

Hold (old: Buy)

Price target: EUR 30.00 (old: EUR 27.00)

Price:	EUR 28.30	Next result:	Q1'21 14.05.21
Bloomberg:	OSP2 GR	Market cap:	EUR 296.8 m
Reuters:	OSPGk.DE	Enterprise Value:	EUR 293.6 m

26-March-21

Simon Bentlage
Analyst

Simon.Bentlage@ha-ib.de
Tel.: +49 40 4506 342 3096

Strong 2020 makes for a tough base; down to HOLD

Topic: USU reported strong FY'20 figures and issued a 2021 outlook.

Q4 sales came in at € 29.5, up 9.5% yoy (eH&A € 29.2m), driven by a strong consulting business (+17% yoy) as well as solid maintenance and SaaS revenues (+13% yoy). Q4 license sales on the other hand were only flat yoy (-1% yoy) due to the strong shift to the cloud, i.e. c. 45-50% of new customers opt for cloud delivery, vs. 30% in previous years.

Q4 adj. EBIT increased by 21% yoy to € 4.0m (eH&A € 2.8m), implying a strong margin improvement of 1.3ppt yoy to 13.7%. Reported EBIT came in at € 2.4m, i.e. 8.2% margin as it includes impairments on USU's 'old' brands following a rebranding.

For FY'21 management expects a slight revenue increase, i.e. mid to high single-digit % yoy, as well as an adj. EBIT of € 9-10m. In our view, the **company should be able to achieve these targets**, as momentum seems to remain solid (eH&A sales € 117m, 9% yoy, adj. EBIT € 10m, 8.5% margin):

- **Several customer wins and partnerships in Q1'21:** Recently, USU won LLB Group in Lichtenstein as customer for its IT service management product as well as the IT monitoring solution, impressively demonstrating that USU's new approach, i.e. bundling IT service management with license management and knowledge management under the USU brand, is working nicely.

As part of a recently announced partnership with NICE, one of the leading US contact centre platforms, USU's knowledge management software will now be available to all NICE customers on the NICE CXexchange, which provides a first reference and should facilitate the roll out of the product in the US.

- **Record order backlog:** On top, USU reported a record order backlog of € 62m, up 26% yoy reflecting the increased recurring SaaS share in recent quarters.

Action: Given the sound FY'20 profitability we slightly increase our margin estimates going forward. Note that EPS is negatively impacted due to a higher tax rate, which is however partially due to non-cash effects.

While we continue to like USU's case and the company's strong momentum, Q1 hits a tough comparable base and much of the positives seem priced in following the recent share price run, i.e. 30x PER'22E. Down to **HOLD** with a **new PT of € 30** based on DCF.

Y/E 31.12 (EUR m)	2017	2018	2019	2020	2021E	2022E	2023E
Sales	84.4	90.5	95.6	107.3	117.0	131.0	144.1
Sales growth	17 %	7 %	6 %	12 %	9 %	12 %	10 %
EBITDA	6.8	5.5	9.9	13.4	14.3	17.4	20.2
EBIT	3.2	2.7	4.1	7.0	8.5	11.7	14.3
Net income	3.4	1.0	5.3	5.7	6.0	8.2	10.0
Net debt	-14.6	-8.3	-1.7	-1.3	-4.6	-6.6	-9.4
Net gearing	-23.1 %	-14.0 %	-2.8 %	-2.0 %	-7.2 %	-9.7 %	-12.8 %
Net Debt/EBITDA	0.0	0.0	0.0	0.0	0.0	0.0	0.0
EPS pro forma	0.68	0.18	0.70	0.74	0.70	0.91	1.08
CPS	0.44	0.06	0.63	1.38	0.81	0.85	1.04
DPS	0.40	0.40	0.40	0.40	0.40	0.40	0.40
Dividend yield	1.4 %	1.4 %	1.4 %	1.4 %	1.4 %	1.4 %	1.4 %
Gross profit margin	54.0 %	51.9 %	51.7 %	52.7 %	53.0 %	53.0 %	53.0 %
EBITDA margin	8.1 %	6.1 %	10.4 %	12.5 %	12.2 %	13.3 %	14.0 %
EBIT margin	3.8 %	3.0 %	4.2 %	6.5 %	7.3 %	8.9 %	9.9 %
ROCE	4.6 %	3.9 %	5.7 %	9.3 %	10.7 %	13.5 %	15.8 %
EV/sales	3.4	3.2	3.1	2.8	2.5	2.2	2.0
EV/EBITDA	41.6	52.8	29.9	22.2	20.5	16.7	14.3
EV/EBIT	88.3	107.4	73.1	42.3	34.4	25.0	20.2
PER	41.5	154.3	40.4	38.1	40.1	31.0	26.0
Adjusted FCF yield	2.3 %	0.8 %	2.8 %	3.0 %	3.0 %	3.8 %	4.5 %

Source: Company data, Hauck & Aufhäuser Close price as of: 25.03.2021



Source: Company data, Hauck & Aufhäuser

High/low 52 weeks: 31.30 / 12.20

Price/Book Ratio: 4.7

Relative performance (SDAX):

3 months 8.5 %

6 months -8.9 %

12 months 63.7 %

Changes in estimates

		Sales	EBIT	EPS
2021	old:	120.0	8.5	0.80
	Δ	-2.5%	0.3%	-12.1%
2022	old:	134.4	11.6	1.06
	Δ	-2.5%	1.0%	-14.0%
2023	old:	147.8	14.6	1.04
	Δ	-2.5%	-2.4%	3.8%

Key share data:

Number of shares: (in m pcs) 10.5

Authorised capital: (in € m) 0.0

Book value per share: (in €) 6.0

Ø trading volume: (12 months) 6,300

Major shareholders:

AUSUM GmbH (Udo Strehl) 51.2 %

Free Float 34.4 %

MainFirst SICAV 5.1 %

Peter Scheufler 5.0 %

USU board (excl. Udo Strehl) 2.5 %

Company description:

USU develops and distributes IT software and service solutions to more than 1000 customers.

Financials

Profit and loss (EUR m)	2017	2018	2019	2020	2021E	2022E	2023E
Sales	84.4	90.5	95.6	107.3	117.0	131.0	144.1
<i>Sales growth</i>	17.0 %	7.3 %	5.7 %	12.2 %	9.0 %	12.0 %	10.0 %
Cost of sales	38.8	43.6	46.2	50.8	55.0	61.6	67.7
Gross profit	45.5	46.9	49.5	56.5	62.0	69.4	76.4
Sales and marketing	17.2	18.8	18.9	20.4	22.2	24.2	26.7
General and administration	9.3	10.6	12.2	14.3	15.4	16.5	17.3
Research and development	13.8	15.3	15.8	15.4	16.4	17.7	18.9
Other operating income	1.0	1.2	1.9	1.3	1.4	1.6	1.7
Other operating expenses	0.7	0.7	0.5	0.7	0.8	0.9	1.0
Unusual or infrequent items	-2.2	0.0	0.0	0.0	0.0	0.0	0.0
EBITDA	6.8	5.5	9.9	13.4	14.3	17.4	20.2
Depreciation	1.2	1.2	1.5	1.4	1.2	1.1	1.1
EBITA	5.7	4.3	8.4	12.0	13.1	16.3	19.1
Amortisation of goodwill	0.8	0.0	0.0	0.0	0.0	0.0	0.0
Amortisation of intangible assets	1.6	1.6	4.3	5.0	4.5	4.7	4.8
Impairment charges	0.0	0.0	0.0	0.0	0.0	0.0	0.0
EBIT (inc revaluation net)	3.2	2.7	4.1	7.0	8.5	11.7	14.3
Interest income	0.1	0.2	0.1	0.1	0.1	0.1	0.2
Interest expenses	0.2	0.1	0.1	0.1	0.1	0.1	0.2
Other financial result	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Financial result	-0.1	0.1	0.0	0.0	0.0	0.0	0.0
Recurring pretax income from continuing operations	3.1	2.8	4.0	7.0	8.5	11.7	14.3
Extraordinary income/loss	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Earnings before taxes	3.1	2.8	4.0	7.0	8.5	11.7	14.3
Taxes	-0.3	1.9	-1.2	1.4	2.6	3.5	4.3
Net income from continuing operations	3.4	1.0	5.3	5.7	6.0	8.2	10.0
Result from discontinued operations (net of tax)	3.8	1.0	2.1	2.1	1.4	1.4	1.4
Net income	3.4	1.0	5.3	5.7	6.0	8.2	10.0
Minority interest	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net profit (reported)	3.4	1.0	5.3	5.7	6.0	8.2	10.0
Average number of shares	10.5	10.5	10.5	10.5	10.5	10.5	10.5
EPS reported	0.32	0.09	0.50	0.54	0.57	0.78	0.95

Profit and loss (common size)	2017	2018	2019	2020	2021E	2022E	2023E
Sales	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %
Cost of sales	46.0 %	48.1 %	48.3 %	47.3 %	47.0 %	47.0 %	47.0 %
Gross profit	54.0 %	51.9 %	51.7 %	52.7 %	53.0 %	53.0 %	53.0 %
Sales and marketing	20.4 %	20.8 %	19.7 %	19.0 %	19.0 %	18.5 %	18.5 %
General and administration	11.1 %	11.7 %	12.7 %	13.3 %	13.2 %	12.6 %	12.0 %
Research and development	16.4 %	16.9 %	16.5 %	14.4 %	14.0 %	13.5 %	13.1 %
Other operating income	1.2 %	1.3 %	2.0 %	1.2 %	1.2 %	1.2 %	1.2 %
Other operating expenses	0.9 %	0.7 %	0.5 %	0.6 %	0.7 %	0.7 %	0.7 %
Unusual or infrequent items	neg.	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
EBITDA	8.1 %	6.1 %	10.4 %	12.5 %	12.2 %	13.3 %	14.0 %
Depreciation	1.4 %	1.3 %	1.6 %	1.3 %	1.1 %	0.8 %	0.8 %
EBITA	6.7 %	4.8 %	8.8 %	11.2 %	11.2 %	12.5 %	13.2 %
Amortisation of goodwill	0.9 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Amortisation of intangible assets	2.0 %	1.8 %	4.5 %	4.6 %	3.9 %	3.6 %	3.3 %
Impairment charges	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
EBIT (inc revaluation net)	3.8 %	3.0 %	4.2 %	6.5 %	7.3 %	8.9 %	9.9 %
Interest income	0.1 %	0.2 %	0.1 %	0.1 %	0.1 %	0.1 %	0.1 %
Interest expenses	0.2 %	0.1 %	0.1 %	0.1 %	0.1 %	0.1 %	0.1 %
Other financial result	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Financial result	neg.	0.1 %	neg.	neg.	neg.	neg.	neg.
Recurring pretax income from continuing operations	3.7 %	3.1 %	4.2 %	6.5 %	7.3 %	8.9 %	9.9 %
Extraordinary income/loss	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Earnings before taxes	3.7 %	3.1 %	4.2 %	6.5 %	7.3 %	8.9 %	9.9 %
Tax rate	-8.2 %	65.8 %	-30.2 %	19.3 %	30.0 %	30.0 %	30.0 %
Net income from continuing operations	4.0 %	1.1 %	5.5 %	5.3 %	5.1 %	6.2 %	6.9 %
Result from discontinued operations (net of tax)	4.5 %	1.1 %	2.2 %	2.0 %	1.2 %	1.1 %	1.0 %
Net income	4.0 %	1.1 %	5.5 %	5.3 %	5.1 %	6.2 %	6.9 %
Minority interest	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Net profit (reported)	4.0 %	1.1 %	5.5 %	5.3 %	5.1 %	6.2 %	6.9 %

Source: Company data, Hauck & Aufhäuser

Balance sheet (EUR m)	2017	2018	2019	2020	2021E	2022E	2023E
Intangible assets	49.7	48.1	46.3	44.0	39.9	35.8	31.7
Property, plant and equipment	2.2	2.2	10.8	19.7	22.0	25.9	31.0
Financial assets	0.7	0.8	0.8	0.8	0.8	0.8	0.8
FIXED ASSETS	52.6	51.0	57.9	64.6	62.7	62.6	63.5
Inventories	4.0	5.0	3.9	5.0	5.4	6.1	6.7
Accounts receivable	18.5	20.4	20.9	16.9	18.4	20.6	22.7
Other current assets	1.5	1.9	0.9	1.3	1.3	1.3	1.3
Liquid assets	15.7	9.5	10.4	18.5	21.8	23.8	26.7
Deferred taxes	5.9	5.9	8.8	7.0	7.0	7.0	7.0
Deferred charges and prepaid expenses	1.3	1.4	1.7	2.2	2.2	2.2	2.2
CURRENT ASSETS	46.8	44.1	46.5	50.8	56.1	61.0	66.5
TOTAL ASSETS	99.4	95.1	104.5	115.5	118.8	123.5	130.0
SHAREHOLDERS EQUITY	63.0	59.7	60.2	61.8	63.5	67.5	73.3
MINORITY INTEREST	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Long-term debt	0.3	0.3	8.6	16.4	16.4	16.4	16.4
Provisions for pensions and similar obligations	2.2	2.3	1.2	1.3	1.4	1.5	1.5
Other provisions	4.6	4.0	3.8	3.4	3.4	3.4	3.4
Non-current liabilities	7.1	6.6	13.7	21.2	21.2	21.3	21.4
short-term liabilities to banks	0.9	0.9	0.1	0.8	0.8	0.8	0.8
Accounts payable	3.6	3.7	4.8	4.2	5.7	6.4	7.0
Advance payments received on orders	7.5	6.6	5.0	5.1	5.1	5.1	5.1
Other liabilities (incl. from lease and rental contracts)	7.4	7.6	7.4	9.5	9.5	9.5	9.5
Deferred taxes	2.5	2.2	2.9	1.3	1.3	1.3	1.3
Deferred income	7.5	8.0	10.5	11.6	11.6	11.6	11.6
Current liabilities	29.3	28.9	30.6	32.5	34.1	34.7	35.4
TOTAL LIABILITIES AND SHAREHOLDERS EQUITY	99.4	95.1	104.5	115.5	118.8	123.5	130.0

Balance sheet (common size)	2017	2018	2019	2020	2021E	2022E	2023E
Intangible assets	50.0 %	50.5 %	44.3 %	38.1 %	33.6 %	29.0 %	24.4 %
Property, plant and equipment	2.2 %	2.3 %	10.3 %	17.1 %	18.5 %	21.0 %	23.8 %
Financial assets	0.7 %	0.8 %	0.8 %	0.7 %	0.7 %	0.7 %	0.7 %
FIXED ASSETS	52.9 %	53.6 %	55.4 %	56.0 %	52.8 %	50.6 %	48.9 %
Inventories	4.0 %	5.2 %	3.7 %	4.3 %	4.5 %	4.9 %	5.1 %
Accounts receivable	18.6 %	21.4 %	20.0 %	14.6 %	15.5 %	16.7 %	17.5 %
Other current assets	1.5 %	2.0 %	0.8 %	1.1 %	1.1 %	1.0 %	1.0 %
Liquid assets	15.8 %	9.9 %	10.0 %	16.1 %	18.4 %	19.3 %	20.5 %
Deferred taxes	5.9 %	6.2 %	8.4 %	6.0 %	5.9 %	5.6 %	5.4 %
Deferred charges and prepaid expenses	1.3 %	1.5 %	1.6 %	1.9 %	1.9 %	1.8 %	1.7 %
CURRENT ASSETS	47.1 %	46.4 %	44.5 %	44.0 %	47.2 %	49.4 %	51.1 %
TOTAL ASSETS	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %
SHAREHOLDERS EQUITY	63.4 %	62.7 %	57.6 %	53.5 %	53.5 %	54.6 %	56.4 %
MINORITY INTEREST	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Long-term debt	0.3 %	0.3 %	8.2 %	14.2 %	13.8 %	13.3 %	12.6 %
Provisions for pensions and similar obligations	2.2 %	2.4 %	1.2 %	1.1 %	1.2 %	1.2 %	1.2 %
Other provisions	4.7 %	4.2 %	3.7 %	3.0 %	2.9 %	2.8 %	2.6 %
Non-current liabilities	7.1 %	6.9 %	13.1 %	18.3 %	17.9 %	17.2 %	16.4 %
short-term liabilities to banks	0.9 %	0.9 %	0.1 %	0.7 %	0.7 %	0.7 %	0.6 %
Accounts payable	3.6 %	3.9 %	4.6 %	3.6 %	4.8 %	5.2 %	5.4 %
Advance payments received on orders	7.5 %	6.9 %	4.8 %	4.4 %	4.3 %	4.1 %	3.9 %
Other liabilities (incl. from lease and rental contracts)	7.5 %	8.0 %	7.1 %	8.3 %	8.0 %	7.7 %	7.3 %
Deferred taxes	2.5 %	2.3 %	2.7 %	1.2 %	1.1 %	1.1 %	1.0 %
Deferred income	7.5 %	8.5 %	10.1 %	10.0 %	9.8 %	9.4 %	8.9 %
Current liabilities	29.5 %	30.4 %	29.3 %	28.2 %	28.7 %	28.1 %	27.2 %
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)	2017	2018	2019	2020	2021E	2022E	2023E
Net profit/loss	3.4	1.0	5.3	5.7	6.0	8.2	10.0
Depreciation of fixed assets (incl. leases)	1.2	1.2	1.5	1.4	1.2	1.1	1.1
Amortisation of goodwill	0.8	0.0	0.0	0.0	0.0	0.0	0.0
Amortisation of intangible assets	1.6	1.6	4.3	5.0	4.5	4.7	4.8
Others	-0.2	1.1	-3.3	3.4	0.1	0.1	0.1
Cash flow from operations before changes in w/c	6.7	4.8	7.8	15.4	11.8	14.0	16.0
Increase/decrease in inventory	0.4	-1.0	1.1	-1.1	-0.4	-0.6	-0.6
Increase/decrease in accounts receivable	-3.7	-1.9	-0.5	4.0	-1.5	-2.2	-2.1
Increase/decrease in accounts payable	1.7	0.1	1.1	-0.6	1.5	0.7	0.6
Increase/decrease in other working capital positions	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Increase/decrease in working capital	-1.6	-2.8	1.7	2.3	-0.4	-2.2	-2.0
Cash flow from operating activities	5.2	2.0	9.5	17.7	11.4	11.8	13.9
CAPEX	1.3	1.1	1.9	2.4	3.8	5.6	6.9
Payments for acquisitions	7.1	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	0.3	0.0	0.0	0.0	0.0	0.0	0.0
Cash flow from investing activities	-8.2	-1.1	-1.8	-2.4	-3.8	-5.6	-6.9
Cash flow before financing	-3.1	0.9	7.7	15.3	7.5	6.2	7.0
Increase/decrease in debt position	0.0	-0.1	7.6	8.6	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	0.0	0.0	0.0	0.0	0.0
Dividends paid	4.2	4.2	4.2	4.2	4.2	4.2	4.2
Others	0.0	0.1	-10.2	-11.4	0.0	0.0	0.0
Effects of exchange rate changes on cash	-0.2	0.1	0.0	-0.1	0.0	0.0	0.0
Cash flow from financing activities	-4.2	-4.2	-6.8	-7.0	-4.2	-4.2	-4.2
Increase/decrease in liquid assets	-7.5	-3.3	1.0	8.1	3.3	2.0	2.8
Liquid assets at end of period	15.7	9.5	10.4	18.5	21.8	23.8	26.7

Source: Company data, Hauck & Aufhäuser

Regional split (EUR m)	2017	2018	2019	2020	2021E	2022E	2023E
Domestic	60.5	62.4	64.6	69.8	74.9	83.9	92.2
yoy change	17.0 %	3.2 %	3.4 %	8.1 %	7.3 %	12.0 %	10.0 %
Rest of Europe	0.0	0.0	0.0	0.0	0.0	1.0	2.0
yoy change	n/a	n/a	n/a	n/a	n/a	n/a	100.0 %
NAFTA	0.0	0.0	0.0	0.0	0.0	1.0	2.0
yoy change	n/a	n/a	n/a	n/a	n/a	n/a	100.0 %
Asia Pacific	0.0	0.0	0.0	0.0	0.0	1.0	2.0
yoy change	n/a	n/a	n/a	n/a	n/a	n/a	100.0 %
Rest of world	23.9	28.1	31.1	37.6	40.9	45.9	50.4
yoy change	17.0 %	17.5 %	10.8 %	20.9 %	9.0 %	12.0 %	10.0 %
TTL	84.4	90.5	95.6	107.3	117.0	131.0	144.1
yoy change	17.0 %	7.3 %	5.7 %	12.2 %	9.0 %	12.0 %	10.0 %

Source: Company data, Hauck & Aufhäuser

Key ratios (EUR m)	2017	2018	2019	2020	2021E	2022E	2023E
P&L growth analysis							
Sales growth	17.0 %	7.3 %	5.7 %	12.2 %	9.0 %	12.0 %	10.0 %
EBITDA growth	-36.6 %	-19.5 %	80.2 %	143.0 %	44.2 %	30.3 %	41.1 %
EBIT growth	-61.2 %	-16.0 %	49.8 %	159.4 %	110.8 %	66.2 %	67.1 %
EPS growth	-50.4 %	-71.5 %	448.7 %	488.9 %	13.4 %	44.2 %	67.1 %
Efficiency							
Total operating costs / sales	47.5 %	48.9 %	47.5 %	46.1 %	45.7 %	44.1 %	43.1 %
Sales per employee	148.9	148.0	145.7	153.0	156.7	165.5	172.3
EBITDA per employee	12.1	9.0	15.1	19.1	19.2	22.0	24.1
Balance sheet analysis							
Avg. working capital / sales	11.5 %	14.7 %	15.8 %	12.9 %	12.0 %	10.6 %	10.5 %
Inventory turnover (sales/inventory)	21.2	18.1	24.8	21.7	21.7	21.7	21.7
Trade debtors in days of sales	79.8	82.2	79.9	57.5	57.5	57.5	57.5
A/P turnover [(A/P*365)/sales]	33.5	30.9	37.8	37.8	37.8	37.8	37.8
Cash conversion cycle (days)	83.7	93.2	72.6	63.1	55.6	55.6	55.6
Cash flow analysis							
Free cash flow	3.8	0.9	7.7	15.3	7.5	6.2	7.0
Free cash flow/sales	4.5 %	0.9 %	8.0 %	14.2 %	6.4 %	4.7 %	4.9 %
FCF / net profit	113.6 %	88.6 %	145.4 %	270.1 %	125.8 %	76.1 %	70.6 %
Capex / depre	37.2 %	40.9 %	31.6 %	38.5 %	66.7 %	97.3 %	116.6 %
Capex / maintenance capex	236.2 %	77.7 %	43.6 %	75.7 %	120.0 %	175.2 %	209.9 %
Capex / sales	1.6 %	1.3 %	1.9 %	2.3 %	3.3 %	4.3 %	4.8 %
Security							
Net debt	-14.6	-8.3	-1.7	-1.3	-4.6	-6.6	-9.4
Net Debt/EBITDA	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net debt / equity	neg.	neg.	neg.	neg.	neg.	neg.	neg.
Interest cover	16.2	33.8	37.5	57.9	64.7	78.8	87.7
Dividend payout ratio	125.0 %	438.0 %	79.8 %	74.4 %	70.4 %	51.6 %	42.1 %
Asset utilisation							
Capital employed turnover	1.2	1.3	1.3	1.3	1.4	1.5	1.5
Operating assets turnover	6.2	5.2	3.7	3.3	3.3	3.2	3.0
Plant turnover	37.8	42.0	8.9	5.4	5.3	5.1	4.7
Inventory turnover (sales/inventory)	21.2	18.1	24.8	21.7	21.7	21.7	21.7
Returns							
ROCE	4.6 %	3.9 %	5.7 %	9.3 %	10.7 %	13.5 %	15.8 %
ROE	5.3 %	1.6 %	8.8 %	9.2 %	9.4 %	12.1 %	13.6 %
Other							
Interest paid / avg. debt	17.0 %	7.0 %	2.2 %	1.3 %	1.0 %	0.9 %	0.9 %
No. employees (average)	567	612	657	702	747	792	837
Number of shares	10.5	10.5	10.5	10.5	10.5	10.5	10.5
DPS	0.4	0.4	0.4	0.4	0.4	0.4	0.4
EPS reported	0.32	0.09	0.50	0.54	0.57	0.78	0.95
Valuation ratios							
P/BV	4.7	5.0	4.9	4.8	4.7	4.4	4.1
EV/sales	3.4	3.2	3.1	2.8	2.5	2.2	2.0
EV/EBITDA	41.6	52.8	29.9	22.2	20.5	16.7	14.3
EV/EBITA	50.2	66.8	35.3	24.7	22.5	17.9	15.1
EV/EBIT	88.3	107.4	73.1	42.3	34.4	25.0	20.2
EV/FCF	74.4	341.6	38.7	19.4	39.0	47.0	41.0
Adjusted FCF yield	2.3 %	0.8 %	2.8 %	3.0 %	3.0 %	3.8 %	4.5 %
Dividend yield	1.4 %	1.4 %	1.4 %	1.4 %	1.4 %	1.4 %	1.4 %

Source: Company data, Hauck & Aufhäuser

Disclosures regarding research publications of Hauck & Aufhäuser Privatbankiers AG pursuant to section 85 of the German Securities Trading Act (WpHG) and distributed in the UK under the Temporary Permission Regime for EEA firms, subject to the FCA requirements on research recommendation disclosures

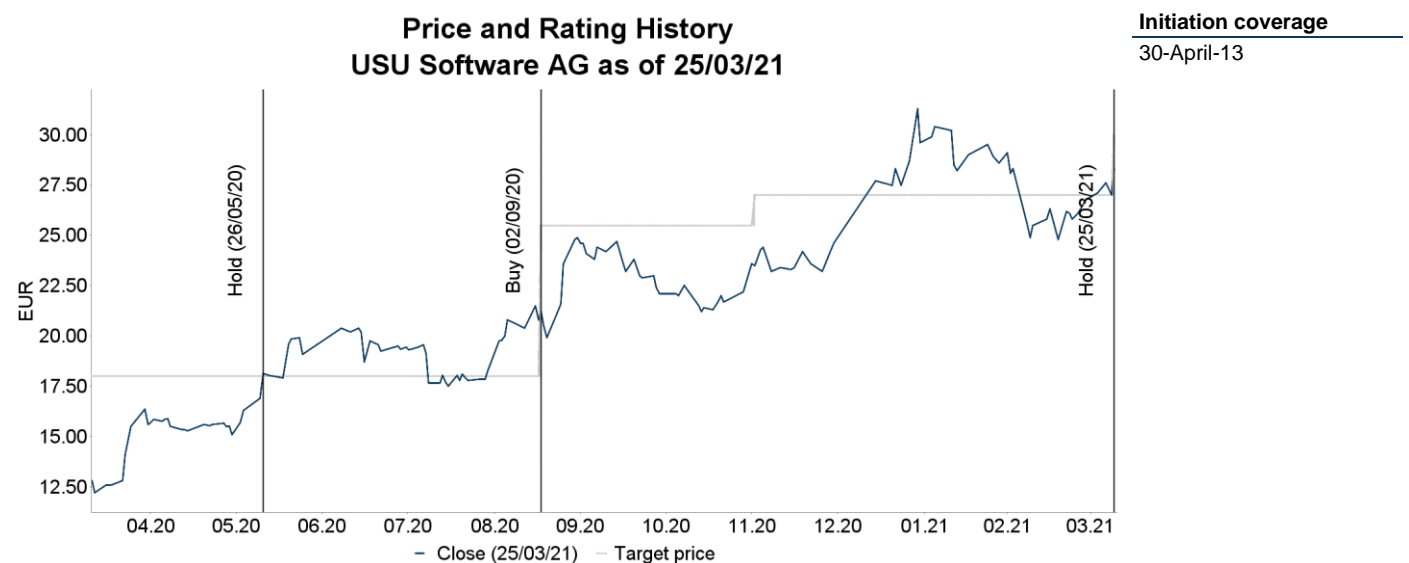
It is essential that any research recommendation is fairly presented and discloses interests of indicates relevant conflicts of interest. Pursuant to section 85 of the German Securities Trading Act (WpHG) a research report has to point out possible conflicts of interest in connection with the analysed company. 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 any other person belonging to the same group with that person (as part of a consortium) within the past twelve months, acquired the financial instruments of the analysed company,
- (2) or any other person belonging to the same group with that person has entered into an agreement on the production of the research report with the analysed company,
- (3) 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) 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) 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 any other person belonging to the same group with that person 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
USU Software AG	2

Historical target price and rating changes for USU Software AG in the last 12 months



Company	Date	Analyst	Rating	Target price	Close
USU Software AG	17.11.2020	Bentlage, Simon	Buy	EUR 27,00	EUR 23,50
	02.09.2020	Bentlage, Simon	Buy	EUR 25,50	EUR 21,20
	27.05.2020	Bentlage, Simon	Hold	EUR 18,00	EUR 18,15
	19.05.2020	Bentlage, Simon	Buy	EUR 18,00	EUR 16,30

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

Buy	70.00 %	76.92 %
Sell	7.33 %	0.00 %
Hold	22.67 %	23.08 %

Date of publication creation: 26/03/2021 07:55 AM

Date of publication dissemination: 26/03/2021 08:21 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 the Temporary Permission Regime for EEA firms 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.com/en/investment-banking/equities#institutionalresearch>

Disclosures for U.S. persons only

This research report is a product of HAUCK & AUFHÄUSER PRIVATBANKIERS AG, which is the employer of the research analyst(s) who has prepared the research report. The research analyst(s) preparing the research report is/are resident outside the United States (U.S.) and are not associated persons of any U.S. regulated broker-dealer and therefore the analyst(s) is/are not subject to supervision by a U.S. broker-dealer, and is/are not required to satisfy the regulatory licensing requirements of FINRA or required to otherwise comply with U.S. rules or regulations regarding, among other things, communications with a subject company, public appearances and trading securities held by a research analyst account.

This report is intended for distribution by HAUCK & AUFHÄUSER PRIVATBANKIERS AG, only to "Major Institutional Investors" as defined by Rule 15a-6(b)(4) of the U.S. Securities and Exchange Act, 1934 (the Exchange Act) and interpretations thereof by U.S. Securities and Exchange Commission (SEC) in reliance on Rule 15a 6(a)(2). If the recipient of this report is not a Major Institutional Investor as specified above, then it should not act upon this report and return the same to the sender. Further, this report may not be copied, duplicated and/or transmitted onward to any U.S. person, which is not the Major Institutional Investor.

In reliance on the exemption from registration provided by Rule 15a-6 of the Exchange Act and interpretations thereof by the SEC in order to conduct certain business with Major Institutional Investors, HAUCK & AUFHÄUSER PRIVATBANKIERS AG, has entered into an agreement with a U.S. registered broker-dealer, Marco Polo Securities Inc. ("Marco Polo"). Transactions in securities discussed in this research report should be effected through Marco Polo or another U.S. registered broker dealer.

Contacts: Hauck & Aufhäuser Privatbankiers AG

Hauck & Aufhäuser Research

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

Tel.: +49 (0) 40 414 3885 91
Fax: +49 (0) 40 414 3885 71
Email: research@ha-ib.de
www.ha-research.de

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

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

Marie-Thérèse Grübner
Head of Corporate Brokerage
Tel.: +49 40 450 6342 3097
E-Mail: marie-therese.gruebner@ha-ib.de

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

Alina Köhler
Analyst
Tel.: +49 40 450 6342 3095
E-Mail: alina.koehler@ha-ib.de

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

Frederik Bitter
Analyst
Tel.: +49 40 450 6342 3091
E-Mail: frederik.bitter@ha-ib.de

Frederik Jarchow
Analyst
Tel.: +49 40 414 3885 76
E-Mail: frederik.jarchow@ha-ib.de

Simon Bentlage
Analyst
Tel.: +49 40 450 6342 3096
E-Mail: simon.bentlage@ha-ib.de

Hauck & Aufhäuser Sales

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

Carlos Becke
Equity Sales
Tel.: +44 203 9473 245
E-Mail: carlos.becke@ha-ib.de

Christian Schwenkenbecher
Equity Sales
Tel.: +44 203 9473 246
E-Mail: christian.schwenkenbecher@ha-ib.de

Christian Bybjerg
Equity Sales
Tel.: +49 414 3885 74
E-Mail: christian.bybjerg@ha-ib.de

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

Imogen Voorspuy
Equity Sales
Tel.: +44 203 9473 244
E-Mail: imogen.voorspuy@ha-ib.de

Markus Scharhag
Equity Sales
Tel.: +49 89 23 93 2813
E-Mail: markus.scharhag@ha-ib.de

Rune Dinesen
Equity Sales
Tel.: +49 40 414 38 85 72
E-Mail: rune.dinesen@ha-ib.de

Vincent Bischoff
Equity Sales
Tel.: +49 40 414 38 85 88
E-Mail: vincent.bischoff@ha-ib.de

Hauck & Aufhäuser Sales Trading

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

Tel.: +49 40 414 3885 78
Fax: +49 40 414 3885 71
Email: info@hauck-aufhaeuser.com
www.hauck-aufhaeuser.com

Christian von Schuler
Trading
Tel.: +49 40 414 38 85 77
E-Mail: christian.schuler@hauck-aufhaeuser.com

Fin Schaffer
Trading
Tel.: +49 40 414 38 85 98
E-Mail: fin.schaffer@hauck-aufhaeuser.com

Nils Carstens
Trading
Tel.: +49 40 414 38 85 85
E-Mail: Nils.Carstens@ha-ib.de

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

Carolin Heidrich
Middle-Office
Tel.: +49 176 10 59 41 52
E-Mail: carolin.heidrich@hauck-aufhaeuser.com