Industrials - Germany



Buy (old: Buy) 09.08.2024

EUR 29.00 (old: EUR 29.00)

Strong Q2 numbers // FY guidance confirmed; chg. est.

Topic: R. Stahl released strong Q2 numbers with sales and EBITDA above our estimates. Management confirmed its FY24e guidance, which looks well in reach (eNuW).

Q2 sales grew 16.4% yoy to € 89.3m (eNuW: € 87m), driven by a solid order backlog of € 122m at the end of Q1 and a further ease in supply chains. Q2 adj. EBITDA increased disproportionately by 25.7% yoy to € 10.9m (eNuW: € 10.2m) thanks to a lower cost of materials ratio (30.6% vs. 34.4% in Q2'23) and despite higher personnel costs due to wage inflation. Further, other operating expenses came in unusually high (€ 16.4m vs. € 13.9m in Q2'23) due to negative one-offs from consulting costs incurred in connection with the EXcelerate strategy program, which should come down in Q3 and Q4. The adj. EBITDA margin increased by 0.9pp yoy to 12.2% and remains at a solid level.

Solid order intake. After a subdued order intake in H2'23, driven by active destocking activities from customers due to an increasing stabilization of global supply chains and a muted European chemical industry, order intake in H1'24 recovered from a low level (€ 181m in H1'24 vs. € 157m in H2'23). Q2 order intake came in at € 88.5m, slightly below the € 89.3m last year but significantly above Q3&Q4'23. Order intake was supported by a slight recovery in the chemical industry and new orders in the nuclear sector (c. € 3m as stated in the CC). Book-to-bill came in at a healthy 0.99 leading to a solid order backlog of € 121m.

Guidance confirmed: Management confirmed its FY24e guidance with sales between € 335 – 350m and adj. EBITDA in the range of € 35 – 45m. Supported by a strong H1 and a solid order backlog, it seems plausible for R. Stahl to reach its guidance in our view (eNuW: sales € 349; adj. EBITDA € 40m). Even more importantly, R. Stahl's **mid-term prospects remain bright** as the company strongly benefits from **(1)** its superior market share along the LNG value chain (liquefaction and shipping: 75%, natural gas production: 50% and regasification 25%), **(2)** a rising need for production automation across offshore oil and gas rigs, and production plants of several industries, and **(3)** the ongoing nuclear renaissance across Europe.

Hence, R. Stahl is well positioned to gradually improve margins, returns and cash flow generation. We reiterate our BUY rating with an unchanged € 29 PT, based on DCF.

Y/E 31.12 (EUR m)	2021	2022	2023	2024e	2025e	2026e
Sales	248.1	274.3	330.6	349.0	366.4	381.1
Sales growth	0.7%	10.6%	20.5%	5.6%	5.0%	4.0%
EBITDA	16.8	20.6	36.6	39.7	42.1	43.6
Net debt (if net cash=0)	18.3	29.2	38.8	31.1	16.0	-4.8
FCF	-3.1	-7.9	0.3	7.7	15.1	20.8
Net Debt/EBITDA	1.1	1.4	1.1	0.8	0.4	0.0
EPS pro forma	-0.77	0.30	1.37	1.75	1.81	2.01
EBITDA margin	6.8%	7.5%	11.1%	11.4%	11.5%	11.4%
ROCE	-0.0%	2.0%	9.7%	10.0%	10.4%	10.6%
EV/sales	0.8	0.7	0.6	0.6	0.5	0.4
EV/EBITDA	12.2	9.1	5.8	5.2	4.5	3.9
PER	-22.4	56.7	564.7	9.8	9.4	8.5
Adjusted FCF yield	1.5%	5.5%	11.1%	11.3%	12.8%	14.7%

Source: Company data, NuWays, Close price as of 05.08.2024



warket data	
Share price (in €)	17.70
Market cap (in € m)	110.1
Number of shares (in m pcs)	6.4
Enterprise value (in € m)	206.3
Ø trading volume (6 months)	848

Identifier					
Bloomberg	RSL2 GR				
Reuters	RSLG				
WKN	A1PHBB				
ISIN	DE000A1PHBB5				

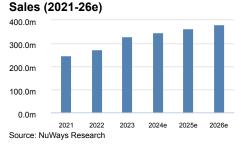
Rey Shareholders				
Founding Families	46.0%			
RSBG	14.0%			
Langfrist-Investoren TGV	10.0%			
BWVA	10.0%			
Free Float	20.0%			

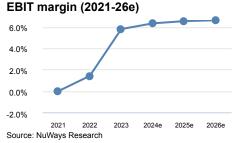
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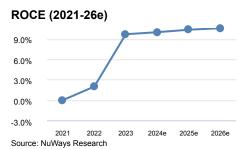
Estimates changes					
	<u>2024e</u>	2025e	<u>2026e</u>		
Sales	0%	0%	0%		
EBIT	4%	4%	1%		
EPS	14%	5%	1%		

Comment on changes

 We slightly increased our estimates due to lower than expected cost of materials.







Company description

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

Guidance

- FY24 sales: € 335-350m
- FY24 adj. EBITDA: € 35-45m

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Update - 09.08.2024



Financials

Profit and loss (EUR m)	2021	2022	2023	2024e	2025e	202
Net sales	248.1	274.3	330.6	349.0	366.4	38
ales growth	0.7%	10.6%	20.5%	5.6%	5.0%	4.0
crease/decrease in finished goods and work-in-process	3.9	7.6	9.9	4.9	7.2	
otal sales	252.0	282.0	340.4	353.8	373.7	38
ther operating income	10.2	13.6	9.9	12.3	15.0	1
laterial expenses	85.3	100.5	116.2	120.0	128.5	13
ersonnel expenses	116.2	122.0	134.5	143.8	149.9	15
other operating expenses	43.9	52.5	63.0	62.6	68.2	7
otal operating expenses	235.2	261.4	303.8	314.2	331.5	34
BITDA	16.8	20.6	36.6	39.7	42.1	4
epreciation	11.6	10.8	10.7	11.1	11.7	1
BITA	5.2	9.8	26.0	28.5	30.4	3
mortisation of goodwill	0.0	0.0	0.0	0.0	0.0	
mortisation of intangible assets	5.3	6.0	6.9	6.5	6.5	
npairment charges	0.0	0.0	0.0	0.0	0.0	
BIT (inc revaluation net)	-0.1	3.8	19.1	22.0	23.9	2
terest income	0.1	0.1	0.1	0.3	0.2	
terest expenses	2.9	3.6	7.0	7.8	7.4	
vestment income	1.4	3.6	0.1	0.0	0.0	
nancial result	-1.5	-0.0	-17.1	-7.6	-7.2	
ecurring pretax income from continuing operations	-1.5	3.8	2.0	14.5	16.7	•
xtraordinary income/loss	0.0	0.0	0.0	0.0	0.0	
arnings before taxes	-1.5	3.8	2.0	14.5	16.7	
come tax expense	3.4	1.9	1.8	3.2	5.0	
et income from continuing operations	-4.9	1.9	0.2	11.3	11.7	
come from discontinued operations (net of tax)	0.0	0.0	0.0	0.0	0.0	
et income	-4.9	1.9	0.2	11.3	11.7	
linority interest	0.0	-0.0	-0.0	0.0	0.0	
et profit (reported)	-4.9	1.9	0.2	11.2	11.7	
verage number of shares	6.4	6.4	6.4	6.4	6.4	
PS reported	-0.77	0.30	0.03	1.75	1.81	2
	•	0.00	0.00			-
rofit and loss (common size)	2021	2022	2023	2024e	2025e	20
et sales	100.0%	100.0%	100.0%	100.0%	100.0%	100
ales growth	0.7%	10.6%	20.5%	5.6%	5.0%	4
crease/decrease in finished goods and work-in-process	1.6%	2.8%	3.0%	1.4%	2.0%	1
otal sales	101.6%	102.8%	103.0%	101.4%	102.0%	101
ther operating income	4.1%	5.0%	3.0%	3.5%	4.1%	4
aterial expenses	34.4%	36.6%	35.2%	34.4%	35.1%	34
ersonnel expenses	46.8%	44.5%	40.7%	41.2%	40.9%	41
ther operating expenses	17.7%	19.1%	19.1%	17.9%	18.6%	18
otal operating expenses	94.8%	95.3%	91.9%	90.0%	90.5%	90
BITDA	6.8%	7.5%	11.1%	11.4%	11.5%	11
epreciation	4.7%	3.9%	3.2%	3.2%	3.2%	3
BITA	2.1%	3.6%	7.9%	8.2%	8.3%	8
mortisation of goodwill	0.0%	0.0%	0.0%	0.0%	0.0%	0
mortisation of intangible assets	2.1%	2.2%	2.1%	1.9%	1.8%	1
npairment charges	0.0%	0.0%	0.0%	0.0%	0.0%	0
BIT (inc revaluation net)	-0.0%	1.4%	5.8%	6.3%	6.5%	
,	0.0%	0.0%	0.0%	0.1%	0.1%	6
nterest income						1
nterest expenses	1.2% 0.6%	1.3%	2.1%	2.2%	2.0% 0.0%	
nvestment income	U.b%	1.3%	0.0%	0.0%	U U%	0

neg.

-0.6%

0.0%

-0.6%

-2.0%

0.0%

-2.0%

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-2.0%

-223.1%

neg.

1.4%

0.0%

1.4%

50.0%

0.7%

0.0%

0.7%

-0.0%

0.7%

Net profit (reported)
Source: Company data, NuWays

Financial result

Tax rate

Net income

Minority interest

Extraordinary income/loss

Earnings before taxes

Recurring pretax income from continuing operations

Net income from continuing operations

Income from discontinued operations (net of tax)

NuWays AG 2

neg.

0.6%

0.0%

0.6%

90.9%

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neg.

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Update - 09.08.2024



Palance sheet (EUP m)	2024	2022	2022	20240	20250	2026-
Balance sheet (EUR m)	2021 46.5	2022 48.8	2023 48.6	2024e 49.4	2025e 50.4	2026e 51.4
Intangible assets	78.0			75.1	72.8	
Property, plant and equipment Financial assets		75.0	77.0 4.2	75.1 4.2	72.8 4.2	70.4 4.2
FIXED ASSETS	19.0 143.5	15.8 139.6	129.8	4.Z 128.7	4.∠ 127.4	126.0
Inventories	39.6	48.9	63.8	66.0	61.9	61.6
	35.9	46.9 37.4	43.4	46.5	50.2	54.4
Accounts receivable Other assets and short-term financial assets	35.9 11.2	37.4 14.7	43.4 18.1	46.5 17.5	50.2 17.3	15.7
	6.3	16.1	11.5	22.8	30.5	48.2
Liquid assets		3.1	4.7	22.6 11.5	12.7	
Deferred taxes	9.4	3.1 0.0	0.0	0.0		6.0 0.0
Deferred charges and prepaid expenses CURRENT ASSETS	0.0 102.5	120.1	141.5	164.3	0.0 172.5	185.9
TOTAL ASSETS	246.0	259.7	271.4	293.0	299.9	312.0
TOTAL ASSETS	240.0	259.7	2/1.4	293.0	299.9	312.0
SHAREHOLDERS EQUITY	49.6	71.1	67.6	78.8	90.5	103.4
MINORITY INTEREST	0.2	0.2	0.2	0.2	0.2	0.2
Provisions for pensions and similar obligations	95.5	64.2	69.2	69.2	69.2	69.2
Other provisions and accrued liabilities	18.4	19.7	23.9	24.2	24.8	24.8
Short-term liabilities to banks	22.2	44.1	46.9	50.5	43.0	40.0
Long-term liabilities to banks	2.4	1.2	3.4	3.4	3.4	3.4
Accounts payable	18.9	19.1	19.5	19.7	20.8	21.6
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)	35.6	33.5	34.6	38.9	39.5	40.6
Deferred taxes	2.6	5.9	4.6	6.4	6.8	7.0
Deferred income	0.0	0.0	0.0	0.0	0.0	0.0
CURRENT LIABILITIES	54.5	52.6	54.0	58.6	60.3	62.2
TOTAL LIABILITIES AND SHAREHOLDERS EQUITY	246.0	259.7	271.4	293.0	299.9	312.0
Balance sheet (common size)	2021	2022	2023	2024e	2025e	2026e
Intangible assets	18.9%	18.8%	17.9%	16.9%	16.8%	16.5%
Property, plant and equipment	31.7%	28.9%	28.4%	25.6%	24.3%	22.6%
Financial assets	7.7%	6.1%	1.5%	1.4%	1.4%	1.3%
FIXED ASSETS	58.3%	53.8%	47.9%	43.9%	42.5%	40.4%
Inventories	16.1%	18.8%	23.5%	22.5%	20.6%	19.7%
Accounts receivable	14.6%	14.4%	16.0%	15.9%	16.7%	17.5%
Other assets and short-term financial assets	4.6%	5.6%	6.7%	6.0%	5.8%	5.0%
Liquid assets	2.6%	6.2%	4.2%	7.8%	10.2%	15.5%
Deferred taxes	3.8%	1.2%	1.7%	3.9%	4.2%	1.9%
Deferred charges and prepaid expenses	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
CURRENT ASSETS	41.7%	46.2%	52.1%	56.1%	57.5%	59.6%
TOTAL ASSETS	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
CHAREHOI DEDC EQUITY	20.20/	27 40/	24.00/	26.00/	30.2%	22 40/
SHAREHOLDERS EQUITY MINORITY INTEREST	20.2%	27.4%	24.9%	26.9%		33.1%
MINORITY INTEREST Provisions for possions and similar obligations	0.1%	0.1%	0.1%	0.1%	0.1%	0.1%
Provisions for pensions and similar obligations	38.8%	24.7%	25.5%	23.6%	23.1%	22.2%
Other provisions and accrued liabilities	7.5%	7.6%	8.8%	8.3%	8.3%	7.9%
Short-term liabilities to banks	9.0%	17.0%	17.3%	17.2%	14.3%	12.8%
Long-term liabilities to banks	1.0%	0.4%	1.3%	1.2%	1.1%	1.1%
Accounts payable	7.7%	7.3%	7.2%	6.7%	6.9%	6.9%
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)	14.5%	12.9%	12.7%	13.3%	13.2%	13.0%
Deferred taxes	1.1%	2.3%	1.7%	2.2%	2.3%	2.2%
Deferred income	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
CURRENT LIABILITIES	22.1%	20.3%	19.9%	20.0%	20.1%	19.9%
TOTAL LIABILITIES AND SHAREHOLDERS EQUITY	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
Source: Company data, NuWays						

Source: Company data, NuWays

Update - 09.08.2024



Cook flow statement /FIID m	2024	2022	2022	20246	20250	2026
Cash flow statement (EUR m) Net profit/loss	2021 -4.9	2022 1.9	2023 0.2	2024e 11.3	2025e 11.7	2026e 12.9
Depreciation of fixed assets (incl. leases)	11.6	10.8	10.7	11.1	11.7	11.9
Amortisation of goodwill & intangible assets	5.3	6.0	6.9	6.5	6.5	6.5
Other costs affecting income / expenses	4.3	2.2	14.5	0.3	0.6	0.0
Cash flow from operating activities	1.5	-2.3	3.1	11.0	19.4	25.1
Increase/decrease in inventory	-2.7	-9.3	-14.8	-2.2	4.1	0.3
Increase/decrease in accounts receivable	0.8	-1.5	-6.0	-3.1	-3.7	-4.2
Increase/decrease in accounts payable	5.1	0.2	0.4	0.2	1.1	0.8
Increase/decrease in other working capital positions	0.0	3.0	-2.5	0.0	0.0	9.8
Increase/decrease in working capital	3.2	-7.6	-23.0	-5.1	1.5	6.7
Cash flow from operating activities	11.9	6.0	14.2	24.2	32.0	38.0
CAPEX Parameter for a societificate	15.0	13.9	13.9	16.5	16.8	17.2
Payments for acquisitions	0.0 3.2	0.0 -3.5	0.0 0.1	0.0	0.0 0.0	0.0
Financial investments Income from asset disposals	0.0	-3.5 0.0	0.1	0.0 0.0	0.0	0.0
Cash flow from investing activities	-18.1	-10.4	-13.9	-16.5	-16.8	-17.2
Cash flow before financing	-6.3	-4.4	0.3	7.7	15.1	20.8
Increase/decrease in debt position	-7.6	14.3	-4.4	3.6	-7.5	-3.0
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	0.0	0.0	0.0	0.0	0.0	0.0
Effects of exchange rate changes on cash	0.4	-0.2	-0.4	0.0	0.0	0.0
Cash flow from financing activities	-7.6	14.3	-4.4	3.6	-7.5	-3.0
Increase/decrease in liquid assets	-13.5	9.7	-4.5	11.3	7.6	17.8
Liquid assets at end of period	6.3	16.1	11.5	22.8	30.5	48.2
Key ratios (EUR m)	2021	2022	2023	2024e	2025e	2026e
P&L growth analysis						
Sales growth	0.7%	10.6%	20.5%	5.6%	5.0%	4.0%
EBITDA growth	-2.1%	22.5%	78.0%	8.3%	6.1%	3.5%
EBIT growth	-112.6%	-6309.7%	396.5%	15.3%	8.4%	5.4%
EPS growth Efficiency	40.7%	-139.4%	-90.0%	5667.0%	3.6%	11.0%
Sales per employee	148.2	164.7	193.7	200.4	206.3	212.4
EBITDA per employee	10.0	12.4	21.5	22.8	23.7	24.3
No. employees (average)	1,674	1,666	1,707	1,741	1,776	1,794
Balance sheet analysis	,	, , , , , ,	, -	, i		, ,
Avg. working capital / sales	23.5%	22.6%	23.4%	25.9%	25.1%	24.4%
Inventory turnover (sales/inventory)	5.3	5.0	4.5	4.0	4.5	4.7
Accounts receivable turnover	6.8	7.5	8.2	7.5	7.3	7.0
Accounts payable turnover	34.2	31.3	28.3	27.3	27.3	27.3
Cash flow analysis						
Free cash flow	-3.1	-7.9	0.3	7.7	15.1	20.8
Free cash flow/sales	-1.3%	-2.9%	0.1%	2.2%	4.1%	5.4%
FCF / net profit	63.1%	neg.	187.4%	68.1%	129.5%	160.4%
Capex / sales Solvency	7.3%	3.8%	4.2%	4.7%	4.6%	4.5%
Net debt	18.3	29.2	38.8	31.1	16.0	-4.8
Net Debt/EBITDA	1.1	1.4	1.1	0.8	0.4	0.0
	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Dividend payout fallo	U.U.70					15.4%
			14.7%	15.1%	14.7%	
Interest paid / avg. debt	11.6%	10.4%	14.7%	15.1%	14.7%	
Interest paid / avg. debt Returns			9.7%	15.1% 10.0%	10.4%	10.6%
Interest paid / avg. debt Returns ROCE	11.6%	10.4%				
Interest paid / avg. debt Returns ROCE ROE	-0.0% -9.9% 1.5%	2.0% 2.7% 5.5%	9.7% 0.3% 11.1%	10.0% 14.3% 11.3%	10.4% 12.9% 12.8%	10.6% 12.5% 14.7%
Interest paid / avg. debt Returns ROCE ROE Adjusted FCF yield Dividend yield	-0.0% -9.9% 1.5% 0.0%	2.0% 2.7% 5.5% 0.0%	9.7% 0.3% 11.1% 0.0%	10.0% 14.3% 11.3% 0.0%	10.4% 12.9% 12.8% 0.0%	10.6% 12.5% 14.7% 0.0%
Interest paid / avg. debt Returns ROCE ROE Adjusted FCF yield Dividend yield DPS	-0.0% -9.9% 1.5% 0.0%	2.0% 2.7% 5.5% 0.0%	9.7% 0.3% 11.1% 0.0% 0.0	10.0% 14.3% 11.3% 0.0% 0.0	10.4% 12.9% 12.8% 0.0% 0.0	10.6% 12.5% 14.7% 0.0% 0.0
Interest paid / avg. debt Returns ROCE ROE Adjusted FCF yield Dividend yield DPS EPS reported	-0.0% -9.9% 1.5% 0.0% 0.0 -0.77	2.0% 2.7% 5.5% 0.0% 0.0	9.7% 0.3% 11.1% 0.0% 0.0	10.0% 14.3% 11.3% 0.0% 0.0 1.75	10.4% 12.9% 12.8% 0.0% 0.0 1.81	10.6% 12.5% 14.7% 0.0% 0.0 2.01
Interest paid / avg. debt Returns ROCE ROE Adjusted FCF yield Dividend yield DPS EPS reported Average number of shares	-0.0% -9.9% 1.5% 0.0%	2.0% 2.7% 5.5% 0.0%	9.7% 0.3% 11.1% 0.0% 0.0	10.0% 14.3% 11.3% 0.0% 0.0	10.4% 12.9% 12.8% 0.0% 0.0	10.6% 12.5% 14.7% 0.0% 0.0
Interest paid / avg. debt Returns ROCE ROE Adjusted FCF yield Dividend yield DPS EPS reported Average number of shares Valuation ratios	-0.0% -9.9% 1.5% 0.0% 0.0 -0.77 6.4	10.4% 2.0% 2.7% 5.5% 0.0% 0.0 0.30 6.4	9.7% 0.3% 11.1% 0.0% 0.0 0.03 6.4	10.0% 14.3% 11.3% 0.0% 0.0 1.75 6.4	10.4% 12.9% 12.8% 0.0% 0.0 1.81 6.4	10.6% 12.5% 14.7% 0.0% 0.0 2.01 6.4
EPS reported Average number of shares Valuation ratios P/BV	11.6% -0.0% -9.9% 1.5% 0.0% 0.0 -0.77 6.4	10.4% 2.0% 2.7% 5.5% 0.0% 0.0 0.30 6.4	9.7% 0.3% 11.1% 0.0% 0.0 0.03 6.4	10.0% 14.3% 11.3% 0.0% 0.0 1.75 6.4	10.4% 12.9% 12.8% 0.0% 0.0 1.81 6.4	10.6% 12.5% 14.7% 0.0% 0.0 2.01 6.4
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	11.6% -0.0% -9.9% 1.5% 0.0% 0.0 -0.77 6.4 2.2 0.8	10.4% 2.0% 2.7% 5.5% 0.0% 0.0 0.30 6.4 1.5 0.7	9.7% 0.3% 11.1% 0.0% 0.0 0.03 6.4	10.0% 14.3% 11.3% 0.0% 0.0 1.75 6.4	10.4% 12.9% 12.8% 0.0% 0.0 1.81 6.4	10.6% 12.5% 14.7% 0.0% 0.0 2.01 6.4
Interest paid / avg. debt Returns ROCE ROE Adjusted FCF yield Dividend yield DPS EPS reported Average number of shares Valuation ratios P/BV	11.6% -0.0% -9.9% 1.5% 0.0% 0.0 -0.77 6.4	10.4% 2.0% 2.7% 5.5% 0.0% 0.0 0.30 6.4	9.7% 0.3% 11.1% 0.0% 0.0 0.03 6.4	10.0% 14.3% 11.3% 0.0% 0.0 1.75 6.4	10.4% 12.9% 12.8% 0.0% 0.0 1.81 6.4	10.6% 12.5% 14.7% 0.0% 0.0 2.01 6.4

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Company	Disclosures
R. STAHL AG	2

Historical target pr	rice and rating changes for	R. STAHL AG			
Company	Date	Analyst	Rating	Target Price	Close
R. STAHL AG	18.04.2024	Sandherr, Christian	Buy	EUR 29.00	EUR 21.40
	15.02.2024	Sandherr, Christian	Buy	EUR 31.00	EUR 22.40
	09.02.2024	Sandherr, Christian	Buy	EUR 23.00	EUR 21.00
	09.08.2023	Sandherr, Christian	Buy	EUR 31.00	EUR 21.40

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