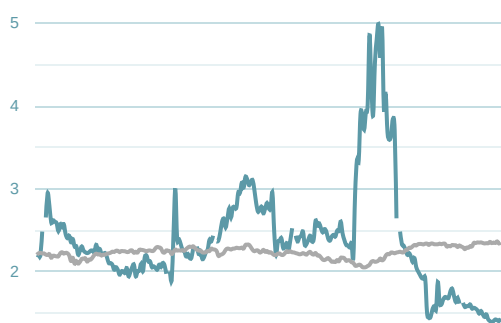


Rating	Buy
Price target	EUR 2.70 (prior: EUR 2.90)
Potential	36%
Share data	
Share price (last close price in EUR)	1.98
Number of shares (in m)	33.5
Market cap. (in EUR m)	66.3
Trading vol. (Ø 3 months; in K shares)	100.4
Enterprise Value (in EUR m)	34.9
Ticker	XTRA:UUU
Guidance	
Sales (in EUR m)	58.0 – 62.0
EBIT (in EUR m)	-1.0 – 0.0

Share price (EUR)



14-Feb 14-Apr 14-Jun 14-Aug 12-Oct 12-Dec 14-Feb
 — 3U Holding AG — CDAX

Source: Capital IQ

Shareholder	
Freefloat	64.6%
TOMPAT Invest GmbH	25.6%
Management	1.0%
Treasury stocks	8.8%

Calendar	
FY 2022 results	March 28, 2024
Q1 results	May 14, 2024
AGM	May 28, 2024

Changes in estimates			
	2023e	2024e	2025e
Sales (old)	53.2	57.4	61.5
Δ	-	1.6%	1.6%
EBIT (old)	1.7	2.0	3.0
Δ	-	-	-20.0%
EPS (old)	0.05	0.05	0.04
Δ	-	-	-25.0%

Analyst	
Christoph Hoffmann	
+494041113785	
c.hoffmann@montega.de	

Publication	
Comment	9 February 2024

3U HOLDING publishes guidance for 2024 – increase in revenue and lower margin expected

3U HOLDING AG recently has published its forecast for FY 2024, which implies an increase in revenue and a decline in margin compared to 2023e. The company should have met the adjusted forecast for 2023 in our view.

Guidance in detail: 3U anticipates consolidated revenue of EUR 58–62m in 2024, which implies an increase of 9.0–16.5% based on our expectations for 2023 and which is partly due to the acquisition of cs-Gruppe in H2/23. Furthermore, the EBITDA margin is forecast to come in at “around 7% to 8%” (MONe 2023: 9.6%), which corresponds to EUR 4.1–5.0m. Based on higher depreciation and amortization and a lower financial result, consolidated net income should be slightly negative or balanced at between EUR -1.0–0.0m (MONe 2023: EUR 1.8m).

Guidance 3U HOLDING AG (in EUR m)	2024	2023	yoy
Revenue	58.0 to 62.0	52.0 to 56.0	+4% to +19%
EBITDA	4.1 to 5.0	4.5 to 6.0	-32% to +11%
Net income	-1.0 to 0.0	1.5 to 2.5	n.m.

Source: Company, Montega

Diverging segment development likely to continue in 2024: Management expects the ITC segment to continue its positive trend in the current fiscal year. It has been further strengthened by an acquisition in H2/23. In the SHAC segment, 3U anticipates the market situation to remain tense in the first half of the year with the environment starting to improve from H2. Based on the initiated product campaign (Thermcube heat pump system), we also expect the segment to grow over the year 2023, which has been weak throughout the industry. As for the past FY, we continue to expect SHAC revenue of EUR 29.9m (-5.2% yoy) and SHAC revenue of EUR 32.5m in 2024, corresponding to growth of 8.7% yoy. The Renewable Energies segment, in turn, is likely to see the biggest changes in 2024 because of the targeted repowering of the largest wind farm. We have already included this in our model since the summer of 2023. In line with management, we still expect the final authorization in the first half of the current fiscal year. We believe that the company will then directly start ordering the new Vestas turbines. The required prepayments, which we estimate to be in the low to medium single-digit million euro range, should be manageable without any problems given the comfortable cash position.

Lower profitability mainly due to Renewable Energies segment: In addition to higher depreciation and amortization because of the expected restoration of wind turbines as part of the repowering in Langendorf, the PPA contracts which expired in 2023 also have a negative impact on profitability as the entire electricity yield of the wind farms will now be sold at a monthly market value, which currently is below the old PPA conditions.

Conclusion: 3U's bottom line is still burdened by the challenging SHAC environment and the lower electricity prices. However, the company should continue to make operational progress with the repowering and the Thermcube. We confirm our buy recommendation with an adjusted price target (primarily due to lower SOTP valuation multiple) of EUR 2.70.

FYend: 31.12.	2021	2022	2023e	2024e	2025e
Sales	55.9	62.7	53.2	58.3	62.5
Growth yoy	-8.4%	12.0%	-15.1%	9.6%	7.2%
EBITDA	11.3	165.6	5.1	4.2	6.9
EBIT	6.8	161.1	1.7	-0.5	2.4
Net income	2.9	159.0	1.8	-0.2	0.9
Gross profit margin	52.5%	49.4%	36.1%	34.1%	36.7%
EBITDA margin	20.1%	264.3%	9.6%	7.2%	11.0%
EBIT margin	12.1%	257.1%	3.2%	-0.9%	3.9%
Net Debt	23.6	-168.8	-52.6	-29.4	-13.4
Net Debt/EBITDA	2.1	-1.0	-10.3	-7.0	-1.9
ROCE	10.2%	251.5%	3.9%	-0.9%	3.2%
EPS	0.08	4.44	0.05	-0.01	0.03
FCF per share	-0.43	0.15	0.12	-0.66	-0.48
Dividend	0.05	3.20	0.03	-0.01	0.02
Dividend yield	2.5%	161.6%	1.5%	-0.5%	1.0%
EV/Sales	0.6	0.6	0.7	0.6	0.6
EV/EBITDA	3.1	0.2	6.8	8.3	5.1
EV/EBIT	5.2	0.2	20.5	n.m.	14.4
PER	24.8	0.4	39.6	n.m.	66.0
P/B	1.2	0.3	0.7	0.7	0.7

Source: Company data, Montega, Capital IQ

Figures in EUR m, EPS in EUR, Price: 1.98 EUR

COMPANY BACKGROUND

3U HOLDING AG is a German investment company, whose current operational activities comprise the fields of renewable energies (RE; wind and solar), information and telecommunications technology (ITC) as well as online retail in sanitary, heating and air conditioning technology (SHAC). The company also pursues opportunistic investment strategies in the real estate sector. Following the disposal of weclapp for some EUR 161m in 2022, 3U has liquid assets at record levels and currently is primarily examining add-on acquisitions across the three defined core markets.

Key Facts

Sector	Investment company
Ticker	STO3
Employees	128
Revenue	EUR 50.3m
EBITDA	EUR 8.5m
EBITDA-Marge	16.9%
Core competence	<ul style="list-style-type: none"> • ITC: Provision of high-quality, secure ITC services • RE: Development and operation of wind and solar farms • SHAC: Operation of an online store for complex products in the DIY sector
Locations	Marburg (headquarters), Hannover, Berlin, Koblenz, Bad Honnef, Langendorf, Roge, Klostermoor, Adelebsen
Customer structure	<ul style="list-style-type: none"> • ITC (B2C & B2B): Companies from a wide range of industries as well as end consumers • RE (B2B): Individual contracts with few companies or fixed government allowance • SHAC (B2C & B2B): End users and craft businesses

Source: Company; As of FY 2022

Major events in the company's history





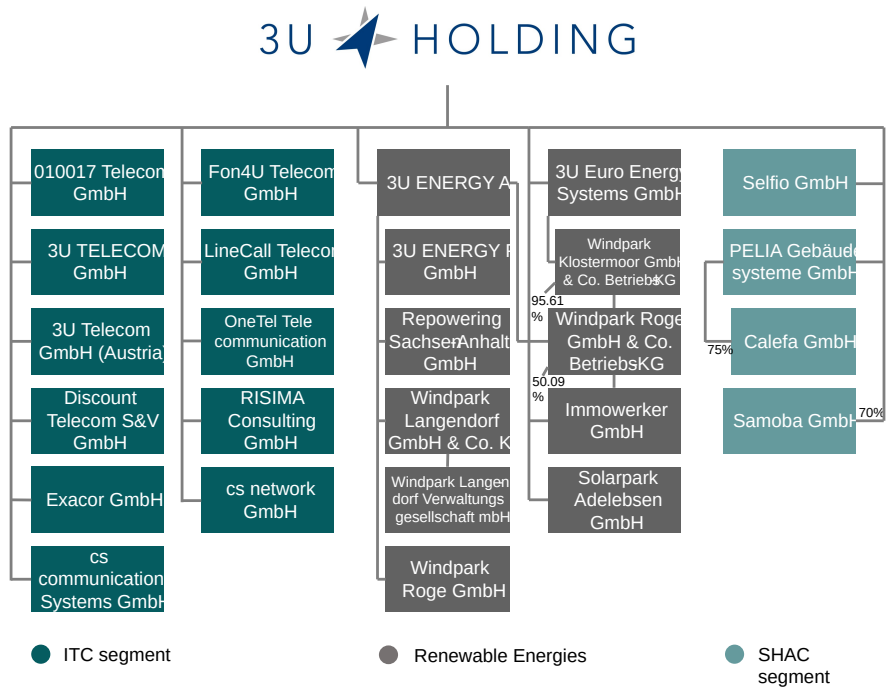
2021 Move into the new distribution centre for the online retail segment

2022 Disposal of the investment in weclapp SE (70.95% stake) for EUR 161.6m

Organisational structure

3U HOLDING AG acts as the holding company in the group’s organisational structure. The ITC segment comprises nine different operational companies. The Renewable Energies segment is also managed by several companies. As is usual in the industry, the group’s own wind farms and solar parks are managed by a management company as well as a GmbH & Co. KG. The business activities of the online retail segment are primarily bundled in Selfio and PELIA. In addition to the companies above, 3U operates another 14 companies such as project development companies which currently are of negligible relevance.

Organizational structure of 3U HOLDING AG



Business model and individual segments

3U divides its business activities in three segments. To show the relevant sales relations, the figures below include pro-forma sales in 2022 which are essentially adjusted for the revenue contributions of the sold investment in weclapp.

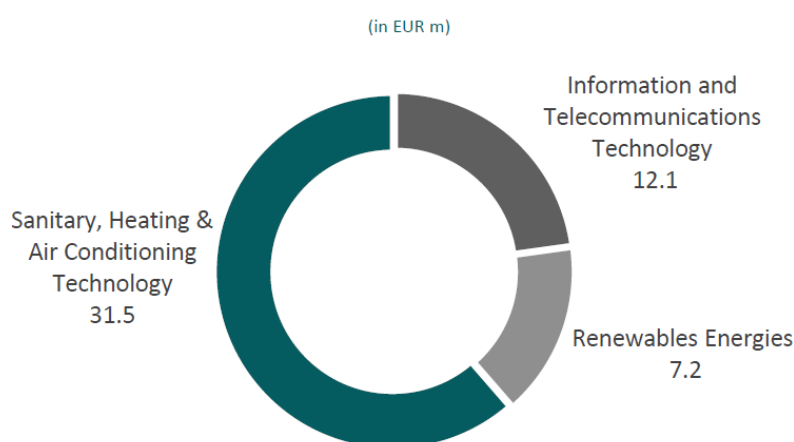
The services provided in the **Information and Telecommunications Technology segment (pro-forma revenue share in 2022: 24%)** are again divided in four business lines:

- -Data Centre Services & Operation (20% of segment sales) bundles all services around the three own data centres. Corporate customers can choose between renting space to set up their own servers (colocation) or computing capacities provided by 3U (Infrastructure-as-a-Service). Active support and operation of IT landscapes for corporate customers (managed services) complete the company’s services.
- The Voice Retail business line (13% of segment sales) offers cost-effective telephone connections for end customers and mainly includes call-by-call and pre-selection calls.
- The Voice Business business line, whose core business is voice termination, generates the majority of segment sales (60% of segment sales). As a subscriber and carrier network operator, 3U has its own internet-based telephone network and acts as an intermediary for telephone calls across the networks (voice termination). Services cover connections in fixed line and mobile networks, international connections as well as special and service numbers.
- To a lesser extent (7% of segment sales), 3U is also trading software licences. In this respect, the company is exclusively focused on the sale of the Litera document management software.

The **Renewable Energies segment (pro-forma revenue share in 2022: 14%)** includes three wind farms with a nominal capacity of 42.9 MW and a solar park with a capacity of 10.1 MW. Earnings are subject to volatility which is typical for the industry and can be put down to changing weather conditions, on the one hand, and fluctuating electricity prices, on the other hand. 3U has already sold most of the electricity yields in 2023 in the form of Power Purchase Agreements (PPA) at fixed conditions. Additionally, the company is planning comprehensive repowering measures at the Langendorf site, which would almost double output from 22.5 MW to 43.0 MW and are expected to triple electricity yields from the start of operations in mid-2025.

The **Sanitary, Heating and Air Conditioning Technology (SHAC) segment (pro-forma revenue share in 2022: 62%)** mainly bundles the activities of the Selfio portfolio company (c. 80% of segment sales). This is a B2C online shop which distributes e.g. underfloor heating or ventilation and water treatment systems of own and third-party brands (e.g. Buderus, Grundfos, Viessmann, Wolf) to handymen and do-it-yourselfers. Customers benefit from extensive assistance in the form of videos or detailed assembly instructions. Additionally, 3U operates PELIA (c. 20% of segment sales), a company which acts as a SHAC wholesaler with customers mainly including handcraft businesses. The company also handles all logistics processes of the segment and is responsible for the still small production of in-house brands.

Pro-forma revenue split 2022 by segment



Source: Company

Target markets, sales regions and sales structure

In regional terms, 3U is mainly focused on the German market but also offers its telecommunications services in Austria, for instance, and delivers customers in more than 30 countries with its Selfio online shop. In the past, roughly 10% of group revenues were generated abroad. The most important sales markets are Austria and Switzerland, which already account for more than half of the foreign revenues. Most of the remaining revenues are generated in other neighbouring European countries.

M&A history

The tables below show the company's exits in chronological order. This illustrates both 3U's long-term investment approach and the opportunistic real estate strategy given that six of the ten transactions are related to real estate. Two transactions are related to self-developed wind farms and an investment in the SHAC sector, respectively, as well as to ERP software provider weclapp. All in all, we believe that 3U has a good track record and a shareholder-friendly dividend policy since the shareholders participate in successful exits in the form of dividend payments.

Asset	Historical exits		Historical exits	
	Purchase price/investment	Year	Disposal value	Year
weclapp	EUR 24.0m	2008	EUR 161m	2022
InnoHubs	EUR 3.7m	2019	EUR 10.1m	2022
Property Adelebsen	EUR 4.3m	2011	EUR 5.1m	2021
ClimaLevel energy systems	EUR 1.0m	2012	EUR 2.3m	2021
Wind farm Lüdersdorf	EUR 3.6m	2016	EUR 4.0m	2021
Linz real estate	EUR 0.8m	2012	EUR 0.7m	2020
Montabaur real estate	EUR 1.9m	2012	EUR 1.7m	2019
Marburg real estate	EUR 8.6m	2009	EUR 11.8m	2019
DC-Property Hannover	EUR 8.4m	2013	EUR 10.2m	2018
Wind farm Schlenzer	EUR 4.4m	2017	EUR 7.5m	2017
Total	EUR 60.7m		EUR 215.0m	

Source: Company

Management

The company is currently run by a management board consisting of three members.



Uwe Knoke has been a member of the management board since November 2021 and is responsible for strategy and business development. The chartered engineer (Diplom-Ingenieur) has a long-standing experience and profound expertise in the area of telecommunications, working for LambdaNet Communications Deutschland AG amongst others, followed by a Managing Director role at 3U TELECOM GmbH.



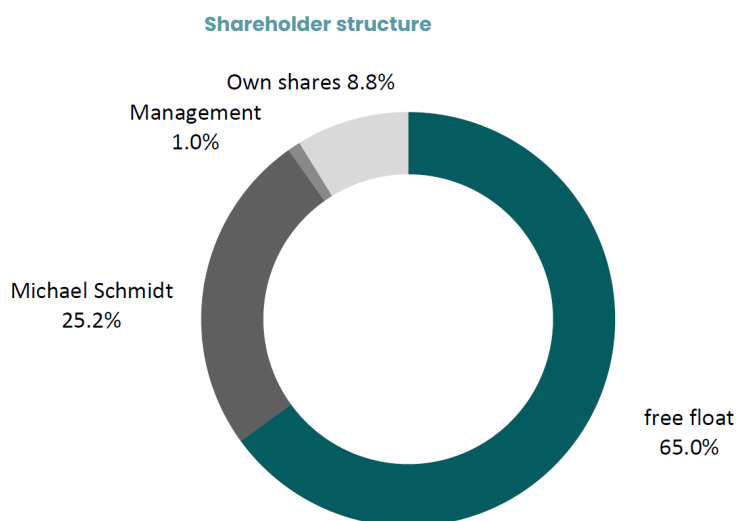
Christoph Hellrung (CFO) joined 3U in 2009, when he was Chief Financial Officer of subsidiary LambdaNet Communications Deutschland AG. In March 2012, he was appointed to the group's board of directors. Following almost 10 years in this function, he became CFO of weclapp SE in October 2021 before he was appointed CFO of 3U HOLDING in May 2022. Prior to joining the 3U group, the business graduate had worked for a leading auditor and was a Management Board member at ENRO AG, which is specialised in renewable energies.



Andreas Odenbreit has joined the group as early as 2005 and, in his role as Management Board member, is in charge of legal and human resources. Prior to this, the lawyer had worked for the legal departments of Volkswagen and Deutsche Telekom.

Shareholder structure

3U HOLDING AG has issued 36,617,014 bearer shares. The shareholder structure is dominated by the stake of founder and current CEO Michael Schmidt, who holds 25.2% of the shares. Furthermore, the other members of the Management and Supervisory Board account for another 1.0% of the shares. 3U holds 8.8% of shares in Treasury. The remaining 65.0% are free float.



Source: Company

DCF Model

Figures in EUR m

	2023e	2024e	2025e	2026e	2027e	2028e	2029e	Terminal Value
Sales	53.2	58.3	62.5	69.0	71.6	70.0	72.8	74.2
Change yoy	-15.1%	9.6%	7.2%	10.5%	3.7%	-2.2%	4.0%	2.0%
EBIT	1.7	-0.5	2.4	4.2	5.1	4.1	4.8	5.9
EBIT margin	3.2%	-0.9%	3.9%	6.0%	7.1%	5.8%	6.6%	8.0%
NOPAT	1.1	-0.3	1.7	2.9	3.6	2.9	3.4	4.2
Depreciation	3.4	4.7	4.5	5.4	4.8	4.6	4.6	2.9
in % of Sales	6.4%	8.0%	7.2%	7.8%	6.7%	6.6%	6.3%	3.9%
Change in Liquidity from								
- Working Capital	-0.5	-1.2	-1.0	-1.1	-2.8	0.7	-0.3	-0.3
- Capex	-4.5	-25.7	-20.7	-0.7	-0.7	-0.7	-0.7	-2.9
Capex in % of Sales	8.4%	44.1%	33.1%	1.0%	1.0%	1.0%	1.0%	3.9%
Other	-12.9	-0.2	-0.1	-0.1	-0.1			
Free Cash Flow (WACC model)	-13.3	-22.7	-15.6	6.4	4.7	7.5	7.0	3.8
WACC	6.7%	6.7%	6.7%	6.7%	6.7%	6.7%	6.7%	6.7%
Present value	-13.3	-21.4	-13.8	5.3	3.7	5.4	4.8	52.5
Total present value	-13.3	-34.8	-48.6	-43.2	-39.6	-34.1	-29.4	23.1

Valuation (in EUR m)

Total present value (Tpv)	23.1
Terminal Value	52.5
Share of TV on Tpv	227%
Liabilities	18.2
Liquidity	74.0
Equity value	78.9

Number of shares (in m)	33.5
Value per share (EUR)	2.4
+Upside / -Downside	19%
Share price (EUR)	1.98

Model parameter

Debt ratio	37.5%
Costs of Debt	4.0%
Market return	9.0%
Risk free rate	2.5%

Beta	1.0
WACC	6.7%
Terminal Growth	2.0%

Growth: sales and margin

Short term sales growth	2023-2026	9.1%
Mid term sales growth	2023-2029	5.4%
Long term sales growth	from 2030	2.0%
Short term EBIT margin	2023-2026	3.1%
Mid term EBIT margin	2023-2029	4.5%
Long term EBIT margin	from 2030	8.0%

Sensitivity Value per Share (EUR)

WACC	Terminal Growth				
	1.25%	1.75%	2.00%	2.25%	2.75%
7.18%	1.98	2.09	2.16	2.22	2.39
6.93%	2.06	2.18	2.25	2.33	2.51
6.68%	2.14	2.28	2.36	2.45	2.66
6.43%	2.23	2.39	2.48	2.58	2.82
6.18%	2.33	2.51	2.61	2.72	3.01

Sensitivity Value per Share (EUR)

WACC	EBIT-margin from 2030e				
	7.50%	7.75%	8.00%	8.25%	8.50%
7.18%	2.06	2.11	2.16	2.20	2.25
6.93%	2.15	2.20	2.25	2.30	2.35
6.68%	2.25	2.30	2.36	2.41	2.46
6.43%	2.36	2.42	2.48	2.53	2.59
6.18%	2.49	2.55	2.61	2.67	2.73

Quelle: Montega

P&L (in EUR m) 3U HOLDING AG	2020	2021	2022	2023e	2024e	2025e
Sales	61.1	55.9	62.7	53.2	58.3	62.5
Increase / decrease in inventory	-0.4	2.0	0.4	0.0	0.0	0.0
Own work capitalised	0.2	0.8	0.8	0.0	0.0	0.0
Total sales	60.8	58.7	63.9	53.2	58.3	62.5
Material Expenses	33.2	29.3	32.9	34.0	38.4	39.6
Gross profit	27.6	29.4	30.9	19.2	19.9	22.9
Personnel expenses	13.1	15.0	19.6	8.5	9.1	9.1
Other operating expenses	8.3	10.0	21.4	6.5	7.2	7.9
Other operating income	5.3	6.9	175.7	1.0	0.5	1.0
EBITDA	11.6	11.3	165.6	5.1	4.2	6.9
Depreciation on fixed assets	4.3	3.1	3.5	3.2	4.3	4.1
EBITA	7.2	8.1	162.1	1.9	-0.1	2.8
Amortisation of intangible assets	1.3	1.4	1.1	0.2	0.4	0.4
Impairment charges and Amortisation of goodwill	0.0	0.0	0.0	0.0	0.0	0.0
EBIT	5.9	6.8	161.1	1.7	-0.5	2.4
Financial result	-0.7	-0.5	-0.1	2.1	0.5	-1.0
Result from ordinary operations	5.3	6.3	161.0	3.8	0.0	1.4
Extraordinary result	0.0	0.0	0.0	0.0	0.0	0.0
EBT	5.3	6.3	161.0	3.8	0.0	1.4
Taxes	1.3	2.2	1.6	1.3	0.0	0.4
Net Profit of continued operations	4.0	4.0	159.4	2.4	0.0	1.0
Net Profit of discontinued operations	0.0	0.0	0.0	0.0	0.0	0.0
Net profit before minorities	4.0	4.0	159.4	2.4	0.0	1.0
Minority interests	0.7	1.1	0.4	0.6	0.2	0.1
Net profit	3.3	2.9	159.0	1.8	-0.2	0.9

Source: Company (reported results), Montega (forecast)

P&L (in % of Sales) 3U HOLDING AG	2020	2021	2022	2023e	2024e	2025e
Sales	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
Increase / decrease in inventory	-0.7%	3.5%	0.6%	0.0%	0.0%	0.0%
Own work capitalised	0.3%	1.4%	1.3%	0.0%	0.0%	0.0%
Total sales	99.6%	104.8%	102.0%	100.0%	100.0%	100.0%
Material Expenses	54.4%	52.3%	52.6%	63.9%	65.9%	63.3%
Gross profit	45.3%	52.5%	49.4%	36.1%	34.1%	36.7%
Personnel expenses	21.5%	26.8%	31.3%	16.0%	15.5%	14.6%
Other operating expenses	13.6%	17.8%	34.2%	12.3%	12.3%	12.6%
Other operating income	8.7%	12.3%	280.4%	1.9%	0.9%	1.6%
EBITDA	18.9%	20.1%	264.3%	9.6%	7.2%	11.0%
Depreciation on fixed assets	7.1%	5.6%	5.5%	6.0%	7.4%	6.5%
EBITA	11.8%	14.5%	258.8%	3.6%	-0.2%	4.5%
Amortisation of intangible assets	2.1%	2.4%	1.7%	0.4%	0.7%	0.6%
Impairment charges and Amortisation of goodwill	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
EBIT	9.7%	12.1%	257.1%	3.2%	-0.9%	3.9%
Financial result	-1.1%	-0.8%	-0.2%	3.9%	0.8%	-1.6%
Result from ordinary operations	8.6%	11.2%	256.9%	7.1%	-0.1%	2.3%
Extraordinary result	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
EBT	8.6%	11.2%	256.9%	7.1%	-0.1%	2.3%
Taxes	2.1%	4.0%	2.5%	2.5%	0.0%	0.7%
Net Profit of continued operations	6.5%	7.2%	254.4%	4.6%	0.0%	1.6%
Net Profit of discontinued operations	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Net profit before minorities	6.5%	7.2%	254.4%	4.6%	0.0%	1.6%
Minority interests	1.1%	2.0%	0.7%	1.1%	0.3%	0.2%
Net profit	5.4%	5.2%	253.7%	3.5%	-0.4%	1.5%

Source: Company (reported results), Montega (forecast)

Balance sheet (in EUR m) 3U HOLDING AG	2020	2021	2022	2023e	2024e	2025e
ASSETS						
Intangible assets	4.9	34.3	4.9	4.9	4.7	4.5
Property, plant & equipment	32.3	33.5	28.4	25.9	47.2	63.6
Financial assets	0.2	0.2	0.2	3.7	3.7	3.7
Fixed assets	37.3	68.0	33.5	34.6	55.6	71.8
Inventories	8.6	13.6	10.8	11.9	13.0	14.0
Accounts receivable	3.8	16.0	3.6	3.6	4.0	4.3
Liquid assets	26.4	12.7	189.7	73.5	50.4	66.3
Other assets	9.8	8.7	6.0	6.0	6.0	6.0
Current assets	48.5	51.0	210.1	95.0	73.4	90.6
Total assets	85.9	119.0	243.6	129.6	129.0	162.5
LIABILITIES AND SHAREHOLDERS' EQUITY						
Shareholders' equity	51.1	55.2	210.4	95.7	94.8	96.0
Minority Interest	0.8	6.9	0.8	0.8	0.8	0.8
Provisions	2.6	2.3	2.8	2.8	2.8	2.8
Financial liabilities	20.1	35.0	19.5	19.5	19.5	51.5
Accounts payable	3.2	3.9	3.0	3.7	4.0	4.3
Other liabilities	8.0	15.7	7.1	7.1	7.1	7.1
Liabilities	33.9	56.9	32.4	33.1	33.4	65.7
Total liabilities and shareholders' equity	85.9	119.0	243.6	129.6	129.0	162.5

Source: Company (reported results), Montega (forecast)

Balance sheet (in %) 3U HOLDING AG	2020	2021	2022	2023e	2024e	2025e
ASSETS						
Intangible assets	5.7%	28.8%	2.0%	3.8%	3.7%	2.8%
Property, plant & equipment	37.6%	28.2%	11.7%	20.0%	36.6%	39.1%
Financial assets	0.2%	0.2%	0.1%	2.9%	2.9%	2.3%
Fixed assets	43.5%	57.2%	13.8%	26.7%	43.1%	44.2%
Inventories	10.0%	11.4%	4.4%	9.2%	10.1%	8.6%
Accounts receivable	4.4%	13.5%	1.5%	2.8%	3.1%	2.6%
Liquid assets	30.8%	10.7%	77.9%	56.7%	39.1%	40.8%
Other assets	11.4%	7.3%	2.5%	4.6%	4.7%	3.7%
Current assets	56.5%	42.9%	86.2%	73.3%	56.9%	55.8%
Total Assets	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
LIABILITIES AND SHAREHOLDERS' EQUITY						
Shareholders' equity	59.5%	46.4%	86.4%	73.8%	73.5%	59.1%
Minority Interest	1.0%	5.8%	0.3%	0.6%	0.6%	0.5%
Provisions	3.1%	1.9%	1.2%	2.2%	2.2%	1.7%
Financial liabilities	23.4%	29.4%	8.0%	15.0%	15.1%	31.7%
Accounts payable	3.7%	3.3%	1.2%	2.9%	3.1%	2.6%
Other liabilities	9.3%	13.2%	2.9%	5.5%	5.5%	4.4%
Total Liabilities	39.5%	47.8%	13.3%	25.5%	25.9%	40.4%
Total Liabilities and Shareholders' Equity	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Source: Company (reported results), Montega (forecast)

Statement of cash flows (in EUR m) 3U HOLDING AG	2020	2021	2022	2023e	2024e	2025e
Net income	4.0	4.0	159.4	2.4	0.0	1.0
Depreciation of fixed assets	4.3	3.1	3.5	3.2	4.3	4.1
Amortisation of intangible assets	1.3	1.4	1.1	0.2	0.4	0.4
Increase/decrease in long-term provisions	0.2	0.0	0.2	0.0	0.0	0.0
Other non-cash related payments	-4.5	-1.4	-162.0	0.0	0.0	0.0
Cash flow	5.3	7.1	2.1	5.9	4.7	5.5
Increase / decrease in working capital	-0.5	-16.6	14.4	-0.5	-1.2	-1.0
Cash flow from operating activities	4.8	-9.5	16.5	5.4	3.5	4.5
CAPEX	-10.4	-5.6	-11.0	-1.0	-25.7	-20.7
Other	5.6	-8.1	158.8	-3.2	0.0	0.0
Cash flow from investing activities	-4.8	-13.8	147.8	-4.1	-25.7	-20.7
Dividends paid	-2.0	-2.0	-2.0	-117.4	-0.9	0.2
Change in financial liabilities	6.4	12.2	15.0	0.0	0.0	32.0
Other	0.8	-1.0	-0.4	0.0	0.0	0.0
Cash flow from financing activities	5.3	9.2	12.6	-117.4	-0.9	32.2
Effects of exchange rate changes on cash	0.5	0.3	0.0	0.0	0.0	0.0
Change in liquid funds	5.3	-14.0	177.0	-116.2	-23.2	16.0
Liquid assets at end of period	26.4	12.7	189.7	73.5	50.4	66.3

Source: Company (reported results), Montega (forecast)

Key figures 3U HOLDING AG	2020	2021	2022	2023e	2024e	2025e
Earnings margins						
Gross margin (%)	45.3%	52.5%	49.4%	36.1%	34.1%	36.7%
EBITDA margin (%)	18.9%	20.1%	264.3%	9.6%	7.2%	11.0%
EBIT margin (%)	9.7%	12.1%	257.1%	3.2%	-0.9%	3.9%
EBT margin (%)	8.6%	11.2%	256.9%	7.1%	-0.1%	2.3%
Net income margin (%)	6.5%	7.2%	254.4%	4.6%	0.0%	1.6%
Return on capital						
ROCE (%)	12.4%	10.2%	251.5%	3.9%	-0.9%	3.2%
ROE (%)	7.0%	5.6%	256.0%	0.9%	-0.2%	1.0%
ROA (%)	3.8%	2.5%	65.3%	1.4%	-0.2%	0.6%
Solvency						
YE net debt (in EUR)	-5.0	23.6	-168.8	-52.6	-29.4	-13.4
Net debt / EBITDA	-0.4	2.1	-1.0	-10.3	-7.0	-1.9
Net gearing (Net debt/equity)	-0.1	0.4	-0.8	-0.5	-0.3	-0.1
Cash Flow						
Free cash flow (EUR m)	-5.6	-15.1	5.5	4.4	-22.2	-16.2
Capex / sales (%)	17.0%	10.1%	17.6%	8.4%	44.1%	33.1%
Working capital / sales (%)	14.7%	31.2%	29.6%	21.8%	21.3%	21.6%
Valuation						
EV/Sales	0.6	0.6	0.6	0.7	0.6	0.6
EV/EBITDA	3.0	3.1	0.2	6.8	8.3	5.1
EV/EBIT	5.9	5.2	0.2	20.5	-	14.4
EV/FCF	-	-	6.3	7.9	-	-
PE	22.0	24.8	0.4	39.6	-	66.0
P/B	1.3	1.2	0.3	0.7	0.7	0.7
Dividend yield	2.5%	2.5%	161.6%	1.3%	-0.3%	0.8%

Source: Company (reported results), Montega (forecast)

Disclaimer

This document does not represent any offer or invitation to buy or sell any kind of securities or financial instruments. The document serves for information purposes only. This document only contains a non-binding opinion on the investment instruments concerned and non-binding judgments on market conditions at the time of publication. Due to its content, which serves for general information purposes only, this document may not replace personal, investor- or issue-specific advice and does also not provide basic information required for an investment decision that are formulated and expressed in other sources, especially in properly authorised prospectuses. All data, statements and conclusions drawn in this document are based on sources believed to be reliable but we do not guarantee their correctness or their completeness. The expressed statements reflect the personal judgement of the author at a certain point in time. These judgements may be changed at any time and without prior announcement. No liability for direct and indirect damages is assumed by either the analyst or the institution employing the analyst. This confidential report is made available to a limited audience only. This publication and its contents may only be disseminated or distributed to third parties following the prior consent of Montega. All capital market rules and regulations governing the compilation, content, and distribution of research in force in the different national legal systems apply and are to be complied with by both suppliers and recipients. Distribution within the United Kingdom: this document is allotted exclusively to persons who are authorized or appointed in the sense of the Financial Services Act of 1986 or on any valid resolution on the basis of this act. Recipients also include persons described in para 11(3) of the Financial Act 1986 (Investments Advertisements) (Exemptions) Order 1996 (in each currently valid amendment). It is not intended to remit information directly or indirectly to any other groups or recipients. It is not allowed to transmit, distribute, or to make this document or a copy thereof available to persons within the United States of America, Canada, and Japan or to their overseas territories.

Reference pursuant to MiFID II (as of 15.02.2024):

This publication was prepared on the basis of a contract between Montega AG and the issuer and will be paid by the issuer. This document has been widely published and Montega AG makes it simultaneously available for all interested parties. Its receipt therefore is considered a permissible minor non-monetary benefit in the sense of section 64 Paragraph 7 Sentence 2 No. 1 and 2 of the German Securities Trading Act (WpHG).

Supervisory authority:

Financial Supervisory Authority
Graurheindorfer Str. 108
53117 Bonn

Sources of information: The main sources of information for the preparation of this financial analysis are publications of the issuer as well as publicly available information of national and international media, which Montega regards as reliable. There have also been discussions with members of the management team or the investor relations division of the company concerned when preparing this analysis.

Prices of financial instruments mentioned in this analysis are closing prices of the publishing date (respectively the previous day) if not explicitly mentioned otherwise. Any updating of this publication will be made in the case of events that Montega considers to be possibly relevant to the stocks' price performance. The end of regular comments on events in context with the issuer (coverage) will be announced beforehand.

Fundamental basics and principles of the evaluative judgements contained in this document: Assessments and valuations leading to ratings and judgements given by Montega AG are generally based on acknowledged and broadly approved methods of analysis i.e. a DCF model, a peer group comparison, or sum-of-the-parts model.

Our ratings:

Buy: The analysts at Montega AG believe the share price will rise during the next twelve months.

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

Sell: The analysts at Montega AG believe the share price will fall during the next twelve months.

Contact Montega AG:

Schauenburgerstraße 10
20095 Hamburg
www.montega.de / Tel: +49 40 4 1111 37 80

Conflicts of interest

Montega has implemented various measures to avoid conflicts of interest. This includes a ban for all employees of Montega AG from trading stocks within the coverage universe for which Montega has a mandate for the creation of research. Additionally, both employees and the company are prohibited from accepting gifts from individuals with a special interest in the content of research publications. To ensure maximum transparency, Montega has created an overview in accordance with § 85 WpHG and Article 20 of Regulation (EU) No. 596/2014 in conjunction with Delegated Regulation 2016/958. The research report has been made available to the company prior to its publication / dissemination. Thereafter, only factual changes have been made to the report.

- (1) In the past 12 months, Montega has entered into an agreement with the issuer for the creation of financial analyses, for which Montega receives compensation.
- (2) In the past 12 months, Montega has entered into an agreement with a third party for the creation of financial analyses, for which Montega receives compensation.
- (3) In the past 12 months, Montega has provided other consulting services to this company and/or its shareholders.
- (4) In the last 12 months, Montega and/or an contractually bound affiliated entity have been party to an agreement with the analyzed company for services related to investment banking activities or have received compensation from such an agreement.
- (5) Montega and/or an affiliated entity expect compensation from the company for investment banking services in the next three months or intend to seek such compensation.
- (6) At the time of publication, Montega's analyst responsible for the publication or another Montega employee holds shares representing over 5% of the analyzed issuer's share capital.
- (7) At the time of publication, Montega's analyst responsible for the publication or another Montega employee holds a net long or short position of more than 0.5% of the analyzed issuer's share capital.
- (8) A company affiliated with Montega AG may be involved in the share capital of the issuer or hold other financial instruments in this company.
- (9) Montega or an affiliated entity has significant financial interests in the analyzed company, such as obtaining and/or exercising mandates or providing services for the analyzed company (e.g., roadshows, round tables, earnings calls, presentations at conferences, etc.).
- (10) In the last 12 months, Montega provided services (through a third party) to a member of the analyzed company's management related to the transfer of shares of the analyzed company and received compensation for this.

Company	Disclosure (as of 15.02.2024)
3U Holding AG	1, 8, 9

Price history

Recommendation	Date	Price (EUR)	Price target (EUR)	Potential
Buy (Initiation)	20.03.2023	5.08	5.50	+8%
Hold	27.06.2023	2.44	2.20	-10%
Buy	18.07.2023	2.76	3.05	+10%
Buy	16.08.2023	2.51	3.05	+22%
Buy	31.08.2023	2.27	3.05	+34%
Buy	06.11.2023	2.30	2.90	+26%
Buy	09.11.2023	2.31	2.90	+26%
Buy	09.02.2024	1.98	2.70	+36%