



Buy (old: Buy)

Price target: EUR 7.00 (old: EUR 6.00)

Price: EUR 4.45 **Next result:** Q1 29.05.19
Bloomberg: ERMK@GR **Market cap:** EUR 80.9 m
Reuters: ERMGK.DE **Enterprise Value:** EUR 105.7 m

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Consistent strategy execution expected in 2019

We spoke to management following 2018 figures release. Here are the key takeaways:

2018 results slightly exceeding guidance but short of H&A estimates, IFRS 16 effects: EBIT came in €1.8m below est. due to the first time consolidation of the Jahrhunderthalle asset and the earlier than expected application of IFRS 16 resulting in higher leasing rights depreciation. Net income was € 2.6m below due to, higher interest (IFRS 16) and higher minorities than expected. Net debt includes finance leases and is up by some € 20m vs. previous calculation.

2019 outlook congruent with strategic goals. Guidance is of a moderate increase in revenues and EBITDA, despite the 2018 divestiture of Raymond Gubbay Ltd. While we are expecting fewer larger highlights in Rock/Pop, the more profitable Classics & Jazz division, where the company enjoys a distinctive core competence, should be buoyant. Furthermore, the highly profitable Christmas Garden and TimeRide formats in the Family Entertainment and Arts +Exhibitions product will be further rolled-out, with three additional locations to be added for each. The 100% consolidation of the ticketing business after the recent minority buy-outs reduces complexity and enables DEAG to develop the platform further and market an increasing share of own events, further supporting profitability going forward. Last but not least, after the divestiture of Raymond Gubbay Ltd, and an available cash of position of € 44m, including loan commitments, DEAG is **actively looking at closing transactions in 2019, with the company confidently communicating to the market that some announcements are imminent.** This explains why the 2019e consensus (+16% yoy revenue growth, +31% yoy EBITDA growth, vs. 2018 adjusted for Raymond Gubbay Ltd) and company guidance effectively reflects some M&A activity, whereas **we choose to include acquisitions in our model once they actually take place.** We hear that the more immediate acquisitions projects will rather be more spread out across continental Europe vs. the recent UK focus.

While we cut EPS on higher D&A and interest following IFRS 16 application and higher NOSH due to recent conversions under the outstanding convertible bond, we roll-over FCF Yield to 2020e, and derive a **new fair value per share of € 7.00 (€ 6.00), BUY.** Previous FCF 2020e was € 8.30 under old projections and accounting standards. The recent acquisition of 5.22% of the company by renowned US hedge fund manager Novogratz strengthens the friendly activist circle around Apeiron and should ensure a consistent strategy roll-out. **DEAG's growing critical size in live entertainment coupled with an attractive valuation should make it appealing for a strategic buyer.**

Y/E 31.12 (EUR m)	2015	2016	2017	2018	2019E	2020E	2021E
Sales	200.4	179.5	159.8	200.2	192.5	208.5	226.0
Sales growth	16 %	-10 %	-11 %	25 %	-4 %	8 %	17 %
EBITDA	-24.5	5.2	6.5	14.6	11.1	14.1	17.4
EBIT	-26.2	3.7	5.1	10.6	7.0	9.9	13.1
Net income	-29.8	-3.6	-2.3	3.6	2.0	4.5	7.3
Net debt	-6.4	-2.4	-14.9	22.1	24.8	15.7	6.3
Net gearing	-63.1 %	-40.1 %	-199.0 %	223.3 %	204.6 %	93.7 %	26.0 %
Net Debt/EBITDA	0.0	0.0	0.0	1.5	2.2	1.1	0.4
EPS pro forma	-1.73	0.02	0.04	0.18	0.10	0.22	0.36
CPS	-2.53	-0.40	0.81	-0.82	-0.13	0.50	0.52
DPS	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Dividend yield	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Gross profit margin	7.0 %	17.2 %	18.4 %	19.2 %	19.3 %	19.4 %	19.4 %
EBITDA margin	-12.2 %	2.9 %	4.1 %	7.3 %	5.8 %	6.8 %	7.7 %
EBIT margin	-13.1 %	2.1 %	3.2 %	5.3 %	3.7 %	4.7 %	5.8 %
ROCE	-48.8 %	8.0 %	10.6 %	16.4 %	8.6 %	11.6 %	14.6 %
EV/sales	0.3	0.4	0.4	0.5	0.5	0.5	0.4
EV/EBITDA	-2.7	13.5	10.1	7.1	9.5	6.9	5.0
EV/EBIT	-2.5	18.7	13.1	9.7	15.0	9.8	6.7
PER	-2.5	216.1	106.8	24.3	43.7	19.7	12.1
Adjusted FCF yield	-46.6 %	3.9 %	10.2 %	1532.9 %	7.7 %	11.6 %	16.5 %

Source: Company data, Hauck & Aufhäuser Close price as of: 15.04.2019



Source: Company data, Hauck & Aufhäuser

High/low 52 weeks: 4.40 / 2.45
Price/Book Ratio: 7.3
Relative performance (SDAX):
3 months -
6 months -
12 months 93.0 %

Changes in estimates

		Sales	EBIT	EPS
2019	old:	206.1	9.0	0.18
	Δ	-6.6%	-21.7%	-45.2%
2020	old:	225.3	11.7	0.31
	Δ	-7.5%	-15.7%	-28.5%
2021	old:	246.4	14.8	0.49
	Δ	-8.3%	-11.6%	-25.9%

Key share data:

Number of shares: (in m pcs) 18.5
Authorised capital: (in € m) 0.0
Book value per share: (in €) 0.6
Ø trading volume: (12 months) 38,000

Major shareholders:

Free Float 45.7 %
Apeiron Investment Ltd. 15.7 %
Allianz SE 10.0 %
Plutus Holdings 2 LTD 10.4 %
SRE Holding GmbH 7.6 %
Quaero Capital 5.4 %
Novofam Macro LLC 5.2 %

Company description:

Leading European live entertainment provider with a broad basis of content in rock/pop, classics, family entertainment and middle-of-the-road music.

Financials

Profit and loss (EUR m)	2015	2016	2017	2018	2019E	2020E	2021E
Sales	200.4	179.5	159.8	200.2	192.5	208.5	226.0
Sales growth	16.3 %	-10.4 %	-11.0 %	25.3 %	-3.9 %	8.4 %	17.5 %
Cost of sales	186.3	148.7	130.5	161.7	155.3	168.1	182.2
Gross profit	14.1	30.8	29.3	38.5	37.1	40.5	43.9
Sales and marketing	24.5	20.7	13.1	19.0	17.8	18.8	19.8
General and administration	15.7	13.6	12.6	16.5	15.4	16.5	17.6
Research and development	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other operating income	9.5	8.1	2.6	8.5	3.8	4.2	4.5
Other operating expenses	9.6	0.8	1.2	1.0	1.0	1.0	1.0
Unusual or infrequent items	0.0	0.0	0.0	0.0	0.0	0.0	0.0
EBITDA	-24.5	5.2	6.5	14.6	11.1	14.1	17.4
Depreciation	1.7	1.4	1.5	4.0	4.1	4.2	4.3
EBITA	-26.2	3.7	5.1	10.6	7.0	9.9	13.1
Amortisation of goodwill	0.0	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	0.0
Impairment charges	0.0	0.0	0.0	0.0	0.0	0.0	0.0
EBIT (inc revaluation net)	-26.2	3.7	5.1	10.6	7.0	9.9	13.1
Interest income	0.0	0.0	0.0	0.1	0.1	0.1	0.1
Interest expenses	0.9	1.0	1.2	3.1	2.8	2.8	2.8
Other financial result	0.0	-0.5	-0.9	-0.2	-0.3	-0.3	0.0
Financial result	-0.9	-1.5	-2.1	-3.2	-2.9	-2.9	-2.7
Recurring pretax income from continuing operations	-27.2	2.2	2.9	7.4	4.1	7.0	10.5
Extraordinary income/loss	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Earnings before taxes	-27.2	2.2	2.9	7.4	4.1	7.0	10.5
Taxes	0.2	0.5	0.6	0.7	0.8	1.4	2.1
Net income from continuing operations	-27.4	1.7	2.3	6.7	3.3	5.6	8.4
Result from discontinued operations (net of tax)	1.6	3.9	3.0	0.0	0.0	0.0	0.0
Net income	-29.0	-2.2	-0.7	6.7	3.3	5.6	8.4
Minority interest	0.9	1.4	1.6	3.1	1.3	1.1	1.1
Net profit (reported)	-29.8	-3.6	-2.3	3.6	2.0	4.5	7.3
Average number of shares	16.4	16.4	17.6	18.4	18.5	18.6	18.6
EPS reported	-1.83	-0.22	-0.13	0.20	0.11	0.24	0.39

Profit and loss (common size)	2015	2016	2017	2018	2019E	2020E	2021E
Sales	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %
Cost of sales	93.0 %	82.8 %	81.6 %	80.8 %	80.7 %	80.6 %	80.6 %
Gross profit	7.0 %	17.2 %	18.4 %	19.2 %	19.3 %	19.4 %	19.4 %
Sales and marketing	12.3 %	11.5 %	8.2 %	9.5 %	9.3 %	9.0 %	8.8 %
General and administration	7.8 %	7.6 %	7.9 %	8.2 %	8.0 %	7.9 %	7.8 %
Research and development	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Other operating income	4.7 %	4.5 %	1.6 %	4.3 %	2.0 %	2.0 %	2.0 %
Other operating expenses	4.8 %	0.5 %	0.7 %	0.5 %	0.5 %	0.5 %	0.4 %
Unusual or infrequent items	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
EBITDA	neg.	2.9 %	4.1 %	7.3 %	5.8 %	6.8 %	7.7 %
Depreciation	0.9 %	0.8 %	0.9 %	2.0 %	2.1 %	2.0 %	1.9 %
EBITA	neg.	2.1 %	3.2 %	5.3 %	3.7 %	4.7 %	5.8 %
Amortisation of goodwill	0.0 %	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 %	0.0 %
Impairment charges	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
EBIT (inc revaluation net)	neg.	2.1 %	3.2 %	5.3 %	3.7 %	4.7 %	5.8 %
Interest income	0.0 %	0.0 %	0.0 %	0.0 %	0.1 %	0.0 %	0.0 %
Interest expenses	0.5 %	0.6 %	0.7 %	1.5 %	1.4 %	1.3 %	1.2 %
Other financial result	0.0 %	-0.3 %	-0.6 %	-0.1 %	-0.1 %	-0.1 %	0.0 %
Financial result	neg.	neg.	neg.	neg.	neg.	neg.	neg.
Recurring pretax income from continuing operations	neg.	1.2 %	1.8 %	3.7 %	2.2 %	3.3 %	4.6 %
Extraordinary income/loss	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Earnings before taxes	neg.	1.2 %	1.8 %	3.7 %	2.2 %	3.3 %	4.6 %
Tax rate	-0.7 %	22.1 %	20.4 %	9.0 %	20.0 %	20.0 %	20.0 %
Net income from continuing operations	neg.	1.0 %	1.5 %	3.4 %	1.7 %	2.7 %	3.7 %
Result from discontinued operations (net of tax)	0.8 %	2.2 %	1.9 %	0.0 %	0.0 %	0.0 %	0.0 %
Net income	neg.	neg.	neg.	3.4 %	1.7 %	2.7 %	3.7 %
Minority interest	0.4 %	0.8 %	1.0 %	1.6 %	0.7 %	0.5 %	0.5 %
Net profit (reported)	neg.	neg.	neg.	1.8 %	1.0 %	2.1 %	3.2 %

Source: Company data, Hauck & Aufhäuser

Balance sheet (EUR m)	2015	2016	2017	2018	2019E	2020E	2021E
Intangible assets	33.6	32.0	35.0	36.1	36.3	36.5	36.7
Property, plant and equipment	6.2	6.4	7.8	19.4	17.3	15.1	12.8
Financial assets	3.2	4.5	3.6	12.2	12.2	12.2	12.2
FIXED ASSETS	43.0	42.9	46.5	67.7	65.8	63.8	61.7
Inventories	14.5	13.0	0.1	0.2	0.1	0.2	0.2
Accounts receivable	13.0	15.3	25.9	10.3	21.1	22.9	24.8
Other current assets	7.8	7.5	16.8	17.1	17.1	17.1	17.1
Liquid assets	25.8	28.4	41.8	36.4	30.2	39.3	48.7
Deferred taxes	0.2	0.3	0.8	1.3	1.3	1.3	1.3
Deferred charges and prepaid expenses	0.0	0.0	0.0	0.0	0.0	0.0	0.0
CURRENT ASSETS	61.3	64.5	85.4	65.3	69.9	80.7	92.1
TOTAL ASSETS	104.3	107.4	131.9	133.0	135.7	144.5	153.8
SHAREHOLDERS EQUITY	10.1	6.0	7.5	9.9	12.1	16.8	24.3
MINORITY INTEREST	5.9	4.7	5.2	5.1	6.4	7.5	8.6
Long-term debt	9.6	9.6	10.1	48.4	44.9	44.9	44.9
Provisions for pensions and similar obligations	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other provisions	9.9	11.3	7.4	8.7	8.9	9.1	9.1
Non-current liabilities	19.5	21.0	17.5	57.1	53.8	54.0	54.0
short-term liabilities to banks	9.8	16.4	16.9	10.1	10.1	10.1	10.1
Accounts payable	11.1	13.6	10.5	11.9	11.5	12.4	13.5
Advance payments received on orders	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other liabilities (incl. from lease and rental contracts)	4.0	6.8	4.7	1.0	1.0	1.0	1.0
Deferred taxes	2.2	1.6	2.2	3.3	3.3	3.3	3.3
Deferred income	41.7	37.3	67.6	34.7	37.6	39.5	39.1
Current liabilities	68.8	75.7	101.8	60.9	63.5	66.3	67.0
TOTAL LIABILITIES AND SHAREHOLDERS EQUITY	104.3	107.4	132.0	133.0	135.7	144.6	153.8

Balance sheet (common size)	2015	2016	2017	2018	2019E	2020E	2021E
Intangible assets	32.2 %	29.8 %	26.5 %	27.2 %	26.8 %	25.3 %	23.9 %
Property, plant and equipment	5.9 %	5.9 %	5.9 %	14.6 %	12.8 %	10.5 %	8.3 %
Financial assets	3.1 %	4.2 %	2.7 %	9.2 %	9.0 %	8.4 %	7.9 %
FIXED ASSETS	41.2 %	40.0 %	35.2 %	50.9 %	48.5 %	44.1 %	40.1 %
Inventories	13.9 %	12.1 %	0.1 %	0.1 %	0.1 %	0.1 %	0.1 %
Accounts receivable	12.5 %	14.3 %	19.6 %	7.7 %	15.5 %	15.8 %	16.1 %
Other current assets	7.5 %	7.0 %	12.7 %	12.9 %	12.6 %	11.8 %	11.1 %
Liquid assets	24.7 %	26.4 %	31.7 %	27.4 %	22.3 %	27.2 %	31.7 %
Deferred taxes	0.2 %	0.3 %	0.6 %	1.0 %	1.0 %	0.9 %	0.8 %
Deferred charges and prepaid expenses	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
CURRENT ASSETS	58.8 %	60.0 %	64.7 %	49.1 %	51.5 %	55.8 %	59.9 %
TOTAL ASSETS	100.0 %	100.0 %	99.9 %	100.0 %	100.0 %	100.0 %	100.0 %
SHAREHOLDERS EQUITY	9.7 %	5.6 %	5.7 %	7.4 %	8.9 %	11.6 %	15.8 %
MINORITY INTEREST	5.7 %	4.4 %	3.9 %	3.8 %	4.7 %	5.2 %	5.6 %
Long-term debt	9.2 %	9.0 %	7.6 %	36.4 %	33.1 %	31.1 %	29.2 %
Provisions for pensions and similar obligations	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Other provisions	9.5 %	10.6 %	5.6 %	6.5 %	6.6 %	6.3 %	5.9 %
Non-current liabilities	18.7 %	19.5 %	13.3 %	42.9 %	39.6 %	37.4 %	35.1 %
short-term liabilities to banks	9.4 %	15.2 %	12.8 %	7.6 %	7.4 %	7.0 %	6.6 %
Accounts payable	10.7 %	12.6 %	7.9 %	8.9 %	8.5 %	8.6 %	8.8 %
Advance payments received on orders	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Other liabilities (incl. from lease and rental contracts)	3.8 %	6.4 %	3.6 %	0.8 %	0.7 %	0.7 %	0.7 %
Deferred taxes	2.1 %	1.5 %	1.6 %	2.5 %	2.4 %	2.3 %	2.1 %
Deferred income	40.0 %	34.7 %	51.3 %	26.1 %	27.7 %	27.3 %	25.4 %
Current liabilities	66.0 %	70.5 %	77.2 %	45.8 %	46.8 %	45.9 %	43.5 %
TOTAL LIABILITIES AND SHAREHOLDERS EQUITY	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %

Source: Company data, Hauck & Aufhäuser

Cash flow statement (EUR m)	2015	2016	2017	2018	2019E	2020E	2021E
Net profit/loss	-27.4	1.7	2.3	6.7	3.3	5.6	8.4
Depreciation of fixed assets (incl. leases)	1.7	1.4	1.5	4.0	4.1	4.2	4.3
Amortisation of goodwill	0.0	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	0.0
Others	0.3	-7.7	-9.2	-34.7	3.1	2.1	-0.4
Cash flow from operations before changes in w/c	-25.4	-4.5	-5.4	-26.3	10.5	11.9	12.3
Increase/decrease in inventory	9.0	1.3	2.1	0.0	0.0	0.0	0.0
Increase/decrease in accounts receivable	-0.1	-2.3	-10.6	15.6	-10.8	-1.8	-1.9
Increase/decrease in accounts payable	-21.4	0.3	30.5	1.4	-0.4	0.9	1.0
Increase/decrease in other working capital positions	0.0	0.0	0.0	-4.0	0.0	0.0	0.0
Increase/decrease in working capital	-12.5	-0.6	22.0	13.0	-11.2	-0.8	-0.9
Cash flow from operating activities	-37.9	-5.2	16.7	-13.3	-0.6	11.1	11.4
CAPEX	0.8	3.8	1.2	1.8	2.0	2.0	2.0
Payments for acquisitions	0.0	0.0	2.1	3.3	0.0	0.0	0.0
Financial investments	0.0	0.0	0.0	0.4	0.0	0.0	0.0
Income from asset disposals	6.6	7.0	-2.2	7.6	0.0	0.0	0.0
Cash flow from investing activities	5.8	3.2	-5.5	2.9	-2.0	-2.0	-2.0
Cash flow before financing	-32.0	-1.9	11.2	-11.1	-2.6	9.1	0.0
Increase/decrease in debt position	8.1	6.5	1.0	12.2	-3.5	0.0	0.0
Purchase of own shares	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Capital measures	0.0	0.0	4.5	0.0	0.0	0.0	0.0
Dividends paid	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Others	-4.0	-1.6	-3.3	-6.5	0.0	0.0	0.0
Effects of exchange rate changes on cash	-0.3	-0.4	0.1	-0.8	0.0	0.0	0.0
Cash flow from financing activities	4.1	4.9	2.2	5.7	-3.5	0.0	0.0
Increase/decrease in liquid assets	-28.3	2.6	13.4	-6.2	-6.1	9.1	n/a
Liquid assets at end of period	25.8	28.4	41.8	36.4	30.2	39.3	48.7

Source: Company data, Hauck & Aufhäuser

Regional split (EUR m)	2015	2016	2017	2018	2019E	2020E	2021E
Domestic	0.0	0.0	0.0	0.0	0.0	0.0	0.0
yoy change	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Rest of Europe	0.0	0.0	0.0	0.0	0.0	0.0	0.0
yoy change	n/a	n/a	n/a	n/a	n/a	n/a	n/a
NAFTA	0.0	0.0	0.0	0.0	0.0	0.0	0.0
yoy change	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Asia Pacific	0.0	0.0	0.0	0.0	0.0	0.0	0.0
yoy change	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Rest of world	0.0	0.0	0.0	0.0	0.0	0.0	0.0
yoy change	n/a	n/a	n/a	n/a	n/a	n/a	n/a
TTL	0.0	0.0	0.0	0.0	0.0	0.0	0.0
yoy change	n/a	n/a	n/a	n/a	n/a	n/a	n/a

Source: Company data, Hauck & Aufhäuser

Key ratios (EUR m)	2015	2016	2017	2018	2019E	2020E	2021E
P&L growth analysis							
Sales growth	16.3 %	-10.4 %	-11.0 %	25.3 %	-3.9 %	8.4 %	17.5 %
EBITDA growth	-386.0 %	-121.0 %	27.0 %	122.9 %	-23.6 %	26.3 %	56.2 %
EBIT growth	-591.1 %	-114.2 %	35.7 %	109.7 %	-33.5 %	40.2 %	86.1 %
EPS growth	-	-88.0 %	-40.6 %	-251.5 %	-44.7 %	120.9 %	258.5 %
Efficiency							
Total operating costs / sales	20.1 %	15.1 %	15.2 %	13.9 %	15.8 %	15.4 %	15.0 %
Sales per employee	1,001.8	923.8	920.5	1,018.9	952.7	1,012.4	1,081.6
EBITDA per employee	-122.6	26.5	37.7	74.3	55.2	68.3	83.3
Balance sheet analysis							
Avg. working capital / sales	10.8 %	9.0 %	10.2 %	3.8 %	2.2 %	4.9 %	4.7 %
Inventory turnover (sales/inventory)	13.8	13.8	1,331.7	1,331.7	1,331.7	1,331.7	1,331.7
Trade debtors in days of sales	23.7	31.1	59.2	18.8	40.0	40.0	40.0
A/P turnover [(A/P*365)/sales]	21.8	33.3	29.3	28.0	27.0	27.0	27.0
Cash conversion cycle (days)	30.3	29.7	30.3	-7.7	13.3	13.3	13.3
Cash flow analysis							
Free cash flow	-38.6	-9.0	15.4	-15.0	-2.6	9.1	9.4
Free cash flow/sales	-19.3 %	-5.0 %	9.7 %	-7.5 %	-1.4 %	4.3 %	4.2 %
FCF / net profit	neg.	neg.	neg.	neg.	neg.	202.0 %	129.4 %
Capex / depre	43.6 %	265.1 %	81.9 %	53.2 %	48.8 %	47.6 %	46.5 %
Capex / maintenance capex	19.0 %	239.8 %	42.8 %	97.3 %	111.1 %	111.1 %	111.1 %
Capex / sales	0.4 %	2.1 %	0.8 %	1.1 %	1.0 %	1.0 %	0.9 %
Security							
Net debt	-6.4	-2.4	-14.9	22.1	24.8	15.7	6.3
Net Debt/EBITDA	0.0	0.0	0.0	1.5	2.2	1.1	0.4
Net debt / equity	neg.	neg.	neg.	2.2	2.0	0.9	0.3
Interest cover	0.0	3.7	4.2	3.4	2.6	3.6	4.8
Dividend payout ratio	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Asset utilisation							
Capital employed turnover	4.4	3.7	3.4	2.4	2.3	2.4	2.3
Operating assets turnover	8.9	8.5	6.8	11.1	7.1	8.1	9.3
Plant turnover	32.3	28.1	20.5	10.3	11.1	13.8	17.6
Inventory turnover (sales/inventory)	13.8	13.8	1,331.7	1,331.7	1,331.7	1,331.7	1,331.7
Returns							
ROCE	-48.8 %	8.0 %	10.6 %	16.4 %	8.6 %	11.6 %	14.6 %
ROE	-295.4 %	-59.7 %	-30.6 %	36.6 %	16.6 %	26.7 %	30.0 %
Other							
Interest paid / avg. debt	6.1 %	4.4 %	4.5 %	7.2 %	4.9 %	5.0 %	5.0 %
No. employees (average)	200	194	174	197	202	206	209
Number of shares	16.4	16.4	17.6	18.4	18.5	18.6	18.6
DPS	0.0	0.0	0.0	0.0	0.0	0.0	0.0
EPS reported	-1.83	-0.22	-0.13	0.20	0.11	0.24	0.39
Valuation ratios							
P/BV	7.1	12.0	10.8	8.9	7.3	5.2	3.6
EV/sales	0.3	0.4	0.4	0.5	0.5	0.5	0.4
EV/EBITDA	-2.7	13.5	10.1	7.1	9.5	6.9	5.0
EV/EBITA	-2.5	18.7	13.1	9.7	15.0	9.8	6.7
EV/EBIT	-2.5	18.7	13.1	9.7	15.0	9.8	6.7
EV/FCF	-1.7	-7.8	4.3	-6.9	-40.1	10.7	9.3
Adjusted FCF yield	-46.6 %	3.9 %	10.2 %	1532.9 %	7.7 %	11.6 %	16.5 %
Dividend yield	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %

Source: Company data, Hauck & Aufhäuser

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Company	Disclosure
DEAG Deutsche Entertainment AG	2, 3, 6, 8

Historical target price and rating changes for DEAG Deutsche Entertainment AG in the last 12 months

Price and Rating History DEAG Deutsche Entertainment AG as of 15/04/19

Initiation coverage
04-December-09



Company	Date	Analyst	Rating	Target price	Close
DEAG Deutsche Entertainment AG	30.01.2019	Gruebner, Marie-Therese	Buy	EUR 6,00	EUR 3,42
	26.11.2018	Gröning, Pierre	Buy	EUR 4,90	EUR 3,44
	27.09.2018	Gröning, Pierre	Buy	EUR 4,90	EUR 3,42
	05.06.2018	Gröning, Pierre	Buy	EUR 5,00	EUR 3,39

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