BMP HOLDING AG



Recommendation:	Hold (before: Buy)
Price target:	2.00 Euro
Upside potential:	+5 percent
Share data	
Share price	1.91 Euro (XETRA)
Number of shares (in m)	8.28
Market cap. (in EUR m)	15.8
Enterprise Value (in EUR m)	14.0
Code	ВТВВ
ISIN	DE000A2E3772

Performance	
52 week high (in EUR)	2.52
52 week low (in EUR)	1.14
3 m relative to CDAX	+14.2%
6 m relative to CDAX	+18.2%



Shareholder structure	
Free float	52.1%
Carin Pepper-Hellstedt	13.7%
Oliver Borrmann	12.8%
Heliad Equity Partners	8.3%
Alessanderx	8.3%
Roland Beger	4.8%

Calendar	
Conference	05/06 September 2017
HY Report	15 September 2017

Changes in estimates						
	2017e	2018e	2019e			
Sales(old)	17.1	21.6	26.5			
Δ in %	-	-	-			
EBIT (old)	-1.5	-0.4	0.5			
Δ in %	-	-	-			
EPS (old)	-0.29	-0.12	0.00			
Δ in %	n.m.	n.m.	-			

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Publication	
Comment	21 August 2017

AGM feedback

Last Friday, bmp held its Annual General Meeting in Berlin. The topics discussed at the meeting are listed below.

Sale of discontinued business unit: It had been necessary to sell the remaining venture capital portfolio to ensure there is enough liquidity for the expansion of the operating business and to be attractive for strategic investors as an e-commerce pure player. The management board said that the price of EUR 5m has not been satisfactory in retrospective, but also brought the problems to the attention. Based on the company's realignment, a supplementary financing of the venture capital investments was no longer possible. This was not beneficial for business development. Under these circumstances, another delay would certainly have made a sale more difficult.

Change of company name/strategic alignment: The company will operate as SLEEPZ AG going forward. The name underlines that the realignment is completed. In this context, a strategic five-point plan will be implemented:

Central setup of key functions/optimisation of retail processes: The subsidiaries will be centrally controlled (incl. inventory recording) to improve the products' availability. Additionally, there will be a clear focus on speed of delivery. Important products are to arrive at the customer location within 24 hours.

Expansion of product development: The group has already proven its expertise in terms of Grafenfels, Matratzenheld and a box spring bed that has been developed in cooperation with Berlin-based star hairdresser Shan Rahimkhan. This area will be centrally controlled as well.

Establishment of project business: Amongst others, the company currently is in a tendering process for two cruise liners that are to be equipped with beds. This project business is planned to become an important sales driver for the company.

Promotion of capital market activities: Management wants to intensify investor activities over the next few months to inform the capital markets about the company's new alignment in a timely manner in the form of roadshows, participation in conferences and a new website.

Grafenfels alignment: Grafenfels has discontinued its stationary retail business due to limited success, and has adjusted the cost structure accordingly. The Grafenfels mattresses will now be sold directly through the online shops of the SLEEPZ group at a much lower price.

Capital measure: bmp currently draws up a prospectus in preparation of the capital increase for cash with subscription right from November 2017. The volume is not known yet but will likely be in the range of EUR 3-6m.

Conclusion: The final implementation of the strategic alignment has been accompanied by a noticeable recovery of the share price. We downgrade the stock to Hold with an unchanged PT of EUR 2.00.

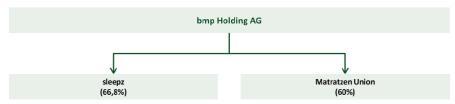
FYend: 31.12.	2016	2017 e	2018e	2019 e	2020e
Sales	14.4	17.1	21.6	26.5	30.5
Growth yoy	202.0%	19.1%	26.5%	22.5%	15.0%
EBITDA	-1.8	-1.3	-0.2	0.7	1.3
EBIT	-2.0	-1.5	-0.4	0.5	1.0
Net income	-9.6	-2.2	-0.9	0.0	0.6
Gross profit margin	32.4%	33.2%	33.8%	33.7%	33.8%
EBITDA margin	-12.3%	-7.6%	-1.0%	2.7%	4.3%
EBIT margin	-14.0%	-8.6%	-2.0%	1.7%	3.3%
Net Debt	1.8	0.6	0.8	1.4	1.3
Net Debt/EBITDA	-1.0	-0.5	-3.7	2.0	1.0
ROCE	-15.0%	-17.0%	-5.7%	6.0%	12.4%
EPS	-0.46	-0.26	-0.11	0.00	0.07
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.	19.6	10.7
EV/EBIT	n.m.	n.m.	n.m.	31.1	13.9
PER	n.m.	n.m.	n.m.	n.m.	27.3
P/B	2.2	2.3	2.6	2.6	2.4
Source: Company data, Montega, CapitalIQ				Figures in EUR m, El	S in EUR, Price: 1.91

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.

Youssef Hassan is head of the purchasing department, product development and project business. 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.

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

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 increases the registered share capital is now divided into 8.280.391 no-par value shares. 13.71% of the shares are held by Carin Pepper-Hellstedt, a berlin entrepreneur. The CEO and founder Oliver Borrmann owns 12.76% of the company, what makes him the second biggest shareholder. Other significant investors are Heliad Equity Partners (8.33%), Alessanderx (8.33%) and Roland Berger Holding (4.81%). The free float is 52.06%.

APPENDIX

DCF Model								
Element In the	2017e	2018e	2019e	2020e	2021e	2022e	2023e	Terminal Value
Figures in m Sales	17.1	21.6	26.5	30.5	34.1	37.5	41.3	42.
Change yoy	19.1%	26.5%	22.5%	15.0%	12.0%	10.0%	10.0%	2.5
EBIT	-1.5	-0.4	0.5	1.0	1.4	1.9	2.1	2.3
EBIT margin	-8.6%	-2.0%	1.7%	3.3%	4.0%	5.0%	5.0%	5.0
NOPAT	-1.5	-0.5	0.0	0.8	1.0	1.4	1.6	1.
Depreciation	0.2	0.2	0.3	0.3	0.3	0.2	0.2	0.
in % of Sales	1.0%	1.0%	1.0%	1.0%	1.0%	0.5%	0.5%	0.4
Change in Liquidity from								
- Working Capital	1.7	-0.1	-0.5	-0.4	-0.1	-0.2	-0.2	0.
- Capex	-0.4	-0.4	-0.4	-0.4	-0.2	-0.2	-0.2	-0.
Capex in % of Sales	2.3%	1.8%	1.5%	1.3%	0.7%	0.5%	0.5%	0.5
Other	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.
Free Cash Flow (WACC model)	-0.1	-0.8	-0.6	0.3	1.0	1.3		1.
WACC	8.78%	8.78%	8.78%	8.78%	8.78%	8.78%	8.78%	8.78%
Present value	-0.1	-0.7	-0.5	0.2	0.7	0.8	0.8	13.1
Total present value	-0.1	-0.8	-1.3	-1.1	-0.4	0.4	1.2	14.3
Valuation			Growth: sales a	nd margin				
Total present value (Tpv)	14.3		Short term: Sale				2017-2020	21.2
Terminal Value	13.1		Mid term: Sales	-			2017-2022	17.0
Share of TV on Tpv	92%		Long term: Sales	•			from 2024	2.5
Liabilities	1.0		Short term: Mar	-			2017-2020	-1.4
Liquidity	2.8		Mid term: Marg				2017-2022	0.6
Equity value	16.1		Long term: Mar	-			2017 2022	5.0
			zong terminan	5 6. 0				3.0
Number of shares (mln)	8.28		Sensitivity Valu	e per Share (EUR)		Terminal Growth	
Value per share (EUR)	1.95		WACC	1.75%	2.25%	2.50%	2.75%	3.25
+Upside / -Downside	2%		9.28%	1.64	1.73	1.78	1.83	1.9
Share price	1.91		9.03%	1.71	1.81	1.86	1.92	2.0
			8.78%	1.78	1.89	1.95	2.01	2.1
Model parameter			8.53%	1.86	1.98	2.04	2.12	2.2
Debt ratio	40.00%		8.28%	1.95	2.08	2.15	2.23	2.4
Costs of Debt	7.0%							
Market return	9.00%		Sensitivity Valu	e per Share (EUR)		EBIT-margin from	2024e
Risk free rate	2.50%		WACC	4.50%	4.75%	5.00%	5.25%	5.50
			9.28%	1.63	1.70	1.78	1.85	1.9
Beta	1.40		9.03%	1.70	1.78	1.86	1.94	2.0
WACC	8.78%		8.78%	1.78	1.87	1.95	2.03	2.1
Terminal Growth	2.50%		8.53%	1.87	1.96	2.04	2.13	2.2
•	3/0		8.28%	1.96	2.06	2.15	2.24	2.3
Source: Montega			2:-270	50	50	10		2.0

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
EBT	-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
Minority interests	-0.3	0.0	0.0	0.0	0.0
Net profit	-9.6	-2.2	-0.9	0.0	0.6
Source: Company (reported results), Montega (forecast)					
P&L (in % of Sales) bmp Holding AG	2016	2017e	2018e	2019e	2020e
Sales	100.0%	100.0%	100.0%	100.0%	100.0%
Increase / decrease in inventory	0.5%	0.0%	0.0%	0.0%	0.0%
Own work capitalised	0.0%	0.0%	0.0%	0.0%	0.0%
Total sales	100.5%	100.0%	100.0%	100.0%	100.0%
Material Expenses	68.2%	66.8%	66.2%	66.3%	66.2%
Gross profit	32.4%	33.2%	33.8%	33.7%	33.8%
Personnel expenses	15.1%	13.8%	11.00/	11.0%	11.0%
Other operating expenses			11.8%	11.0%	
	34.0%	33.0%	29.0%	25.0%	23.5%
Other operating income	34.0% 4.4%				
		33.0%	29.0%	25.0%	23.5%
Other operating income	4.4%	33.0% 6.0%	29.0% 6.0%	25.0% 5.0%	23.5% 5.0%
Other operating income EBITDA	4.4% - 12.3%	33.0% 6.0% - 7.6%	29.0% 6.0% -1.0%	25.0% 5.0% 2.7%	23.5% 5.0% 4.3%
Other operating income EBITDA Depreciation on fixed assets EBITA	4.4% - 12.3% 1.0%	33.0% 6.0% - 7.6% 0.5%	29.0% 6.0% - 1.0% 0.5%	25.0% 5.0% 2.7% 0.5%	23.5% 5.0% 4.3% 0.5%
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Other operating income EBITDA Depreciation on fixed assets EBITA Amortisation of intangible assets EBIT	4.4% -12.3% 1.0% -13.4% 0.7%	33.0% 6.0% -7.6% 0.5% -8.1% 0.5%	29.0% 6.0% -1.0% 0.5% -1.5% 0.5%	25.0% 5.0% 2.7% 0.5% 2.2% 0.5%	23.5% 5.0% 4.3% 0.5% 3.8% 0.5%
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Other operating income EBITDA Depreciation on fixed assets EBITA Amortisation of intangible assets EBIT Financial result EBT Taxes Net Profit of continued operations Net Profit of discontinued operations Net profit before minorities Minority interests	4.4% -12.3% 1.0% -13.4% 0.7% -14.0% -2.5% -16.6% 0.8% -17.4% -51.1% -68.5% -1.9%	33.0% 6.0% -7.6% 0.5% -8.1% 0.5% -8.6% -2.3% -10.9% 0.6% -11.5% -1.2% -0.0%	29.0% 6.0% -1.0% 0.5% -1.5% 0.5% -2.0% -1.5% -3.5% 0.6% -4.1% 0.0%	25.0% 5.0% 2.7% 0.5% 2.2% 0.5% 1.7% -1.1% 0.6% 0.0% 0.0% 0.0%	23.5% 5.0% 4.3% 0.5% 3.8% 0.5% 3.3% -0.7% 2.6% 0.7% 2.0% 0.0%
Other operating income EBITDA Depreciation on fixed assets EBITA Amortisation of intangible assets EBIT Financial result EBT Taxes Net Profit of continued operations Net Profit before minorities	4.4% -12.3% 1.0% -13.4% 0.7% -14.0% -2.5% -16.6% 0.8% -17.4% -51.1%	33.0% 6.0% -7.6% 0.5% -8.1% 0.5% -8.6% -2.3% -10.9% 0.6% -11.5% -1.2%	29.0% 6.0% -1.0% 0.5% -1.5% 0.5% -2.0% -1.5% -3.5% 0.6% -4.1%	25.0% 5.0% 2.7% 0.5% 2.2% 0.5% 1.7% -1.1% 0.6% 0.6% 0.0% 0.0%	23.5% 5.0% 4.3% 0.5% 3.8% 0.5% 3.3% -0.7% 2.6% 0.7% 2.0% 0.0%

Balance sheet (in Euro m) bmp Holding AG	2016	2017e	2018e	2019e	2020
ASSETS					
Intangible assets	4.9	5.0	5.1	5.2	5.
Property, plant & equipment	0.4	0.5	0.6	0.7	0.
Financial assets	0.0	0.0	0.0	0.0	0.
Fixed assets	5.3	5.6	5.7	5.9	6.
Inventories	2.3	1.4	1.8	2.2	2.
Accounts receivable	1.2	0.9	1.0	1.2	1.
Liquid assets	0.8	2.0	1.8	1.2	1.
Other Assets	5.7	5.7	4.7	4.7	4.
Current assets	10.0	10.0	9.3	9.3	9.
Total assets	15.3	15.6	15.1	15.2	15.
LIABILITIES AND SHAREHOLDERS' EQUITY					
Shareholders' equity	7.2	7.0	6.1	6.1	6.
Minority Interest	0.3	0.3	0.3	0.3	0.
Provisions	0.0	0.0	0.0	0.0	0
Financial liabilities	2.6	2.6	2.6	2.6	2.
Accounts payable	1.2	1.7	2.1	2.2	2.
Other liabilities	3.9	3.9	3.9	3.9	3.
Liabilities	7.7	8.3	8.7	8.8	8
Fotal liabilities and shareholders' equity	15.3	15.6	15.1	15.2	15
Source: Company (reported results), Montega (forecast)					
Balance sheet (in %) bmp Holding AG	2016	2017e	2018e	2019e	2020
ASSETS					
ntangible assets	31.9%	32.0%	33.7%	33.9%	32.7
Property, plant & equipment	2.8%	3.5%	4.2%	4.7%	4.8
Financial assets	0.1%	0.1%	0.1%	0.1%	0.1
Fixed assets	34.8%	35.6%	38.0%	38.7%	37.6
Inventories	14.7%	9.0%	11.9%	14.5%	15.7
Accounts receivable	7.9%	5.8%	6.6%	7.9%	8.8
iguid assets	5.2%	12.7%	12.0%	7.7%	8.1
Other Assets	37.4%	36.7%	31.3%	31.1%	29.7
Current assets	65.3%	64.2%	61.8%	61.2%	62.3
Total Assets	100.0%	100.0%	100.0%	100.0%	100.0
LIABILITIES AND SHAREHOLDERS' EQUITY					
Shareholders' equity	47.4%	44.7%	40.2%	40.0%	42.0
Minority Interest	2.2%	2.2%	2.3%	2.2%	2.1
Provisions	0.3%	0.3%	0.3%	0.3%	0.3
Financial liabilities	17.1%	16.7%	17.3%	17.2%	16.4
Accounts payable	25.6%	25.1%	25.9%	25.7%	24.6
Other liabilities	50.6%	53.0%	57.4%	57.6%	55.7
Total Liabilities	50.6%	53.0%	57.4%	57.6%	55.7
Total Liabilites and Shareholders' Equity	100.0%	100.0%	100.0%	100.0%	100.09
Source: Company (reported results), Montega (forecast)	200.070				

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.
Increase/decrease in long-term provisions	0.0	0.0	0.0	0.0	0.
Amortisation of intangible assets	0.0	0.1	0.1	0.1	0.
Other non-cash related payments	7.6	0.0	1.0	0.0	0.
Cash flow	-2.0	-2.0	0.3	0.3	0.
Increase / decrease in working capital	-2.1	1.7	-0.1	-0.5	-0.
Cash flow from operating activities	-4.1	-0.3	0.2	-0.2	0.
CAPEX	-0.4	-0.4	-0.4	-0.4	-0.
Other	-0.1	0.1	0.0	0.0	0.
Cash flow from investing activities	-0.5	-0.3	-0.4	-0.4	-0.
Dividends paid	0.0	0.0	0.0	0.0	0.
Change in financial liabilities	0.7	0.0	0.0	0.0	0.
Other	-0.2	1.8	0.0	0.0	0.
Cash flow from financing activities	0.5	1.8	0.0	0.0	0.
Effects of exchange rate changes on cash	3.0	0.0	0.0	0.0	0.
Change in liquid funds	-4.1	1.2	-0.2	-0.6	0.
Liquid assets at end of period	0.8	2.0	1.8	1.2	1.
Source: Company (reported results), Montega (forecast)					

BMP HOLDING AG

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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 09.05.2017	0.51 1.55	0.80 2.00	+57% +29%
Buy (share consolidation in ratio of 3:1) Buy	01.06.2017	1.55 1.71	2.00	+29% +17%
Hold	21.08.2017	1.91	2.00	+5%