

**Buy** (old: Buy)

**Price target: EUR 350.00** (old: EUR 350.00)

<b>Price:</b>	EUR 194.00	<b>Next result:</b>	FY 17: tba
<b>Bloomberg:</b>	PAL:GR	<b>Market cap:</b>	EUR 246.5 m
<b>Reuters:</b>	PALG.XE	<b>Enterprise Value:</b>	EUR 233.6 m

06-December-17

**Pierre Gröning**

Analyst

pierre.groening@ha-ib.de

Tel.: +49 40 450 6342 30 92

## TV series further enhance PANTAFlix' attractiveness

PANTAFlix' announcement to **extend the content offering of its VoD platform by various TV series** represents another important step in the dynamic ramp-up process and supports our positive view on the platform's strong revenue potential.

- **Further enhancing the attractiveness of the content library.** Already by now, around 120 seasons with > 1,600 episodes are immediately available on the platform. Amongst others, the formats include popular German TV series such as the well-known drama series 'Tatort' which belongs to the top-rated formats in German TV (average audience of > 9m viewers each week).

With that, PANTAFlix (1) adds another important format category to its comprehensive content library and makes **another step to become a one-stop shop for the international exploitation of films and series** while (2) further increasing the platform's attractiveness especially for series fans across the globe that have no direct access to their favourite domestic series formats.

- **Highly attractive monetisation potential.** The inclusion of TV series appears all the more attractive considering that especially the public German TV stations are only allowed to offer content via their own online media libraries for a limited period (usually between 7 and 30 days) due to the German broadcasting treaty ('Rundfunkstaatsvertrag'). Hence, offering the corresponding content via PANTAFlix is highly attractive as it should attract further German domestic customers interested in these well-known series formats while it opens a new monetisation channel for the public TV stations.

What's more, **the monetisation via PANTAFlix offers appealing potential also for international rights holders** of series formats given that they don't need to individually negotiate the exploitation of their content for each territory any longer but get a global partner allowing an international distribution.

Overall, the expansion of PANTAFlix' content library by series formats marks another step for **PANTAFlix on its way to become a key player in the VoD market** while it further increases its attractiveness for consumers across the globe. **BUY, PT € 350** based on DCF.

Y/E 31.12 (EUR m)	2013	2014	2015	2016	2017E	2018E	2019E
Sales	7.2	6.0	13.7	15.1	35.8	55.2	81.5
Sales growth	165 %	-17 %	128 %	11 %	137 %	54 %	48 %
EBITDA	3.1	-0.3	8.8	9.2	23.9	34.1	51.7
EBIT	2.9	-0.3	-0.5	-1.7	-1.2	12.5	28.9
Net income	2.8	-0.4	-0.4	-1.7	-1.1	10.0	21.7
Net debt	-4.2	4.6	-1.8	3.9	-12.9	-16.3	-28.5
Net gearing	n/a	n/a	-37.1 %	127.7 %	-68.9 %	-54.6 %	-53.1 %
Net Debt/EBITDA	0.0	-14.0	0.0	0.4	0.0	0.0	0.0
EPS pro forma	2.76	-0.39	-0.35	-1.52	-0.84	7.86	17.11
CPS	2.39	-8.85	1.22	0.65	-4.90	4.06	11.94
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	n/a	n/a	32.5 %	76.7 %	84.0 %	82.6 %	84.0 %
EBITDA margin	42.7 %	-5.5 %	64.4 %	60.5 %	66.6 %	61.8 %	63.4 %
EBIT margin	40.7 %	-5.8 %	-4.0 %	-11.4 %	-3.2 %	22.8 %	35.5 %
ROCE	n/a	n/a	n/a	n/a	n/a	41.6 %	60.7 %
EV/sales	26.3	33.1	15.5	14.4	6.5	4.2	2.7
EV/EBITDA	n/a	n/a	24.0	23.7	9.8	6.8	4.2
EV/EBIT	n/a	n/a	n/a	-125.4	-202.0	18.3	7.5
PER	n/a	n/a	n/a	-127.4	-229.9	24.7	11.3
Adjusted FCF yield	n/a	-0.2 %	-0.2 %	-0.8 %	-0.5 %	3.8 %	8.9 %

Source: Company data, Hauck & Aufhäuser Close price as of: 05.12.2017



Source: Company data, Hauck & Aufhäuser

**High/low 52 weeks:** 194.95 / 50.40

**Price/Book Ratio:** 13.1

**Relative performance (SDAX):**

3 months	57.2 %
6 months	60.9 %
12 months	318.4 %

## Changes in estimates

	Sales	EBIT	EPS
2017	old: 35.8	-1.2	-0.84
	Δ -	-	-
2018	old: 55.2	12.5	7.86
	Δ -	-	-
2019	old: 81.5	28.9	17.11
	Δ -	-	-

## Key share data:

Number of shares: (in m pcs) 1.2

Authorised capital: (in € m) -

Book value per share: (in €) 14.8

Ø trading volume: (12 months) 1,000

## Major shareholders:

Blackmars Capital	61.8 %
Free Float	38.3 %
Allianz Global Investors	6.9 %
Frankfurt Performance	4.1 %
Carmignac Gestion	3.6 %
Taaleri Wealth Mgmt	3.0 %

## Company description:

PANTAFlix develops and produces films in Germany and internationally. It is also involved in the exploitation of the rights to films through international film distributors. In 2016, the company launched its online streaming platform PANTAFlix.

## Financials

Profit and loss (EUR m)	2013	2014	2015	2016	2017E	2018E	2019E
<b>Net sales</b>	<b>7.2</b>	<b>6.0</b>	<b>13.7</b>	<b>15.1</b>	<b>35.8</b>	<b>55.2</b>	<b>81.5</b>
Sales growth	164.8 %	-16.6 %	127.7 %	10.6 %	136.6 %	54.1 %	47.8 %
Increase/decrease in finished goods and work-in-process	0.0	0.0	0.0	0.4	0.0	0.0	0.0
<b>Total sales</b>	<b>7.2</b>	<b>6.0</b>	<b>13.7</b>	<b>15.6</b>	<b>35.8</b>	<b>55.2</b>	<b>81.5</b>
Other operating income	2.6	1.9	6.6	0.9	3.0	2.9	3.7
Material expenses	5.7	7.0	9.2	3.6	5.7	9.6	13.0
Personnel expenses	0.5	0.5	0.8	2.0	4.1	6.1	8.6
Other operating expenses	0.5	0.8	1.5	1.7	5.1	8.3	11.9
Total operating expenses	4.1	6.3	4.9	6.4	11.9	21.1	29.8
<b>EBITDA</b>	<b>3.1</b>	<b>-0.3</b>	<b>8.8</b>	<b>9.2</b>	<b>23.9</b>	<b>34.1</b>	<b>51.7</b>
Depreciation	0.1	0.0	0.1	0.0	0.2	0.3	0.4
<b>EBITA</b>	<b>2.9</b>	<b>-0.3</b>	<b>8.7</b>	<b>9.1</b>	<b>23.7</b>	<b>33.8</b>	<b>51.3</b>
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	9.3	10.9	24.8	21.2	22.4
Impairment charges	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>EBIT</b>	<b>2.9</b>	<b>-0.3</b>	<b>-0.5</b>	<b>-1.7</b>	<b>-1.2</b>	<b>12.5</b>	<b>28.9</b>
Interest income	0.0	0.1	0.1	0.1	0.1	0.1	0.1
Interest expenses	0.0	0.0	0.0	0.0	0.0	0.1	0.1
Other financial result	0.0	0.0	0.0	0.0	0.0	1.1	2.1
Financial result	0.0	0.1	0.1	0.1	0.1	1.1	2.1
<b>Recurring pretax income from continuing operations</b>	<b>2.9</b>	<b>-0.2</b>	<b>-0.4</b>	<b>-1.6</b>	<b>-1.1</b>	<b>13.7</b>	<b>31.1</b>
Extraordinary income/loss	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>Earnings before taxes</b>	<b>2.9</b>	<b>-0.2</b>	<b>-0.4</b>	<b>-1.6</b>	<b>-1.1</b>	<b>13.7</b>	<b>31.1</b>
Taxes	0.2	0.1	-0.1	0.1	0.0	3.7	9.3
<b>Net income from continuing operations</b>	<b>2.8</b>	<b>-0.4</b>	<b>-0.4</b>	<b>-1.7</b>	<b>-1.1</b>	<b>10.0</b>	<b>21.7</b>
Result from discontinued operations (net of tax)	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>Net income</b>	<b>2.8</b>	<b>-0.4</b>	<b>-0.4</b>	<b>-1.7</b>	<b>-1.1</b>	<b>10.0</b>	<b>21.7</b>
Minority interest	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>Net income (net of minority interest)</b>	<b>2.8</b>	<b>-0.4</b>	<b>-0.4</b>	<b>-1.7</b>	<b>-1.1</b>	<b>10.0</b>	<b>21.7</b>
Average number of shares	1.0	1.0	1.1	1.1	1.2	1.3	1.3
<b>EPS reported</b>	<b>2.76</b>	<b>-0.39</b>	<b>-0.35</b>	<b>-1.52</b>	<b>-0.91</b>	<b>7.86</b>	<b>17.11</b>

Profit and loss (common size)	2013	2014	2015	2016	2017E	2018E	2019E
<b>Net sales</b>	<b>100.0 %</b>						
Increase/decrease in finished goods and work-in-process	0.0 %	0.0 %	0.0 %	2.8 %	0.0 %	0.0 %	0.0 %
<b>Total sales</b>	<b>100.0 %</b>	<b>100.0 %</b>	<b>100.0 %</b>	<b>102.8 %</b>	<b>100.0 %</b>	<b>100.0 %</b>	<b>100.0 %</b>
Other operating income	35.6 %	31.9 %	48.6 %	6.2 %	8.4 %	5.3 %	4.5 %
Material expenses	78.6 %	116.0 %	67.5 %	23.9 %	16.0 %	17.4 %	16.0 %
Personnel expenses	6.8 %	8.6 %	6.0 %	13.1 %	11.5 %	11.0 %	10.5 %
Other operating expenses	7.4 %	12.7 %	10.8 %	11.5 %	14.2 %	15.1 %	14.6 %
Total operating expenses	57.3 %	105.5 %	35.6 %	42.3 %	33.4 %	38.2 %	36.6 %
<b>EBITDA</b>	<b>42.7 %</b>	<b>-5.5 %</b>	<b>64.4 %</b>	<b>60.5 %</b>	<b>66.6 %</b>	<b>61.8 %</b>	<b>63.4 %</b>
Depreciation	2.1 %	0.3 %	0.7 %	0.2 %	0.5 %	0.5 %	0.5 %
<b>EBITA</b>	<b>40.7 %</b>	<b>-5.8 %</b>	<b>63.7 %</b>	<b>60.3 %</b>	<b>66.1 %</b>	<b>61.3 %</b>	<b>62.9 %</b>
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 %	67.6 %	71.7 %	69.4 %	38.5 %	27.5 %
Impairment charges	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
<b>EBIT</b>	<b>40.7 %</b>	<b>-5.8 %</b>	<b>-4.0 %</b>	<b>-11.4 %</b>	<b>-3.2 %</b>	<b>22.8 %</b>	<b>35.5 %</b>
Interest income	0.1 %	1.9 %	0.9 %	0.7 %	0.3 %	0.2 %	0.1 %
Interest expenses	0.4 %	0.3 %	0.1 %	0.0 %	0.1 %	0.1 %	0.1 %
Other financial result	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	1.9 %	2.6 %
Financial result	-0.2 %	1.7 %	0.8 %	0.7 %	0.2 %	2.0 %	2.6 %
<b>Recurring pretax income from continuing operations</b>	<b>40.4 %</b>	<b>-4.1 %</b>	<b>-3.2 %</b>	<b>-10.8 %</b>	<b>-3.0 %</b>	<b>24.8 %</b>	<b>38.1 %</b>
Extraordinary income/loss	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
<b>Earnings before taxes</b>	<b>40.4 %</b>	<b>-4.1 %</b>	<b>-3.2 %</b>	<b>-10.8 %</b>	<b>-3.0 %</b>	<b>24.8 %</b>	<b>38.1 %</b>
Tax rate	5.4 %	-58.3 %	11.9 %	-3.6 %	-3.6 %	30.0 %	30.0 %
<b>Net income from continuing operations</b>	<b>38.3 %</b>	<b>-6.5 %</b>	<b>-2.8 %</b>	<b>-11.1 %</b>	<b>-3.0 %</b>	<b>18.1 %</b>	<b>26.7 %</b>
Income from discontinued operations (net of tax)	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
<b>Net income</b>	<b>38.3 %</b>	<b>-6.5 %</b>	<b>-2.8 %</b>	<b>-11.1 %</b>	<b>-3.0 %</b>	<b>18.1 %</b>	<b>26.7 %</b>
Minority interest	0.0 %	0.0 %	0.0 %	-0.1 %	0.0 %	0.0 %	0.0 %
<b>Net income (net of minority interest)</b>	<b>38.3 %</b>	<b>-6.5 %</b>	<b>-2.8 %</b>	<b>-11.1 %</b>	<b>-3.0 %</b>	<b>18.1 %</b>	<b>26.7 %</b>

Source: Company data, Hauck & Aufhäuser

Balance sheet (EUR m)	2013	2014	2015	2016	2017E	2018E	2019E
<b>Intangible assets</b>	<b>0.0</b>	<b>0.0</b>	<b>1.0</b>	<b>7.5</b>	<b>1.1</b>	<b>2.4</b>	<b>3.0</b>
Property, plant and equipment	0.0	0.0	0.0	0.1	0.1	0.1	0.1
Financial assets	0.0	0.0	0.0	0.0	0.0	1.1	3.2
<b>FIXED ASSETS</b>	<b>0.0</b>	<b>0.0</b>	<b>1.1</b>	<b>7.6</b>	<b>1.3</b>	<b>3.6</b>	<b>6.3</b>
Inventories	2.3	6.2	0.9	0.0	0.0	0.0	0.0
Accounts receivable	1.9	6.0	3.4	4.6	10.9	16.8	24.9
Other current assets	0.0	0.0	3.3	4.0	4.0	4.0	4.0
Liquid assets	7.0	5.9	4.8	1.8	18.7	22.0	34.3
Deferred taxes	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Deferred charges and prepaid expenses	0.0	0.0	0.0	0.1	0.1	0.1	0.1
<b>CURRENT ASSETS</b>	<b>11.3</b>	<b>18.1</b>	<b>12.4</b>	<b>10.5</b>	<b>33.6</b>	<b>42.9</b>	<b>63.2</b>
<b>TOTAL ASSETS</b>	<b>11.3</b>	<b>19.0</b>	<b>13.5</b>	<b>18.1</b>	<b>34.9</b>	<b>46.5</b>	<b>69.4</b>
<b>SHAREHOLDERS EQUITY</b>	<b>-0.5</b>	<b>0.0</b>	<b>4.8</b>	<b>3.1</b>	<b>18.8</b>	<b>29.8</b>	<b>53.6</b>
MINORITY INTEREST	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Long-term debt	2.9	10.5	3.0	5.8	5.8	5.8	5.8
Provisions for pensions and similar obligations	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other provisions	0.3	0.2	0.1	0.2	0.2	0.2	0.2
<b>Non-current liabilities</b>	<b>3.1</b>	<b>10.7</b>	<b>3.1</b>	<b>5.9</b>	<b>5.9</b>	<b>5.9</b>	<b>5.9</b>
short-term liabilities to banks	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Accounts payable	0.1	0.3	0.2	0.8	2.0	3.1	4.6
Advance payments received on orders	0.0	5.5	5.0	6.5	6.5	6.5	6.5
Other liabilities (incl. from lease and rental contracts)	8.6	2.5	0.4	1.7	1.7	1.7	1.7
Deferred taxes	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Deferred income	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>Current liabilities</b>	<b>8.7</b>	<b>8.3</b>	<b>5.6</b>	<b>9.1</b>	<b>10.2</b>	<b>11.3</b>	<b>12.8</b>
<b>TOTAL LIABILITIES AND SHAREHOLDERS EQUITY</b>	<b>11.3</b>	<b>19.0</b>	<b>13.5</b>	<b>18.1</b>	<b>34.9</b>	<b>47.0</b>	<b>72.3</b>

Balance sheet (common size)	2013	2014	2015	2016	2017E	2018E	2019E
<b>Intangible assets</b>	<b>0.0 %</b>	<b>0.0 %</b>	<b>7.7 %</b>	<b>41.4 %</b>	<b>3.3 %</b>	<b>5.1 %</b>	<b>4.2 %</b>
Property, plant and equipment	0.2 %	0.1 %	0.3 %	0.6 %	0.3 %	0.2 %	0.2 %
Financial assets	0.0 %	0.0 %	0.0 %	0.1 %	0.0 %	2.3 %	4.4 %
<b>FIXED ASSETS</b>	<b>0.3 %</b>	<b>0.2 %</b>	<b>8.0 %</b>	<b>42.1 %</b>	<b>3.7 %</b>	<b>7.6 %</b>	<b>8.7 %</b>
Inventories	20.6 %	32.5 %	6.7 %	0.0 %	0.0 %	0.0 %	0.0 %
Accounts receivable	16.9 %	31.8 %	25.1 %	25.6 %	31.3 %	35.8 %	34.4 %
Other current assets	0.0 %	0.0 %	24.3 %	22.0 %	11.4 %	8.4 %	5.5 %
Liquid assets	62.2 %	31.0 %	35.7 %	10.1 %	53.5 %	46.8 %	47.4 %
Deferred taxes	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Deferred charges and prepaid expenses	0.0 %	0.0 %	0.2 %	0.3 %	0.1 %	0.1 %	0.1 %
<b>CURRENT ASSETS</b>	<b>99.8 %</b>	<b>95.3 %</b>	<b>92.0 %</b>	<b>57.9 %</b>	<b>96.3 %</b>	<b>91.2 %</b>	<b>87.3 %</b>
<b>TOTAL ASSETS</b>	<b>100.0 %</b>	<b>98.8 %</b>	<b>96.0 %</b>				
<b>SHAREHOLDERS EQUITY</b>	<b>-4.5 %</b>	<b>0.0 %</b>	<b>35.3 %</b>	<b>17.1 %</b>	<b>53.7 %</b>	<b>63.4 %</b>	<b>74.1 %</b>
MINORITY INTEREST	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Long-term debt	25.3 %	55.4 %	22.6 %	31.9 %	16.5 %	12.3 %	8.0 %
Provisions for pensions and similar obligations	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Other provisions	2.3 %	0.9 %	0.4 %	0.9 %	0.5 %	0.3 %	0.2 %
<b>Non-current liabilities</b>	<b>27.5 %</b>	<b>56.4 %</b>	<b>22.9 %</b>	<b>32.8 %</b>	<b>17.0 %</b>	<b>12.6 %</b>	<b>8.2 %</b>
short-term liabilities to banks	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Accounts payable	0.8 %	1.6 %	1.7 %	4.7 %	5.7 %	6.6 %	6.3 %
Advance payments received on orders	0.0 %	29.0 %	37.1 %	36.0 %	18.6 %	13.8 %	9.0 %
Other liabilities (incl. from lease and rental contracts)	76.1 %	13.1 %	2.9 %	9.5 %	4.9 %	3.7 %	2.4 %
Deferred taxes	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Deferred income	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
<b>Current liabilities</b>	<b>76.9 %</b>	<b>43.6 %</b>	<b>41.7 %</b>	<b>50.2 %</b>	<b>29.3 %</b>	<b>24.1 %</b>	<b>17.7 %</b>
<b>TOTAL LIABILITIES AND SHAREHOLDERS EQUITY</b>	<b>100.0 %</b>						

Source: Company data, Hauck & Aufhäuser

Cash flow statement (EUR m)	2013	2014	2015	2016	2017E	2018E	2019E
Net profit/loss	2.8	-0.4	-0.4	-1.7	-1.1	10.0	21.7
Depreciation of fixed assets (incl. leases)	0.1	0.0	0.1	0.0	0.2	0.3	0.4
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	9.3	10.9	24.8	21.2	22.4
Others	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Cash flow from operations before changes in w/c	2.9	-0.4	9.0	9.2	23.9	31.5	44.5
Increase/decrease in inventory	0.6	-3.8	5.3	0.9	0.0	0.0	0.0
Increase/decrease in accounts receivable	-0.3	-4.1	2.7	-1.2	-6.3	-5.9	-8.0
Increase/decrease in accounts payable	-0.5	0.2	-0.1	0.6	1.2	1.1	1.5
Increase/decrease in other working capital positions	-0.2	-0.7	-6.1	2.1	0.0	0.0	0.0
Increase/decrease in working capital	-0.4	-8.5	1.7	2.4	-5.2	-4.8	-6.6
<b>Cash flow from operating activities</b>	<b>2.5</b>	<b>-8.8</b>	<b>10.7</b>	<b>11.6</b>	<b>18.8</b>	<b>26.7</b>	<b>38.0</b>
CAPEX	0.0	0.0	10.4	17.4	18.7	22.8	23.4
Payments for acquisitions	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Financial investments	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Income from asset disposals	0.0	0.0	0.1	0.1	0.0	0.0	0.0
<b>Cash flow from investing activities</b>	<b>0.0</b>	<b>0.0</b>	<b>-10.3</b>	<b>-17.3</b>	<b>-18.7</b>	<b>-22.8</b>	<b>-23.4</b>
Cash flow before financing	2.5	-8.8	0.4	-5.7	0.1	3.9	14.6
Increase/decrease in debt position	2.9	0.0	0.0	0.0	0.0	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	6.0	0.0	22.5	0.0	0.0
Dividends paid	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Others	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Effects of exchange rate changes on cash	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>Cash flow from financing activities</b>	<b>2.9</b>	<b>0.0</b>	<b>6.0</b>	<b>0.0</b>	<b>22.5</b>	<b>0.0</b>	<b>0.0</b>
Increase/decrease in liquid assets	5.4	-8.8	6.4	-5.7	22.6	3.9	14.6
<b>Liquid assets at end of period</b>	<b>5.8</b>	<b>-4.6</b>	<b>1.8</b>	<b>-3.9</b>	<b>18.7</b>	<b>22.6</b>	<b>37.1</b>

Source: Company data, Hauck & Aufhäuser

Regional split (EUR m)	2013	2014	2015	2016	2017E	2018E	2019E
Domestic	0.0	0.0	0.0	0.0	0.0	0.0	0.0
yoY change	n/a						
Rest of Europe	0.0	0.0	0.0	0.0	0.0	0.0	0.0
yoY change	n/a						
NAFTA	0.0	0.0	0.0	0.0	0.0	0.0	0.0
yoY change	n/a						
Asia Pacific	0.0	0.0	0.0	0.0	0.0	0.0	0.0
yoY change	n/a						
Rest of world	0.0	0.0	0.0	0.0	0.0	0.0	0.0
yoY change	n/a						
<b>TTL</b>	<b>0.0</b>						
yoY change	n/a						

Source: Company data, Hauck & Aufhäuser

Key ratios (EUR m)	2013	2014	2015	2016	2017E	2018E	2019E
<b>P&amp;L growth analysis</b>							
Sales growth	164.8 %	-16.6 %	127.7 %	10.6 %	136.6 %	54.1 %	47.8 %
EBITDA growth	708.9 %	-110.7 %	-2770.1	3.9 %	160.5 %	42.8 %	51.8 %
EBIT growth	683.0 %	-111.8 %	56.4 %	220.5 %	-33.3 %	-1185.4	130.5 %
EPS growth	649.7 %	-114.1 %	-10.3 %	336.8 %	-40.3 %	-964.4 %	117.8 %
<b>Efficiency</b>							
Total operating costs / sales	57.3 %	105.5 %	35.6 %	42.3 %	33.4 %	38.2 %	36.6 %
Sales per employee	n/a	n/a	414.5	166.3	n/a	n/a	n/a
EBITDA per employee	n/a	n/a	267.1	100.6	n/a	n/a	n/a
<b>Balance sheet analysis</b>							
Avg. working capital / sales	56.4 %	87.9 %	31.4 %	9.1 %	8.9 %	14.8 %	17.0 %
Inventory turnover (sales/inventory)	3.1	1.0	15.2	n/a	n/a	n/a	n/a
Trade debtors in days of sales	96.8	367.0	90.4	111.4	111.4	111.4	111.4
A/P turnover [(A/P*365)/sales]	4.5	18.2	6.2	20.4	20.4	20.4	20.4
Cash conversion cycle (days)	241.1	674.2	116.8	n/a	n/a	n/a	n/a
<b>Cash flow analysis</b>							
Free cash flow	2.5	-8.8	0.3	-5.8	0.1	3.9	14.6
Free cash flow/sales	35.2 %	-147.2 %	2.2 %	-38.3 %	0.3 %	7.1 %	17.9 %
FCF / net profit	92.0 %	2275.0 %	-77.7 %	346.4 %	-10.2 %	39.1 %	67.0 %
Capex / depn	0.0 %	102.8 %	111.2 %	159.9 %	74.7 %	105.8 %	102.7 %
Capex / maintenance capex	0.0 %	0.0 %	0.0 %	1.0 %	0.7 %	1.3 %	1.8 %
Capex / sales	n/a	n/a	n/a	n/a	n/a	n/a	n/a
<b>Security</b>							
Net debt	-4.2	4.6	-1.8	3.9	-12.9	-16.3	-28.5
Net Debt/EBITDA	0.0	-14.0	0.0	0.4	0.0	0.0	0.0
Net debt / equity	8.3	-	-0.4	1.3	-0.7	-0.5	-0.5
Interest cover	112.4	0.0	0.0	0.0	0.0	227.5	354.8
Dividend payout ratio	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
<b>Asset utilisation</b>							
Capital employed turnover	2.8	0.6	1.7	1.7	1.5	1.5	1.4
Operating assets turnover	1.7	0.9	-15.1	-5.8	14.1	7.5	5.9
Plant turnover	290.6	212.8	369.7	134.0	317.0	488.3	721.6
Inventory turnover (sales/inventory)	3.1	1.0	15.2	n/a	n/a	n/a	n/a
<b>Returns</b>							
ROCE	n/a	n/a	n/a	n/a	n/a	41.6 %	60.7 %
ROE	-546.6 %	3183950	-8.1 %	-54.3 %	-5.7 %	33.5 %	40.5 %
<b>Other</b>							
Interest paid / avg. debt	0.9 %	0.2 %	0.3 %	0.1 %	0.6 %	1.0 %	1.4 %
No. employees (average)	0	0	33	91	0	0	0
Number of shares	1.0	1.0	1.1	1.1	1.2	1.3	1.3
DPS	0.0	0.0	0.0	0.0	0.0	0.0	0.0
EPS reported	2.76	-0.39	-0.35	-1.52	-0.91	7.86	17.11
<b>Valuation ratios</b>							
P/BV	-384.7	-	44.8	69.2	13.1	8.3	4.6
EV/sales	26.3	33.1	15.5	14.4	6.5	4.2	2.7
EV/EBITDA	n/a	n/a	24.0	23.7	9.8	6.8	4.2
EV/EBITA	n/a	n/a	24.3	23.8	9.9	6.8	4.2
EV/EBIT	n/a	n/a	n/a	-125.4	-202.0	18.3	7.5
EV/FCF	74.8	-22.5	710.2	-37.5	2131.3	58.9	15.0
Adjusted FCF yield	n/a	-0.2 %	-0.2 %	-0.8 %	-0.5 %	3.8 %	8.9 %
Dividend yield	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %

Source: Company data, Hauck & Aufhäuser

## Disclosures regarding research publications of Hauck & Aufhäuser Privatbankiers AG pursuant to section 34b of the German Securities Trading Act (WpHG) and distributed in the UK under an EEA branch passport, subject to the FCA requirements on research recommendation disclosures

It is essential that any research recommendation is fairly presented and discloses interests or indicates relevant conflicts of interest. Pursuant to section 34b of the German Securities Trading Act (WpHG) a research report has to point out possible conflicts of interest in connection with the analysed company. Further to this, under the FCA's rules on research recommendations, any conflicts of interest in connection with the recommendation must be disclosed. A conflict of interest is presumed to exist in particular if Hauck & Aufhäuser Privatbankiers AG

- (1) or its affiliate(s) (either in its own right or as part of a consortium) within the past twelve months, acquired the financial instruments of the analysed company,
- (2) has entered into an agreement on the production of the research report with the analysed company,
- (3) or its affiliate(s) has, within the past twelve months, 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,
- (4) or its affiliate(s) holds a) 5% or more of the share capital of the analysed company, or b) the analysed company holds 5% or more of the share capital of Hauck & Aufhäuser Privatbankiers AG or its affiliate(s),
- (5) or its affiliate(s) holds a net long (a) or a net short (b) position of 0.5% of the outstanding share capital of the analysed company or derivatives thereof,
- (6) or its affiliate(s) 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 or a significant conflict of interest with respect to the issuer,
- (8) The research report has been made available to the 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	Disclosure
PANTAFlix AG	3

### Historical target price and rating changes for PANTAFlix AG in the last 12 months



Company	Date	Analyst	Rating	Target price	Close
PANTAFlix AG	29.11.2017	Gröning, Pierre	Buy	EUR 350.00	EUR 184.00
	27.11.2017	Gröning, Pierre	Buy	EUR 200.00	EUR 171.45
	16.10.2017	Gröning, Pierre	Buy	EUR 200.00	EUR 157.95
	28.09.2017	Gröning, Pierre	Buy	EUR 164.00	EUR 149.50
	01.09.2017	Gröning, Pierre	Buy	EUR 164.00	EUR 126.00
	19.07.2017	Gröning, Pierre	Buy	EUR 164.00	EUR 140.95

# PANTAFlix AG

16.05.2017	Gröning, Pierre	Buy	EUR 118.00	EUR 103.10
10.01.2017	Schwenkenbecher, Christian	Buy	EUR 118.00	EUR 92.00
21.12.2016	Schwenkenbecher, Christian	Buy	EUR 118.00	EUR 60.50
13.12.2016	Schwenkenbecher, Christian	Buy	EUR 106.00	EUR 55.00

## Hauck & Aufhäuser distribution of ratings and in proportion to investment banking services

Buy	57.14 %	100.00 %
Sell	17.69 %	0.00 %
Hold	25.17 %	0.00 %

Date of publication creation: 06/12/2017 09:22 AM

Date of publication dissemination: 06/12/2017 09:41 AM

## 1. General Information/Liabilities

This research report has been produced for the information purposes of institutional investors only, and is not in any way a personal recommendation, offer or solicitation to buy or sell the financial instruments mentioned herein. The document is confidential and is made available by Hauck & Aufhäuser Privatbankiers AG, exclusively to selected recipients [in DE, GB, FR, CH, US, UK, Scandinavia, and Benelux or, in individual cases, also in other countries]. A distribution to private investors in the sense of the German Securities Trading Act (WpHG) is excluded. It is not allowed to pass the research report on to persons other than the intended recipient without the permission of Hauck & Aufhäuser Privatbankiers AG. Reproduction of this document, in whole or in part, is not permitted without prior permission Hauck & Aufhäuser Privatbankiers AG. All rights reserved.

Under no circumstances shall Hauck & Aufhäuser Privatbankiers AG, any of its employees involved in the preparation, have any liability for possible errors or incompleteness of the information included in this research report – neither in relation to indirect or direct nor consequential damages. Liability for damages arising either directly or as a consequence of the use of information, opinions and estimates is also excluded. Past performance of a financial instrument is not necessarily indicative of future performance.

## 2. Responsibilities

This research report was prepared by the research analyst named on the front page (the "Producer"). The Producer is solely responsible for the views and estimates expressed in this report. The report has been prepared independently. The content of the research report was not influenced by the issuer of the analysed financial instrument at any time. It may be possible that parts of the research report were handed out to the issuer for information purposes prior to the publication without any major amendments being made thereafter.

## 3. Organisational Requirements

Hauck & Aufhäuser Privatbankiers AG took internal organisational and regulative precautions to avoid or accordingly disclose possible conflicts of interest in connection with the preparation and distribution of the research report. All members of Hauck & Aufhäuser Privatbankiers AG involved in the preparation of the research report are subject to internal compliance regulations. No part of the Producer's compensation is directly or indirectly related to the preparation of this financial analysis. In case a research analyst or a closely related person is confronted with a conflict of interest, the research analyst is restricted from covering this company.

## 4. Information Concerning the Methods of Valuation/Update

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.

Hauck & Aufhäuser Privatbankiers AG uses the following three-step rating system for the analysed companies:

Buy: Sustainable upside potential of more than 10% within 12 months

Sell: Sustainable downside potential of more than 10% within 12 months.

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

NB: The ratings of Hauck & Aufhäuser Privatbankiers AG are not based on a performance that is expected to be "relative" to the market.

The decision on the choice of the financial instruments analysed in this document was solely made by Hauck & Aufhäuser Privatbankiers AG. The opinions and estimates in this research report are subject to change without notice. It is within the discretion of Hauck & Aufhäuser Privatbankiers AG whether and when it publishes an update to this research report, but in general updates are created on a regular basis, after 6 months at the latest. A sensitivity analysis is included and published in company's initial studies.

## 5. Major Sources of Information

Part of the information required for this research report was made available by the issuer of the financial instrument. Furthermore, this report is based on publicly available sources (such as, for example, Bloomberg, Reuters, VWD-Trader and the relevant daily press) believed to be reliable. Hauck & Aufhäuser Privatbankiers AG has checked the information for plausibility but not for accuracy or completeness.

## 6. Competent Supervisory Authority

Hauck & Aufhäuser Privatbankiers AG are under supervision of the BaFin – German Federal Financial Supervisory Authority Bundesanstalt für Finanzdienstleistungsaufsicht), Graurheindorfer Straße 108, 53117 Bonn and Marie-Curie-Straße 24 – 28, 60439 Frankfurt a.M.

This document is distributed in the UK under a MiFID EEA branch passport and in compliance with the applicable FCA requirements.

## 7. Specific Comments for Recipients Outside of Germany

This research report is subject to the law of the Federal Republic of Germany. The distribution of this information to other states in particular to the USA, Canada, Australia and Japan may be restricted or prohibited by the laws applicable within this state.

## 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:  
[https://www.hauck-aufhaeuser.de/page/UVV\\_InstitutResearch](https://www.hauck-aufhaeuser.de/page/UVV_InstitutResearch)

## Contacts: Hauck&Aufhäuser Privatbankiers AG

### Hauck & Aufhäuser Research

Hauck & Aufhäuser  
Privatbankiers AG  
Mittelweg 16/17  
20148 Hamburg  
Germany

Tel.: +49 (0) 40 414 3885 93  
Fax: +49 (0) 40 414 3885 71  
Email: research@ha-ib.de  
www.ha-research.de

**Henning Breiter**  
Head of Research  
Tel.: +49 40 414 3885 73  
E-Mail: henning.breiter@ha-ib.de

**Tim Wunderlich, CFA**  
Head of Research  
Tel.: +49 40 414 3885 81  
E-Mail: tim.wunderlich@ha-ib.de

**Robin Brass, CFA**  
Analyst  
Tel.: +49 40 414 3885 76  
E-Mail: robin.brass@ha-ib.de

**Lars Dannenberg**  
Analyst  
Tel.: +49 40 414 3885 92  
E-Mail: lars.dannenberg@ha-ib.de

**Christian Glowa**  
Analyst  
Tel.: +49 40 414 3885 95  
E-Mail: christian.glowa@ha-ib.de

**Pierre Grönig**  
Analyst  
Tel.: +49 40 450 6342 30 92  
E-Mail: pierre.groening@ha-ib.de

**Aliaksandr Halitsa**  
Analyst  
Tel.: +49 40 414 3885 83  
E-Mail: aliaksandr.halitsa@ha-ib.de

**Christian Salis**  
Analyst  
Tel.: +49 40 414 3885 96  
E-Mail: christian.salis@ha-ib.de

**Christian Sandherr**  
Analyst  
Tel.: +49 40 414 3885 79  
E-Mail: christian.sandherr@ha-ib.de

**Torben Teichler**  
Analyst  
Tel.: +49 40 414 3885 74  
E-Mail: torben.teichler@ha-ib.de

### Hauck & Aufhäuser Sales

**Toby Woods**  
Head of Sales  
Tel.: +44 207 408 1100  
E-Mail: toby.woods@ha-ib.de

**Vincent Bischoff**  
Sales  
Tel.: +49 40 414 3885 88  
E-Mail: vincent.bischoff@ha-ib.de

**Georgina Harrold**  
Sales  
Tel.: +49 69 2161 1299  
E-Mail: georgina.harrold@ha-ib.de

**Christian Alisch**  
Sales  
Tel.: +49 40 414 3885 99  
E-Mail: christian.alisch@ha-ib.de

**Hugues Madelin**  
Sales  
Tel.: +33 1 78 41 40 62  
E-Mail: hugues.madelin@ha-ib.de

**Jan Neynaber**  
Sales  
Tel.: +49 69 2161 1268  
E-Mail: jan.neynaber@hauck-aufhaeuser.com

**Alexander Lachmann**  
Sales  
Tel.: +41 43 497 30 23  
E-Mail: alexander.lachmann@ha-ib.de

**Christian Schwenkenbecher**  
Sales  
Tel.: +44 207 408 1100  
E-Mail: christian.schwenkenbecher@ha-ib.de

**JPP Eurosecurities Inc.**  
Sales North America  
**Quinn Raftery**  
Tel.: +1 212 649 4998  
E-Mail: quinn.raftery@haa-na.com

**Marco Schumann**  
Sales  
Tel.: +49 69 2161 1250  
E-Mail: marco.schumann@hauck-aufhaeuser.com

### Hauck & Aufhäuser Sales Trading

Hauck & Aufhäuser  
Privatbankiers AG  
Mittelweg 16/17  
20148 Hamburg  
Germany

Tel.: +49 40 414 3885 75  
Fax: +49 40 414 3885 71  
Email: info@hauck-aufhaeuser.com  
www.hauck-aufhaeuser.com

**Mirko Brueggemann**  
Trading  
Tel.: +49 40 414 3885 75  
E-Mail: mirko.brueggemann@hauck-aufhaeuser.com

**Joseph Kaselak**  
Trading  
Tel.: +49 40 450 6342 3093  
E-Mail: joseph.kaselak@hauck-aufhaeuser.com

**Christian von Schuler**  
Trading  
Tel.: +49 40 414 3885 77  
E-Mail: christian.schuler@hauck-aufhaeuser.com

**Fin Schaffer**  
Trading  
Tel.: +49 40 414 3885 98  
E-Mail: fin.schaffer@hauck-aufhaeuser.com

**Kathleen Jonas**  
Middle-Office  
Tel.: +49 40 414 3885 97  
E-Mail: kathleen.jonas@hauck-aufhaeuser.com

**Carolin Weber**  
Middle-Office  
Tel.: +49 40 414 3885 87  
E-Mail: carolin.weber@hauck-aufhaeuser.com