Automotive - Germany

Buy (old: Buy)

EUR 3.60 (old: EUR 3.60)

### LIGHT battery closer to commercialization // TÜV SÜD stake sold

LION E-Mobility announced the **successful completion of high-temperature tests for its LION LIGHT battery**, which includes advanced immersion cooling technology, in collaboration with a German premium OEM. The battery exceeded test standards, demonstrating robust performance under extreme conditions and making it unique in the market for meeting the OEM's requirements.

This is a significant milestone, as **it validates the product and puts LION closer to commercialization**. Here are the expected next steps: Once final testing is completed (in our view only a matter of form), LION should receive a request for quotation from the premium OEM. With this, the company is seen to put serial production plans into terms. In our view, the most likely situation would be a production JV with a Tier 1 supplier. Importantly, no exclusivity agreement has been signed with the OEM currently testing the battery. We hence expect LION to **also be in early talks with additional potential customers**. As the commercial aspects and concrete timeline until the fist serial production could be live are still difficult to grasp, we have not yet included the LIGHT battery in our estimates.

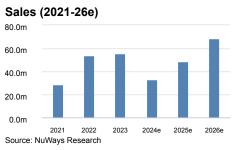
What's more, **LION announced the divestment of its 30% stake in TÜV SÜD Battery Testing to boost liquidity**, as mentioned in its H1 report. In FY23, TÜV SÜD Battery Testing achieved  $\in$  16m in sales (+ 41% yoy) with an 18.9% EBIT margin, driven by a strong, ongoing demand for battery testing services. While the company has so far not announced a price, we expect the buyer (the joint venture partner TÜV SÜD AG) to pay roughly the book value recorded in the FY23 annual report of  $\in$  5.6. The proceedes will mainly be used to repay outstanding liabilities.

**Operations remain burdened during the short-term.** As reflected by the FY24 guidance, which was cut with H1 figures, demand for battery pack solutions is seen to remain lackluster during H2, despite significantly improving vs. the first half of the year. FY24e sales are seen to decrease by 41% to  $\in$  33m (eNuW). In our view, this should to a large extent be driven by strongly falling battery prices and the resulting "wait and see" mentality of customers. This is not expected to change until H2 2025, in our view. While we expect FY25e to show a strong yoy sales increase, our figures are still below the reported numbers from FY22/23. Yet, this should be sufficient to get close to op. cash flow break even.

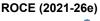
LION E-Mobility remains a BUY with an unchanged € 3.6 PT based on SOTP.

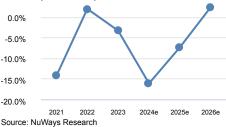
Y/E 31.12 (EUR m)	2021	2022	2023	2024e	2025e	2026e
Sales	28.4	53.8	56.1	33.2	48.7	68.3
Sales growth	54.3%	89.1%	4.3%	-40.8%	46.6%	40.3%
EBITDA	-1.2	0.5	0.0	-4.8	-1.9	1.8
Net debt (if net cash=0)	-0.2	4.4	13.6	20.2	22.4	22.1
FCF	-0.6	-9.4	-9.2	-6.5	-2.2	0.3
Net Debt/EBITDA	0.0	9.5	2728.6	-4.2	-11.8	12.3
EPS pro forma	-0.12	0.03	-0.08	-0.44	-0.30	-0.06
EBITDA margin	-4.3%	0.9%	0.0%	-14.4%	-3.9%	2.6%
ROCE	-14.3%	1.9%	-3.4%	-16.2%	-7.4%	2.3%
EV/sales	1.1	0.3	0.5	1.0	0.7	0.5
EV/EBITDA	-25.1	37.3	5296.6	-6.9	-18.6	19.5
PER	-8.4	33.6	-12.7	-2.2	-3.3	-16.6
Adjusted FCF yield	-3.2%	-4.3%	-3.8%	-17.3%	-5.1%	3.8%

Source: Company data, NuWays, Close price as of 04.11.2024



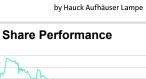
### EBIT margin (2021-26e) 0.0% -5.0% -10.0% -15.0% -20.0% 2021 2022 2023 2024e 2025e 2026e Source: NuWays Research

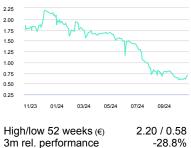




### **Company description**

LION is a fully automated producer of lithium-ion battery packs for a wide range of applications such as buses, commercial vehicles, marine, industrial vehicles but also stationary energy storage with an annual production capacity of 2 GWh, the equivalent to 45k battery packs.





6m rel. performance

12m rel. performance

08.11.2024

Market data	
Share price (in €)	0.69
Market cap (in € m)	12.1
Number of shares (in m pcs)	12.4
Enterprise value (in € m)	33.0
Ø trading volume (6 months)	3,900

-48.9%

-66.5%

	Identifier
Bloomberg	LMIA GR
Reuters	LMIA.F
WKN	A2QH97
ISIN	CH0560888270

Key shareholders					
lan Mukherjee Founders	38.7% 6.0%				
Free Float	55.3%				

Estimates changes							
	<u>2024e</u>	<u>2025e</u>	<u>2026e</u>				
Sales	0%	0%	0%				
EBIT	0%	0%	0%				
EPS	0%	0%	0%				

**Comment on changes** 

### Guidance

- Sales 2024: up to € 42m
- EBITDA 2024: slightly negative

Update - 08.11.2024



## Financials

Profit and loss (EUR m)	2021	2022	2023	2024e	2025e	2026e
Net sales	28.4	53.8	56.1	33.2	48.7	68.3
Sales growth	54.3%	89.1%	4.3%	-40.8%	46.6%	40.3%
Increase/decrease in finished goods and work-in-process	0.5	0.3	1.3	0.0	0.0	0.0
Total sales	28.9	54.1	57.4	33.2	48.7	68.3
Other operating income	1.5	0.4	1.5	0.3	0.5	0.7
Material expenses	25.9	46.5	48.3	28.2	40.7	56.3
Personnel expenses	3.1	3.9	5.7	5.4	5.9	5.8
Other operating expenses	2.6	3.7	4.9	4.7	4.4	5.1
Total operating expenses	30.1	53.6	57.4	38.0	50.5	66.5
EBITDA	-1.2	0.5	0.0	-4.8	-1.9	1.8
Depreciation	0.5	0.1	0.9	0.7	0.9	0.8
EBITA	-1.7	0.3	-0.9	-5.5	-2.7	1.0
Amortisation of goodwill	0.0	0.0	0.0	0.0	0.0	0.0
Amortisation of intangible assets	0.0	0.0	0.0	0.0	0.0	0.0
Impairment charges	0.0	0.0	0.0	0.0	0.0	0.0
EBIT (inc revaluation net)	-1.7	0.3	-0.9	-5.5	-2.7	1.0
Interest income	0.1	0.1	0.1	0.1	0.1	0.1
Interest expenses	0.0	0.1	1.5	2.0	2.5	2.5
Investment income	0.1	0.1	0.7	0.4	0.4	0.5
Financial result	0.2	0.1	-0.7	-1.5	-2.0	-1.9
Recurring pretax income from continuing operations	-1.5	0.4	-1.6	-7.0	-4.7	-0.9
Extraordinary income/loss	0.0	0.0	0.0	0.0	0.0	0.0
Earnings before taxes	-1.5	0.4	-1.6	-7.0	-4.7	-0.9
Income tax expense	-0.4	0.0	-0.7	-1.5	-1.0	-0.2
Net income from continuing operations	-1.2	0.4	-1.0	-5.5	-3.7	-0.7
Income from discontinued operations (net of tax)	0.0	0.0	0.0	0.0	0.0	0.0
Net income	-1.2	0.4	-1.0	-5.5	-3.7	-0.7
Minority interest	0.0	0.0	0.0	0.0	0.0	0.0
Net profit (reported)	-1.2	0.4	-1.0	-5.5	-3.7	-0.7
Average number of shares	10.0	12.4	12.4	12.4	12.4	12.4
EPS reported	-0.12	0.03	-0.08	-0.44	-0.30	-0.06

Profit and loss (common size)	2021	2022	2023	2024e	2025e	2026e
Net sales	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
Sales growth	54.3%	89.1%	4.3%	-40.8%	46.6%	40.3%
Increase/decrease in finished goods and work-in-process	1.7%	0.6%	2.4%	0.0%	0.0%	0.0%
Total sales	101.7%	100.6%	102.4%	100.0%	100.0%	100.0%
Other operating income	5.2%	0.8%	2.7%	1.0%	1.0%	1.0%
Material expenses	91.2%	86.4%	86.2%	84.9%	83.7%	82.4%
Personnel expenses	10.8%	7.2%	10.1%	16.4%	12.1%	8.5%
Other operating expenses	9.2%	6.9%	8.7%	14.0%	9.1%	7.5%
Total operating expenses	106.0%	99.8%	102.4%	114.4%	103.9%	97.4%
EBITDA	-4.3%	0.9%	0.0%	-14.4%	-3.9%	2.6%
Depreciation	1.6%	0.3%	1.7%	2.2%	1.8%	1.2%
EBITA	-5.9%	0.6%	-1.7%	-16.6%	-5.6%	1.4%
Amortisation of goodwill	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Amortisation of intangible assets	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Impairment charges	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
EBIT (inc revaluation net)	-5.9%	0.6%	-1.7%	-16.6%	-5.6%	1.4%
Interest income	0.2%	0.1%	0.2%	0.4%	0.3%	0.2%
Interest expenses	0.1%	0.2%	2.7%	6.0%	5.2%	3.7%
Investment income	0.5%	0.2%	1.2%	1.1%	0.9%	0.7%
Financial result	0.6%	0.1%	neg.	neg.	neg.	neg.
Recurring pretax income from continuing operations	-5.4%	0.7%	-2.9%	-21.1%	-9.7%	-1.4%
Extraordinary income/loss	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Earnings before taxes	-5.4%	0.7%	-2.9%	-21.1%	-9.7%	-1.4%
Tax rate	23.5%	9.1%	41.7%	22.0%	22.0%	22.0%
Net income from continuing operations	-4.1%	0.7%	-1.7%	-16.5%	-7.6%	-1.1%
Income from discontinued operations (net of tax)	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Net income	-4.1%	0.7%	-1.7%	-16.5%	-7.6%	-1.1%
Minority interest	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Net profit (reported)	-4.1%	0.7%	-1.7%	-16.5%	-7.6%	-1.1%
Source: Company data, NuWays						

Source: Company data, NuWays

Update - 08.11.2024



Balance sheet (EUR m)	2021	2022	2023	2024e	2025e	2026e
Intangible assets	3.1	4.7	12.4	13.2	14.0	14.8
Property, plant and equipment	0.4	2.2	5.2	6.0	5.8	5.8
Financial assets	4.4	5.6	5.7	5.7	5.7	5.7
FIXED ASSETS	7.9	12.5	23.4	24.9	25.5	26.4
Inventories	0.2	6.5	13.8	7.3	9.6	12.3
Accounts receivable	4.2	4.4	24.9	4.5	6.7	9.4
Other assets and short-term financial assets	2.4	1.0	0.7	0.7	2.7	6.7
Liquid assets	1.2	3.0	4.4	2.9	0.7	1.0
Deferred taxes	2.2	2.3	2.1	2.1	2.1	2.1
Deferred charges and prepaid expenses	0.1	0.0	0.0	0.0	0.0	0.0
CURRENT ASSETS	10.3	17.2	46.0	17.6	21.9	31.5
TOTAL ASSETS	18.2	29.8	69.4	42.5	47.4	57.9
SHAREHOLDERS EQUITY	9.3	14.4	13.5	12.1	14.4	21.6
MINORITY INTEREST	0.0	0.0	0.0	0.0	0.0	0.0
Long-term liabilities to banks	0.0	0.0	7.5	12.5	12.5	12.5
Bonds (long-term)	0.0	0.0	0.0	0.0	0.0	0.0
other interest-bearing liabilities	1.1	1.4	1.6	1.6	1.6	1.6
Provisions for pensions and similar obligations	0.6	0.9	0.7	0.7	0.7	0.7
Other provisions and accrued liabilities	0.0	0.0	0.0	0.0	0.0	0.0
NON-CURRENT LIABILITIES	1.7	2.3	9.7	14.7	14.7	14.7
Short-term liabilities to banks	0.0	6.0	9.1	9.1	9.1	9.1
Accounts payable	5.9	4.6	35.8	5.5	8.0	11.2
Advance payments received on orders	0.0	0.0	0.0	0.0	0.0	0.0
Accrued taxes	0.0	0.0	0.0	0.0	0.0	0.0
Other liabilities (incl. from lease and rental contracts)	0.6	1.5	1.2	1.2	1.2	1.2
Deferred taxes	0.7	1.0	0.0	0.0	0.0	0.0
Deferred income	0.0	0.0	0.0	0.0	0.0	0.0
CURRENT LIABILITIES	7.2	13.0	46.1	15.7	18.3	21.5
TOTAL LIABILITIES AND SHAREHOLDERS EQUITY	18.2	29.8	69.4	42.5	47.4	57.9
Balance sheet (common size)	2021	2022	2023	2024e	2025e	2026e
Intangible assets	17.3%	15.7%	17.9%	31.1%	20236	25.6%
Property, plant and equipment	2.0%	7.5%	7.5%	14.0%	29.0 <i>%</i> 12.1%	25.0%
Financial assets	24.1%	18.9%	8.3%	14.0%	12.1%	9.9%
FIXED ASSETS	<b>43.4%</b>	<b>42.1%</b>	<b>33.7%</b>	<b>58.6%</b>	<b>53.9%</b>	<b>45.6%</b>
Inventories	0.9%	21.9%	19.9%	17.1%	20.3%	21.2%
Accounts receivable	23.3%	14.8%	35.9%	10.7%	14.1%	16.2%
Other assets and short-term financial assets	13.1%	3.4%	1.1%	1.8%	5.8%	11.7%
Liquid assets	6.8%	10.2%	6.4%	6.8%	1.5%	1.7%
Deferred taxes	12.0%	7.7%	3.1%	5.0%	4.5%	3.7%
Deferred charges and prepaid expenses	0.4%	0.0%	0.0%	0.0%	0.0%	0.0%
CURRENT ASSETS	56.6%	57.9%	66.3%	41.4%	46.1%	54.4%
TOTAL ASSETS	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
SHAREHOLDERS EQUITY	50.9%	48.4%	19.5%	28.4%	30.3%	37.4%
MINORITY INTEREST	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Long-term liabilities to banks	0.0%	0.0%	10.8%	29.3%	26.3%	21.5%
Bonds (long-term)	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
other interest-bearing liabilities	5.9%	4.8%	2.2%	3.7%	3.3%	2.7%
Provisions for pensions and similar obligations	3.5%	3.1%	1.0%	1.7%	1.5%	1.3%
Other provisions and accrued liabilities	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
NON-CURRENT LIABILITIES	9.4%	7.9%	14.1%	34.7%	31.1%	25.5%
Short-term liabilities to banks	0.0%	20.3%	13.1%	21.3%	19.1% 16.0%	15.7%
Accounts payable	32.3%	15.4%	51.6%	12.8%	16.9%	19.4%
Advance payments received on orders	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Accrued taxes	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Other liabilities (incl. from lease and rental contracts)	3.5%	4.9%	1.7%	2.7%	2.4%	2.0%
Deferred taxes	4.0%	3.2%	0.0%	0.1%	0.1%	0.1%
Deferred income CURRENT LIABILITIES	0.0% <b>39.7%</b>	0.0% <b>43.7%</b>	0.0% <b>66.4%</b>	0.0% <b>36.9%</b>	0.0% <b>38.5%</b>	0.0% <b>37.1%</b>
TOTAL LIABILITIES AND SHAREHOLDERS EQUITY	39.7% 100.0%	43.7% 100.0%	66.4% 100.0%	36.9% 100.0%	38.5% 100.0%	37.1%
Source: Company data, NuWays	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
JUNICE, CUITINGIN VILLA, INUVIAVS						

Source: Company data, NuWays

Update - 08.11.2024



Cash flow statement (EUR m)	2021	2022	2023	2024e	2025e	2026e
Net profit/loss	-1.2	0.4	-1.0	-5.5	-3.7	-0.7
Depreciation of fixed assets (incl. leases)	0.5	0.1	0.9	0.7	0.9	0.8
Amortisation of goodwill & intangible assets	0.0	0.0	0.0	0.0	0.0	0.0
Other costs affecting income / expenses	-0.5	0.0	0.0	0.0	0.0	0.0
Cash flow from operating activities	-0.1	-8.8	1.3	-5.7	-1.4	1.1
Increase/decrease in inventory	-0.0	-6.4	-7.3	6.5	-2.3	-2.7
Increase/decrease in accounts receivable	-0.8	-0.2	-20.5	20.4	-2.1	-2.7
Increase/decrease in accounts payable	2.6	-1.3	31.2	-30.4	2.5	3.2
Increase/decrease in other working capital positions	-0.7	-0.5	0.4	4.0	4.0	4.0
Increase/decrease in working capital	1.1	-8.3	3.8	0.5	2.1	1.9
Cash flow from operating activities	-0.1	-6.8	2.8	-4.2	-0.7	2.0
CAPEX	0.5	2.6	11.9	2.3	1.4	1.7
Payments for acquisitions	0.0	0.1	0.0	0.0	0.0	0.0
Financial investments	0.0	0.0	0.8	0.0	0.0	0.0
Income from asset disposals	0.3	0.0	1.9	0.0	0.0	0.0
Cash flow from investing activities	-0.2	-2.7	-10.8	-2.3	-1.4	-1.7
Cash flow before financing	-0.3	-9.5	-8.1	-6.5	-2.2	0.3
Increase/decrease in debt position	0.4	6.0	10.0	5.0	0.0	0.0
Purchase of own shares	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
Dividends paid	0.0	0.0	0.0	0.0	0.0	0.0
Others	-0.1	5.4	-0.5	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
Cash flow from financing activities	0.3	11.4	9.5	5.0	0.0	0.0
Increase/decrease in liquid assets	-0.0	1.9	1.4	-1.5	-2.2	0.3
Liquid assets at end of period	1.2	3.0	4.4	2.9	0.7	1.0
· · ·						
Key ratios (EUR m)	2021	2022	2023	2024e	2025e	2026e
P&L growth analysis						
Sales growth	54.3%	89.1%	4.3%	-40.8%	46.6%	40.3%
EBITDA growth	-22.2%	-138.0%	-98.9%	-95493.8%	-60.3%	-194.7%
EBIT growth	-10.3%	-119.2%	-384.9%	495.6%	-50.2%	-135.4%
EPS growth	26.4%	-125.0%	-363.8%	474.5%	-32.5%	-80.2%
Efficiency						
Sales per employee	1,137.3	1,536.0	992.1	433.9	556.0	682.8
EBITDA per employee	-49.2	13.4	0.1	-62.3	-21.6	17.9
No. employees (average)	25	35	56	76	88	100
Balance sheet analysis						
Avg. working capital / sales	-1.7%	5.0%	1.2%	19.1%	11.4%	12.3%
Inventory turnover (sales/inventory)	181.0	8.3	4.1	4.6	5.1	5.6
Accounts receivable turnover	54.4	29.9	162.2	50.0	50.0	50.0
Accounts payable turnover	75.3	31.1	233.2	60.0	60.0	60.0
Cash flow analysis						
Free cash flow	-0.6	-9.4	-9.2	-6.5	-2.2	0.3
Free cash flow/sales	-2.0%	-17.5%	-16.4%	-19.6%	-4.5%	0.4%
FCF / net profit	49.4%	neg.	965.4%	119.1%	59.0%	neg.
Capex / sales	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
Solvency						
Net debt	-0.2	4.4	13.6	20.2	22.4	22.1
Net Debt/EBITDA	0.0	9.5	2728.6	-4.2	-11.8	12.3
Dividend payout ratio	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Interest paid / avg. debt	3.4%	2.4%	15.7%	13.0%	12.3%	11.0%
Returns						
ROCE	-14.3%	1.9%	-3.4%	-16.2%	-7.4%	2.3%
ROE	-12.6%	2.5%	-7.0%	-45.2%	-25.7%	-3.4%
Adjusted FCF yield	-3.2%	-4.3%	-3.8%	-17.3%	-5.1%	3.8%
Dividend yield	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
DPS	0.0	0.0	0.0	0.0	0.0	0.0
EPS reported	-0.12	0.03	-0.08	-0.44	-0.30	-0.06
Average number of shares	10.0	12.4	12.4	12.4	12.4	12.4
Valuation ratios						
			0.0	1.0	0.0	0.6
P/BV	1.1	0.8	0.9	1.0	0.8	
EV/sales	1.1	0.3	0.5	1.0	0.7	0.5
EV/sales EV/EBITDA	1.1 -25.1	0.3 37.3	0.5 5296.6	1.0 -6.9	0.7 -18.6	0.5 19.5
EV/sales	1.1	0.3	0.5	1.0	0.7	0.5

Update - 08.11.2024



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Company	Disclosures
LION E-Mobility AG	2,8

### Historical target price and rating changes for LION E-Mobility AG

Company	Date	Analyst	Rating	Target Price	Close
LION E-Mobility AG	05.08.2024	Sandherr, Christian	Buy	EUR 3.60	EUR 1.02
	13.05.2024	Sandherr, Christian	Buy	EUR 7.00	EUR 1.66
	22.03.2024	Sandherr, Christian	Buy	EUR 8.00	EUR 1.72

Update - 08.11.2024

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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 adjust-



ment towards the actual capital structure is done by discounting the calculated free cash flows with the weighted average cost of capital (WACC), which takes into account both the cost of equity capital and the cost of debt. After discounting, the calculated total enterprise value is reduced by the interest-bearing debt capital in order to arrive at the equity value.

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