370	-430.0
		100.0	400 7	400.0	140.0	407
Sales per employee	n.a.	132.9	138.7	132.2	140.3	167
EBITDA per employee	n.a.	-42.2	1.6	-86.9	-5.5	18
No. employees (average)	0	24	32	44	58	(
Balance sheet analysis						
Avg. working capital / sales	-14.0%	-3.1%	9.3%	15.6%	15.3%	15.8
Inventory turnover (sales/inventory)	221.3	1,003.6	1,003.6	1,003.6	1,003.6	1,003
Accounts receivable turnover	8.2	40.1	65.5	80.0	80.0	80
Accounts payable turnover	326.1	35.0	36.7	36.7	36.7	36
Cash flow analysis						
Free cash flow	-0.6	-1.4	-0.2	-4.1	-0.7	0
Free cash flow/sales	-37.6%	-43.8%	-5.2%	-70.6%	-8.1%	4.2
FCF / net profit	53.0%	114.4%	neg.	107.5%	204.7%	44.3
Capex / sales	11.5%	2.8%	0.5%	-1.3%	0.4%	0.2
Solvency						
Net debt	2.4	-0.3	-4.3	-6.2	-5.3	-5
Net Debt/EBITDA	-2.3	0.0	0.0	0.0	0.0	0
Dividend payout ratio	0.0%	0.0%	0.0%	0.0%	0.0%	0.0
Interest paid / avg. debt	n.a.	n.a.	0.0%	0.0%	n.a.	n.
Returns						
ROCE	45.7%	119.3%	0.9%	-125.0%	-23.8%	65.9
ROE	50.1%	-263.7%	0.8%	-54.2%	-4.8%	14.0
Adjusted FCF yield	-4.1%	-4.4%	0.2%	-19.3%	-1.7%	5.3
Dividend yield	0.0%	0.0%	0.0%	0.0%	0.0%	0.0
DPS	0.0	0.0	0.0	0.0	0.0	0
EPS reported	-0.31	-0.30	0.01	-0.90	-0.07	0.2
Average number of shares	4.0	4.0	4.0	4.2	4.4	4
Valuation ratios						
P/BV	-9.5	51.1	5.2	3.7	3.9	3
EV/sales	14.8	7.3	4.3	3.4	2.5	1
EV/EBITDA	-24.6	-23.1	382.2	-5.2	-63.4	15
				J.=		
EV/EBIT	-24.1	-22.6	719.9	-5.2	-63.4	15

Update - 23.12.2022



Disclosures

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

Indication of conflict of interest

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

- (1) or any other person belonging to the same group with it was part of a consortium within the past twelve months that issued the financial instruments of the analysed company by way of a public offer.
- (2) or any other person belonging to the same group with it has entered into an agreement on the production of the research report with the analysed company.
- (3) or any other person belonging to the same group with it has been party to an agreement on the provision of investment banking services with the analysed company or have received services or a promise of services under the term of such an agreement within the past twelve month.
- (4) The analysed company holds 5% or more of the share capital of NuWays AG.
- (5) holds (a) a net short position or (b) a net long position of 0.5% of the outstanding share capital of the analysed company.
- (6) or any other person belonging to the same group with it is a market maker or liquidity provider in the financial instruments of the issuer.
- (7) or the analyst has any other significant financial interests relating to the analysed company such as, for example, exercising mandates in the interest of the analysed company.
- (8) The research report has been made available to the analysed company prior to its publication. Thereafter, only factual changes have been made to the report.

Conflicts of interest that existed at the time when this research report was published:

Company	Disclosures
EV Digital Invest AG	2

Historical target price and ra	ting changes for EV Digital Inve	st AG			
Company	Date	Analyst	Rating	Target Price	Close
EV Digital Invest AG	04.12.2022	Jarchow, Frederik	Buy	EUR 11.00	EUR 6.65

Update - 23.12.2022

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The determination of the fair value per share, i.e. the price target, and the resultant rating is done on the basis of the adjusted free cash flow (adj. FCF) method and on the basis of the discounted cash flow – DCF model. Furthermore, a peer group comparison is made.

The adj. FCF method is based on the assumption that investors purchase assets only at a price (enterprise value) at which the operating cash flow return after taxes on this investment exceeds their opportunity costs in the form of a hurdle rate of 7.5%. The operating cash flow is calculated as EBITDA less maintenance capex and taxes.



Within the framework of the DCF approach, the future free cash flows are calculated initially on the basis of a fictitious capital structure of 100% equity, i.e. interest and repayments on debt capital are not factored in initially. The adjustment towards the actual capital structure is done by discounting the calculated free cash flows with the weighted average cost of capital (WACC), which takes into account both the cost of equity capital and the cost of debt. After discounting, the calculated total enterprise value is reduced by the interest-bearing debt capital in order to arrive at the equity value.

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Buy: Sustainable upside potential of more than 20% within 12 months

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Hold: Upside/downside potential is limited. No immediate catalyst visible.

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8. Miscellaneous

According to Article 4(1) No. i of the delegated regulation 2016/958 supplementing regulation 596/2014 of the European Parliament, further information regarding investment recommendations of the last 12 months are published under:

Date of publication creation: 23/12/2022 07:59 AM Date of publication dissemination: 23/12/2022 07:59 AM

Update - 23.12.2022



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