NuWays

Final Q2: More detail, same picture

RECOMMENDATION	BUY
TARGET	EUR 5.00
UPSIDE	+31.2%
PREVIOUS	EUR 5.00 BUY



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Following last week's guidance cut and preliminary H1 figures, NFON yesterday released its H1 report. In detail:

Top line came in as pre-released, with **Q2 sales down 5.2% yoy to € 20.9m**, taking H1 to € 42.5m (-3.8% yoy). Recurring revenue of € 19.8m in was down 3.6% while non-recurring fell 26.8% to € 1.2m on lower project volumes and hardware, **lifting the recurring share to 94.4%**. Underneath this, **seats shrank 4.2% yoy to 630k**, partly attributable to deliberate portfolio simplification, but predominantly driven by genuine churn based on continuous corporate spending cautiousness related to shifting IT budgets (eNuW). Blended **ARPU though improved sligthly to € 9.95** (+ € 0.03 yoy), thanks to targeted price adjustments and a higher share of premium solutions. Notably, recurring sales from AI products like Intelligent Assistant (+39% yoy) and Customer Engagement (+12%) continued to show strong traction, yet still of small relative size (c. 10% of total) to make up for the weak momentum in the legacy business. However, this is clearly pointing in the right direction, in our view, with the **mix getting closer to the turning point**, and the top-line trough reached this year (eNuW). Hence, the current decline is rather a timing problem than structural, provided PBX attrition does not accelerate further from here.

Profitability up sequentially. Q2 adj. EBITDA margin came in at € 2.6m (-14.6% yoy) implying a 12.5% margin, up 4.3pp qoq. The sequential step-up was mainly driven by reduced other opex, while a € 0.5m reorganization charge booked to adjustments. The latter largely relates to the support organisation, where a combination of lay-offs and near-shoring took place. On the other hand, personnel expenses remained stable with the cost ratio up 0.9pp yoy or 1.5pp qoq (unadjusted).

Implied H2 margin needs further improvement. The revised guidance of € 84.5-86.0m sales and € 9.5-10.5m adj. EBITDA implies H2 sales of € 42.0-43.5m (-4.8% yoy at mid-point) and an adj. EBITDA margin of 11.7-14.5% (H2'25: 15.4%; H1: 10.4%). In our view, the support restructuring hardy bridges the gap, so mix improvements and deferred project business have to realize as well (eNuW). We thus continue to position ourselves on the lower end of the adj. EBITDA guidance.

Overall, H1 confirms a year of transition rather than a broken business model. ARPU is holding, and Intelligent Assistant and Customer Engagement are compounding at rates that will matter once the base is large enough. As outlined, eyes should be on seat count in H2, as the mix shift only pays off against a stabilised floor.

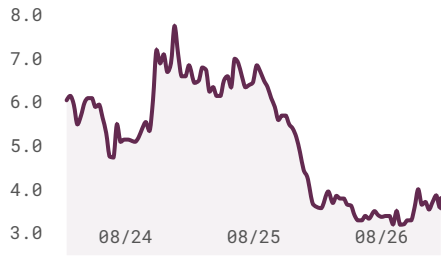
Against this backdrop, we confirm **BUY at a PT of € 5.00** based on DCF.

Y/E 31.12 (EUR M)	2023	2024	2025	2026e	2027e	2028e
Sales	82.3	87.3	89.1	84.9	86.6	91.5
Sales growth	1.9%	6.1%	2.0%	-4.7%	2.0%	5.5%
Adj. EBITDA	8.4	12.3	12.6	9.5	9.9	11.5
Net debt (if net cash=0)	-2.4	9.8	7.9	3.8	-0.2	-5.4
FCF	1.0	6.4	4.3	4.1	4.0	5.2
Net Debt/EBITDA	0.0	0.9	0.7	0.4	0.0	0.0
EPS reported	-0.05	0.04	0.17	0.03	0.15	0.24
Adj. EBITDA margin	10.2%	14.1%	14.2%	11.2%	11.5%	12.5%
ROCE	-0.8%	4.0%	5.8%	1.7%	5.6%	7.3%
EV/sales	0.7	0.8	0.8	0.8	0.7	0.6
EV/adj. EBITDA	7.1	5.8	5.5	6.9	6.2	4.9
PER	-78.2	86.8	22.2	145.8	24.5	15.8
Adjusted FCF yield	7.7%	10.1%	12.4%	9.4%	10.3%	13.6%

Source: Company Data, NuWays AG | e = estimate, p = preliminary

Close Price as of 20.08.2026

Share Performance



52W H/L (EUR)	6.9 / 3.1
3M rel.	19.44%
6M rel.	5.25%
12M rel.	-43.56%

Market Data

Share Price (in €)	3.81
Market Cap (in € m)	63.10
Number of Shares (in m pcs)	16.56
Enterprise Value (in € m)	66.89
Ø Volume (6 Months)	7,475

Ticker

Bloomberg	NFN GR
WKN	A0N4N5
ISIN	DE000A0N4N52

Key Shareholders

Free Float	11.20%
MVC (Müller family owned)	38.10%
Active Ownership Capital	29.50%
Universal Investment	8.30%
Morgan Stanley	6.00%
ASC (Müller-controlled)	4.00%

Guidance

FY26 sales: € 84.5-86.0m
FY26 adj. EBITDA: € 9.5-10.5m

Forecast Changes

	2026e	2027e	2028e
Sales	-0.5%	-0.5%	-0.5%
Adj. EBITDA	0.2%	0.4%	0.4%

Issuer-Sponsored Research

Prepared in accordance with the EU Code of Conduct on Issuer-Sponsored Research.

Company Profile

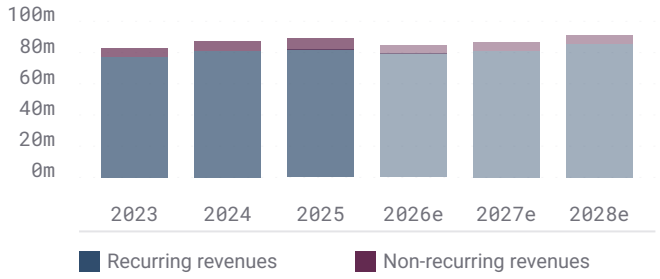
NFON AG is Europe's trusted partner for AI-based business communications. Founded in 2007 and headquartered in Munich, NFON enables companies to transform their communications using secure, scalable and AI-based technologies.

Its integrated portfolio combines solutions in Business Telephony, Intelligent Assistant and Customer Engagement to help companies manage conversations, automate workflows and enhance the customer experience. By integrating AI into core communication processes, NFON enables smarter, data-driven interactions for organisations of all sizes.

With its own subsidiaries in key European markets – including Germany, Austria, the United Kingdom, Italy, Spain, France, Poland, Portugal and Kosovo – NFON develops and operates its solutions in Europe, ensuring the highest standards of data protection, security and full GDPR compliance.

Driven by its mission to rethink business communications and to inspire and connect people to grow sustainably together, NFON is shaping the future of secure, intelligent business communications "made in Europe".

Segment Breakdown



Catalysts

- Return to seat growth and an ARPU of >€ 10.

Investment Case

- NFON AG operates in the fast-growing cloud communications market, which is gaining traction as businesses shift from traditional telephone systems to cloud-based solutions. This trend positions NFON for significant growth.
- With the acquision of AI pure player botario, NFON is at the forefront to become a key player in the market for AI supported communication services.
- NFON AG has demonstrated solid revenue growth and consistent improvements in profitability, thanks to efficient operational management and effective cost control.
- The company is continuously innovating and enhancing its product offerings (NIA, voice transcription), such as introducing new features and functionalities to meet diverse customer needs, ensuring they remain competitive in a dynamic industry.
- With a recurring revenue model through subscription services, NFON benefits from stable and predictable cash flows, reducing risk for investors.

Upcoming Events

Nov 19	Publication of Q3 Report

Strengths

+ Strong market presence in 15 European cloud telephony industry.
+ AI leadership in the integrated business communication market.
+ Established partnerships with key technology providers enhance service offerings.
+ Scalable solutions that allow for easy adaptation to client growth and changing demands.
+ High share of recurring revenues (90+%) allows for strong visibility on futures cash flows.
+ Diverse customer base across multiple sectors, reducing dependency on single market segments.

Weaknesses

– Competition from larger cloud communication providers with more extensive resources and wider brand recognition.
– Potential challenges in scaling operations rapidly to meet increasing demand while maintaining service quality.
– Vulnerability to cybersecurity threats, as reliance on cloud services can expose user data to breaches.
– Strong focus on the DACH region and especially Germany, where we observe only a slow adoption of digital services.

Opportunities

Expansion into new European markets to increase customer base and revenue.

Development of new cloud communication products to stay ahead of technological trends.

New AI products like NIA are offering enormous potential to accelerate growth and scalability.

Comparably low Cloud penetration in Germany (>20%) is offering a lot of potential in NFON's home market.

Threats

! Economic downturns that could lead to reduced IT spending by small and medium enterprises, NFON's primary customer base.
! Regulatory changes in data protection and telecommunications that may impose additional compliance costs.
! Potential cyber threats and data breaches that could damage reputation and customer trust.
! Large US peers like 8x8 or Ringcentral that might enter into NFON's key markets.

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PROFIT AND LOSS (EUR M)	2023	2024	2025	2026e	2027e	2028e
Net sales	**82.3**	**87.3**	**89.1**	**84.9**	**86.6**	**91.5**
Sales growth	1.9%	6.1%	2.0%	-4.7%	2.0%	5.5%
Increase/decrease in finished goods and work-in-process	0.0	0.0	0.0	0.0	0.0	0.0
Total sales	82.3	87.3	89.1	84.9	86.6	91.5
Other operating income	0.9	0.7	0.7	0.6	0.9	0.9
Material expenses	13.0	12.9	12.9	12.3	12.6	13.1
Personnel expenses	34.9	35.3	36.5	37.2	37.3	38.5
Other operating expenses	28.6	29.1	28.9	27.5	28.2	29.3
Total operating expenses	**75.5**	**76.5**	**77.7**	**76.3**	**77.1**	**80.0**
EBITDA	**6.8**	**10.8**	**11.4**	**8.6**	**9.5**	**11.5**
Adjustments	1.6	1.5	1.2	0.9	0.4	0.0
Adj. EBITDA	**8.4**	**12.3**	**12.6**	**9.5**	**9.9**	**11.5**
Depreciation	3.5	2.8	2.7	2.8	2.4	2.6
Amortisation of goodwill	0.0	0.0	0.0	0.0	0.0	0.0
Amortisation of intangible assets	3.9	5.4	4.8	4.7	3.6	3.5
Impairment charges	0.0	0.0	0.0	0.0	0.0	0.0
EBIT (inc revaluation net)	**-0.5**	**2.6**	**3.9**	**1.1**	**3.6**	**5.3**
Interest income	0.2	0.2	0.1	0.1	0.2	0.3
Interest expenses	0.4	1.0	1.0	0.7	0.5	0.3
Investment income	0.0	0.0	0.0	0.0	0.0	0.0
Financial result	-0.2	-0.7	-0.9	-0.5	-0.3	-0.1
Recurring pretax income from continuing operations	**-0.7**	**1.9**	**3.0**	**0.5**	**3.4**	**5.2**
Extraordinary income/loss	0.0	0.0	0.0	0.0	0.0	0.0
Earnings before taxes	**-0.7**	**1.9**	**3.0**	**0.5**	**3.4**	**5.2**
Income tax expense	0.1	1.2	0.3	0.1	0.8	1.3
Net income from continuing operations	-0.8	0.7	2.8	0.4	2.5	3.9
Income from discontinued operations (net of tax)	0.0	0.0	0.0	0.0	0.0	0.0
Net income	**-0.8**	**0.7**	**2.8**	**0.4**	**2.5**	**3.9**
Minority interest	0.0	0.0	0.0	0.0	0.0	0.0
Net profit (reported)	**-0.8**	**0.7**	**2.8**	**0.4**	**2.5**	**3.9**
Average number of shares	16.6	16.6	16.6	16.6	16.6	16.6
EPS reported	**-0.05**	**0.04**	**0.17**	**0.03**	**0.15**	**0.24**

Source: Company Data, NuWays AG

Analyst: Philipp Sennewald | E-Mail: philipp.sennewald@nuways-ag.com

PROFIT AND LOSS (COMMON SIZE)	2023	2024	2025	2026e	2027e	2028e
Net sales	**100.0%**	**100.0%**	**100.0%**	**100.0%**	**100.0%**	**100.0%**
Sales growth	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Increase/decrease in finished goods and work-in-process	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Total sales	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
Other operating income	1.1%	0.8%	0.7%	0.7%	1.0%	1.0%
Material expenses	15.8%	14.7%	14.5%	14.4%	14.5%	14.5%
Personnel expenses	42.4%	40.4%	41.0%	43.8%	43.0%	43.0%
Other operating expenses	34.7%	33.3%	32.5%	32.4%	32.5%	32.5%
Total operating expenses	**91.7%**	**87.6%**	**87.2%**	**89.9%**	**89.0%**	**87.5%**
EBITDA	**8.3%**	**12.4%**	**12.8%**	**10.1%**	**11.0%**	**12.5%**
Adjustments	1.9%	1.7%	1.4%	1.1%	0.0%	0.0%
Adj. EBITDA	**10.2%**	**14.1%**	**14.2%**	**11.2%**	**11.5%**	**0.0%**
Depreciation	4.2%	3.2%	3.0%	3.3%	2.7%	2.9%
Amortisation of goodwill	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Amortisation of intangible assets	4.7%	6.2%	5.4%	5.5%	4.1%	3.9%
Impairment charges	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
EBIT (inc revaluation net)	**-0.6%**	**3.0%**	**4.4%**	**1.3%**	**4.2%**	**5.8%**
Interest income	0.2%	0.3%	0.1%	0.2%	0.3%	0.3%
Interest expenses	0.4%	1.1%	1.1%	0.8%	0.5%	0.5%
Investment income	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Financial result	-0.2%	-0.9%	-1.0%	-0.6%	-0.3%	-0.1%
Recurring pretax income from continuing operations	**-0.8%**	**2.2%**	**3.4%**	**0.6%**	**3.9%**	**5.7%**
Extraordinary income/loss	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Earnings before taxes	**-0.8%**	**2.2%**	**3.4%**	**0.6%**	**3.9%**	**5.7%**
Tax rate	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Net income from continuing operations	**-1.0%**	**0.8%**	**3.1%**	**0.5%**	**2.9%**	**4.3%**
Income from discontinued operations (net of tax)	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Net income	**-1.0%**	**0.8%**	**3.1%**	**0.5%**	**2.9%**	**4.3%**
Minority interest	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Net profit (reported)	**-1.0%**	**0.8%**	**3.1%**	**0.5%**	**2.9%**	**4.3%**

Source: Company Data, NuWays AG

BALANCE SHEET (EUR M)	2023	2024	2025	2026e	2027e	2028e
Intangible assets	35.4	51.5	50.5	49.2	49.1	49.2
Property, plant and equipment	11.6	9.9	9.4	8.5	7.8	6.0
Financial assets	0.7	0.7	0.0	0.0	0.0	0.0
Fixed Assets	**47.7**	**62.1**	**59.9**	**57.6**	**56.8**	**55.2**
Inventories	0.1	0.1	0.1	0.1	0.1	0.1
Accounts receivable	9.0	10.3	11.2	10.7	10.9	11.5
Other assets and short-term financial assets	4.0	4.2	3.8	3.8	3.8	3.8
Liquid assets	12.3	13.0	12.9	9.6	10.2	12.1
Deferred taxes	0.8	0.1	0.1	0.1	0.1	0.1
Deferred charges and prepaid expenses	0.0	0.0	0.0	0.0	0.0	0.0
Current Assets	**26.2**	**27.7**	**28.0**	**24.2**	**25.0**	**27.5**
Total Assets	**73.9**	**89.8**	**87.9**	**81.8**	**81.9**	**82.7**
Shareholders Equity	**47.2**	**48.3**	**50.0**	**51.5**	**54.8**	**58.7**
Minority interest	0.0	0.0	0.0	0.0	0.0	0.0
Long-term liabilities to banks	8.5	18.0	13.4	10.0	6.7	3.3
Bonds (long-term)	0.0	0.0	0.0	0.0	0.0	0.0
Other interest-bearing liabilities	0.0	0.0	0.0	0.0	0.0	0.0
Provisions for pensions and similar obligations	0.0	0.0	0.1	0.1	0.1	0.1
Other provisions and accrued liabilities	3.1	2.9	2.4	2.4	2.4	2.4
NON-CURRENT LIABILITIES	**11.6**	**20.8**	**15.8**	**12.5**	**9.2**	**5.8**
Short-term liabilities to banks	1.4	4.9	7.4	3.3	3.3	3.3
Accounts payable	5.0	5.2	4.9	4.8	4.9	5.2
Advance payments received on orders	0.0	0.0	0.0	0.0	0.0	0.0
Accrued taxes	0.8	1.8	1.5	1.5	1.5	1.5
Other liabilities (incl. from lease and rental contracts)	5.8	6.8	6.0	6.0	6.0	6.0
Deferred taxes	2.2	2.0	2.2	2.2	2.2	2.2
Deferred income	0.0	0.0	0.0	0.0	0.0	0.0
Current Liabilities	**15.2**	**20.6**	**22.0**	**17.8**	**17.9**	**18.2**
Total Liabilities and Shareholders Equity	**73.9**	**89.8**	**87.9**	**81.8**	**81.9**	**82.7**

Source: Company Data, NuWays AG

BALANCE SHEET (COMMON SIZE)	2023	2024	2025	2026e	2027e	2028e
Intangible assets	47.9%	57.4%	57.4%	60.1%	60.0%	59.5%
Property, plant and equipment	15.7%	11.0%	10.7%	10.3%	9.5%	7.3%
Financial assets	0.9%	0.7%	0.0%	0.0%	0.0%	0.0%
Fixed Assets	**64.6%**	**69.1%**	**68.2%**	**70.5%**	**69.4%**	**66.8%**
Inventories	0.2%	0.1%	0.1%	0.1%	0.1%	0.1%
Accounts receivable	12.1%	11.5%	12.7%	13.0%	13.3%	13.9%
Other assets and short-term financial assets	5.4%	4.7%	4.3%	4.6%	4.6%	4.5%
Liquid assets	16.6%	14.5%	14.7%	11.7%	12.5%	14.6%
Deferred taxes	1.1%	0.1%	0.1%	0.1%	0.1%	0.1%
Deferred charges and prepaid expenses	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Current Assets	**35.4%**	**30.9%**	**31.8%**	**29.5%**	**30.6%**	**33.2%**
Total Assets	**100.0%**	**100.0%**	**100.0%**	**100.0%**	**100.0%**	**100.0%**
Shareholders Equity	**63.8%**	**53.8%**	**56.9%**	**62.9%**	**66.9%**	**71.0%**
Minority interest	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Long-term liabilities to banks	11.5%	20.0%	15.2%	12.3%	8.2%	4.0%
Bonds (long-term)	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
other interest-bearing liabilities	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Provisions for pensions and similar obligations	0.0%	0.0%	0.1%	0.1%	0.1%	0.1%
Other provisions and accrued liabilities	4.2%	3.2%	2.7%	2.9%	2.9%	2.9%
NON-CURRENT LIABILITIES	**15.7%**	**23.2%**	**18.0%**	**15.3%**	**11.2%**	**7.0%**
Short-term liabilities to banks	1.9%	5.4%	8.5%	4.1%	4.1%	4.0%
Accounts payable	6.7%	5.8%	5.6%	5.9%	6.0%	6.3%
Advance payments received on orders	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Accrued taxes	1.1%	2.0%	1.7%	1.8%	1.8%	1.8%
Other liabilities (incl. from lease and rental contracts)	7.8%	7.6%	6.8%	7.3%	7.3%	7.3%
Deferred taxes	2.9%	2.2%	2.5%	2.7%	2.7%	2.6%
Deferred income	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Current Liabilities	**20.5%**	**23.0%**	**25.0%**	**21.8%**	**21.9%**	**22.0%**
Total Liabilities and Shareholders Equity	**100.0%**	**100.0%**	**100.0%**	**100.0%**	**100.0%**	**100.0%**

Source: Company Data, NuWays AG

CASH FLOW (EUR M)	2023	2024	2025	2026e	2027e	2028e
Net profit/loss	-0.8	0.7	2.2	0.4	2.5	3.9
Depreciation of fixed assets (incl. leases)	3.5	2.8	7.5	2.8	2.4	2.6
Amortisation of goodwill & intangible assets	3.9	5.4	0.4	4.7	3.6	3.5
Other costs affecting income / expenses	0.9	1.7	-1.7	0.0	0.0	0.0
Cash flow from operating activities	4.6	6.9	5.9	6.0	5.9	7.2
Increase/decrease in inventory	-0.0	0.0	0.0	-0.0	-0.0	-0.0
Increase/decrease in accounts receivable	-0.6	-1.4	-0.8	0.5	-0.2	-0.6
Increase/decrease in accounts payable	0.0	0.2	-0.3	-0.1	0.1	0.3
Increase/decrease in other working capital positions	0.0	0.0	0.0	0.0	0.0	0.0
Increase/decrease in working capital	-0.6	-1.1	0.0	0.4	-0.1	-0.3
Cash flow from operating activities	**6.8**	**9.4**	**8.4**	**8.4**	**8.3**	**9.7**
CAPEX	5.9	3.0	4.1	4.2	4.3	4.6
Payments for acquisitions	0.0	9.9	1.9	3.7	0.0	0.0
Financial investments	0.0	0.0	0.0	0.0	0.0	0.0
Income from asset disposals	0.0	0.0	0.0	0.0	0.0	0.0
Cash flow from investing activities	**-5.9**	**-12.9**	**-6.0**	**-7.9**	**-4.3**	**-4.6**
Cash flow before financing	1.0	-3.5	2.5	0.5	4.0	5.2
Increase/decrease in debt position	0.0	6.0	-2.5	-3.8	-3.3	-3.3
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	-1.9	-1.8	0.0	0.0	0.0	0.0
Effects of exchange rate changes on cash	0.0	0.0	-0.1	0.0	0.0	0.0
Cash flow from financing activities	**-1.9**	**4.2**	**-2.5**	**-3.8**	**-3.3**	**-3.3**
Increase/decrease in liquid assets	-0.9	0.7	-0.1	-3.3	0.6	1.8
Liquid assets at end of period	**12.3**	**13.0**	**12.9**	**9.6**	**10.2**	**12.1**

Source: Company Data, NuWays AG

KEY RATIOS	2023	2024	2025	2026e	2027e	2028e
P&L growth analysis						
Sales growth	1.9%	6.1%	2.0%	-4.7%	2.0%	5.5%
EBITDA growth	-229.1%	59.2%	5.2%	-24.4%	10.8%	20.1%
EBIT growth	-95.8%	-621.1%	48.4%	-72.5%	235.7%	46.0%
EPS growth	-95.0%	-190.1%	291.1%	-84.8%	496.2%	55.0%
Efficiency						
Sales per employee	170.7	200.1	208.9	193.4	191.6	196.3
EBITDA per employee	14.1	24.8	26.7	19.6	21.1	24.6
No. employees (average)	483	437	426	439	452	466
Balance sheet analysis						
Avg. working capital / sales	5.6%	1.6%	5.9%	2.0%	5.9%	6.4%
Inventory turnover (sales/inventory)	722.3	831.8	831.8	831.8	831.8	831.8
Accounts receivable turnover	39.7	43.1	45.8	45.8	45.8	45.8
Accounts payable turnover	22.0	21.6	20.8	20.8	20.8	20.8
Cash flow analysis						
Free cash flow	1.0	6.4	4.3	4.1	4.0	5.2
Free cash flow/sales	1.2%	7.3%	4.9%	4.9%	4.6%	5.7%
FCF / net profit	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Capex / sales	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Solvency						
Net debt	-2.4	9.8	7.9	3.8	-0.2	-5.4
Net Debt/EBITDA	0.0	0.9	0.7	0.4	0.0	0.0
Dividend payout ratio	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Interest paid / avg. debt	4.9%	6.8%	6.6%	7.0%	5.0%	2.3%
Returns						
ROCE	-0.8%	4.0%	5.8%	1.7%	5.6%	7.3%
ROE	-1.7%	1.5%	5.5%	0.8%	4.6%	6.7%
Adjusted FCF yield	7.7%	10.1%	12.4%	9.4%	10.3%	13.6%
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	-0.05	0.04	0.17	0.03	0.15	0.24
Average number of shares	16.6	16.6	16.6	16.6	16.6	16.6
Valuation ratios						
P/BV	1.3	1.3	1.2	1.2	1.1	1.0
EV/sales	0.7	0.8	0.8	0.8	0.7	0.6
EV/EBITDA	8.7	6.6	6.1	7.6	6.4	4.9
EV/EBIT	-116.6	27.0	17.7	60.7	17.0	10.7

Source: Company Data, NuWays AG

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HISTORICAL TARGET PRICE AND RATING CHANGES FOR NFON AG

DATE	ANALYST	RATING	TARGET PRICE	CLOSE
14.08.2026	Philipp Sennewald	Buy	EUR 5.00	EUR 3.60
22.05.2026	Philipp Sennewald	Buy	EUR 8.30	EUR 3.19
27.02.2026	Philipp Sennewald	Buy	EUR 8.70	EUR 3.50
21.11.2025	Philipp Sennewald	Buy	EUR 11.10	EUR 4.42
22.08.2025	Philipp Sennewald	Buy	EUR 12.10	EUR 6.75
23.05.2025	Philipp Sennewald	Buy	EUR 12.30	EUR 6.50
09.01.2025	Philipp Sennewald	Buy	EUR 11.70	EUR 5.20

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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 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.

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Sell: Sustainable downside potential of more than 20% within 12 months.

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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: www.nuways-ag.com

Date of publication creation:21/08/2026 08:00 AM

Date of publication dissemination: 21/08/2026 08:00 AM

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