



**Buy** (old: Buy)

**Price target: EUR 172.00** (old: EUR 172.00)

**Price:** EUR 116.9      **Next result:** Q3 09.10.21  
**Bloomberg:** EUZ GR      **Market cap:** EUR 2,645.8 m  
**Reuters:** EUZG.DE      **Enterprise Value:** EUR 2,563.4 m

28-September-21

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### Catalyzing value through Pentixapharm

In 2020, EUZ identified a **well-researched, yet commercially overlooked radioligand asset** directed at CXCR4 receptor, which is implicated in the development and metastasis of a number of tumors. Overtime it has helped with financing and **obtained an 83% stake** in Pentixapharm at total costs of approximately € 30m.

The totality of earlier clinical evidence of the Ga-68 based diagnostic agents (Pentixafor) documented in 14 preclinical and 54 clinical publications covering almost 900 patients allowed EUZ **to directly proceed into Phase 3 trial in Europe**, saving significant time. The trial is scheduled to start in mid-2022 involving more than 500 patients at 20+ treatment sites in Europe, the US and Australia. An approval could be possible in Q1 2024.

Yesterday, EUZ announced that a renowned university hospital in France has launched an **investigator-initiated study (IIS)** to evaluate the potential of the Ga-68-based diagnostic (Pentixafor) in patients with symptomatic multiple myelomas. **NB:** IIS are clinical investigations that are started by physicians, as opposed to pharmaceutical companies. This enables to **generate additional clinical data** beyond the scope of regular clinical trials. The IIS once again underscores the high interest and the potential of this compound in staging and potentially treatment of a range of cancers.

In fact, based on the initial indications (multiple myeloma, non-hodgkin lymphoma and acute myeloid leukemia) with a combined global annual incidence rate of more than 290,000, **Pentixafor could be worth \$ 1bn**. This seems reasonable considering multi-billion price tags Novartis paid for radioligand assets (AAA: NETSPOT/Lutathera, Endocyte: PSMA-617) and the fact that this space remains en vogue.

In our view, the most likely exist strategy for EUZ should be a **complete sale or a licensing agreement with a big pharmaceutical company** (e.g. Novartis, Bayer), which should catalyze significant value.

All in all, while EUZ's core business with radioisotopes (e.g. Ga-68, Y-90, Lu-177, etc.) and auxiliary products and services continues to benefit from a wider adoption of the radioligand therapies, it also holds a **significant value optionality via its 83% stake in Pentixapharm. BUY** with an unchanged **PT of € 172** based on **SOTP**.

Y/E 31.12 (EUR m)	2017	2018	2019	2020	2021E	2022E	2023E
Sales	138.6	168.7	178.5	176.1	179.6	226.3	281.3
Sales growth	16 %	22 %	6 %	-1 %	2 %	26 %	24 %
EBITDA	26.6	32.0	43.1	44.8	50.5	66.6	90.5
EBIT	18.0	23.4	32.1	33.7	39.4	55.5	80.5
Net income	14.7	16.1	22.0	22.9	26.9	38.3	55.9
Net debt	-56.0	-54.1	-78.9	-88.6	-96.9	-117.8	-146.2
Net gearing	-49.8 %	-44.1 %	-57.1 %	-59.9 %	-59.6 %	-61.3 %	-62.4 %
Net Debt/EBITDA	0.0	0.0	0.0	0.0	0.0	0.0	0.0
EPS pro forma	0.57	3.12	1.06	1.04	1.31	1.86	2.72
CPS	0.89	0.64	1.46	1.28	1.09	1.25	1.88
DPS	0.80	1.20	0.35	0.35	0.44	0.62	0.90
Dividend yield	0.6 %	0.9 %	0.3 %	0.3 %	0.3 %	0.5 %	0.7 %
Gross profit margin	46.1 %	44.1 %	48.8 %	49.1 %	50.5 %	52.5 %	53.1 %
EBITDA margin	19.2 %	18.9 %	24.2 %	25.4 %	28.1 %	29.4 %	32.2 %
EBIT margin	13.0 %	13.9 %	18.0 %	19.1 %	21.9 %	24.5 %	28.6 %
ROCE	13.8 %	17.6 %	22.5 %	22.9 %	26.2 %	26.3 %	27.4 %
EV/sales	18.7	15.4	14.4	14.6	14.3	11.2	8.9
EV/EBITDA	97.5	81.2	59.7	57.4	50.8	38.2	27.8
EV/EBIT	144.3	111.0	80.3	76.3	65.1	45.8	31.2
PER	227.6	160.1	119.0	121.5	95.8	66.5	47.3
Adjusted FCF yield	0.5 %	0.7 %	0.9 %	1.0 %	1.1 %	1.6 %	2.3 %

Source: Company data, Hauck & Aufhäuser Close price as of: 27.09.2021



Source: Company data, Hauck & Aufhäuser

**High/low 52 weeks:** 137.20 / 39.24  
**Price/Book Ratio:** 16.6  
**Relative performance (SDAX):**  
3 months 30.6 %  
6 months 73.2 %  
12 months 165.3 %

#### Changes in estimates

		Sales	EBIT	EPS
2021	old:	179.6	39.4	1.31
	Δ	-	-	-
2022	old:	226.3	55.5	1.86
	Δ	-	-	-
2023	old:	281.3	80.5	2.72
	Δ	-	-	-

#### Key share data:

Number of shares: (in m pcs) 20.6  
Authorised capital: (in € m) 0.6  
Book value per share: (in €) 7.9  
Ø trading volume: (12 months) 20,453

#### Major shareholders:

Free float 67.8 %  
Founders 32.2 %  
Eckert & Ziegler AG 0.1 %

#### Company description:

Produces and markets a wide range of industrial and medical applications featuring radioactive isotopes, including prostate seed implants, calibration standards and radiation afterloaders.

## Financials

Profit and loss (EUR m)	2017	2018	2019	2020	2021E	2022E	2023E
<b>Sales</b>	<b>138.6</b>	<b>168.7</b>	<b>178.5</b>	<b>176.1</b>	<b>179.6</b>	<b>226.3</b>	<b>281.3</b>
<i>Sales growth</i>	15.7 %	21.7 %	5.8 %	-1.3 %	2.0 %	26.0 %	24.3 %
Cost of sales	74.8	94.4	91.5	89.6	88.9	107.5	131.9
<b>Gross profit</b>	<b>63.9</b>	<b>74.3</b>	<b>87.0</b>	<b>86.5</b>	<b>90.7</b>	<b>118.8</b>	<b>149.3</b>
Sales and marketing	20.0	23.3	22.9	21.7	22.3	26.0	28.1
General and administration	23.9	26.9	27.6	28.1	27.3	33.5	38.3
Research and development	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other operating income	3.8	3.5	2.8	5.8	5.8	5.8	5.8
Other operating expenses	4.5	4.5	7.1	7.2	7.5	9.5	8.2
Unusual or infrequent items	-1.2	0.2	-0.2	-1.6	0.0	0.0	0.0
<b>EBITDA</b>	<b>26.6</b>	<b>32.0</b>	<b>43.1</b>	<b>44.8</b>	<b>50.5</b>	<b>66.6</b>	<b>90.5</b>
Depreciation	8.6	8.6	11.1	11.1	11.1	11.1	10.0
<b>EBITA</b>	<b>18.0</b>	<b>23.4</b>	<b>32.1</b>	<b>33.7</b>	<b>39.4</b>	<b>55.5</b>	<b>80.5</b>
Amortisation of goodwill	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Amortisation of intangible assets	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Impairment charges	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>EBIT (inc revaluation net)</b>	<b>18.0</b>	<b>23.4</b>	<b>32.1</b>	<b>33.7</b>	<b>39.4</b>	<b>55.5</b>	<b>80.5</b>
Interest income	0.3	0.2	0.3	0.2	0.2	0.2	0.2
Interest expenses	0.9	0.7	1.1	1.2	1.2	1.2	1.2
Other financial result	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Financial result	-0.6	-0.5	-0.8	-0.9	-0.9	-0.9	-0.9
<b>Recurring pretax income from continuing operations</b>	<b>17.3</b>	<b>22.9</b>	<b>31.2</b>	<b>32.7</b>	<b>38.4</b>	<b>54.6</b>	<b>79.6</b>
Extraordinary income/loss	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>Earnings before taxes</b>	<b>17.3</b>	<b>22.9</b>	<b>31.2</b>	<b>32.7</b>	<b>38.4</b>	<b>54.6</b>	<b>79.6</b>
Taxes	5.3	6.0	8.8	9.6	11.3	16.1	23.4
<b>Net income from continuing operations</b>	<b>12.0</b>	<b>16.9</b>	<b>22.5</b>	<b>23.1</b>	<b>27.1</b>	<b>38.5</b>	<b>56.2</b>
Result from discontinued operations (net of tax)	3.1	0.0	0.0	0.0	0.0	0.0	0.0
<b>Net income</b>	<b>15.1</b>	<b>16.9</b>	<b>22.5</b>	<b>23.1</b>	<b>27.1</b>	<b>38.5</b>	<b>56.2</b>
Minority interest	0.4	0.8	0.5	0.2	0.2	0.2	0.2
<b>Net profit (reported)</b>	<b>14.7</b>	<b>16.1</b>	<b>22.0</b>	<b>22.9</b>	<b>26.9</b>	<b>38.3</b>	<b>55.9</b>
Average number of shares	20.5	20.5	20.5	20.6	20.6	20.6	20.6
<b>EPS reported</b>	<b>0.72</b>	<b>0.79</b>	<b>1.07</b>	<b>1.11</b>	<b>1.31</b>	<b>1.86</b>	<b>2.72</b>

Profit and loss (common size)	2017	2018	2019	2020	2021E	2022E	2023E
<b>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>
Cost of sales	53.9 %	55.9 %	51.2 %	50.9 %	49.5 %	47.5 %	46.9 %
<b>Gross profit</b>	<b>46.1 %</b>	<b>44.1 %</b>	<b>48.8 %</b>	<b>49.1 %</b>	<b>50.5 %</b>	<b>52.5 %</b>	<b>53.1 %</b>
Sales and marketing	14.4 %	13.8 %	12.8 %	12.3 %	12.4 %	11.5 %	10.0 %
General and administration	17.3 %	15.9 %	15.4 %	15.9 %	15.2 %	14.8 %	13.6 %
Research and development	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Other operating income	2.7 %	2.1 %	1.6 %	3.3 %	3.2 %	2.5 %	2.0 %
Other operating expenses	3.2 %	2.6 %	4.0 %	4.1 %	4.2 %	4.2 %	2.9 %
Unusual or infrequent items	neg.	0.1 %	neg.	neg.	0.0 %	0.0 %	0.0 %
<b>EBITDA</b>	<b>19.2 %</b>	<b>18.9 %</b>	<b>24.2 %</b>	<b>25.4 %</b>	<b>28.1 %</b>	<b>29.4 %</b>	<b>32.2 %</b>
Depreciation	6.2 %	5.1 %	6.2 %	6.3 %	6.2 %	4.9 %	3.6 %
<b>EBITA</b>	<b>13.0 %</b>	<b>13.9 %</b>	<b>18.0 %</b>	<b>19.1 %</b>	<b>21.9 %</b>	<b>24.5 %</b>	<b>28.6 %</b>
Amortisation of goodwill	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Amortisation of intangible assets	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Impairment charges	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
<b>EBIT (inc revaluation net)</b>	<b>13.0 %</b>	<b>13.9 %</b>	<b>18.0 %</b>	<b>19.1 %</b>	<b>21.9 %</b>	<b>24.5 %</b>	<b>28.6 %</b>
Interest income	0.2 %	0.1 %	0.2 %	0.1 %	0.1 %	0.1 %	0.1 %
Interest expenses	0.6 %	0.4 %	0.6 %	0.7 %	0.7 %	0.5 %	0.4 %
Other financial result	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Financial result	neg.	neg.	neg.	neg.	neg.	neg.	neg.
<b>Recurring pretax income from continuing operations</b>	<b>12.5 %</b>	<b>13.6 %</b>	<b>17.5 %</b>	<b>18.6 %</b>	<b>21.4 %</b>	<b>24.1 %</b>	<b>28.3 %</b>
Extraordinary income/loss	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
<b>Earnings before taxes</b>	<b>12.5 %</b>	<b>13.6 %</b>	<b>17.5 %</b>	<b>18.6 %</b>	<b>21.4 %</b>	<b>24.1 %</b>	<b>28.3 %</b>
Tax rate	30.7 %	26.2 %	28.1 %	29.4 %	29.4 %	29.4 %	29.4 %
<b>Net income from continuing operations</b>	<b>8.7 %</b>	<b>10.0 %</b>	<b>12.6 %</b>	<b>13.1 %</b>	<b>15.1 %</b>	<b>17.0 %</b>	<b>20.0 %</b>
Result from discontinued operations (net of tax)	2.2 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
<b>Net income</b>	<b>10.9 %</b>	<b>10.0 %</b>	<b>12.6 %</b>	<b>13.1 %</b>	<b>15.1 %</b>	<b>17.0 %</b>	<b>20.0 %</b>
Minority interest	0.3 %	0.4 %	0.3 %	0.1 %	0.1 %	0.1 %	0.1 %
<b>Net profit (reported)</b>	<b>10.6 %</b>	<b>9.6 %</b>	<b>12.3 %</b>	<b>13.0 %</b>	<b>15.0 %</b>	<b>16.9 %</b>	<b>19.9 %</b>

Source: Company data, Hauck & Aufhäuser

Balance sheet (EUR m)	2017	2018	2019	2020	2021E	2022E	2023E
<b>Intangible assets</b>	<b>51.4</b>	<b>52.5</b>	<b>51.9</b>	<b>41.4</b>	<b>41.4</b>	<b>41.4</b>	<b>41.4</b>
Property, plant and equipment	33.8	36.9	40.0	38.0	41.9	38.2	34.7
Financial assets	3.2	3.5	5.2	8.0	8.0	8.0	8.0
<b>FIXED ASSETS</b>	<b>88.5</b>	<b>93.0</b>	<b>97.1</b>	<b>87.4</b>	<b>91.3</b>	<b>87.6</b>	<b>84.1</b>
Inventories	26.8	28.8	31.2	33.6	36.6	43.5	54.1
Accounts receivable	24.3	28.3	29.5	28.2	31.5	39.7	49.3
Other current assets	10.9	14.9	26.6	42.3	42.3	42.3	42.3
Liquid assets	57.7	54.2	78.9	88.6	96.9	117.8	146.2
Deferred taxes	8.8	9.9	10.9	11.9	0.0	0.0	0.0
Deferred charges and prepaid expenses	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>CURRENT ASSETS</b>	<b>128.5</b>	<b>136.1</b>	<b>177.1</b>	<b>204.6</b>	<b>207.3</b>	<b>243.3</b>	<b>291.9</b>
<b>TOTAL ASSETS</b>	<b>217.0</b>	<b>229.1</b>	<b>274.2</b>	<b>292.0</b>	<b>298.6</b>	<b>330.9</b>	<b>375.9</b>
SHAREHOLDERS EQUITY	112.3	122.6	138.2	147.8	162.6	192.0	234.1
MINORITY INTEREST	5.2	1.2	1.2	1.1	1.1	0.0	0.0
Long-term debt	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Provisions for pensions and similar obligations	11.7	11.4	13.5	14.4	14.4	14.4	14.4
Other provisions	48.7	55.1	66.4	70.5	64.8	66.1	67.4
<b>Non-current liabilities</b>	<b>60.4</b>	<b>66.5</b>	<b>79.9</b>	<b>84.9</b>	<b>79.3</b>	<b>80.6</b>	<b>81.9</b>
short-term liabilities to banks	1.7	0.0	0.0	0.0	0.0	0.0	0.0
Accounts payable	4.5	6.5	4.5	5.0	6.1	7.4	9.0
Advance payments received on orders	5.9	4.1	12.0	8.6	8.6	8.6	8.6
Other liabilities (incl. from lease and rental contracts)	17.3	17.4	35.6	42.3	42.3	42.3	42.3
Deferred taxes	6.4	7.1	2.8	2.2	0.0	0.0	0.0
Deferred income	3.3	3.6	0.0	0.0	0.0	0.0	0.0
<b>Current liabilities</b>	<b>39.1</b>	<b>38.8</b>	<b>54.9</b>	<b>58.2</b>	<b>57.0</b>	<b>58.3</b>	<b>60.0</b>
<b>TOTAL LIABILITIES AND SHAREHOLDERS EQUITY</b>	<b>217.0</b>	<b>229.1</b>	<b>274.2</b>	<b>292.0</b>	<b>300.0</b>	<b>330.9</b>	<b>375.9</b>

Balance sheet (common size)	2017	2018	2019	2020	2021E	2022E	2023E
<b>Intangible assets</b>	<b>23.7 %</b>	<b>22.9 %</b>	<b>18.9 %</b>	<b>14.2 %</b>	<b>13.8 %</b>	<b>12.5 %</b>	<b>11.0 %</b>
Property, plant and equipment	15.6 %	16.1 %	14.6 %	13.0 %	14.0 %	11.5 %	9.2 %
Financial assets	1.5 %	1.5 %	1.9 %	2.7 %	2.7 %	2.4 %	2.1 %
<b>FIXED ASSETS</b>	<b>40.8 %</b>	<b>40.6 %</b>	<b>35.4 %</b>	<b>29.9 %</b>	<b>30.4 %</b>	<b>26.5 %</b>	<b>22.4 %</b>
Inventories	12.3 %	12.6 %	11.4 %	11.5 %	12.2 %	13.2 %	14.4 %
Accounts receivable	11.2 %	12.4 %	10.8 %	9.7 %	10.5 %	12.0 %	13.1 %
Other current assets	5.0 %	6.5 %	9.7 %	14.5 %	14.1 %	12.8 %	11.3 %
Liquid assets	26.6 %	23.7 %	28.8 %	30.3 %	32.3 %	35.6 %	38.9 %
Deferred taxes	4.1 %	4.3 %	4.0 %	4.1 %	0.0 %	0.0 %	0.0 %
Deferred charges and prepaid expenses	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
<b>CURRENT ASSETS</b>	<b>59.2 %</b>	<b>59.4 %</b>	<b>64.6 %</b>	<b>70.1 %</b>	<b>69.1 %</b>	<b>73.5 %</b>	<b>77.6 %</b>
<b>TOTAL ASSETS</b>	<b>100.0 %</b>	<b>100.0 %</b>	<b>100.0 %</b>	<b>100.0 %</b>	<b>99.5 %</b>	<b>100.0 %</b>	<b>100.0 %</b>
SHAREHOLDERS EQUITY	51.8 %	53.5 %	50.4 %	50.6 %	54.2 %	58.0 %	62.3 %
MINORITY INTEREST	2.4 %	0.5 %	0.5 %	0.4 %	0.4 %	0.0 %	0.0 %
Long-term debt	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Provisions for pensions and similar obligations	5.4 %	5.0 %	4.9 %	4.9 %	4.8 %	4.4 %	3.8 %
Other provisions	22.4 %	24.0 %	24.2 %	24.1 %	21.6 %	20.0 %	17.9 %
<b>Non-current liabilities</b>	<b>27.8 %</b>	<b>29.0 %</b>	<b>29.1 %</b>	<b>29.1 %</b>	<b>26.4 %</b>	<b>24.4 %</b>	<b>21.8 %</b>
short-term liabilities to banks	0.8 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Accounts payable	2.1 %	2.8 %	1.6 %	1.7 %	2.0 %	2.2 %	2.4 %
Advance payments received on orders	2.7 %	1.8 %	4.4 %	3.0 %	2.9 %	2.6 %	2.3 %
Other liabilities (incl. from lease and rental contracts)	8.0 %	7.6 %	13.0 %	14.5 %	14.1 %	12.8 %	11.3 %
Deferred taxes	3.0 %	3.1 %	1.0 %	0.8 %	0.0 %	0.0 %	0.0 %
Deferred income	1.5 %	1.6 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
<b>Current liabilities</b>	<b>18.0 %</b>	<b>16.9 %</b>	<b>20.0 %</b>	<b>19.9 %</b>	<b>19.0 %</b>	<b>17.6 %</b>	<b>16.0 %</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

Cash flow statement (EUR m)	2017	2018	2019	2020	2021E	2022E	2023E
Net profit/loss	15.1	16.9	22.5	23.1	27.1	38.5	56.2
Depreciation of fixed assets (incl. leases)	8.6	8.6	11.1	11.1	11.1	11.1	10.0
Amortisation of goodwill	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Amortisation of intangible assets	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Others	5.5	2.8	10.6	4.3	0.0	0.0	0.0
Cash flow from operations before changes in w/c	29.3	28.2	44.1	38.5	38.2	49.6	66.2
Increase/decrease in inventory	-1.7	0.7	-2.2	-2.4	-3.1	-6.9	-10.6
Increase/decrease in accounts receivable	-1.1	-4.0	-1.2	0.1	-3.3	-8.2	-9.6
Increase/decrease in accounts payable	-1.9	2.0	-0.4	0.5	1.1	1.3	1.7
Increase/decrease in other working capital positions	2.2	-5.7	0.0	0.0	0.0	0.0	0.0
Increase/decrease in working capital	-2.5	-7.0	-3.7	-1.7	-5.3	-13.8	-18.5
<b>Cash flow from operating activities</b>	<b>26.8</b>	<b>21.2</b>	<b>40.4</b>	<b>36.8</b>	<b>32.9</b>	<b>35.8</b>	<b>47.7</b>
CAPEX	4.2	6.1	7.3	8.9	15.0	7.3	6.5
Payments for acquisitions	5.5	2.1	0.9	0.0	0.0	0.0	0.0
Financial investments	0.5	0.0	0.0	5.4	0.0	0.0	0.0
Income from asset disposals	15.2	-2.5	2.5	0.9	0.0	0.0	0.0
<b>Cash flow from investing activities</b>	<b>5.1</b>	<b>-10.7</b>	<b>-5.7</b>	<b>-13.3</b>	<b>-15.0</b>	<b>-7.3</b>	<b>-6.5</b>
Cash flow before financing	31.9	10.5	34.7	23.4	17.9	28.5	41.2
Increase/decrease in debt position	-5.3	-1.7	-2.7	-3.0	0.0	0.0	0.0
Purchase of own shares	0.0	8.6	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	3.5	4.1	6.2	8.8	7.1	9.0	12.8
Others	-1.2	-0.2	-1.7	-1.2	0.0	0.0	0.0
Effects of exchange rate changes on cash	-0.8	0.6	0.5	-1.9	0.0	0.0	0.0
<b>Cash flow from financing activities</b>	<b>-10.0</b>	<b>-14.6</b>	<b>-10.5</b>	<b>-13.0</b>	<b>-7.1</b>	<b>-9.0</b>	<b>-12.8</b>
Increase/decrease in liquid assets	21.1	-3.5	24.7	8.6	10.8	19.5	28.4
<b>Liquid assets at end of period</b>	<b>57.7</b>	<b>54.2</b>	<b>78.9</b>	<b>87.4</b>	<b>98.2</b>	<b>117.8</b>	<b>146.2</b>

Source: Company data, Hauck & Aufhäuser

Regional split (EUR m)	2017	2018	2019	2020	2021E	2022E	2023E
Domestic	0.0	0.0	0.0	0.0	0.0	0.0	0.0
yoy change	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Rest of Europe	84.9	96.8	110.4	125.9	143.5	163.6	186.5
yoy change	14.0 %	14.0 %	14.0 %	14.0 %	14.0 %	14.0 %	14.0 %
NAFTA	53.0	60.9	70.1	80.6	92.7	106.6	122.5
yoy change	15.0 %	15.0 %	15.0 %	15.0 %	15.0 %	15.0 %	15.0 %
Asia Pacific	15.8	17.9	20.2	22.9	25.8	29.2	33.0
yoy change	13.0 %	13.0 %	13.0 %	13.0 %	13.0 %	13.0 %	13.0 %
Rest of world	-15.1	-7.0	-22.2	-53.1	-82.4	-73.0	-60.7
yoy change	neg.	neg.	neg.	neg.	neg.	neg.	neg.
<b>TTL</b>	<b>138.6</b>	<b>168.7</b>	<b>178.5</b>	<b>176.1</b>	<b>179.6</b>	<b>226.3</b>	<b>281.3</b>
yoy change	15.7 %	21.7 %	5.8 %	-1.3 %	2.0 %	26.0 %	24.3 %

Source: Company data, Hauck & Aufhäuser

Key ratios (EUR m)	2017	2018	2019	2020	2021E	2022E	2023E
<b>P&amp;L growth analysis</b>							
Sales growth	15.7 %	21.7 %	5.8 %	-1.3 %	2.0 %	26.0 %	24.3 %
EBITDA growth	7.0 %	20.1 %	35.0 %	3.8 %	12.7 %	32.0 %	35.9 %
EBIT growth	11.4 %	30.1 %	37.1 %	5.1 %	16.9 %	41.0 %	45.0 %
EPS growth	-60.4 %	9.7 %	36.5 %	3.6 %	17.6 %	42.4 %	46.0 %
<b>Efficiency</b>							
Total operating costs / sales	32.2 %	30.3 %	30.7 %	29.1 %	28.6 %	28.0 %	24.5 %
Sales per employee	n/a	n/a	n/a	n/a	n/a	n/a	n/a
EBITDA per employee	n/a	n/a	n/a	n/a	n/a	n/a	n/a
<b>Balance sheet analysis</b>							
Avg. working capital / sales	29.3 %	25.8 %	25.4 %	26.2 %	28.3 %	26.7 %	27.2 %
Inventory turnover (sales/inventory)	5.2	5.2	5.2	4.9	4.9	5.2	5.2
Trade debtors in days of sales	64.0	64.0	64.0	64.0	64.0	64.0	64.0
A/P turnover [(A/P*365)/sales]	22.0	25.0	25.0	25.0	25.0	25.0	25.0
Cash conversion cycle (days)	n/a	n/a	n/a	n/a	n/a	n/a	n/a
<b>Cash flow analysis</b>							
Free cash flow	22.7	15.1	33.2	27.9	17.9	28.5	41.2
Free cash flow/sales	16.4 %	8.9 %	18.6 %	15.8 %	10.0 %	12.6 %	14.6 %
FCF / net profit	154.2 %	93.5 %	150.7 %	121.8 %	66.6 %	74.4 %	73.6 %
Capex / depre	53.9 %	71.4 %	65.5 %	128.8 %	135.4 %	65.9 %	65.0 %
Capex / maintenance capex	48.1 %	75.2 %	68.9 %	84.6 %	142.5 %	73.2 %	72.2 %
Capex / sales	3.4 %	3.6 %	4.1 %	8.1 %	8.4 %	3.2 %	2.3 %
<b>Security</b>							
Net debt	-56.0	-54.1	-78.9	-88.6	-96.9	-117.8	-146.2
Net Debt/EBITDA	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net debt / equity	neg.	neg.	neg.	neg.	neg.	neg.	neg.
Interest cover	20.4	34.8	29.3	28.2	33.0	46.6	67.5
Dividend payout ratio	111.7 %	152.7 %	33.0 %	31.1 %	33.3 %	33.3 %	33.2 %
<b>Asset utilisation</b>							
Capital employed turnover	1.1	1.2	1.2	1.2	1.2	0.8	0.9
Operating assets turnover	1.9	2.0	2.1	2.0	1.9	2.1	2.3
Plant turnover	4.1	4.6	4.5	4.6	4.3	5.9	8.1
Inventory turnover (sales/inventory)	5.2	5.2	5.2	4.9	4.9	5.2	5.2
<b>Returns</b>							
ROCE	13.8 %	17.6 %	22.5 %	22.9 %	26.2 %	26.3 %	27.4 %
ROE	13.1 %	13.2 %	15.9 %	15.5 %	16.5 %	20.0 %	23.9 %
<b>Other</b>							
Interest paid / avg. debt	13.2 %	73.9 %	1809.9 %	5819.5 %	19883.3	19883.3	19883.3
No. employees (average)	0	0	0	0	0	0	0
Number of shares	20.5	20.5	20.5	20.6	20.6	20.6	20.6
DPS	0.8	1.2	0.4	0.3	0.4	0.6	0.9
EPS reported	0.72	0.79	1.07	1.11	1.31	1.86	2.72
<b>Valuation ratios</b>							
P/BV	23.5	21.5	19.1	17.9	16.3	13.8	11.3
EV/sales	18.7	15.4	14.4	14.6	14.3	11.2	8.9
EV/EBITDA	97.5	81.2	59.7	57.4	50.8	38.2	27.8
EV/EBITA	144.3	111.0	80.3	76.3	65.1	45.8	31.2
EV/EBIT	144.3	111.0	80.3	76.3	65.1	45.8	31.2
EV/FCF	114.4	172.0	77.6	92.2	143.1	89.2	61.1
Adjusted FCF yield	0.5 %	0.7 %	0.9 %	1.0 %	1.1 %	1.6 %	2.3 %
Dividend yield	0.6 %	0.9 %	0.3 %	0.3 %	0.3 %	0.5 %	0.7 %

Source: Company data, Hauck & Aufhäuser

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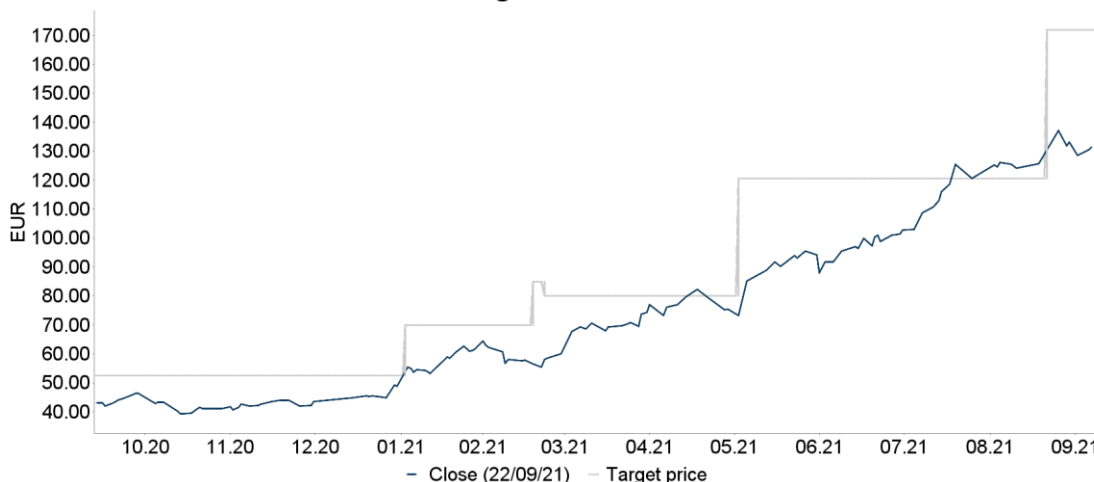
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Company	Disclosure
Eckert & Ziegler AG	2

**Historical target price and rating changes for Eckert & Ziegler AG in the last 12 months**

**Price and Rating History  
Eckert & Ziegler AG as of 27/09/21**

**Initiation coverage**  
08-April-10



Company	Date	Analyst	Rating	Target price	Close
Eckert & Ziegler AG	07.09.2021	Galitsa, Alexander	Buy	EUR 172,00	EUR 125,70
	07.09.2021	Galitsa, Alexander	Buy	EUR 172,00	EUR 125,70
	07.09.2021	Galitsa, Alexander	Buy	EUR 172,00	EUR 125,70
	07.09.2021	Galitsa, Alexander	Buy	EUR 172,00	EUR 125,70
	07.09.2021	Galitsa, Alexander	Buy	EUR 172,00	EUR 125,70

07.09.2021	Galiitsa, Alexander	Buy	EUR 172,00	EUR 125,70
07.09.2021	Galiitsa, Alexander	Buy	EUR 172,00	EUR 125,70
07.09.2021	Galiitsa, Alexander	Buy	EUR 172,00	EUR 125,70
07.09.2021	Galiitsa, Alexander	Buy	EUR 172,00	EUR 125,70
07.09.2021	Galiitsa, Alexander	Buy	EUR 172,00	EUR 125,70
10.06.2021	Galiitsa, Alexander	Buy	EUR 120,50	EUR 93,15
19.05.2021	Galiitsa, Alexander	Buy	EUR 120,50	EUR 73,20
30.03.2021	Galiitsa, Alexander	Buy	EUR 80,00	EUR 70,50
24.03.2021	Galiitsa, Alexander	Buy	EUR 80,00	EUR 68,60
10.03.2021	Galiitsa, Alexander	Buy	EUR 80,00	EUR 58,50
16.02.2021	Galiitsa, Alexander	Buy	EUR 70,00	EUR 62,95
08.02.2021	Galiitsa, Alexander	Buy	EUR 70,00	EUR 62,60
29.01.2021	Galiitsa, Alexander	Buy	EUR 70,00	EUR 54,20
19.01.2021	Galiitsa, Alexander	Buy	EUR 70,00	EUR 55,30
26.10.2020	Galiitsa, Alexander	Buy	EUR 52,50	EUR 43,18
12.10.2020	Galiitsa, Alexander	Buy	EUR 52,50	EUR 45,98

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Date of publication creation: 28/09/2021 10:12 AM

Date of publication dissemination: 28/09/2021 10:12 AM



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