

**Buy** (old: Buy)

**Price target: EUR 21.00** (old: EUR 21.00)

**Price:** EUR 13.60      **Next result:** Q3 11.10.22  
**Bloomberg:** RSL2 GR      **Market cap:** EUR 86.9 m  
**Reuters:** RSLG.DE      **Enterprise Value:** EUR 166.3 m

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## Q2 figures show unbroken demand

**Topic:** R. Stahl reported somewhat mixed Q2 figures. While sales and adj. EBITDA were still notably burdened by supply chain issues, **the healthy growth of demand, with order backlog reaching a new record**, provides confidence in pronounced growth and margin improvements once those challenges begin to ease.

EUR	Q2 2022	Q2 2022 est	Q2 2021	yoy	Q1 2022	qoq	H1 2022	H1 2022 est	H1 2021	yoy
Sales	67.7	66.3	64.5	5.0%	61.0	11.0%	128.7	127.3	122.7	4.9%
Adj. EBITDA	3.9	4.0	4.5	-13.3%	3.0	28.3%	7.0	7.0	7.2	-2.8%
Adj. EBITDA margin	5.8%	6.0%	7.0%	-1.2 pp	5.0%	+0.8 pp	5.4%	5.5%	5.9%	-0.4 pp
Order intake	76.9	75.0	65.2	17.9%	75.1	2.4%	152.0	150.1	129.2	17.6%

The company recorded unbroken strong demand reflected in an **order intake of € 77m** (+18% yoy), implying a book-to-bill of 1.14x and increasing the **backlog to a new record high of € 95m**. This was driven by all end markets, yet demand for modern LED solutions from the chemical and pharma industry as well as automation solutions was particularly strong. As highlighted during the earnings call, this trend is seen to carry into the remainder of the year. In fact, the **order backlog should have already passed € 100m**.

**Q2 sales rose by 5% yoy to € 68m** with an **adj. EBITDA margin of 5.8%**, both roughly in line with our expectations. Both figures were again significantly burdened by supply chain issues, which cost the company roughly 10pp yoy of growth and a disproportionate impact on profitability. Positively though, R. Stahl was able to increase selling prices at the end of Q1 (Q2 gross margin +4.4pp qoq). With another round of price increases taking place during Q3 and first signs of decreasing raw material prices, the gross margin should show further sequential improvements during the coming quarters.

**FY guidance specified.** Management now expects € 270-275m sales and adj. EBITDA of € 18-21m (old: double-digit sales and adj. EBITDA growth). The implied acceleration in H2 (13% sales and 17% adj. EBITDA yoy growth) looks set to be driven by the strong order backlog and first improvements of supply chain issues and raw material pricing.

**Mid-term growth to be carried by several structural trends.** R. Stahl is seen to enjoy high single-digit to double-digit mid-term growth, mainly thanks to (1) **a revitalization of oil upstream investments in order to close the widening supply demand gap** as reflected by outstanding operational performances of equipment providers, (2) Europe's **efforts to establish Russian independent natural gas supply chains** (LNG transport ships and terminals) and (3) pent-up investments in the chemical and pharma industry.

**Reiterate BUY with an unchanged € 21 PT** based on FCFY 2023E.

Y/E 31.12 (EUR m)	2018	2019	2020	2021	2022E	2023E	2024E
Sales	280.1	274.8	246.5	248.1	269.8	296.5	319.3
Sales growth	4 %	-2 %	-10 %	1 %	9 %	10 %	8 %
EBITDA	9.5	25.3	17.2	16.8	18.3	28.0	36.2
EBIT	-4.2	6.3	0.5	-0.1	-2.2	10.5	20.5
Net income	-7.1	1.3	-3.5	-4.9	-2.8	6.9	14.0
Net debt	5.5	4.2	5.8	18.3	27.3	14.0	3.7
Net gearing	2.4 %	7.2 %	12.2 %	36.8 %	35.1 %	15.7 %	3.6 %
Net Debt/EBITDA	0.6	0.2	0.3	1.1	1.5	0.5	0.1
EPS pro forma	-1.10	0.21	-0.54	-0.77	0.03	1.07	2.17
CPS	1.61	1.73	1.29	0.47	-0.74	2.82	2.22
DPS	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Dividend yield	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Gross profit margin	63.4 %	67.1 %	68.2 %	67.2 %	66.6 %	66.7 %	66.8 %
EBITDA margin	3.4 %	9.2 %	7.0 %	6.8 %	6.8 %	9.4 %	11.3 %
EBIT margin	-1.5 %	2.3 %	0.2 %	0.0 %	-0.8 %	3.5 %	6.4 %
ROCE	-1.1 %	2.3 %	0.3 %	0.0 %	-1.1 %	5.2 %	9.1 %
EV/sales	0.6	0.6	0.7	0.7	0.6	0.5	0.4
EV/EBITDA	18.0	7.0	10.6	10.8	9.1	5.5	3.9
EV/EBIT	-40.9	27.8	367.2	-2,930.6	-75.7	14.6	7.0
PER	-12.3	64.9	-24.8	-17.6	-31.2	12.6	6.2
Adjusted FCF yield	0.9 %	8.4 %	3.0 %	2.5 %	7.0 %	11.1 %	14.6 %

Source: Company data, Hauck Aufhäuser Investment Banking Close price as of: 11.08.2022



Source: Company data, Hauck Aufhäuser Investment Banking

**High/low 52 weeks:** 23.20 / 12.60

**Price/Book Ratio:** 1.1

**Relative performance (SDAX):**

3 months -4.4 %

6 months -5.1 %

12 months -16.7 %

### Changes in estimates

		Sales	EBIT	EPS
2022	old:	269.8	-2.3	0.04
	Δ	-	-	-
2023	old:	296.5	10.4	1.06
	Δ	-	-	-
2024	old:	319.3	20.4	2.16
	Δ	-	-	-

### Key share data:

Number of shares: (in m pcs) 6.4

Authorised capital: (in € m) 3.3

Book value per share: (in €) 12.1

Ø trading volume: (12 months) 1,000

### Major shareholders:

Founding Families 48.0 %

Free Float 22.0 %

RSBG 14.0 %

Langfrist-Investoren 10.0 %

TGV

BWVA 5.0 %

### Company description:

Manufacturer of electrical explosion protection components and systems.

## Financials

Profit and loss (EUR m)	2018	2019	2020	2021	2022E	2023E	2024E
<b>Net sales</b>	<b>280.1</b>	<b>274.8</b>	<b>246.5</b>	<b>248.1</b>	<b>269.8</b>	<b>296.5</b>	<b>319.3</b>
<i>Sales growth</i>	4.3 %	-1.9 %	-10.3 %	0.7 %	8.8 %	9.9 %	7.7 %
Increase/decrease in finished goods and work-in-process	-3.1	3.5	7.4	3.9	3.9	3.9	3.9
<b>Total sales</b>	<b>277.0</b>	<b>278.2</b>	<b>253.9</b>	<b>252.0</b>	<b>273.7</b>	<b>300.4</b>	<b>323.2</b>
Other operating income	13.8	13.7	11.1	10.2	11.4	11.4	11.4
Material expenses	99.4	94.0	85.7	85.3	94.1	102.5	109.8
Personnel expenses	119.3	122.0	115.6	116.2	123.7	131.9	138.8
Other operating expenses	62.6	50.7	46.5	43.9	49.0	49.4	49.8
Total operating expenses	267.6	253.0	236.7	235.2	255.4	272.4	287.0
<b>EBITDA</b>	<b>9.5</b>	<b>25.3</b>	<b>17.2</b>	<b>16.8</b>	<b>18.3</b>	<b>28.0</b>	<b>36.2</b>
Depreciation	7.0	12.0	11.4	11.6	12.2	12.3	10.5
<b>EBITA</b>	<b>2.4</b>	<b>13.3</b>	<b>5.7</b>	<b>5.2</b>	<b>6.1</b>	<b>15.7</b>	<b>25.7</b>
Amortisation of goodwill	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Amortisation of intangible assets	6.6	6.9	5.2	5.3	5.3	5.3	5.3
Impairment charges	0.0	0.0	0.0	0.0	3.0	0.0	0.0
<b>EBIT (inc revaluation net)</b>	<b>-4.2</b>	<b>6.3</b>	<b>0.5</b>	<b>-0.1</b>	<b>-2.2</b>	<b>10.5</b>	<b>20.5</b>
Interest income	1.2	0.1	0.1	0.1	0.1	0.2	0.3
Interest expenses	4.9	4.7	3.5	2.9	3.1	3.1	3.1
Other financial result	1.0	1.7	1.6	1.4	1.5	1.6	1.8
Financial result	-2.8	-2.9	-1.8	-1.5	-1.6	-1.3	-1.0
<b>Recurring pretax income from continuing operations</b>	<b>-7.0</b>	<b>3.4</b>	<b>-1.3</b>	<b>-1.5</b>	<b>-3.7</b>	<b>9.2</b>	<b>19.4</b>
Extraordinary income/loss	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>Earnings before taxes</b>	<b>-7.0</b>	<b>3.4</b>	<b>-1.3</b>	<b>-1.5</b>	<b>-3.7</b>	<b>9.2</b>	<b>19.4</b>
Taxes	0.0	2.1	2.2	3.4	-1.0	2.3	5.4
<b>Net income from continuing operations</b>	<b>-7.0</b>	<b>1.3</b>	<b>-3.5</b>	<b>-4.9</b>	<b>-2.8</b>	<b>6.9</b>	<b>14.0</b>
Result from discontinued operations (net of tax)	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>Net income</b>	<b>-7.0</b>	<b>1.3</b>	<b>-3.5</b>	<b>-4.9</b>	<b>-2.8</b>	<b>6.9</b>	<b>14.0</b>
Minority interest	0.1	0.0	0.0	0.0	0.0	0.0	0.0
<b>Net profit (reported)</b>	<b>-7.1</b>	<b>1.3</b>	<b>-3.5</b>	<b>-4.9</b>	<b>-2.8</b>	<b>6.9</b>	<b>14.0</b>
Average number of shares	6.4	6.4	6.4	6.4	6.4	6.4	6.4
<b>EPS reported</b>	<b>-1.10</b>	<b>0.21</b>	<b>-0.54</b>	<b>-0.77</b>	<b>-0.43</b>	<b>1.07</b>	<b>2.17</b>

Profit and loss (common size)	2018	2019	2020	2021	2022E	2023E	2024E
<b>Net sales</b>	<b>100.0 %</b>	<b>100.0 %</b>	<b>100.0 %</b>	<b>100.0 %</b>	<b>100.0 %</b>	<b>100.0 %</b>	<b>100.0 %</b>
Increase/decrease in finished goods and work-in-process	neg.	1.3 %	3.0 %	1.6 %	1.4 %	1.3 %	1.2 %
<b>Total sales</b>	<b>98.9 %</b>	<b>101.3 %</b>	<b>103.0 %</b>	<b>101.6 %</b>	<b>101.4 %</b>	<b>101.3 %</b>	<b>101.2 %</b>
Other operating income	4.9 %	5.0 %	4.5 %	4.1 %	4.2 %	3.9 %	3.6 %
Material expenses	35.5 %	34.2 %	34.8 %	34.4 %	34.9 %	34.6 %	34.4 %
Personnel expenses	42.6 %	44.4 %	46.9 %	46.8 %	45.8 %	44.5 %	43.5 %
Other operating expenses	22.3 %	18.4 %	18.9 %	17.7 %	18.2 %	16.7 %	15.6 %
Total operating expenses	95.5 %	92.1 %	96.0 %	94.8 %	94.6 %	91.9 %	89.9 %
<b>EBITDA</b>	<b>3.4 %</b>	<b>9.2 %</b>	<b>7.0 %</b>	<b>6.8 %</b>	<b>6.8 %</b>	<b>9.4 %</b>	<b>11.3 %</b>
Depreciation	2.5 %	4.4 %	4.6 %	4.7 %	4.5 %	4.1 %	3.3 %
<b>EBITA</b>	<b>0.9 %</b>	<b>4.8 %</b>	<b>2.3 %</b>	<b>2.1 %</b>	<b>2.3 %</b>	<b>5.3 %</b>	<b>8.1 %</b>
Amortisation of goodwill	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Amortisation of intangible assets	2.4 %	2.5 %	2.1 %	2.1 %	2.0 %	1.8 %	1.6 %
Impairment charges	0.0 %	0.0 %	0.0 %	0.0 %	1.1 %	0.0 %	0.0 %
<b>EBIT (inc revaluation net)</b>	<b>neg.</b>	<b>2.3 %</b>	<b>0.2 %</b>	<b>neg.</b>	<b>neg.</b>	<b>3.5 %</b>	<b>6.4 %</b>
Interest income	0.4 %	0.0 %	0.1 %	0.0 %	0.0 %	0.1 %	0.1 %
Interest expenses	1.8 %	1.7 %	1.4 %	1.2 %	1.2 %	1.0 %	1.0 %
Other financial result	0.3 %	0.6 %	0.6 %	0.6 %	0.6 %	0.6 %	0.6 %
Financial result	neg.	neg.	neg.	neg.	neg.	neg.	neg.
<b>Recurring pretax income from continuing operations</b>	<b>neg.</b>	<b>1.2 %</b>	<b>neg.</b>	<b>neg.</b>	<b>neg.</b>	<b>3.1 %</b>	<b>6.1 %</b>
Extraordinary income/loss	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
<b>Earnings before taxes</b>	<b>neg.</b>	<b>1.2 %</b>	<b>neg.</b>	<b>neg.</b>	<b>neg.</b>	<b>3.1 %</b>	<b>6.1 %</b>
Tax rate	-0.3 %	60.6 %	-172.4 %	-223.1 %	25.7 %	25.0 %	28.0 %
<b>Net income from continuing operations</b>	<b>neg.</b>	<b>0.5 %</b>	<b>neg.</b>	<b>neg.</b>	<b>neg.</b>	<b>2.3 %</b>	<b>4.4 %</b>
Income from discontinued operations (net of tax)	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
<b>Net income</b>	<b>neg.</b>	<b>0.5 %</b>	<b>neg.</b>	<b>neg.</b>	<b>neg.</b>	<b>2.3 %</b>	<b>4.4 %</b>
Minority interest	0.0 %	0.0 %	neg.	0.0 %	0.0 %	0.0 %	0.0 %
<b>Net profit (reported)</b>	<b>neg.</b>	<b>0.5 %</b>	<b>neg.</b>	<b>neg.</b>	<b>neg.</b>	<b>2.3 %</b>	<b>4.4 %</b>

Source: Company data, Hauck Aufhäuser Investment Banking

Balance sheet (EUR m)	2018	2019	2020	2021	2022E	2023E	2024E
<b>Intangible assets</b>	<b>40.9</b>	<b>41.4</b>	<b>43.3</b>	<b>46.5</b>	<b>48.2</b>	<b>50.1</b>	<b>52.1</b>
Property, plant and equipment	54.5	86.0	80.3	78.0	70.8	65.0	61.2
Financial assets	13.4	13.8	14.5	19.0	19.0	19.0	19.0
<b>FIXED ASSETS</b>	<b>108.9</b>	<b>141.2</b>	<b>138.2</b>	<b>143.5</b>	<b>138.0</b>	<b>134.1</b>	<b>132.3</b>
Inventories	35.0	34.2	36.9	39.6	45.9	41.5	44.7
Accounts receivable	47.6	42.5	36.7	35.9	40.2	44.0	47.6
Other current assets	10.2	14.2	11.2	11.2	11.2	11.2	11.2
Liquid assets	14.6	15.0	19.9	6.3	16.9	30.2	40.6
Deferred taxes	11.6	12.4	13.4	9.4	9.4	9.4	9.4
Deferred charges and prepaid expenses	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>CURRENT ASSETS</b>	<b>119.1</b>	<b>118.2</b>	<b>118.1</b>	<b>102.5</b>	<b>123.6</b>	<b>136.4</b>	<b>153.4</b>
<b>TOTAL ASSETS</b>	<b>227.9</b>	<b>259.4</b>	<b>256.2</b>	<b>246.0</b>	<b>261.6</b>	<b>270.5</b>	<b>285.8</b>
SHAREHOLDERS EQUITY	227.9	58.0	47.9	49.6	77.8	89.2	103.2
MINORITY INTEREST	0.1	0.4	0.2	0.2	0.2	0.2	0.2
Long-term debt	11.5	10.2	8.8	2.4	2.4	2.4	2.4
Provisions for pensions and similar obligations	91.2	98.7	103.1	95.5	71.0	71.0	71.0
Other provisions	13.1	11.2	14.5	14.3	14.3	14.3	14.3
<b>Non-current liabilities</b>	<b>115.8</b>	<b>120.1</b>	<b>126.4</b>	<b>112.2</b>	<b>87.7</b>	<b>87.7</b>	<b>87.7</b>
short-term liabilities to banks	8.7	9.0	16.9	22.2	41.8	41.8	41.8
Accounts payable	13.5	15.1	13.8	18.9	15.1	16.6	17.9
Advance payments received on orders	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other liabilities (incl. from lease and rental contracts)	-141.2	54.1	48.3	40.3	36.3	32.3	32.3
Deferred taxes	3.1	2.7	2.7	2.6	2.6	2.6	2.6
Deferred income	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>Current liabilities</b>	<b>-115.9</b>	<b>80.8</b>	<b>81.7</b>	<b>84.0</b>	<b>95.9</b>	<b>93.4</b>	<b>94.6</b>
<b>TOTAL LIABILITIES AND SHAREHOLDERS EQUITY</b>	<b>227.9</b>	<b>259.4</b>	<b>256.2</b>	<b>246.0</b>	<b>261.6</b>	<b>270.5</b>	<b>285.8</b>

Balance sheet (common size)	2018	2019	2020	2021	2022E	2023E	2024E
<b>Intangible assets</b>	<b>17.9 %</b>	<b>16.0 %</b>	<b>16.9 %</b>	<b>18.9 %</b>	<b>18.4 %</b>	<b>18.5 %</b>	<b>18.2 %</b>
Property, plant and equipment	23.9 %	33.1 %	31.4 %	31.7 %	27.1 %	24.0 %	21.4 %
Financial assets	5.9 %	5.3 %	5.7 %	7.7 %	7.3 %	7.0 %	6.6 %
<b>FIXED ASSETS</b>	<b>47.8 %</b>	<b>54.4 %</b>	<b>53.9 %</b>	<b>58.4 %</b>	<b>52.8 %</b>	<b>49.6 %</b>	<b>46.3 %</b>
Inventories	15.4 %	13.2 %	14.4 %	16.1 %	17.5 %	15.3 %	15.6 %
Accounts receivable	20.9 %	16.4 %	14.3 %	14.6 %	15.4 %	16.3 %	16.6 %
Other current assets	4.5 %	5.5 %	4.4 %	4.6 %	4.3 %	4.1 %	3.9 %
Liquid assets	6.4 %	5.8 %	7.7 %	2.6 %	6.5 %	11.2 %	14.2 %
Deferred taxes	5.1 %	4.8 %	5.2 %	3.8 %	3.6 %	3.5 %	3.3 %
Deferred charges and prepaid expenses	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
<b>CURRENT ASSETS</b>	<b>52.2 %</b>	<b>45.6 %</b>	<b>46.1 %</b>	<b>41.7 %</b>	<b>47.2 %</b>	<b>50.4 %</b>	<b>53.7 %</b>
<b>TOTAL ASSETS</b>	<b>100.0 %</b>	<b>100.0 %</b>	<b>100.0 %</b>	<b>100.0 %</b>	<b>100.0 %</b>	<b>100.0 %</b>	<b>100.0 %</b>
SHAREHOLDERS EQUITY	100.0 %	22.4 %	18.7 %	20.2 %	29.8 %	33.0 %	36.1 %
MINORITY INTEREST	0.1 %	0.2 %	0.1 %	0.1 %	0.1 %	0.1 %	0.1 %
Long-term debt	5.0 %	3.9 %	3.4 %	1.0 %	0.9 %	0.9 %	0.8 %
Provisions for pensions and similar obligations	40.0 %	38.1 %	40.3 %	38.8 %	27.1 %	26.2 %	24.8 %
Other provisions	5.8 %	4.3 %	5.6 %	5.8 %	5.5 %	5.3 %	5.0 %
<b>Non-current liabilities</b>	<b>50.8 %</b>	<b>46.3 %</b>	<b>49.3 %</b>	<b>45.6 %</b>	<b>33.5 %</b>	<b>32.4 %</b>	<b>30.7 %</b>
short-term liabilities to banks	3.8 %	3.5 %	6.6 %	9.0 %	16.0 %	15.5 %	14.6 %
Accounts payable	5.9 %	5.8 %	5.4 %	7.7 %	5.8 %	6.1 %	6.3 %
Advance payments received on orders	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Other liabilities (incl. from lease and rental contracts)	neg.	20.9 %	18.8 %	16.4 %	13.9 %	11.9 %	11.3 %
Deferred taxes	1.4 %	1.0 %	1.1 %	1.1 %	1.0 %	1.0 %	0.9 %
Deferred income	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
<b>Current liabilities</b>	<b>-50.9 %</b>	<b>31.2 %</b>	<b>31.9 %</b>	<b>34.1 %</b>	<b>36.6 %</b>	<b>34.5 %</b>	<b>33.1 %</b>
<b>TOTAL LIABILITIES AND SHAREHOLDERS EQUITY</b>	<b>100.0 %</b>	<b>100.0 %</b>	<b>100.0 %</b>	<b>100.0 %</b>	<b>100.0 %</b>	<b>100.0 %</b>	<b>100.0 %</b>

Source: Company data, Hauck Aufhäuser Investment Banking

Cash flow statement (EUR m)	2018	2019	2020	2021	2022E	2023E	2024E
Net profit/loss	-7.0	1.3	-3.5	-4.9	-2.8	6.9	14.0
Depreciation of fixed assets (incl. leases)	7.0	12.0	11.4	11.6	12.2	12.3	10.5
Amortisation of goodwill	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Amortisation of intangible assets	6.6	6.9	5.2	5.3	5.3	5.3	5.3
Others	3.6	-8.3	3.0	-7.7	-0.5	0.0	0.0
Cash flow from operations before changes in w/c	10.2	12.0	16.1	4.3	14.3	24.4	29.7
Increase/decrease in inventory	10.5	0.9	-2.8	-2.7	-6.2	4.4	-3.2
Increase/decrease in accounts receivable	2.3	5.1	5.8	0.8	-4.3	-3.8	-3.6
Increase/decrease in accounts payable	-4.7	1.6	-1.3	5.1	-3.8	1.5	1.3
Increase/decrease in other working capital positions	0.0	0.0	0.0	4.3	3.0	0.5	0.0
Increase/decrease in working capital	8.0	7.6	1.7	7.6	-11.3	2.5	-5.5
<b>Cash flow from operating activities</b>	<b>18.2</b>	<b>19.6</b>	<b>17.9</b>	<b>11.9</b>	<b>2.9</b>	<b>27.0</b>	<b>24.3</b>
CAPEX	10.4	11.3	12.7	15.0	12.0	13.7	14.0
Payments for acquisitions	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Financial investments	0.0	0.0	0.0	3.2	0.0	0.0	0.0
Income from asset disposals	4.8	0.2	0.5	0.0	0.0	0.0	0.0
<b>Cash flow from investing activities</b>	<b>-5.7</b>	<b>-11.1</b>	<b>-12.2</b>	<b>-18.1</b>	<b>-12.0</b>	<b>-13.7</b>	<b>-14.0</b>
Cash flow before financing	12.6	8.5	5.7	-6.3	-9.1	13.3	10.3
Increase/decrease in debt position	-14.0	-8.3	-0.1	-7.6	19.7	0.0	0.0
Purchase of own shares	0.0	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	0.0
Dividends paid	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Others	0.0	0.0	-0.2	0.0	0.0	0.0	0.0
Effects of exchange rate changes on cash	0.0	0.2	-0.4	0.4	0.0	0.0	0.0
<b>Cash flow from financing activities</b>	<b>-14.0</b>	<b>-8.3</b>	<b>-0.3</b>	<b>-7.6</b>	<b>19.7</b>	<b>0.0</b>	<b>0.0</b>
Increase/decrease in liquid assets	-1.5	0.3	4.9	-13.5	10.6	13.3	10.3
<b>Liquid assets at end of period</b>	<b>14.6</b>	<b>15.0</b>	<b>19.9</b>	<b>6.3</b>	<b>16.9</b>	<b>30.2</b>	<b>40.6</b>

Source: Company data, Hauck Aufhäuser Investment Banking

Regional split (EUR m)	2018	2019	2020	2021	2022E	2023E	2024E
Domestic	70.3	62.5	62.6	63.0	68.5	75.3	81.1
yoy change	15.4 %	-11.1 %	0.2 %	0.7 %	8.8 %	9.9 %	7.7 %
Rest of Europe	116.1	120.9	111.5	112.2	122.1	134.1	144.4
yoy change	-3.8 %	4.1 %	-7.8 %	0.7 %	8.8 %	9.9 %	7.7 %
NAFTA	31.2	34.5	23.8	24.0	26.1	28.6	30.8
yoy change	7.6 %	10.6 %	-31.0 %	0.7 %	8.8 %	9.9 %	7.7 %
Asia Pacific	62.5	56.8	48.6	48.9	53.2	58.5	63.0
yoy change	7.9 %	-9.1 %	-14.5 %	0.7 %	8.8 %	9.9 %	7.7 %
Rest of world	0.0	0.0	0.0	0.0	0.0	0.0	0.0
yoy change	neg.	214.3 %	neg.	neg.	neg.	neg.	neg.
<b>TTL</b>	<b>280.1</b>	<b>274.8</b>	<b>246.5</b>	<b>248.1</b>	<b>269.8</b>	<b>296.5</b>	<b>319.3</b>
yoy change	4.3 %	-1.9 %	-10.3 %	0.7 %	8.8 %	9.9 %	7.7 %

Source: Company data, Hauck Aufhäuser Investment Banking

Key ratios (EUR m)	2018	2019	2020	2021	2022E	2023E	2024E
<b>P&amp;L growth analysis</b>							
Sales growth	4.3 %	-1.9 %	-10.3 %	0.7 %	8.8 %	9.9 %	7.7 %
EBITDA growth	314.0 %	167.3 %	-32.0 %	-2.1 %	9.0 %	52.8 %	29.3 %
EBIT growth	-61.1 %	-252.4 %	-92.2 %	-112.6 %	3441.4 %	-577.0 %	95.5 %
EPS growth	-66.6 %	-119.0 %	-361.5 %	40.7 %	-43.5 %	-347.2 %	103.3 %
<b>Efficiency</b>							
Total operating costs / sales	95.5 %	92.1 %	96.0 %	94.8 %	94.6 %	91.9 %	89.9 %
Sales per employee	162.2	163.6	146.8	144.5	153.2	164.2	172.6
EBITDA per employee	5.5	15.0	10.2	9.8	10.4	15.5	19.6
<b>Balance sheet analysis</b>							
Avg. working capital / sales	26.1 %	23.8 %	24.6 %	23.5 %	23.6 %	23.6 %	22.4 %
Inventory turnover (sales/inventory)	8.0	8.0	6.7	6.3	5.9	7.1	7.1
Trade debtors in days of sales	62.1	56.4	54.4	52.8	54.4	54.2	54.4
A/P turnover [(A/P*365)/sales]	22.5	25.5	25.0	34.2	25.3	25.9	26.3
Cash conversion cycle (days)	141.3	130.6	152.9	141.5	173.7	142.8	143.6
<b>Cash flow analysis</b>							
Free cash flow	7.8	8.3	5.1	-3.1	-9.1	13.3	10.3
Free cash flow/sales	2.8 %	3.0 %	2.1 %	-1.3 %	-3.4 %	4.5 %	3.2 %
FCF / net profit	neg.	622.6 %	neg.	neg.	neg.	193.4 %	73.7 %
Capex / depre	76.6 %	59.6 %	76.3 %	107.4 %	68.5 %	77.8 %	88.6 %
Capex / maintenance capex	58.8 %	64.9 %	54.6 %	66.8 %	65.3 %	74.0 %	66.8 %
Capex / sales	3.7 %	4.1 %	5.2 %	7.3 %	4.4 %	4.6 %	4.4 %
<b>Security</b>							
Net debt	5.5	4.2	5.8	18.3	27.3	14.0	3.7
Net Debt/EBITDA	0.6	0.2	0.3	1.1	1.5	0.5	0.1
Net debt / equity	0.0	0.1	0.1	0.4	0.4	0.2	0.0
Interest cover	0.0	1.3	0.1	0.0	0.0	3.4	6.6
Dividend payout ratio	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
<b>Asset utilisation</b>							
Capital employed turnover	0.8	1.5	1.3	1.3	1.3	1.4	1.4
Operating assets turnover	2.3	1.9	1.8	1.8	1.9	2.2	2.4
Plant turnover	5.1	3.2	3.1	3.2	3.8	4.6	5.2
Inventory turnover (sales/inventory)	8.0	8.0	6.7	6.3	5.9	7.1	7.1
<b>Returns</b>							
ROCE	-1.1 %	2.3 %	0.3 %	0.0 %	-1.1 %	5.2 %	9.1 %
ROE	-3.1 %	2.3 %	-7.3 %	-9.9 %	-3.6 %	7.7 %	13.6 %
<b>Other</b>							
Interest paid / avg. debt	18.1 %	23.9 %	15.5 %	11.6 %	9.0 %	7.0 %	7.0 %
No. employees (average)	1727	1680	1680	1718	1761	1806	1850
Number of shares	6.4	6.4	6.4	6.4	6.4	6.4	6.4
DPS	0.0	0.0	0.0	0.0	0.0	0.0	0.0
EPS reported	-1.10	0.21	-0.54	-0.77	-0.43	1.07	2.17
<b>Valuation ratios</b>							
P/BV	0.4	1.5	1.8	1.8	1.1	1.0	0.8
EV/sales	0.6	0.6	0.7	0.7	0.6	0.5	0.4
EV/EBITDA	18.0	7.0	10.6	10.8	9.1	5.5	3.9
EV/EBITA	69.7	13.3	31.6	34.7	27.3	9.7	5.5
EV/EBIT	-40.9	27.8	367.2	-2930.6	-75.7	14.6	7.0
EV/FCF	21.9	21.1	35.4	-58.5	-18.3	11.5	13.8
Adjusted FCF yield	0.9 %	8.4 %	3.0 %	2.5 %	7.0 %	11.1 %	14.6 %
Dividend yield	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %

Source: Company data, Hauck Aufhäuser Investment Banking

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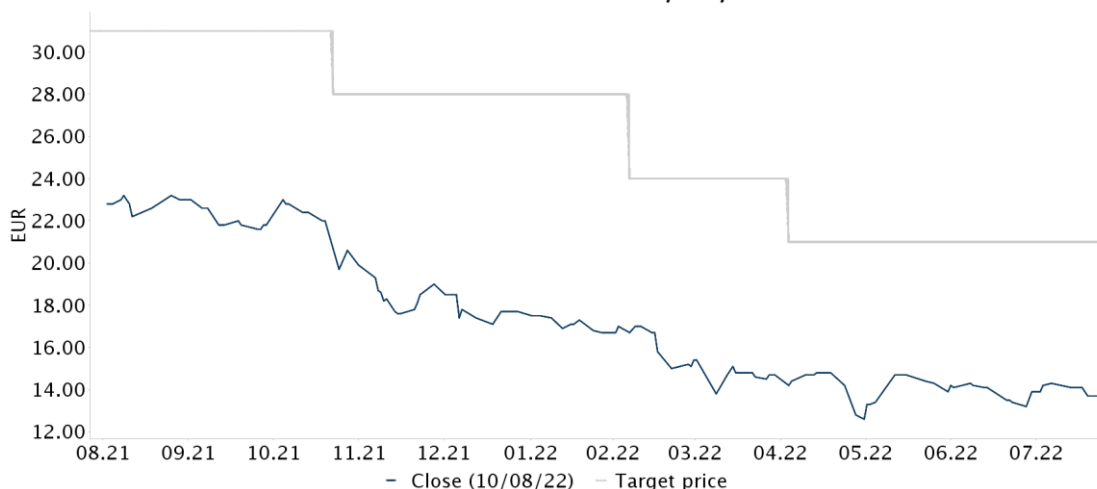
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Company	Disclosure
R. STAHL AG	2, 6, 8

**Historical target price and rating changes for R. STAHL AG in the last 12 months**

**Price and Rating History  
R. STAHL AG as of 11/08/22**

**Initiation coverage**  
14-July-21



Company	Date	Analyst	Rating	Target price	Close
R. STAHL AG	16.05.2022	Sandherr, Christian	Buy	EUR 21.00	EUR 12.60
	19.04.2022	Sandherr, Christian	Buy	EUR 21.00	EUR 14.20
	21.02.2022	Sandherr, Christian	Buy	EUR 24.00	EUR 16.70
	08.11.2021	Sandherr, Christian	Buy	EUR 28.00	EUR 22.00
	28.10.2021	Sandherr, Christian	Buy	EUR 31.00	EUR 22.40

13.08.2021

Sandherr, Christian

Buy

EUR 31.00

EUR 23.00

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