Industrials - Germany



**Buy** (old: Buy) 29.02.2024

EUR 31.00 (old: EUR 31.00)

## Several structural trends could drive mid-term growth

**Topic:** Despite a strong competitive quality, R. Stahl had difficulties translating it into operating performance between 2016 and 2021. Thanks to R. Stahl having done its homework by implementing changes on the back of efficiency and **structural trends kicking in, shares look poised for a re-rating.** 

R. Stahl has begun to **supply LED lightning solutions to a nuclear** plant in UK (Hinkley Point C) with a total expected revenue of  $\in$  10-12m, of which c.  $\in$  3.5m are already booked as revenue in FY23e (eNuW). Importantly, the UK project is partially owned by the French utility company EDF, which also manages France's 56 power reactors. C. 54 of these need to be refurbished within the next 20 years and 6 new reactors are planned by 2050. With an estimated potential revenue of  $\in$  5m per refurbished reactor and  $\in$  10m for the new ones, this implies a  $\in$  330m revenue opportunity for R. Stahl (eNuW).

**LNG delivers a material mid-term growth opportunity.** R. Stahl is the globally leading provider of explosion protection for LNG tankers, terminals and liquification/regassification plants (25-75% market shares). Independence from Russian energy imports leads to a **rising demand for LNG in Europe**. For instance, Germany opened its first LNG terminal in Wilhelmshaven during December 2022 to compensate for the Russian gas imports. Until 2027, nine LNG terminals are planned in Germany, to import capacities of up to 69 billion cubic meters, of which the majority is seen to come from USA and Qatar.

In contrast to the booming LNG business, the **chemical industry in Germany was rather weak** since the Russian invasion, due to substantially increased energy and gas prices. We expect the softening to carry well into FY24e, as the German chemical association (VCI) expects a revenue decline of 3% during 2024e for its home market (2023: -12%). Despite the short-term challenges, in the long-run we do not see the local chemical industry in severe danger. It should hence remain an integral part of the company.

Order intake increased for the third consecutive year up to € 343m (+9.3% yoy) leading to a strong order backlog of € 115m at the end of FY23e. We expect to see mid-single-digit sales growth for FY24e in combination with low double-digit EBITDA margins. Yet, valuation looks undemanding. Shares are trading on a mere 5.0x EV/EBITDA (9x PE) 2024e, clearly below the historical average of roughly 7x. This is despite the structural demand tailwinds, which should fuel mid-term sales and margin growth.

Hence, we reiterate our BUY rating with an unchanged PT of € 31, based on DCF.

Y/E 31.12 (EUR m)	2020	2021	2022	2023e	2024e	2025e
Sales	246.5	248.1	274.3	330.6	349.9	368.1
Sales growth	-10.3%	0.7%	10.6%	20.5%	5.8%	5.2%
EBITDA	17.2	16.8	20.6	37.0	43.8	46.8
Net debt (if net cash=0)	5.8	18.3	29.2	28.9	23.3	11.2
FCF	5.1	-3.1	-7.9	0.3	5.6	12.0
Net Debt/EBITDA	0.3	1.1	1.4	8.0	0.5	0.2
EPS pro forma	-0.54	-0.77	0.30	0.79	2.25	2.70
EBITDA margin	7.0%	6.8%	7.5%	11.2%	12.5%	12.7%
ROCE	0.3%	-0.0%	2.0%	9.5%	11.2%	11.9%
EV/sales	0.9	0.9	0.8	0.7	0.6	0.6
EV/EBITDA	13.5	13.8	10.5	6.0	5.0	4.4
PER	-39.4	-28.0	70.9	26.9	9.5	7.9
Adjusted FCF yield	2.3%	1.3%	4.8%	10.0%	10.5%	12.9%

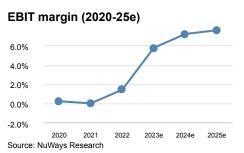
Source: Company data, NuWays, Close price as of 27.02.2024

2022

2023e

2024e

2025e



### Company description

2021

2020

Source: NuWays Research

Sales (2020-25e)

400.0m

300.0m

200.0m

100.0m

0.0m

R. STAHL is a globally leading producer of components for electrical explosion protection, mainly for the oil & gas, chemical and pharma industry. The company offers >10k products, ranging from standard components to complete systems and individually engineered solutions for large projects



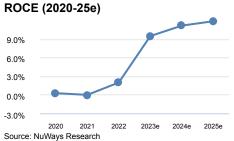
Market data	
Share price (in €)	21.60
Market cap (in € m)	137.8
Number of shares (in m pcs)	6.4
Enterprise value (in € m)	217.9
Ø trading volume (6 months)	1,280

	identifier
Bloomberg	RSL2 GR
Reuters	RSLG
WKN	A1PHBB
ISIN	DE000A1PHBB5

Key snarenoiders				
Founding Families	48.0%			
RSBG	14.0%			
Langfrist-Investoren TGV	10.0%			
BWVA	5.0%			
Free Float	22.0%			

Estimates changes					
	<u>2023e</u>	2024e	<u>2025e</u>		
Sales	0%	0%	0%		
EBIT	0%	0%	0%		
EPS	0%	0%	0%		

### Comment on changes



### Guidance

- FY23 sales: € 305-320m (upper end)
- FY23 adj. EBITDA: € 35-40m

Update - 29.02.2024



# **Financials**

Profit and loss (EUR m)	2020	2021	2022	2023e	2024e	2025e
Net sales	246.5	248.1	274.3	330.6	349.9	368.1
Sales growth	-10.3%	0.7%	10.6%	20.5%	5.8%	5.2%
ncrease/decrease in finished goods and work-in-process	7.4	3.9	7.6	6.7	7.2	7.3
Total sales	253.9	252.0	282.0	337.3	357.1	375.4
Other operating income	11.1	10.2	13.6	9.5	14.0	16.6
Material expenses	85.7	85.3	100.5	117.7	124.2	129.6
Personnel expenses	115.6	116.2	122.0	133.9	140.8	149.4
Other operating expenses	46.5	43.9	52.5	58.1	62.3	66.3
Total operating expenses	236.7	235.2	261.4	300.3	313.3	328.6
EBITDA	17.2	16.8	20.6	37.0	43.8	46.8
Depreciation	11.4	11.6	10.8	11.7	12.0	12.3
EBITA	5.7	5.2	9.8	25.3	31.8	34.
Amortisation of goodwill	0.0	0.0	0.0	0.0	0.0	0.0
Amortisation of intangible assets	5.2	5.3	6.0	6.2	6.5	6.5
mpairment charges	0.0	0.0	0.0	0.0	0.0	0.0
EBIT (inc revaluation net)	0.5	-0.1	3.8	19.1	25.3	28.0
interest income	0.1	0.1	0.1	0.1	0.2	0.2
nterest expenses	3.5	2.9	3.6	7.0	8.2	6.5
nvestment income	1.6	1.4	3.6	-6.7	3.4	3.2
Financial result	-1.8	-1.5	-0.0	-13.6	-4.7	-3.
Recurring pretax income from continuing operations	-1.3	-1.5	3.8	5.5	20.6	24.9
Extraordinary income/loss	0.0	0.0	0.0	0.0	0.0	0.0
Earnings before taxes	-1.3	-1.5	3.8	5.5	20.6	24.9
Income tax expense	2.2	3.4	1.9	0.5	6.1	7.
Net income from continuing operations	-3.5	-4.9	1.9	5.1	14.5	17.5
ncome from discontinued operations (net of tax)	0.0	0.0	0.0	0.0	0.0	0.0
Net income	-3.5	-4.9	1.9	5.1	14.5	17.5
Minority interest	-0.0	0.0	-0.0	-0.1	0.0	0.0
Net profit (reported)	-3.5	-4.9	1.9	5.1	14.5	17.4
Average number of shares	6.4	6.4	6.4	6.4	6.4	6.4
EPS reported	-0.54	-0.77	0.30	0.79	2.25	2.70
Profit and loss (common size)	2020	2021	2022	2023e	2024e	2025e
Net sales	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
Sales growth	-10.3%	0.7%	10.6%	20.5%	5.8%	5.2%
Increase/decrease in finished goods and work-in-process	3.0%	1.6%	2.8%	2.0%	2.1%	2.0%
Total sales		101.6%	102.8%	102.0%	102.1%	
	103.0%					102.0%
Other operating income	103.0% 4.5%		5.0%	2.9%		
Other operating income Material expenses	4.5%	4.1%	5.0% 36.6%	2.9% 35.6%	4.0%	4.5%
Material expenses	4.5% 34.8%	4.1% 34.4%	36.6%	35.6%	4.0% 35.5%	4.5% 35.2%
Material expenses Personnel expenses	4.5% 34.8% 46.9%	4.1% 34.4% 46.8%	36.6% 44.5%	35.6% 40.5%	4.0% 35.5% 40.2%	4.5% 35.2% 40.6%
Material expenses Personnel expenses Other operating expenses	4.5% 34.8% 46.9% 18.9%	4.1% 34.4% 46.8% 17.7%	36.6% 44.5% 19.1%	35.6% 40.5% 17.6%	4.0% 35.5% 40.2% 17.8%	4.5% 35.2% 40.6% 18.0%
Material expenses Personnel expenses Other operating expenses Fotal operating expenses	4.5% 34.8% 46.9% 18.9% <b>96.0%</b>	4.1% 34.4% 46.8% 17.7% <b>94.8%</b>	36.6% 44.5% 19.1% <b>95.3%</b>	35.6% 40.5% 17.6% <b>90.8%</b>	4.0% 35.5% 40.2% 17.8% <b>89.5%</b>	4.5% 35.2% 40.6% 18.0% <b>89.3</b> %
Material expenses Personnel expenses Other operating expenses Total operating expenses EBITDA	4.5% 34.8% 46.9% 18.9% <b>96.0%</b>	4.1% 34.4% 46.8% 17.7% 94.8%	36.6% 44.5% 19.1% <b>95.3%</b> <b>7.5%</b>	35.6% 40.5% 17.6% <b>90.8%</b> <b>11.2%</b>	4.0% 35.5% 40.2% 17.8% <b>89.5%</b> <b>12.5%</b>	4.5% 35.2% 40.6% 18.0% <b>89.3%</b> <b>12.7%</b>
Material expenses Personnel expenses Other operating expenses Total operating expenses EBITDA Depreciation	4.5% 34.8% 46.9% 18.9% <b>96.0% 7.0%</b> 4.6%	4.1% 34.4% 46.8% 17.7% <b>94.8%</b> <b>6.8%</b> 4.7%	36.6% 44.5% 19.1% <b>95.3%</b> <b>7.5%</b> 3.9%	35.6% 40.5% 17.6% <b>90.8%</b> <b>11.2%</b> 3.6%	4.0% 35.5% 40.2% 17.8% <b>89.5%</b> <b>12.5%</b> 3.4%	4.5% 35.2% 40.6% 18.0% <b>89.3%</b> <b>12.7%</b> 3.3%
Material expenses Personnel expenses Other operating expenses Total operating expenses EBITDA Depreciation EBITA	4.5% 34.8% 46.9% 18.9% <b>96.0% 7.0%</b> 4.6% <b>2.3%</b>	4.1% 34.4% 46.8% 17.7% <b>94.8%</b> 6.8% 4.7% <b>2.1%</b>	36.6% 44.5% 19.1% <b>95.3%</b> <b>7.5%</b> 3.9% <b>3.6%</b>	35.6% 40.5% 17.6% <b>90.8%</b> <b>11.2%</b> 3.6% <b>7.7%</b>	4.0% 35.5% 40.2% 17.8% <b>89.5%</b> <b>12.5%</b> 3.4% <b>9.1%</b>	4.5% 35.2% 40.6% 18.0% <b>89.3%</b> <b>12.7%</b> 3.3% <b>9.4%</b>
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Material expenses Personnel expenses Other operating expenses Total operating expenses EBITDA Depreciation EBITA Amortisation of goodwill Amortisation of intangible assets Impairment charges EBIT (inc revaluation net) Interest income Interest expenses Investment income Financial result Recurring pretax income from continuing operations	4.5% 34.8% 46.9% 18.9% 96.0% 7.0% 4.6% 2.3% 0.0% 2.1% 0.0% 0.2% 0.1% 1.4% 0.6% neg0.5%	4.1% 34.4% 46.8% 17.7% 94.8% 6.8% 4.7% 2.1% 0.0% 2.1% 0.0% 1.2% 0.6% neg0.6%	36.6% 44.5% 19.1% 95.3% 7.5% 3.9% 3.6% 0.0% 2.2% 0.0% 1.4% 0.0% 1.3% neg. 1.4%	35.6% 40.5% 17.6% 90.8% 11.2% 3.6% 7.7% 0.0% 1.9% 0.0% 5.8% 0.0% 2.1% -2.0% neg. 1.7%	4.0% 35.5% 40.2% 17.8% 89.5% 12.5% 3.4% 9.1% 0.0% 1.9% 0.0% 7.2% 0.0% 2.4% 1.0% neg. 5.9%	4.5% 35.2% 40.6% 18.0% 89.3% 12.7% 3.3% 9.4% 0.0% 1.8% 0.0% 7.6% 0.0% 1.8% 0.9% neg 6.8%
Material expenses Personnel expenses Other operating expenses Fotal operating expenses EBITDA Depreciation EBITA Amortisation of goodwill Amortisation of intangible assets mpairment charges EBIT (inc revaluation net) Interest income Interest expenses Investment income Financial result Recurring pretax income from continuing operations Extraordinary income/loss	4.5% 34.8% 46.9% 18.9% 96.0% 7.0% 4.6% 2.3% 0.0% 2.1% 0.0% 0.2% 0.1% 1.4% 0.6% neg0.5% 0.0%	4.1% 34.4% 46.8% 17.7% 94.8% 6.8% 4.7% 2.1% 0.0% 2.1% 0.0% 1.2% 0.6% neg0.6% 0.0%	36.6% 44.5% 19.1% 95.3% 7.5% 3.9% 3.6% 0.0% 2.2% 0.0% 1.4% 0.0% 1.3% neg. 1.4% 0.0%	35.6% 40.5% 17.6% 90.8% 11.2% 3.6% 7.7% 0.0% 1.9% 0.0% 5.8% 0.0% 2.1% -2.0% neg. 1.7% 0.0%	4.0% 35.5% 40.2% 17.8% 89.5% 12.5% 3.4% 9.1% 0.0% 1.9% 0.0% 7.2% 0.0% 2.4% 1.0% neg. 5.9% 0.0%	4.5% 35.2% 40.6% 18.0% 89.3% 12.7% 3.3% 9.4% 0.0% 1.8% 0.0% 7.6% 0.0% 1.8% 0.9% neg 6.8% 0.0%
Material expenses Personnel expenses Other operating expenses Total operating expenses EBITDA Depreciation EBITA Amortisation of goodwill Amortisation of intangible assets Impairment charges EBIT (inc revaluation net) Interest income Interest expenses Investment income Financial result Recurring pretax income from continuing operations Extraordinary income/loss Earnings before taxes	4.5% 34.8% 46.9% 18.9% 96.0% 7.0% 4.6% 2.3% 0.0% 2.1% 0.0% 0.2% 0.1% 1.4% 0.6% neg0.5% 0.0%	4.1% 34.4% 46.8% 17.7% 94.8% 6.8% 4.7% 2.1% 0.0% 2.1% 0.0% -0.0% 0.0% 1.2% 0.6% neg0.6% 0.0% -0.6%	36.6% 44.5% 19.1% 95.3% 7.5% 3.9% 3.6% 0.0% 2.2% 0.0% 1.4% 0.0% 1.3% neg. 1.4% 0.0% 1.4%	35.6% 40.5% 17.6% 90.8% 11.2% 3.6% 7.7% 0.0% 1.9% 0.0% 5.8% 0.0% 2.1% -2.0% neg. 1.7% 0.0% 1.7%	4.0% 35.5% 40.2% 17.8% 89.5% 12.5% 3.4% 9.1% 0.0% 1.9% 0.0% 7.2% 0.0% 2.4% 1.0% neg. 5.9% 0.0%	4.5% 35.2% 40.6% 18.0% 89.3% 12.7% 3.3% 9.4% 0.0% 1.8% 0.0% 7.6% 0.0% 1.8% 0.9% neg 6.8% 0.0%
Material expenses Personnel expenses Other operating expenses Fotal operating expenses EBITDA Depreciation EBITA Amortisation of goodwill Amortisation of intangible assets mpairment charges EBIT (inc revaluation net) Interest income Interest expenses Investment income Financial result Recurring pretax income from continuing operations Extraordinary income/loss Earnings before taxes Tax rate	4.5% 34.8% 46.9% 18.9% 96.0% 7.0% 4.6% 2.3% 0.0% 2.1% 0.0% 0.2% 0.1% 1.4% 0.6% neg0.5% -172.4%	4.1% 34.4% 46.8% 17.7% 94.8% 6.8% 4.7% 2.1% 0.0% 2.1% 0.0% -0.0% 0.6% neg0.6% -0.0% -0.6%	36.6% 44.5% 19.1% 95.3% 7.5% 3.9% 3.6% 0.0% 2.2% 0.0% 1.4% 0.0% 1.3% neg. 1.4% 0.0% 1.4% 50.0%	35.6% 40.5% 17.6% 90.8% 11.2% 3.6% 7.7% 0.0% 1.9% 0.0% 5.8% 0.0% 2.1% -2.0% neg. 1.7% 0.0% 1.7% 8.3%	4.0% 35.5% 40.2% 17.8% 89.5% 12.5% 3.4% 9.1% 0.0% 1.9% 0.0% 7.2% 0.0% 2.4% 1.0% neg. 5.9% 0.0% 5.9% 29.4%	4.5% 35.2% 40.6% 18.0% 89.3% 12.7% 3.3% 9.4% 0.0% 1.8% 0.0% 7.6% 0.0% 1.8% 0.9% neg 6.8% 0.0% 6.8% 30.0%
Material expenses Personnel expenses Other operating expenses Fotal operating expenses EBITDA Depreciation EBITA Amortisation of goodwill Amortisation of intangible assets mpairment charges EBIT (inc revaluation net) Interest income Interest expenses Investment income Financial result Recurring pretax income from continuing operations Extraordinary income/loss Earnings before taxes Tax rate Net income from continuing operations	4.5% 34.8% 46.9% 18.9% 96.0% 7.0% 4.6% 2.3% 0.0% 2.1% 0.0% 0.2% 0.1% 1.4% 0.6% neg0.5% -172.4% -1.4%	4.1% 34.4% 46.8% 17.7% 94.8% 6.8% 4.7% 2.1% 0.0% 2.1% 0.0% -0.0% 0.0% 1.2% 0.6% neg0.6% -0.0% -0.6% -223.1% -2.0%	36.6% 44.5% 19.1% 95.3% 7.5% 3.9% 3.6% 0.0% 2.2% 0.0% 1.4% 0.0% 1.3% neg. 1.4% 0.0% 1.4% 50.0% 0.7%	35.6% 40.5% 17.6% 90.8% 11.2% 3.6% 7.7% 0.0% 1.9% 0.0% 5.8% 0.0% 2.1% -2.0% neg. 1.7% 0.0% 1.7% 8.3% 1.5%	4.0% 35.5% 40.2% 17.8% 89.5% 12.5% 3.4% 9.1% 0.0% 1.9% 0.0% 7.2% 0.0% 2.4% 1.0% neg. 5.9% 0.0% 5.9% 4.2%	4.5% 35.2% 40.6% 18.0% 89.3% 12.7% 3.3% 9.4% 0.0% 1.8% 0.0% 1.8% 0.0% 6.8% 30.0% 4.7%
Material expenses Personnel expenses Other operating expenses Total operating expenses EBITDA Depreciation EBITA Amortisation of goodwill Amortisation of intangible assets Impairment charges EBIT (inc revaluation net) Interest income Interest expenses Investment income Financial result Recurring pretax income from continuing operations Extraordinary income/loss Earnings before taxes Tax rate Net income from continuing operations Income from discontinued operations (net of tax)	4.5% 34.8% 46.9% 18.9% 96.0% 7.0% 4.6% 2.3% 0.0% 2.1% 0.0% 0.2% 0.1% 1.4% 0.6% neg0.5% -172.4% -1.4% 0.0%	4.1% 34.4% 46.8% 17.7% 94.8% 6.8% 4.7% 2.1% 0.0% 2.1% 0.0% -0.0% 0.0% 1.2% 0.6% neg0.6% -0.0% -223.1% -2.0% 0.0%	36.6% 44.5% 19.1% 95.3% 7.5% 3.9% 3.6% 0.0% 2.2% 0.0% 1.4% 0.0% 1.3% neg. 1.4% 0.0% 1.4% 50.0% 0.7% 0.0%	35.6% 40.5% 17.6% 90.8% 11.2% 3.6% 7.7% 0.0% 1.9% 0.0% 5.8% 0.0% 2.1% -2.0% neg. 1.7% 0.0% 1.7% 8.3% 1.5% 0.0%	4.0% 35.5% 40.2% 17.8% 89.5% 12.5% 3.4% 9.1% 0.0% 1.9% 0.0% 2.4% 1.0% neg. 5.9% 0.0% 5.9% 29.4% 4.2% 0.0%	4.5% 35.2% 40.6% 18.0% 89.3% 12.7% 3.3% 9.4% 0.0% 1.8% 0.0% 1.88% 0.9% neg 6.8% 0.0% 6.8% 30.0% 4.7% 0.0%
Material expenses Personnel expenses Other operating expenses Total operating expenses EBITDA Depreciation EBITA Amortisation of goodwill Amortisation of intangible assets Impairment charges EBIT (inc revaluation net) Interest income Interest expenses Investment income Financial result Recurring pretax income from continuing operations Extraordinary income/loss Earnings before taxes Tax rate Net income from continuing operations Income from discontinued operations (net of tax) Net income	4.5% 34.8% 46.9% 18.9% 96.0% 7.0% 4.6% 2.3% 0.0% 2.1% 0.0% 0.2% 0.1% 1.4% 0.6% neg0.5% -172.4% -1.4% 0.0%	4.1% 34.4% 46.8% 17.7% 94.8% 6.8% 4.7% 2.1% 0.0% 2.1% 0.0% -0.0% 0.0% 1.2% 0.6% neg0.6% -0.0% -0.0% -0.0% -0.0% -0.0% -0.0% -0.0% -0.0% -0.0% -0.0%	36.6% 44.5% 19.1% 95.3% 7.5% 3.9% 3.6% 0.0% 2.2% 0.0% 1.4% 0.0% 1.3% neg. 1.4% 0.0% 1.4% 50.0% 0.7%	35.6% 40.5% 17.6% 90.8% 11.2% 3.6% 7.7% 0.0% 1.9% 0.0% 5.8% 0.0% 2.1% -2.0% neg. 1.7% 0.0% 1.7% 8.3% 1.5% 0.0% 1.5%	4.0% 35.5% 40.2% 17.8% 89.5% 12.5% 3.4% 9.1% 0.0% 1.9% 0.0% 2.4% 1.0% neg. 5.9% 0.0% 5.9% 4.2% 0.0% 4.2%	102.0% 4.5% 35.2% 40.6% 18.0% 89.3% 12.7% 3.3% 9.4% 0.0% 7.6% 0.0% 6.8% 30.0% 4.7% 0.0%
Material expenses Personnel expenses Other operating expenses Fotal operating expenses EBITDA Depreciation EBITA Amortisation of goodwill Amortisation of intangible assets mpairment charges EBIT (inc revaluation net) Interest income Interest expenses Investment income Financial result Recurring pretax income from continuing operations Extraordinary income/loss Earnings before taxes Tax rate Net income from continuing operations Income from discontinued operations (net of tax)	4.5% 34.8% 46.9% 18.9% 96.0% 7.0% 4.6% 2.3% 0.0% 2.1% 0.0% 0.2% 0.1% 1.4% 0.6% neg0.5% -172.4% -1.4% 0.0%	4.1% 34.4% 46.8% 17.7% 94.8% 6.8% 4.7% 2.1% 0.0% 2.1% 0.0% -0.0% 0.0% 1.2% 0.6% neg0.6% -0.0% -223.1% -2.0% 0.0%	36.6% 44.5% 19.1% 95.3% 7.5% 3.9% 3.6% 0.0% 2.2% 0.0% 1.4% 0.0% 1.3% neg. 1.4% 0.0% 1.4% 50.0% 0.7% 0.0%	35.6% 40.5% 17.6% 90.8% 11.2% 3.6% 7.7% 0.0% 1.9% 0.0% 5.8% 0.0% 2.1% -2.0% neg. 1.7% 0.0% 1.7% 8.3% 1.5% 0.0%	4.0% 35.5% 40.2% 17.8% 89.5% 12.5% 3.4% 9.1% 0.0% 1.9% 0.0% 2.4% 1.0% neg. 5.9% 0.0% 5.9% 29.4% 4.2% 0.0%	4.5% 35.2% 40.6% 18.0% 89.3% 12.7% 3.3% 9.4% 0.0% 1.8% 0.0% 1.8% 0.9% neg 6.8% 0.0% 4.7% 0.0%

Net profit (reported)
Source: Company data, NuWays

NuWays AG 2

0.7%

1.5%

4.1%

4.7%

-1.4%

-2.0%

Update - 29.02.2024



Balance sheet (EUR m)	2020	2021	2022	2023e	2024e	2025e
Intangible assets	43.3	46.5	48.8	49.1	49.9	50.9
Property, plant and equipment	80.3	78.0	75.0	74.5	73.6	70.8
Financial assets	14.5	19.0	15.8	4.2	4.2	4.2
FIXED ASSETS	138.2	143.5	139.6	127.8	127.7	125.8
Inventories	36.9	39.6	48.9	46.0	51.0	55.8
Accounts receivable	36.7	35.9	37.4	41.0	46.1	50.4
Other assets and short-term financial assets	11.2	11.2	14.7	15.7	17.5	17.3
Liquid assets	19.9	6.3	16.1	30.3	28.4	32.9
Deferred taxes	13.4	9.4	3.1	10.2	11.5	12.7
Deferred charges and prepaid expenses	0.0	0.0	0.0	0.0	0.0	0.0
CURRENT ASSETS	118.1	102.5	120.1	143.2	154.5	169.1
TOTAL ASSETS	256.2	246.0	259.7	271.0	282.3	294.9
SHAREHOLDERS EQUITY	47.9	49.6	71.1	78.2	92.7	110.1
MINORITY INTEREST	0.2	0.2	0.2	0.1	0.2	0.2
Provisions for pensions and similar obligations	103.1	95.5	64.2	61.0	61.0	61.0
Other provisions and accrued liabilities	22.3	18.4	19.7	22.3	24.2	24.8
Short-term liabilities to banks	16.9	22.2	44.1	58.0	50.5	43.0
Accounts payable	13.8	18.9	19.1	20.5	19.7	20.8
Advance payments received on orders	0.0	0.0	0.0	0.0	0.0	0.0
Other liabilities (incl. from lease and rental contracts)	39.6	35.6	33.5	25.0	28.1	29.1
Deferred taxes	2.7	2.6	5.9	3.8	3.9	3.8
Deferred income	0.0	0.0	0.0	0.0	0.0	0.0
CURRENT LIABILITIES	53.4	54.5	52.6	45.5	47.8	49.9
TOTAL LIABILITIES AND SHAREHOLDERS EQUITY	256.2	246.0	259.7	271.0	282.3	294.9
Balance sheet (common size)	2020	2021	2022	2023e	2024e	2025e
Intangible assets	16.9%	18.9%	18.8%	18.1%	17.7%	17.3%
Property, plant and equipment	31.4%	31.7%	28.9%	27.5%	26.1%	24.0%
Financial assets	5.7%	7.7%	6.1%	1.5%	1.5%	1.4%
FIXED ASSETS	53.9%	58.3%	53.8%	47.2%	45.3%	42.7%
Inventories	14.4%	16.1%	18.8%	17.0%	18.1%	18.9%
Accounts receivable	14.3%	14.6%	14.4%	15.1%	16.3%	17.1%
Other assets and short-term financial assets	4.4%	4.6%	5.6%	5.8%	6.2%	5.9%
Liquid assets	7.7%	2.6%	6.2%	11.2%	10.1%	11.2%
Deferred taxes	5.2%	3.8%	1.2%	3.8%	4.1%	4.3%
Deferred charges and prepaid expenses	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
CURRENT ASSETS	46.1%	41.7%	46.2%	52.8%	54.7%	57.3%
TOTAL ASSETS	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
SHAREHOLDERS EQUITY	18.7%	20.2%	27.4%	28.9%	32.8%	37.3%
MINORITY INTEREST	0.1%	0.1%	0.1%	0.0%	0.1%	0.1%
Provisions for pensions and similar obligations	40.3%	38.8%	24.7%	22.5%	21.6%	20.7%
Other provisions and accrued liabilities	8.7%	7.5%	7.6%	8.2%	8.6%	8.4%
Short-term liabilities to banks	6.6%	9.0%	17.0%	21.4%	17.9%	14.6%
Accounts payable	5.4%	7.7%	7.3%	7.6%	7.0%	7.1%
Advance payments received on orders	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Other liabilities (incl. from lease and rental contracts)	15.5%	14.5%	12.9%	9.2%	10.0%	9.9%
other had had find. Hom leade and ferrial contracts)				1.4%	1.4%	1.3%
Deferred taxes	1 1%	1 1 %				
Deferred income	1.1% 0.0%	1.1% 0.0%	2.3% 0.0%			
Deferred taxes Deferred income CURRENT LIABILITIES	1.1% 0.0% <b>20.9%</b>	0.0% <b>22.1%</b>	0.0% <b>20.3%</b>	0.0% <b>16.8%</b>	0.0% <b>16.9%</b>	0.0% <b>16.9%</b>

Source: Company data, NuWays

Update - 29.02.2024



Cash flow statement (EUR m)	2020	2021	2022	2023e	2024e	2025
Net profit/loss	-3.5	-4.9	1.9	5.1	14.5	17.
Depreciation of fixed assets (incl. leases)	11.4	11.6	10.8	11.7	12.0	12.
Amortisation of goodwill & intangible assets	5.2	5.3	6.0	6.2	6.5	6.
Others	-0.2	0.0	0.0	0.0	0.0	0.0
Cash flow from operating activities	8.3	1.5	-2.3	3.9	9.3	16.
Increase/decrease in inventory	-2.8	-2.7	-9.3	2.9	-5.0	-4.
Increase/decrease in accounts receivable	5.8	0.8	-1.5	-3.6	-5.1	-4.
Increase/decrease in accounts payable	-1.3	5.1	0.2	1.4	-0.8	1.
Increase/decrease in other working capital positions	0.0	0.0	3.0	-5.0	0.0	0.
Increase/decrease in working capital	1.7	3.2	-7.6	-4.3	-11.0	-8.
Cash flow from operating activities	17.9	11.9	6.0	18.1	24.0	28.
CAPEX	12.7	15.0	13.9	17.8	18.4	16.
Payments for acquisitions	0.0	0.0	0.0	0.0	0.0	0.
Financial investments	0.0	3.2	-3.5	0.0	0.0	0.
Income from asset disposals	0.5	0.0	0.0	0.0	0.0	0.
Cash flow from investing activities	-12.2	-18.1	-10.4	-17.8	-18.4	-16.
Cash flow before financing	5.7	-6.3	-4.4	0.3	5.6	12.
Increase/decrease in debt position	-0.1	-7.6	14.3	13.9	-7.5	-7.
Purchase of own shares	0.0	0.0	0.0	0.0	0.0	0.
Capital measures	0.0	0.0	0.0	0.0	0.0	0.
Dividends paid	0.0	0.0	0.0	0.0	0.0	0
Others	-0.2	0.0	0.0	0.0	0.0	0
Effects of exchange rate changes on cash	-0.4	0.4	-0.2	0.0	0.0	0.
Cash flow from financing activities	-0.3	-7.6	14.3	13.9	-7.5	-7.
Increase/decrease in liquid assets	4.9	-13.5	9.7	14.2	-1.9	4.
Liquid assets at end of period	19.9	6.3	16.1	30.3	28.4	32.
Key ratios (EUR m)	2020	2021	2022	2023e	2024e	2025
P&L growth analysis	2020	2021	2022	20236	20246	2020
Sales growth	-10.3%	0.7%	10.6%	20.5%	5.8%	5.20
EBITDA growth	-32.0%	-2.1%	22.5%	79.9%	18.2%	6.9°
EBIT growth	-92.2%	-112.6%	-6309.7%	396.1%	32.3%	10.9
	-361.5%	40.7%	-139.4%	163.3%	183.2%	20.2
EPS growth  Efficiency	-301.5%	40.7 %	-139.4%	103.3%	103.270	20.2
Sales per employee	146.8	144.5	154.5	172.1	171.9	181.
	10.2	9.8	11.6	172.1	21.5	23.
EBITDA per employee No. employees (average)	1,680	9.o 1,718	1,775	1,921	21.5 2,035	
. , , , ,	1,000	1,710	1,775	1,921	2,035	2,03
Balance sheet analysis	24.6%	23.5%	22.6%	20.2%	20.6%	22.1
Avg. working capital / sales Inventory turnover (sales/inventory)	24.0% 5.7	5.3	5.0	5.3	5.2	5.
Accounts receivable turnover	6.2	6.8	7.5	5.5 8.4	7.6	5. 7.
						27.
Accounts payable turnover  Cash flow analysis	25.0	34.2	31.3	29.7	27.1	21.
Free cash flow	5.1	-3.1	-7.9	0.3	5.6	12
Free cash flow/sales	2.1%	-3.1 -1.3%	-7.9 -2.9%	0.1%	1.6%	3.3
FCF / net profit		63.1%		6.3%	38.5%	68.9
Capex / sales	neg.	7.3%	neg. 3.8%	5.4%	5.3%	4.6
			3.0 /0	3.4 /0	5.5 /6	4.0
Solvenov	5.2%	7.570				
,			20.2	20.0	22.2	11
Net debt	5.8	18.3	29.2	28.9	23.3	
Net debt Net Debt/EBITDA	5.8 0.3	18.3 1.1	1.4	8.0	0.5	0
Net debt Net Debt/EBITDA Dividend payout ratio	5.8 0.3 0.0%	18.3 1.1 0.0%	1.4 0.0%	0.8 0.0%	0.5 0.0%	0.0°
Net debt Net Debt/EBITDA Dividend payout ratio Interest paid / avg. debt	5.8 0.3	18.3 1.1	1.4	8.0	0.5	0.0°
Net debt Net Debt/EBITDA Dividend payout ratio Interest paid / avg. debt <b>Returns</b>	5.8 0.3 0.0% 15.5%	18.3 1.1 0.0% 11.6%	1.4 0.0% 10.4%	0.8 0.0% 13.5%	0.5 0.0% 14.9%	0.0° 13.6°
Net debt Net Debt/EBITDA Dividend payout ratio Interest paid / avg. debt Returns ROCE	5.8 0.3 0.0% 15.5%	18.3 1.1 0.0% 11.6%	1.4 0.0% 10.4% 2.0%	0.8 0.0% 13.5% 9.5%	0.5 0.0% 14.9%	0 0.0 13.6 11.9
Net debt  Net Debt/EBITDA  Dividend payout ratio Interest paid / avg. debt  Returns  ROCE  ROE	5.8 0.3 0.0% 15.5% 0.3% -7.3%	18.3 1.1 0.0% 11.6% -0.0% -9.9%	1.4 0.0% 10.4% 2.0% 2.7%	0.8 0.0% 13.5% 9.5% 6.5%	0.5 0.0% 14.9% 11.2% 15.6%	0 0.0 13.6 11.9 15.8
Net debt Net Debt/EBITDA Dividend payout ratio Interest paid / avg. debt Returns ROCE ROE Adjusted FCF yield	5.8 0.3 0.0% 15.5% 0.3% -7.3% 2.3%	18.3 1.1 0.0% 11.6% -0.0% -9.9% 1.3%	1.4 0.0% 10.4% 2.0% 2.7% 4.8%	0.8 0.0% 13.5% 9.5% 6.5% 10.0%	0.5 0.0% 14.9% 11.2% 15.6% 10.5%	0 0.0' 13.6' 11.9' 15.8' 12.9'
Net debt  Net Debt/EBITDA  Dividend payout ratio Interest paid / avg. debt  Returns  ROCE  ROE  Adjusted FCF yield  Dividend yield	5.8 0.3 0.0% 15.5% 0.3% -7.3% 2.3% 0.0%	18.3 1.1 0.0% 11.6% -0.0% -9.9% 1.3% 0.0%	1.4 0.0% 10.4% 2.0% 2.7% 4.8% 0.0%	0.8 0.0% 13.5% 9.5% 6.5% 10.0% 0.0%	0.5 0.0% 14.9% 11.2% 15.6% 10.5% 0.0%	0 0.0' 13.6' 11.9' 15.8' 12.9' 0.0'
Net debt  Net Debt/EBITDA  Dividend payout ratio Interest paid / avg. debt  Returns  ROCE  ROE  Adjusted FCF yield  Dividend yield  DPS	5.8 0.3 0.0% 15.5% 0.3% -7.3% 2.3% 0.0% 0.0	18.3 1.1 0.0% 11.6% -0.0% -9.9% 1.3% 0.0% 0.0	1.4 0.0% 10.4% 2.0% 2.7% 4.8% 0.0% 0.0	0.8 0.0% 13.5% 9.5% 6.5% 10.0% 0.0%	0.5 0.0% 14.9% 11.2% 15.6% 10.5% 0.0% 0.0	0 0.0 13.6 11.9 15.8 12.9 0.0
Net debt  Net Debt/EBITDA  Dividend payout ratio Interest paid / avg. debt  Returns  ROCE  ROE  Adjusted FCF yield  Dividend yield  DPS  EPS reported	5.8 0.3 0.0% 15.5% 0.3% -7.3% 2.3% 0.0% 0.0	18.3 1.1 0.0% 11.6% -0.0% -9.9% 1.3% 0.0% 0.0 -0.77	1.4 0.0% 10.4% 2.0% 2.7% 4.8% 0.0% 0.0 0.30	0.8 0.0% 13.5% 9.5% 6.5% 10.0% 0.0% 0.0	0.5 0.0% 14.9% 11.2% 15.6% 10.5% 0.0% 0.0	0 0.0 13.6 11.9 15.8 12.9 0.0 0
Net debt Net Debt/EBITDA Dividend payout ratio Interest paid / avg. debt Returns ROCE ROE Adjusted FCF yield Dividend yield DPS EPS reported Average number of shares	5.8 0.3 0.0% 15.5% 0.3% -7.3% 2.3% 0.0% 0.0	18.3 1.1 0.0% 11.6% -0.0% -9.9% 1.3% 0.0% 0.0	1.4 0.0% 10.4% 2.0% 2.7% 4.8% 0.0% 0.0	0.8 0.0% 13.5% 9.5% 6.5% 10.0% 0.0%	0.5 0.0% 14.9% 11.2% 15.6% 10.5% 0.0% 0.0	0 0.0° 13.6° 11.9° 15.8° 12.9° 0.0° 0
Net debt Net Debt/EBITDA Dividend payout ratio Interest paid / avg. debt Returns ROCE ROE Adjusted FCF yield Dividend yield DPS EPS reported Average number of shares Valuation ratios	5.8 0.3 0.0% 15.5% 0.3% -7.3% 2.3% 0.0% 0.0 -0.54 6.4	18.3 1.1 0.0% 11.6% -0.0% -9.9% 1.3% 0.0% 0.0 -0.77 6.4	1.4 0.0% 10.4% 2.0% 2.7% 4.8% 0.0% 0.0 0.30 6.4	0.8 0.0% 13.5% 9.5% 6.5% 10.0% 0.0% 0.0 0.79 6.4	0.5 0.0% 14.9% 11.2% 15.6% 10.5% 0.0% 0.0 2.25 6.4	0 0.0 13.6 11.9 15.8 12.9 0.0 0 2.7 6
Net debt  Net Debt/EBITDA  Dividend payout ratio Interest paid / avg. debt  Returns  ROCE  ROE  Adjusted FCF yield  Dividend yield  DPS  EPS reported  Average number of shares  Valuation ratios  P/BV	5.8 0.3 0.0% 15.5% 0.3% -7.3% 2.3% 0.0% 0.0 -0.54 6.4	18.3 1.1 0.0% 11.6% -0.0% -9.9% 1.3% 0.0% 0.0 -0.77 6.4	1.4 0.0% 10.4% 2.0% 2.7% 4.8% 0.0% 0.0 0.30 6.4	0.8 0.0% 13.5% 9.5% 6.5% 10.0% 0.0% 0.0 0.79 6.4	0.5 0.0% 14.9% 11.2% 15.6% 10.5% 0.0% 0.0 2.25 6.4	0 0.0° 13.6° 11.9° 15.8° 12.9° 0.0° 0 2.7° 6
Solvency Net debt Net Debt/EBITDA Dividend payout ratio Interest paid / avg. debt Returns ROCE ROE Adjusted FCF yield Dividend yield DPS EPS reported Average number of shares Valuation ratios P/BV EV/Sales EV/EBITDA	5.8 0.3 0.0% 15.5% 0.3% -7.3% 2.3% 0.0% 0.0 -0.54 6.4	18.3 1.1 0.0% 11.6% -0.0% -9.9% 1.3% 0.0% 0.0 -0.77 6.4	1.4 0.0% 10.4% 2.0% 2.7% 4.8% 0.0% 0.0 0.30 6.4	0.8 0.0% 13.5% 9.5% 6.5% 10.0% 0.0% 0.0 0.79 6.4	0.5 0.0% 14.9% 11.2% 15.6% 10.5% 0.0% 0.0 2.25 6.4	0 0.0° 13.6° 11.9° 15.8° 12.9° 0.0° 0 2.7° 6
Net debt Net Debt/EBITDA Dividend payout ratio Interest paid / avg. debt Returns ROCE ROE Adjusted FCF yield Dividend yield DPS EPS reported Average number of shares Valuation ratios P/BV	5.8 0.3 0.0% 15.5% 0.3% -7.3% 2.3% 0.0% 0.0 -0.54 6.4	18.3 1.1 0.0% 11.6% -0.0% -9.9% 1.3% 0.0% 0.0 -0.77 6.4	1.4 0.0% 10.4% 2.0% 2.7% 4.8% 0.0% 0.0 0.30 6.4	0.8 0.0% 13.5% 9.5% 6.5% 10.0% 0.0% 0.0 0.79 6.4	0.5 0.0% 14.9% 11.2% 15.6% 10.5% 0.0% 0.0 2.25 6.4	0 0.0° 13.6° 11.9° 15.8° 12.9° 0.0° 0 2.7° 6

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Company	Disclosures
R. STAHL AG	2

Historical target p	rice and rating changes for R	R. STAHL AG			
Company	Date	Analyst	Rating	Target Price	Close
R. STAHL AG	15.02.2024	Sandherr, Christian	n.a.	EUR 31.00	EUR 22.40
	09.02.2024	Sandherr, Christian	n.a.	EUR 23.00	EUR 21.00
	09.08.2023	Sandherr, Christian	n.a.	EUR 31.00	EUR 21.40
	03.05.2023	Sandherr, Christian	n.a.	EUR 29.00	EUR 21.40

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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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