BMP HOLDING AG

ISIN

CalendarGeneral Meeting

EPS (old)

Comment



Recommendation:	Buy
Price target:	2.00 Euro
Upside potential:	+17 percent
Share data	
Share price	1.71 Euro (XETRA)
Number of shares (in m)	7.59
Market cap. (in EUR m)	13.0
Enterprise Value (in EUR m)	15.1
Code	BTBB

Performance	
52 week high (in EUR)	2.52
52 week low (in EUR)	1.14
3 m relative to CDAX	+10.1%
6 m relative to CDAX	-35.6%

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Shareholder structure	
Free float	54.8%
Carin Pepper-Hellstedt	15.0%
Oliver Borrmann	14.3%
Heliad Equity Partners	9.1%
Roland Berger SC	6.8%

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Changes in es	timates		
	2017e	2018e	2019 e
Sales(old)	18.0	23.1	29.5
Δ in %	-5.0%	-6.5%	10.2
EBIT (old)	-1.5	-0.5	0.5
Δ in %	n.m.	n.m.	-9.9%

18 August 2017

1 June 2017

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Δ in %	n.m.	n.m.	n.m.
Analyst Alexander Braun +49 40 41111 37 7 a.braun@montega	-		
Publication			

Difficult start to the year – Sale of VC business about to be finalised?

bmp yesterday published its interim report for Q1 2017. The key figures are shown in the table below.

bmp Holding AG – Q1 2017	Q1 2017	Q1 2016	yoy
Revenue	3.2	4.2	-23.8%
EBITDA	-0.4	-0.4	0.0%
Net profit (after minorities)	-0.8	-2.3	n.m.
Source: Company		Ir	euro million

Revenue trend driven by restrained financial situation: The noticeable decline in revenue is mainly attributable to the reduction of marketing expenses. This had become necessary as the company's cash on hand amounted to only EUR 0.8m at the end of the last fiscal year due to lack of divestments from the VC portfolio, Grafenfels' ongoing losses, and an overall stronger competition. Accordingly, the recently announced capital increase of some EUR 900k can be regarded as a first step to equip the company with sufficient funds for the planned growth.

Operating earnings (EBITDA) of EUR -0.4m were flat yoy. The reduced marketing expenses had a positive impact here. Additionally, Grafenfels' complete discontinuation as communicated today should be reflected in the result over the next few quarters. The company had reported a loss of EUR 0.8m in the last fiscal year.

Outlook confirmed: Management has not yet adjusted its 2017 guidance (revenue growth of ca. 25% to EUR 18m). However, following the weak start to the year and the communicated moderate development in Q2, we no longer expect that bmp will deliver the respective increase in revenue. Therefore, we have lowered our estimates.

Sale of discontinued business to be completed soon: The interim report also announced that the sale of the remaining VC portfolio (IFRS book value of EUR 5.3m) to a secondary fund is currently being negotiated. bmp hopes to be able to finalise the transaction before the end of Q2 2017. We would welcome a sale as this business unit has tied up resources and necessitated write-downs on a regular basis. Additionally, a corresponding cash inflow would significantly improve the financial situation and lay the foundation for the growth expected by us in the coming years.

Conclusion: bmp has reported weak figures which take a backseat though, with the focus being on the advanced negotiations on the sale of the remaining VC portfolio and the discontinuation of Grafenfels. We believe progress has been made to put the group on a profitable growth path, and confirm our buy rating and the PT of EUR 2.00.

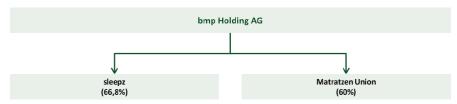
FYend: 31.12.	2016	2017 e	2018e	2019e	2020e
Sales	14.4	17.1	21.6	26.5	30.5
Growth yoy	202.0%	19.1%	26.5%	22.5%	15.0%
EBITDA	-1.8	-1.3	-0.2	0.7	1.3
EBIT	-2.0	-1.5	-0.4	0.5	1.0
Net income	-9.6	-2.2	-0.9	0.0	0.6
Gross profit margin	32.4%	33.2%	33.8%	33.7%	33.8%
EBITDA margin	-12.3%	-7.6%	-1.0%	2.7%	4.3%
EBIT margin	-14.0%	-8.6%	-2.0%	1.7%	3.3%
Net Debt	1.8	1.5	1.7	2.3	2.2
Net Debt/EBITDA	-1.0	-1.2	-7.9	3.3	1.7
ROCE	-15.0%	-16.9%	-5.7%	5.9%	12.3%
EPS	-0.46	-0.29	-0.12	0.00	0.08
FCF per share	0.00	-0.09	-0.02	-0.08	0.01
Dividend	0.00	0.00	0.00	0.00	0.00
Dividend yield	0.0%	0.0%	0.0%	0.0%	0.0%
EV/Sales	1.0	0.8	0.6	0.5	0.5
EV/EBITDA	n.m.	n.m.	n.m.	19.5	10.6
EV/EBIT	n.m.	n.m.	n.m.	31.0	13.9
PER	n.m.	n.m.	n.m.	n.m.	21.4
P/B	1.6	2.0	2.3	2.3	2.0
Source: Company data, Montega, CapitalIQ				Figures in EUR m, EF	S in EUR, Price: 1.71

BMP HOLDING AG

Company Background

COMPANY BACKGROUND

bmp Holding AG is an industrial holding based in Berlin. The company has two investments in the sleeping worlds segment: sleepz GmbH and the Matratzen Union Group.



Source: Company

Majority interest sleepz is fully consolidated since May 2015. The company emerged from the former muchasa GmbH, in which bmp acquired an interest in June 2014. sleepz generated revenues of roughly EUR 5.9m in 2016 (PY: EUR 6.4m).

In November 2015, bmp acquired a majority interest in Matratzen Union Group. Like sleepz, the companies operate several online shops in the field of sleeping worlds and an online outlet for (sleeping) furniture and decoration. In the last financial year 2016, the Matratzen Union Group generated revenues of roughly EUR 8.4m (PY: EUR 6.4m). MU is already profitable.

sleepz

sleepz GmbH was founded in December 2012. The company is an online retailer for sleeping worlds. The company's online shop features more than 50,000 items. sleepz addresses both the premium segment and the strongly growing discounter market. Since mid-2015, sleepz offers its customers an own mattress brand — Matratzenheld — in the entry segment, which is exclusively available on Matratzen discount. In September 2015, the company also opened its first retail store in Berlin. sleepz generated revenues of EUR 5.9m in FY 2016 (PY: EUR 6.4m).

Matratzen UnionGroup

Matratzen Union is the second investment of bmp in the field of sleeping worlds. The chart below provides an overview of the company's structure.



Source: Company

Matratzen Union GmbH and Markenschlaf GmbH are— like sleepz — pure online retailers for sleeping requirements. They are focused on best-selling mattresses in standard sizes and on box spring beds. The companies have very good access to most of the well-known mattress manufacturers and have over 2,500 products in store. In addition to a fast delivery, this may also result in price advantages in purchasing. Matratzen Union and Markenschlaf also have exclusive private labels: "Wolkenwunder" and "Schlafschatz".

Ecom Union GmbH operates the website "onletto.de", an online outlet for (sleeping room) furniture and decoration. The company purchases its products via MHK as purchasing association. This is a network of more than 2,000 retail partners in the furniture sector.

Denkvertrieb GmbH is the group's service company with a focus on IT and online marketing.

BMP HOLDING AG

Company Background

Experienced management with profound knowledge in the sleeping world segment

bmp Holding AG has an experienced management. Oliver Borrmann has been a member of the executive board since the company's foundation. The subsidiaries are managed by executive directors Youssef Hassan and Martin Jungermann. These two are proven experts in the field of sleeping worlds and have many years of corporate experience as well.

Oliver Borrmann founded bmp as an investment company in 1997. As the company's CEO he is responsible for corporate development. At bmp, he managed a parallel fund for KfW and accompanied more than 100 investments. He has gained relevant experience as a corporate consultant for HBS Consulting Partners GmbH in Munich. Oliver Borrmann earned his degree in economics at the University of St. Gallen (Switzerland) with honours.

The group's subsidiaries have a large expertise in the addressed market segment of sleeping worlds.

Youssef Hassan is managing director and shareholder of sleepz GmbH and responsible for customer service, product management and fulfilment. A state-certified business economist, Youssef Hassan started his career at Hutchison Telecom and moved to the bedding industry twelve years ago. Amongst others, he established and managed a mattress company for manufacturer Fray & Co. in Aleppo (Syria). Youssef Hassan has been working in e-commerce since 2003 and established and managed several companies in the sleeping requirement trading segment over the years.

Martin Jungermann, managing director of Matratzen Union GmbH, started his career in 1994 with an apprenticeship as industrial clerk at Klute GmbH Schlafsysteme, thus gaining first experience in the living/sleeping world market segment. Since then, the state-certified business economist has been working in retail, as sales manager and house director at Möbel Schaumann, store manager at company group Gebers and founder in the living/sleeping sector. Since 2011, Martin Jungermann has been managing partner of Markenschlaf GmbH, Matratzen Union GmbH and Ecom Union GmbH.

Shareholder structure

As of the capital reduction in ratio of 3:1 in May 2017 and the following 10% capital increase the registered share capital is now divided into 7.590.391 no-par value shares. 14.95% of the shares are held by Carin Pepper-Hellstedt, a berlin entrepreneur. The CEO and founder Oliver Borrmann owns 14.33% of the company, what makes him the second biggest shareholder. Other significant investors are Heliad Equity Partners (9.09%) and Roland Berger Strategy Consultants GmbH (6.79%). The free float is 54.84%.

APPENDIX

DCF Model								
								Terminal
Figures in m	2017e	2018e	2019 e	2020e	2021e	2022e	2023e	Value
Sales	17.1	21.6	26.5	30.5	34.7	38.2	41.3	42.3
Change yoy EBIT	19.1%	26.5%	22.5%	15.0%	14.0%	10.0%	8.0%	2.5% 2.1
EBIT margin	- 1.5 -8.6%	- 0.4 -2.0%	0.5 1.7%	1.0 3.3%	1.4 4.0%	1.9 5.0%	2.1 5.0%	2.1 5.0%
NOPAT	-1.5	-0.5	0.0	0.8	1.0	1.4	1.6	1.6
Depreciation in % of Sales	0.2 1.0%	0.2 1.0%	0.3 1.0%	0.3 1.0%	0.3 1.0%	0.2 0.5%	0.2 0.5%	0.2 0.4%
Change in Liquidity from	11070	1.070	2.070	1,0,0	110/0	0.570	0.575	0.170
- Working Capital	1.7	-0.1	-0.5	-0.4	-0.1	-0.2	-0.2	0.0
- Capex	-0.4	-0.4	-0.4	-0.4	-0.2	-0.2	-0.2	-0.2
Capex in % of Sales Other	2.3%	1.8% 0.0	10.9% 0.0	1.3% 0.0	0.7% 0.0	0.5% 0.0	0.5%	0.5% 0.0
Free Cash Flow (WACC model)	-0.1	-0.8	-0.6	0.3	0.8	1.3	1.4	1.5
WACC	8.98%	8.98%	8.98%	8.98%	8.98%	8.98%	8.98%	8.98%
Present value	-0.1	-0.7	-0.5	0.2	0.7	0.8	0.8	12.2
Total present value	-0.1	-0.8	-1.3	-1.1	-0.4	0.4	1.2	13.3
Valuation			Growth: sales and	margin				
Total present value (Tpv)	13.3		Short term: Sales g	growth			2017-2020	21.2%
Terminal Value	12.2		Mid term: Sales gr	owth			2017-2022	17.0%
Share of TV on Tpv	91%		Long term: Sales g	rowth			from 2024	2.5%
Liabilities	6.0		Short term: Margin	n growth			2017-2020	-1.4%
Liquidity	1.8		Mid term: Margin	growth			2017-2022	0.6%
Equity value	9.2		Long term: Margin	growth			From 2024	5.0%
				et (=+=)		_		
Number of shares (mln)	7.59		Sensitivity Value p		2.250/		minal Growth	2.250/
Value per share (EUR)	1.21		WACC	1.75%	2.25%	2.50%	2.75%	3.25%
+Upside / -Downside	-29%		9.48%	0.90	0.99	1.04	1.09	1.21
Share price	1.71		9.23% 8.98%	0.97	1.07	1.12	1.18	1.31
Model parameter			8.73%	1.04 1.12	1.15 1.24	1.21 1.31	1.27 1.38	1.42 1.54
Debt ratio	40.00%		8.48%	1.12	1.34	1.41	1.49	1.67
Costs of Debt	7.0%		3.4070	1.21	1.54	1.71	1.43	1.07
Market return	9.00%		Sensitivity Value p	er Share (EUR)		EBI	T-margin from 2	024e
Risk free rate	2.50%		WACC	4.50%	4.75%	5.00%	5.25%	5.50%
			9.48%	0.97	0.96	1.04	1.11	1.19
Beta	1.45		9.23%	1.05	1.04	1.12	1.20	1.28
WACC	8.98%		8.98%	1.14	1.1′2	1.21	1.29	1.42
Terminal Growth	2.50%		8.73%	1.23	1.22	1.31	1.40	1.49
			8.48%	1.33	1.32	1.41	1.51	1.60
Source: Montega								

P&L (in Euro m) bmp Holding AG	2016	2017e	2018e	2019e	2020e
Sales	14.4	17.1	21.6	26.5	30.5
Increase / decrease in inventory	0.1	0.0	0.0	0.0	0.0
Own work capitalised	0.0	0.0	0.0	0.0	0.0
Total sales	14.4	17.1	21.6	26.5	30.5
Material Expenses	9.8	11.4	14.3	17.6	20.2
Gross profit	4.6	5.7	7.3	8.9	10.3
Personnel expenses	2.2	2.4	2.6	2.9	3.4
Other operating expenses	4.9	5.6	6.3	6.6	7.2
Other operating income	0.6	1.0	1.3	1.3	1.5
EBITDA	-1.8	-1.3	-0.2	0.7	1.3
Depreciation on fixed assets	0.1	0.1	0.1	0.1	0.2
EBITA	-1.9	-1.4	-0.3	0.6	1.2
Amortisation of intangible assets	0.1	0.1	0.1	0.1	0.2
Impairment charges and Amortisation of goodwill	0.0	0.0	0.0	0.0	0.0
EBIT	-2.0	-1.5	-0.4	0.5	1.0
Financial result	-0.4	-0.4	-0.3	-0.3	-0.2
ЕВТ	-2.4	-1.9	-0.8	0.2	0.8
Taxes	0.1	0.1	0.1	0.2	0.2
Net Profit of continued operations	-2.5	-2.0	-0.9	0.0	0.6
Net Profit of discontinued operations	-7.3	-0.2	0.0	0.0	0.0
Net profit before minorities	-9.8	-2.2	-0.9	0.0	0.6
	-0.3	0.0	0.0	0.0	0.0
Minority interests					
Minority interests Net profit	-9.6	-2.2	-0.9	0.0	0.6
Net profit Source: Company (reported results), Montega (forecast)	-9.6	-2.2	-0.9	0.0	0.6
Net profit	-9.6	-2.2	-0.9	0.0	0.6
Net profit Source: Company (reported results), Montega (forecast)	-9.6 2016	-2.2 2017e	-0.9 2018e	0.0 2019e	0.6 2020e
Net profit Source: Company (reported results), Montega (forecast) P&L (in % of Sales) bmp Holding AG					
Net profit Source: Company (reported results), Montega (forecast) P&L (in % of Sales) bmp Holding AG Sales	2016	2017e	2018e	2019e	2020e
Net profit	2016 100.0%	2017e 100.0%	2018e 100.0%	2019e 100.0%	2020e 100.0%
Net profit Source: Company (reported results), Montega (forecast) P&L (in % of Sales) bmp Holding AG Sales Increase / decrease in inventory	2016 100.0% 0.5%	2017e 100.0% 0.0%	2018e 100.0% 0.0%	2019e 100.0% 0.0%	2020e 100.0% 0.0%
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Net profit Source: Company (reported results), Montega (forecast) P&L (in % of Sales) bmp Holding AG Sales Increase / decrease in inventory Own work capitalised Total sales Material Expenses Gross profit Personnel expenses Other operating expenses Other operating income	2016 100.0% 0.5% 0.0% 100.5% 68.2% 32.4% 15.1% 34.0% 4.4%	2017e 100.0% 0.0% 0.0% 100.0% 66.8% 33.2% 13.8% 33.0% 6.0%	2018e 100.0% 0.0% 0.0% 100.0% 66.2% 33.8% 11.8% 29.0% 6.0%	2019e 100.0% 0.0% 0.0% 100.0% 66.3% 33.7% 11.0% 25.0% 5.0%	2020e 100.0% 0.0% 0.0% 100.0% 66.2% 33.8% 11.0% 23.5% 5.0%
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Net profit Source: Company (reported results), Montega (forecast) P&L (in % of Sales) bmp Holding AG Sales Increase / decrease in inventory Own work capitalised Total sales Material Expenses Gross profit Personnel expenses Other operating expenses Other operating income EBITDA Depreciation on fixed assets EBITA Amortisation of intangible assets	2016 100.0% 0.5% 0.0% 100.5% 68.2% 32.4% 15.1% 34.0% 4.4% -12.3% 1.0% -13.4% 0.7%	2017e 100.0% 0.0% 0.0% 100.0% 66.8% 33.2% 13.8% 6.0% -7.6% 0.5%	2018e 100.0% 0.0% 0.0% 100.0% 66.2% 33.8% 11.8% 29.0% 6.0% -1.0% 0.5% -1.5%	2019e 100.0% 0.0% 0.0% 100.0% 66.3% 33.7% 11.0% 25.0% 5.0% 2.7% 0.5% 2.2% 0.5%	2020e 100.0% 0.0% 0.0% 100.0% 66.2% 33.8% 11.0% 23.5% 5.0% 4.3% 0.5%
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Net profit Source: Company (reported results), Montega (forecast) P&L (in % of Sales) bmp Holding AG Sales Increase / decrease in inventory Own work capitalised Total sales Material Expenses Gross profit Personnel expenses Other operating expenses Other operating income EBITDA Depreciation on fixed assets EBITA Amortisation of intangible assets EBIT Financial result	2016 100.0% 0.5% 0.0% 100.5% 68.2% 32.4% 15.1% 34.0% 4.4% -12.3% 1.0% -13.4% 0.7% -14.0% -2.5%	2017e 100.0% 0.0% 0.0% 100.0% 66.8% 33.2% 13.8% 6.0% -7.6% 0.5% -8.1% 0.5% -8.6% -2.3%	2018e 100.0% 0.0% 0.0% 100.0% 66.2% 33.8% 11.8% 29.0% 6.0% -1.0% 0.5% -2.0% -1.5%	2019e 100.0% 0.0% 0.0% 100.0% 66.3% 33.7% 11.0% 25.0% 5.0% 2.7% 0.5% 2.2% 0.5% 1.7% -1.1%	2020e 100.0% 0.0% 0.0% 100.0% 66.2% 33.8% 11.0% 23.5% 5.0% 4.3% 0.5% 3.8% 0.5% 3.3% -0.7%
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Net profit Source: Company (reported results), Montega (forecast) P&L (in % of Sales) bmp Holding AG Sales Increase / decrease in inventory Own work capitalised Total sales Material Expenses Gross profit Personnel expenses Other operating expenses Other operating income EBITDA Depreciation on fixed assets EBITA Amortisation of intangible assets EBIT Financial result EBT Taxes	2016 100.0% 0.5% 0.0% 100.5% 68.2% 32.4% 15.1% 34.0% 4.4% -12.3% 1.0% -13.4% 0.7% -14.0% -2.5% -16.6% 0.8%	2017e 100.0% 0.0% 0.0% 100.0% 66.8% 33.2% 13.8% 6.0% -7.6% 0.5% -8.1% 0.5% -8.6% -2.3% -10.9% 0.6%	2018e 100.0% 0.0% 0.0% 100.0% 66.2% 33.8% 11.8% 29.0% 6.0% -1.0% 0.5% -1.5% 0.5% -2.0% -1.5% -3.5% 0.6%	2019e 100.0% 0.0% 0.0% 100.0% 66.3% 33.7% 11.0% 25.0% 5.0% 2.7% 0.5% 2.2% 0.5% 1.7% -1.1% 0.6% 0.6%	2020e 100.0% 0.0% 0.0% 100.0% 66.2% 33.8% 11.0% 23.5% 5.0% 4.3% 0.5% 3.8% 0.5% 3.3% 0.7% 2.6% 0.7%
Net profit Source: Company (reported results), Montega (forecast) P&L (in % of Sales) bmp Holding AG Sales Increase / decrease in inventory Own work capitalised Total sales Material Expenses Gross profit Personnel expenses Other operating expenses Other operating income EBITDA Depreciation on fixed assets EBITA Amortisation of intangible assets EBIT Financial result EBT Taxes Net Profit of continued operations	2016 100.0% 0.5% 0.0% 100.5% 68.2% 32.4% 15.1% 34.0% 4.4% -12.3% 1.0% -13.4% 0.7% -14.0% -2.5% -16.6% 0.8% -17.4%	2017e 100.0% 0.0% 0.0% 100.0% 66.8% 33.2% 13.8% 6.0% -7.6% 0.5% -8.1% 0.5% -8.6% -2.3% -10.9% 0.6% -11.5%	2018e 100.0% 0.0% 0.0% 100.0% 66.2% 33.8% 11.8% 29.0% 6.0% -1.0% 0.5% -2.0% -1.5% -3.5% 0.6% -4.1%	2019e 100.0% 0.0% 0.0% 100.0% 66.3% 33.7% 11.0% 25.0% 5.0% 2.7% 0.5% 2.2% 0.5% 1.7% -1.1% 0.6% 0.6% 0.0%	2020e 100.0% 0.0% 0.0% 100.0% 66.2% 33.8% 11.0% 23.5% 5.0% 4.3% 0.5% 3.8% 0.5% 3.3% -0.7% 2.6% 0.7% 2.0%
Net profit Source: Company (reported results), Montega (forecast) P&L (in % of Sales) bmp Holding AG Sales Increase / decrease in inventory Own work capitalised Total sales Material Expenses Gross profit Personnel expenses Other operating expenses Other operating income EBITDA Depreciation on fixed assets EBIT A Amortisation of intangible assets EBIT Financial result EBT Taxes Net Profit of continued operations Net Profit of discontinued operations	2016 100.0% 0.5% 0.0% 100.5% 68.2% 32.4% 15.1% 34.0% 4.4% -12.3% 1.0% -13.4% 0.7% -14.0% -2.5% -16.6% 0.8% -17.4% -51.1%	2017e 100.0% 0.0% 0.0% 100.0% 66.8% 33.2% 13.8% 6.0% -7.6% 0.5% -8.1% 0.5% -8.6% -2.3% -10.9% 0.6% -11.5% -1.2%	2018e 100.0% 0.0% 0.0% 100.0% 66.2% 33.8% 11.8% 29.0% 6.0% -1.0% 0.5% -2.0% -1.5% -3.5% 0.6% -4.1% 0.0%	2019e 100.0% 0.0% 0.0% 100.0% 66.3% 33.7% 11.0% 25.0% 2.7% 0.5% 2.2% 0.5% 1.7% -1.1% 0.6% 0.0% 0.0%	2020e 100.0% 0.0% 0.0% 100.0% 66.2% 33.8% 11.0% 23.5% 5.0% 4.3% 0.5% 3.8% 0.5% 3.3% -0.7% 2.6% 0.7% 2.0%
Net profit Source: Company (reported results), Montega (forecast) P&L (in % of Sales) bmp Holding AG Sales Increase / decrease in inventory Own work capitalised Total sales Material Expenses Gross profit Personnel expenses Other operating expenses Other operating income EBITDA Depreciation on fixed assets EBIT A Amortisation of intangible assets EBIT Financial result EBT Taxes Net Profit of continued operations Net profit before minorities	2016 100.0% 0.5% 0.0% 100.5% 68.2% 32.4% 15.1% 34.0% 4.4% -12.3% 1.0% -13.4% 0.7% -14.0% -2.5% -16.6% 0.8% -17.4% -51.1% -68.5%	2017e 100.0% 0.0% 0.0% 100.0% 66.8% 33.2% 13.8% 6.0% -7.6% 0.5% -8.1% 0.5% -8.6% -2.3% -10.9% 0.6% -11.5% -1.2% -12.7%	2018e 100.0% 0.0% 0.0% 100.0% 66.2% 33.8% 11.8% 29.0% 6.0% -1.0% 0.5% -2.0% -1.5% -3.5% 0.6% -4.1%	2019e 100.0% 0.0% 0.0% 100.0% 66.3% 33.7% 11.0% 25.0% 5.0% 2.7% 0.5% 2.2% 0.5% 1.7% -1.1% 0.6% 0.0% 0.0%	2020e 100.0% 0.0% 0.0% 100.0% 66.2% 33.8% 11.0% 23.5% 5.0% 4.3% 0.5% 3.8% 0.5% 3.3% -0.7% 2.6% 0.7% 2.0%
Net profit Source: Company (reported results), Montega (forecast) P&L (in % of Sales) bmp Holding AG Sales Increase / decrease in inventory Own work capitalised Total sales Material Expenses Gross profit Personnel expenses Other operating expenses Other operating income EBITDA Depreciation on fixed assets EBITA Amortisation of intangible assets EBIT Financial result	2016 100.0% 0.5% 0.0% 100.5% 68.2% 32.4% 15.1% 34.0% 4.4% -12.3% 1.0% -13.4% 0.7% -14.0% -2.5% -16.6% 0.8% -17.4% -51.1%	2017e 100.0% 0.0% 0.0% 100.0% 66.8% 33.2% 13.8% 6.0% -7.6% 0.5% -8.1% 0.5% -8.6% -2.3% -10.9% 0.6% -11.5% -1.2%	2018e 100.0% 0.0% 0.0% 100.0% 66.2% 33.8% 11.8% 29.0% 6.0% -1.0% 0.5% -2.0% -1.5% -3.5% 0.6% -4.1% 0.0%	2019e 100.0% 0.0% 0.0% 100.0% 66.3% 33.7% 11.0% 25.0% 2.7% 0.5% 2.2% 0.5% 1.7% -1.1% 0.6% 0.0% 0.0%	2020e 100.0% 0.0% 0.0% 100.0% 66.2% 33.8% 11.0% 23.5% 5.0% 4.3% 0.5% 3.8% 0.5% 3.3% -0.7% 2.6% 0.7% 2.0%

Balance sheet (in Euro m) bmp Holding AG	2016	2017e	2018e	2019e	2020e
ASSETS					
Intangible assets	4.9	5.0	5.1	5.2	5.2
Property, plant & equipment	0.4	0.5	0.6	0.7	0.8
Financial assets	0.0	0.0	0.0	0.0	0.0
Fixed assets	5.3	5.6	5.7	5.9	6.0
Inventories	2.3	1.4	1.8	2.2	2.5
Accounts receivable	1.2	0.9	1.0	1.2	1.4
Liquid assets	0.8	1.1	0.9	0.3	0.4
Other Assets	5.7	5.7	4.7	4.7	4.7
Current assets	10.0	9.1	8.4	8.4	9.0
Total assets	15.3	14.7	14.2	14.3	15.0
LIABILITIES AND SHAREHOLDERS' EQUITY					
Shareholders' equity	7.2	6.1	5.2	5.2	5.8
Minority Interest	0.3	0.3	0.3	0.3	0.3
Provisions	0.0	0.0	0.0	0.0	0.0
Financial liabilities	2.6	2.6	2.6	2.6	2.6
Accounts payable	1.2	1.7	2.1	2.2	2.3
Other liabilities	3.9	3.9	3.9	3.9	3.9
Liabilities	7.7	8.3	8.7	8.8	8.9
Total liabilities and shareholders' equity	15.3	14.7	14.2	14.7	15.0
Source: Company (reported results), Montega (forecast)					
Balance sheet (in %) bmp Holding AG	2016	2017e	2018e	2019e	2020e
ASSETS	2010	20170	20100	20150	20200
Intangible assets	31.9%	34.0%	35.8%	36.1%	34.7%
Property, plant & equipment	2.8%	3.7%	4.5%	5.0%	5.0%
Financial assets	0.1%	0.1%	0.1%	0.1%	0.1%
Fixed assets	34.8%	37.8%	40.4%	41.1%	39.8%
Inventories	14.7%	9.5%	12.7%	15.4%	16.7%
Accounts receivable	7.9%	6.1%	7.0%	8.4%	9.3%
Liquid assets	5.2%	7.4%	6.4%	1.9%	2.5%
Other Assets	37.4%	39.0%	33.3%	33.1%	31.5%
Current assets	65.3%	62.0%	59.4%	48.7%	60.1%
Total Assets	100.0%	100.0%	100.0%	100.0%	100.0%
LIABILITIES AND SHAREHOLDERS' EQUITY	200.070	200.0%	200.073	200.070	200.070
Shareholders' equity	47.4%	41.5%	36.7%	36.5%	38.8%
Minority Interest	2.2%	2.3%	2.4%	2.4%	2.3%
Provisions	0.3%	0.3%	0.3%	0.3%	0.3%
Financial liabilities	17.1%	17.8%	18.4%	18.3%	17.4%
Accounts payable	25.6%	26.6%	27.5%	27.3%	26.1%
Other liabilities	50.6%	56.2%	61.0%	61.3%	59.1%
Total Liabilities	50.6%	56.2%	61.0%	61.3%	59.1%
Total Liabilities and Shareholders' Equity	100.0%	100.0%	100.0%	100.0%	100.0%
Source: Company (reported results), Montega (forecast)	100.070	100.070	100.070	100.070	100.070

Statement of cash flows (in Euro m) bmp Holding AG	2016	2017e	2018e	2019e	2020
Net income	-9.8	-2.2	-0.9	0.0	0.0
Depreciation of fixed assets	0.2	0.1	0.1	0.1	0.2
Increase/decrease in long-term provisions	0.0	0.0	0.0	0.0	0.0
Amortisation of intangible assets	0.0	0.1	0.1	0.1	0.2
Other non-cash related payments	7.6	0.0	1.0	0.0	0.0
Cash flow	-2.0	-2.0	0.3	0.3	0.9
Increase / decrease in working capital	-2.1	1.7	-0.1	-0.5	-0.4
Cash flow from operating activities	-4.1	-0.3	0.2	-0.2	0.9
CAPEX	-0.4	-0.4	-0.4	-0.4	-0.4
Other	-0.1	0.1	0.0	0.0	0.0
Cash flow from investing activities	-0.5	-0.3	-0.4	-0.4	-0.4
Dividends paid	0.0	0.0	0.0	0.0	0.0
Change in financial liabilities	0.7	0.0	0.0	0.0	0.0
Other	-0.2	0.9	0.0	0.0	0.0
Cash flow from financing activities	0.5	0.9	0.0	0.0	0.0
Effects of exchange rate changes on cash	3.0	0.0	0.0	0.0	0.0
Change in liquid funds	-4.1	0.3	-0.2	-0.6	0.:
Liquid assets at end of period	0.8	1.1	0.9	0.3	0.4
Source: Company (reported results), Montega (forecast)					

BMP HOLDING AG

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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.

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Share price and recommendation history

Recommendation	Date	Price (EUR)	Price target (EUR)	Potential
Initiation (Buy)	18.11.2011	0.66	1.60	+142%
Buy	20.02.2012	0.63	1.60	+154%
Buy	13.03.2012	0.73	1.60	+120%
Buy	30.04.2012	0.75	1.60	+113%
Buy	20.08.2012	0.75	1.25	+67%
Buy	08.11.2012	0.66	1.15	+74%
Buy	17.01.2013	0.62	1.20	+94%
Buy	14.03.2013	0.83	1.20	+44%
Buy	20.08.2013	0.67	1.10	+64%
Buy	30.08.2013	0.71	1.10	+56%
Buy	24.10.2013	0.75	1.10	+48%
Buy	02.12.2013	0.78	1.35	+73%
Buy	03.02.2014	0.98	1.35	+38%
Buy	15.05.2014	0.83	1.30	+56%
Buy	30.07.2014	0.79	1.30	+65%
Buy	20.10.2014	0.72	1.30	+80%
n.a.	05.02.2015	0.70	n.a.	n.a.
n.a.	27.04.2015	0.77	n.a.	n.a.
Buy	19.05.2015	0.80	1.30	+63%
Buy	28.08.2015	0.66	1.30	+96%
Buy	16.11.2015	0.64	1.40	+117%
Buy	24.02.2016	0.71	1.40	+97%
Buy	20.04.2016	0.91	1.20	+32%
Buy	31.05.2016	0.76	1.20	+58%
Buy	21.07.2016	0.74	1.20	+62%
Buy	20.09.2016	0.70	1.10	+57%
Buy	31.10.2016	0.80	1.10	+38%
Buy	30.11.2016	0.73	1.00	+37%
Buy	20.01.2017	0.59	0.80	+35%
Buy	09.02.2017	0.51	0.80	+57%
Buy (share consolidation in ratio of 3:1) Buy	09.05.2017 01.06.2017	1.55 1.71	2.00 2.00	+29% +17%