

Eckert & Ziegler AG

Germany - High-tech Engineering



HAUCK
AUFHÄUSER
INVESTMENT BANKING

Buy (old: Buy)

Price target: EUR 60.00 (old: EUR 60.00)

Price:	EUR 39.76	Next result:	Q4 22.03.24
Bloomberg:	EUZ GR	Market cap:	EUR 822.9 m
Reuters:	EUZG.DE	Enterprise Value:	EUR 789.9 m

03-January-24

Alexander Galitsa
Analyst

alexander.galitsa@ha-ib.de
Tel.: +49 40 414 3885 83

Bristol Myers Squibb (BMS) joins radiopharma race with a takeover

Last week Bristol Myers Squibb (BMS) announced a **\$ 4.1bn takeover of RayzeBio, a clinical-stage developer of targeted radiotherapies**. RayzeBio IPO'ed on NASDAQ just three months prior at \$ 18/share and was trading at \$ 30 pre-acquisition, compared to the acquisition price of \$ 62.5/share. **The rationale:**

(1) The acquisition **allows BMS' to enter one of the most promising and rapidly growing cancer treatment modalities**. The lead asset **RYZ101** is targeting SSRT-2, a protein that is overexpressed in gastroenteropancreatic neuroendocrine tumors (GEP-NETs) and extensive stage small cell lung cancer (ES-SCLC). An ongoing phase 3 study is building on "encouraging efficacy and tolerability" data from phase 1b in GEP-NETs, while another phase 1b study is assessing RZY101 effectiveness in treatment of ES-SCLC.

(2) In addition to RayzBio's development pipeline, **BMS was keen to get a hold of a soon-to-be completed manufacturing facility**, which, together with isotope production and supply, is of a key importance in the radiopharma value chain.

The takeover not only validates the attractiveness and significant growth opportunities in the targeted radiotherapy space, but also highlights **EUZ's strategic importance** – as a leading supplier of medical isotopes – **for the development and commercialization of targeted radiopharmaceuticals**.

The ongoing capacity expansion across EUZ's international footprint coupled with the constantly expanding number of isotope supply agreements ensure a **long-term growth runway**.

Last but not least, the recent M&A activity in the space, including Lilly/POINT Biopharma and BMS/RayzeBio **shed a positive light on the planned spin-off of Pentixa (PTX) and its option value**, especially when combined with manufacturing expertise of its parent. Against this backdrop, **15x EV/EBIT'25E does not look demanding**, especially considering robust long-term growth outlook in radiopharma. At the same time, **PTX represent an asymmetric upside optionality**, as its development pipeline with a focus on CXCR-4 receptor should draw interest from the industry. **BUY with € 60 PT (DCF)**.

Y/E 31.12 (EUR m)	2020	2021	2022	2023E	2024E	2025E	2026E
Sales	178.5	180.4	222.3	241.0	261.2	286.5	311.7
Sales growth	0 %	1 %	23 %	8 %	8 %	10 %	9 %
EBITDA	46.3	57.0	55.0	51.6	61.8	70.4	79.4
EBIT	35.2	47.4	44.5	38.9	48.2	54.0	61.4
Net income	24.4	34.4	29.3	24.2	31.1	35.2	40.3
Net debt	-88.6	-86.6	-60.3	-43.2	-31.9	-43.3	-75.7
Net gearing	-59.9 %	-46.2 %	-28.4 %	-19.0 %	-12.8 %	-15.8 %	-24.9 %
Net Debt/EBITDA	0.0	0.0	0.0	0.0	0.0	0.0	0.0
EPS pro forma	1.19	1.67	1.41	1.17	1.50	1.70	1.95
CPS	1.32	1.18	1.14	0.76	1.41	1.65	2.11
DPS	0.35	0.56	0.50	0.50	0.50	0.50	0.50
Dividend yield	n/a	n/a	n/a	1.2 %	1.2 %	1.2 %	1.2 %
Gross profit margin	48.5 %	50.5 %	48.0 %	48.9 %	48.8 %	48.6 %	48.9 %
EBITDA margin	26.0 %	31.6 %	24.8 %	21.4 %	23.7 %	24.6 %	25.5 %
EBIT margin	19.7 %	26.3 %	20.0 %	16.1 %	18.4 %	18.9 %	19.7 %
ROCE	n/a	17.6 %	14.2 %	11.7 %	13.8 %	14.5 %	15.3 %
EV/sales	-0.4	-0.4	-0.2	3.4	3.2	2.9	2.5
EV/EBITDA	-1.6	-1.3	-0.9	15.9	13.5	11.7	9.9
EV/EBIT	-2.1	-1.5	-1.1	21.1	17.3	15.2	12.9
PER	0.0	0.0	0.0	35.3	27.5	24.3	21.2
Adjusted FCF yield	-30.9 %	-40.5 %	-51.7 %	3.4 %	4.2 %	4.7 %	5.6 %

Source: Company data, Hauck Aufhäuser Investment Banking Close price as of: 02.01.2024



Source: Company data, Hauck Aufhäuser Investment Banking

High/low 52 weeks: 58.65 / 29.14

Price/Book Ratio: 3.8

Relative performance (SDAX):

3 months 19.4 %

6 months 9.4 %

12 months -29.0 %

Changes in estimates

		Sales	EBIT	EPS
2023	old:	241.0	38.9	1.17
	Δ	-	-	-
2024	old:	261.2	48.2	1.50
	Δ	-	-	-
2025	old:	286.5	54.0	1.70
	Δ	-	-	-

Key share data:

Number of shares: (in m pcs) 20.7

Authorised capital: (in € m) 0.6

Book value per share: (in €) 11.0

Ø trading volume: (12 months) 20,453

Major shareholders:

Free float 67.8 %

Founder 32.2 %

Eckert & Ziegler AG 0.1 %

Free Float 0.0 %

Company description:

A full-service provider for radiopharmaceuticals and isotope technology for industrial applications

Financials

Profit and loss (EUR m)	2020	2021	2022	2023E	2024E	2025E	2026E
Sales	178.5	180.4	222.3	241.0	261.2	286.5	311.7
Sales growth	0.0 %	1.1 %	23.2 %	8.4 %	8.4 %	9.7 %	8.8 %
Cost of sales	89.6	89.4	115.5	123.1	133.7	147.2	159.4
Gross profit	86.5	91.1	106.8	117.9	127.5	139.3	152.3
Sales and marketing	21.7	22.6	23.1	26.1	28.0	30.3	32.6
General and administration	28.1	31.5	36.0	40.2	42.6	45.7	48.7
Research and development	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other operating income	5.8	17.7	7.2	2.1	2.1	2.1	2.1
Other operating expenses	7.2	7.3	10.4	12.6	8.8	9.3	9.7
Unusual or infrequent items	0.0	0.0	0.0	-2.3	-2.0	-2.0	-2.0
EBITDA	46.3	57.0	55.0	51.6	61.8	70.4	79.4
Depreciation	11.1	9.6	9.3	11.5	12.5	15.1	16.8
EBITA	35.2	47.4	45.7	40.1	49.4	55.2	62.6
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	1.2	1.2	1.2	1.2	1.2
Impairment charges	0.0	0.0	0.0	0.0	0.0	0.0	0.0
EBIT (inc revaluation net)	35.2	47.4	44.5	38.9	48.2	54.0	61.4
Interest income	0.2	0.1	0.2	0.0	0.0	0.0	0.0
Interest expenses	1.2	1.2	1.8	3.1	3.1	3.1	3.1
Other financial result	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Financial result	-0.9	-1.1	-1.5	-3.1	-3.1	-3.1	-3.1
Recurring pretax income from continuing operations	34.3	46.4	43.0	35.8	45.1	50.9	58.3
Extraordinary income/loss	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Earnings before taxes	34.3	46.4	43.0	35.8	45.1	50.9	58.3
Taxes	9.6	11.7	13.3	11.1	13.5	15.3	17.5
Net income from continuing operations	24.7	34.7	29.7	24.7	31.6	35.7	40.8
Result from discontinued operations (net of tax)	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net income	24.7	34.7	29.7	24.7	31.6	35.7	40.8
Minority interest	0.2	0.2	0.5	0.5	0.5	0.5	0.5
Net profit (reported)	24.4	34.4	29.3	24.2	31.1	35.2	40.3
Average number of shares	20.6	20.6	20.7	20.7	20.7	20.7	20.7
EPS reported	1.19	1.67	1.41	1.17	1.50	1.70	1.95

Profit and loss (common size)	2020	2021	2022	2023E	2024E	2025E	2026E
Sales	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %
Cost of sales	50.2 %	49.5 %	52.0 %	51.1 %	51.2 %	51.4 %	51.1 %
Gross profit	48.5 %	50.5 %	48.0 %	48.9 %	48.8 %	48.6 %	48.9 %
Sales and marketing	12.2 %	12.5 %	10.4 %	10.8 %	10.7 %	10.6 %	10.5 %
General and administration	15.7 %	17.4 %	16.2 %	16.7 %	16.3 %	16.0 %	15.6 %
Research and development	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Other operating income	3.2 %	9.8 %	3.2 %	0.9 %	0.8 %	0.7 %	0.7 %
Other operating expenses	4.1 %	4.0 %	4.7 %	5.2 %	3.4 %	3.2 %	3.1 %
Unusual or infrequent items	0.0 %	0.0 %	0.0 %	neg.	neg.	neg.	neg.
EBITDA	26.0 %	31.6 %	24.8 %	21.4 %	23.7 %	24.6 %	25.5 %
Depreciation	6.2 %	5.3 %	4.2 %	4.8 %	4.8 %	5.3 %	5.4 %
EBITA	19.7 %	26.3 %	20.6 %	16.6 %	18.9 %	19.3 %	20.1 %
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 %	0.5 %	0.5 %	0.5 %	0.4 %	0.4 %
Impairment charges	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
EBIT (inc revaluation net)	19.7 %	26.3 %	20.0 %	16.1 %	18.4 %	18.9 %	19.7 %
Interest income	0.1 %	0.1 %	0.1 %	0.0 %	0.0 %	0.0 %	0.0 %
Interest expenses	0.7 %	0.7 %	0.8 %	1.3 %	1.2 %	1.1 %	1.0 %
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.
Recurring pretax income from continuing operations	19.2 %	25.7 %	19.3 %	14.8 %	17.3 %	17.8 %	18.7 %
Extraordinary income/loss	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Earnings before taxes	19.2 %	25.7 %	19.3 %	14.8 %	17.3 %	17.8 %	18.7 %
Tax rate	28.1 %	25.3 %	30.8 %	31.0 %	30.0 %	30.0 %	30.0 %
Net income from continuing operations	13.8 %	19.2 %	13.4 %	10.2 %	12.1 %	12.4 %	13.1 %
Result from discontinued operations (net of tax)	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Net income	13.8 %	19.2 %	13.4 %	10.2 %	12.1 %	12.4 %	13.1 %
Minority interest	0.1 %	0.1 %	0.2 %	0.2 %	0.2 %	0.2 %	0.2 %
Net profit (reported)	13.7 %	19.1 %	13.2 %	10.0 %	11.9 %	12.3 %	12.9 %

Source: Company data, Hauck Aufhäuser Investment Banking

Balance sheet (EUR m)	2020	2021	2022	2023E	2024E	2025E	2026E
Intangible assets	41.4	61.4	97.0	115.8	114.6	113.4	112.2
Property, plant and equipment	38.0	61.9	85.1	91.4	122.7	136.4	138.4
Financial assets	8.0	16.4	15.9	15.9	15.9	15.9	15.9
FIXED ASSETS	87.4	139.7	198.0	223.1	253.2	265.7	266.5
Inventories	33.6	37.4	51.6	47.9	50.1	51.1	55.4
Accounts receivable	28.2	31.9	37.2	43.5	45.0	47.8	52.0
Other current assets	42.3	34.0	38.7	38.7	38.7	38.7	38.7
Liquid assets	88.6	93.7	82.7	65.6	54.3	65.7	98.1
Deferred taxes	11.9	11.2	8.6	8.6	8.6	8.6	8.6
Deferred charges and prepaid expenses	0.0	0.0	0.0	0.0	0.0	0.0	0.0
CURRENT ASSETS	204.6	208.1	218.8	204.3	196.8	211.8	252.7
TOTAL ASSETS	292.0	347.7	416.8	427.4	450.0	477.5	519.2
SHAREHOLDERS EQUITY	147.8	187.4	212.1	227.4	248.6	273.9	304.4
MINORITY INTEREST	1.1	5.1	1.6	1.6	1.6	1.6	1.6
Long-term debt	0.0	0.0	22.4	22.4	22.4	22.4	22.4
Provisions for pensions and similar obligations	14.4	13.0	10.3	10.3	10.3	10.3	10.3
Other provisions	70.5	92.5	77.2	77.2	77.2	77.2	77.2
Non-current liabilities	84.9	105.5	109.9	109.9	109.9	109.9	109.9
short-term liabilities to banks	0.0	7.1	0.0	0.0	0.0	0.0	0.0
Accounts payable	5.0	5.6	8.3	7.8	8.1	8.9	18.8
Advance payments received on orders	8.6	11.6	19.0	13.3	14.4	15.8	17.1
Other liabilities (incl. from lease and rental contracts)	42.3	23.1	60.8	60.8	60.8	60.8	60.8
Deferred taxes	2.2	2.2	5.1	5.1	5.1	5.1	5.1
Deferred income	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Current liabilities	58.2	49.7	93.3	87.0	88.4	90.6	101.8
TOTAL LIABILITIES AND SHAREHOLDERS EQUITY	292.0	347.7	416.8	425.9	448.5	476.0	517.7

Balance sheet (common size)	2020	2021	2022	2023E	2024E	2025E	2026E
Intangible assets	14.2 %	17.7 %	23.3 %	27.2 %	25.6 %	23.8 %	21.7 %
Property, plant and equipment	13.0 %	17.8 %	20.4 %	21.5 %	27.4 %	28.7 %	26.7 %
Financial assets	2.7 %	4.7 %	3.8 %	3.7 %	3.5 %	3.3 %	3.1 %
FIXED ASSETS	29.9 %	40.2 %	47.5 %	52.4 %	56.5 %	55.8 %	51.5 %
Inventories	11.5 %	10.7 %	12.4 %	11.2 %	11.2 %	10.7 %	10.7 %
Accounts receivable	9.7 %	9.2 %	8.9 %	10.2 %	10.0 %	10.0 %	10.0 %
Other current assets	14.5 %	9.8 %	9.3 %	9.1 %	8.6 %	8.1 %	7.5 %
Liquid assets	30.3 %	26.9 %	19.8 %	15.4 %	12.1 %	13.8 %	18.9 %
Deferred taxes	4.1 %	3.2 %	2.1 %	2.0 %	1.9 %	1.8 %	1.7 %
Deferred charges and prepaid expenses	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
CURRENT ASSETS	70.1 %	59.8 %	52.5 %	48.0 %	43.9 %	44.5 %	48.8 %
TOTAL ASSETS	100.0 %	100.0 %	100.0 %	100.4 %	100.3 %	100.3 %	100.3 %
SHAREHOLDERS EQUITY	50.6 %	53.9 %	50.9 %	53.4 %	55.4 %	57.5 %	58.8 %
MINORITY INTEREST	0.4 %	1.5 %	0.4 %	0.4 %	0.3 %	0.3 %	0.3 %
Long-term debt	0.0 %	0.0 %	5.4 %	5.3 %	5.0 %	4.7 %	4.3 %
Provisions for pensions and similar obligations	4.9 %	3.8 %	2.5 %	2.4 %	2.3 %	2.2 %	2.0 %
Other provisions	24.1 %	26.6 %	18.5 %	18.1 %	17.2 %	16.2 %	14.9 %
Non-current liabilities	29.1 %	30.4 %	26.4 %	25.8 %	24.5 %	23.1 %	21.2 %
short-term liabilities to banks	0.0 %	2.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Accounts payable	1.7 %	1.6 %	2.0 %	1.8 %	1.8 %	1.9 %	3.6 %
Advance payments received on orders	3.0 %	3.3 %	4.6 %	3.1 %	3.2 %	3.3 %	3.3 %
Other liabilities (incl. from lease and rental contracts)	14.5 %	6.7 %	14.6 %	14.3 %	13.6 %	12.8 %	11.8 %
Deferred taxes	0.8 %	0.6 %	1.2 %	1.2 %	1.1 %	1.1 %	1.0 %
Deferred income	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Current liabilities	19.9 %	14.3 %	22.4 %	20.4 %	19.7 %	19.0 %	19.7 %
TOTAL LIABILITIES AND SHAREHOLDERS EQUITY	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %

Source: Company data, Hauck Aufhäuser Investment Banking

Cash flow statement (EUR m)	2020	2021	2022	2023E	2024E	2025E	2026E
Net profit/loss	24.7	34.7	29.7	24.7	31.6	35.7	40.8
Depreciation of fixed assets (incl. leases)	11.1	9.6	10.5	11.5	12.5	15.1	16.8
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	1.2	1.2	1.2	1.2	1.2
Others	4.3	-1.1	-29.7	-5.7	1.1	1.4	1.3
Cash flow from operations before changes in w/c	40.0	43.1	11.8	31.7	46.3	53.4	60.1
Increase/decrease in inventory	-2.4	-6.0	-14.3	3.7	-2.3	-1.0	-4.2
Increase/decrease in accounts receivable	0.1	-3.9	-5.3	-6.3	-1.5	-2.8	-4.2
Increase/decrease in accounts payable	0.5	0.6	2.8	-0.6	0.3	0.8	9.9
Increase/decrease in other working capital positions	0.0	0.0	40.4	0.0	0.0	0.0	0.0
Increase/decrease in working capital	-1.7	-9.3	23.6	-3.2	-3.4	-2.9	1.5
Cash flow from operating activities	38.3	33.9	35.3	28.5	42.9	50.5	61.6
CAPEX	8.9	28.9	35.4	34.0	40.0	25.0	15.0
Payments for acquisitions	0.0	8.3	0.0	0.0	0.0	0.0	0.0
Financial investments	5.4	0.0	0.0	0.0	0.0	0.0	0.0
Income from asset disposals	0.9	13.5	-5.6	0.0	0.0	0.0	0.0
Cash flow from investing activities	-13.3	-23.6	-41.0	-34.0	-40.0	-25.0	-15.0
Cash flow before financing	25.0	10.3	-5.7	-5.5	2.9	25.5	46.6
Increase/decrease in debt position	-3.0	7.1	24.2	0.0	0.0	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	8.8	9.3	10.4	10.3	10.3	10.3	10.3
Others	-1.2	-3.8	-19.5	-3.8	-3.8	-3.8	-3.8
Effects of exchange rate changes on cash	-1.9	2.0	1.5	0.0	0.0	0.0	0.0
Cash flow from financing activities	-13.0	-6.1	-5.7	-14.1	-14.1	-14.1	-14.1
Increase/decrease in liquid assets	10.1	6.2	-9.9	-19.7	-11.3	11.3	32.4
Liquid assets at end of period	89.0	95.2	85.2	65.6	54.3	65.7	98.1

Source: Company data, Hauck Aufhäuser Investment Banking

Regional split (EUR m)	2020	2021	2022	2023E	2024E	2025E	2026E
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	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
NAFTA	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
Asia Pacific	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 world	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
TTL	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

Source: Company data, Hauck Aufhäuser Investment Banking

Key ratios (EUR m)	2020	2021	2022	2023E	2024E	2025E	2026E
P&L growth analysis							
Sales growth	0.0 %	1.1 %	23.2 %	8.4 %	8.4 %	9.7 %	8.8 %
EBITDA growth	7.4 %	23.2 %	-3.5 %	-6.2 %	19.8 %	13.8 %	12.8 %
EBIT growth	9.9 %	34.6 %	-6.1 %	-12.7 %	23.9 %	12.2 %	13.6 %
EPS growth	13.0 %	40.9 %	-15.4 %	-17.4 %	28.4 %	13.2 %	14.6 %
Efficiency							
Total operating costs / sales	28.7 %	24.2 %	28.0 %	31.8 %	29.6 %	29.1 %	28.5 %
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
Balance sheet analysis							
Avg. working capital / sales	n/a	27.8 %	25.5 %	27.3 %	27.4 %	25.6 %	23.4 %
Inventory turnover (sales/inventory)	5.2	4.8	4.3	5.0	5.2	5.6	5.6
Trade debtors in days of sales	58.4	64.5	61.0	65.9	62.9	60.8	60.8
A/P turnover [(A/P*365)/sales]	20.4	22.8	26.4	23.0	22.0	22.0	22.0
Cash conversion cycle (days)	174.0	194.3	197.8	184.8	177.7	165.6	144.6
Cash flow analysis							
Free cash flow	29.4	5.0	-0.1	-5.5	2.9	25.5	46.6
Free cash flow/sales	16.5 %	2.8 %	0.0 %	-2.3 %	1.1 %	8.9 %	14.9 %
FCF / net profit	120.5 %	14.5 %	neg.	neg.	9.3 %	72.4 %	115.6 %
Capex / depre	128.8 %	300.7 %	302.8 %	267.0 %	292.7 %	153.1 %	83.3 %
Capex / maintenance capex	80.4 %	300.7 %	177.2 %	110.0 %	292.7 %	153.1 %	83.3 %
Capex / sales	8.0 %	16.0 %	15.9 %	14.1 %	15.3 %	8.7 %	4.8 %
Security							
Net debt	-88.6	-86.6	-60.3	-43.2	-31.9	-43.3	-75.7
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	29.5	39.7	25.1	12.5	15.5	17.4	19.8
Dividend payout ratio	29.1 %	33.3 %	35.3 %	42.8 %	33.3 %	29.4 %	25.7 %
Asset utilisation							
Capital employed turnover	0.8	0.6	0.7	0.7	0.7	0.7	0.7
Operating assets turnover	2.1	1.6	1.5	1.5	1.3	1.4	1.5
Plant turnover	4.7	2.9	2.6	2.6	2.1	2.1	2.3
Inventory turnover (sales/inventory)	5.2	4.8	4.3	5.0	5.2	5.6	5.6
Returns							
ROCE	n/a	17.6 %	14.2 %	11.7 %	13.8 %	14.5 %	15.3 %
ROE	16.5 %	18.4 %	13.8 %	10.6 %	12.5 %	12.8 %	13.2 %
Other							
Interest paid / avg. debt	19883.3	33.7 %	12.0 %	13.8 %	13.8 %	13.8 %	13.8 %
No. employees (average)	0	0	0	0	0	0	0
Number of shares	20.6	20.6	20.7	20.7	20.7	20.7	20.7
DPS	0.3	0.6	0.5	0.5	0.5	0.5	0.5
EPS reported	1.19	1.67	1.41	1.17	1.50	1.70	1.95
Valuation ratios							
P/BV	0.0	0.0	0.0	3.8	3.4	3.1	2.8
EV/sales	-0.4	-0.4	-0.2	3.4	3.2	2.9	2.5
EV/EBITDA	-1.6	-1.3	-0.9	15.9	13.5	11.7	9.9
EV/EBITA	-2.1	-1.5	-1.1	20.5	16.9	14.9	12.6
EV/EBIT	-2.1	-1.5	-1.1	21.1	17.3	15.2	12.9
EV/FCF	-2.5	-14.7	587.9	-149.2	287.7	32.3	16.9
Adjusted FCF yield	-30.9 %	-40.5 %	-51.7 %	3.4 %	4.2 %	4.7 %	5.6 %
Dividend yield	n/a	n/a	n/a	1.2 %	1.2 %	1.2 %	1.2 %

Source: Company data, Hauck Aufhäuser Investment Banking

Disclosures regarding research publications of Hauck Aufhäuser Lampe Privatbank AG pursuant to section 85 of the German Securities Trading Act (WpHG) and distributed in the UK under the Temporary Permission Regime for EEA firms, subject to the FCA requirements on research recommendation disclosures

It is essential that any research recommendation is fairly presented and discloses interests of indicates relevant conflicts of interest. Pursuant to section 85 of the German Securities Trading Act (WpHG) a research report has to point out possible conflicts of interest in connection with the analysed company. Further to this, under the FCA’s rules on research recommendations, any conflicts of interest in connection with the recommendation must be disclosed. A conflict of interest is presumed to exist in particular if Hauck Aufhäuser Lampe Privatbank AG

- (1) or any other person belonging to the same group with that person (as part of a consortium) within the past twelve months, acquired the financial instruments of the analysed company,
- (2) or any other person belonging to the same group with that person has entered into an agreement on the production of the research report with the analysed company,
- (3) has, within the past twelve months, been party to an agreement on the provision of investment banking services with the analysed company or have received services or a promise of services under the term of such an agreement,
- (4) holds a) 5% or more of the share capital of the analysed company, or b) the analysed company holds 5% or more of the share capital of Hauck Aufhäuser Lampe Privatbank AG or its affiliate(s),
- (5) holds a net short (a) or a net long (b) position of 0.5% of the outstanding share capital of the analysed company or derivatives thereof,
- (6) or any other person belonging to the same group with that person is a market maker or liquidity provider in the financial instruments of the issuer,
- (7) or the analyst has any other significant financial interests relating to the analysed company such as, for example, exercising mandates in the interest of the analysed company or a significant conflict of interest with respect to the issuer,
- (8) The research report has been made available to the company prior to its publication. Thereafter, only factual changes have been made to the report.

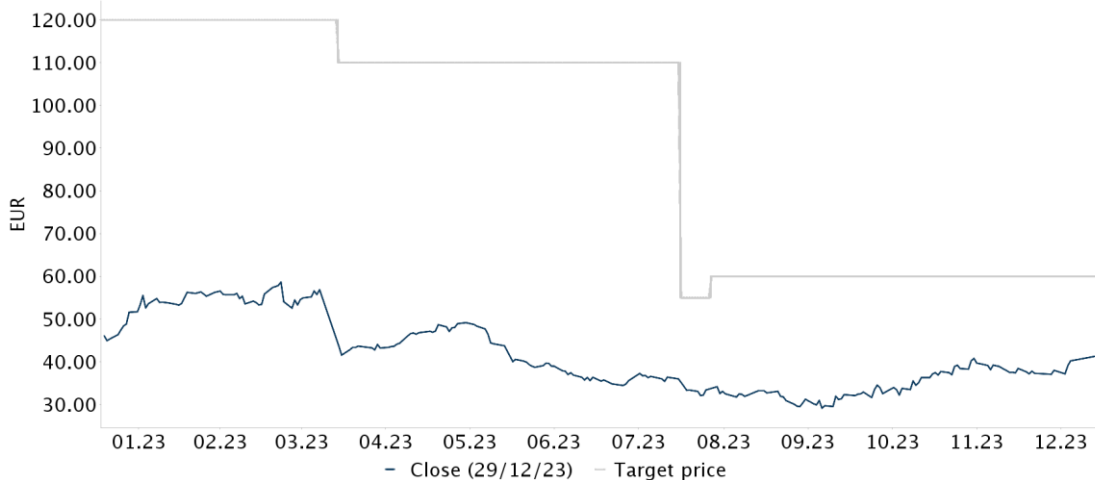
Conflicts of interest that existed at the time when this research report was published:

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 02/01/24**

Initiation coverage
08-April-10



Company	Date	Analyst	Rating	Target price	Close
Eckert & Ziegler AG	07.12.2023	Galitsa, Alexander	Buy	EUR 60,00	EUR 37,30
	20.11.2023	Galitsa, Alexander	Buy	EUR 60,00	EUR 39,14
	08.11.2023	Galitsa, Alexander	Buy	EUR 60,00	EUR 38,92
	25.10.2023	Galitsa, Alexander	Buy	EUR 60,00	EUR 34,50
	18.10.2023	Galitsa, Alexander	Buy	EUR 60,00	EUR 33,46

10.10.2023	Galiitsa, Alexander	Buy	EUR 60,00	EUR 33,46
29.08.2023	Galiitsa, Alexander	Buy	EUR 60,00	EUR 33,24
15.08.2023	Galiitsa, Alexander	Buy	EUR 60,00	EUR 32,58
31.03.2023	Galiitsa, Alexander	Buy	EUR 110,00	EUR 41,56
13.03.2023	Galiitsa, Alexander	Buy	EUR 120,00	EUR 52,55
03.02.2023	Galiitsa, Alexander	Buy	EUR 120,00	EUR 56,25
12.01.2023	Galiitsa, Alexander	Buy	EUR 120,00	EUR 48,84
12.01.2023	Galiitsa, Alexander	Buy	EUR 120,00	EUR 48,84
12.01.2023	Galiitsa, Alexander	Buy	EUR 120,00	EUR 48,84
12.01.2023	Galiitsa, Alexander	Buy	EUR 120,00	EUR 48,84
12.01.2023	Galiitsa, Alexander	Buy	EUR 120,00	EUR 48,84
12.01.2023	Galiitsa, Alexander	Buy	EUR 120,00	EUR 48,84
12.01.2023	Galiitsa, Alexander	Buy	EUR 120,00	EUR 48,84
12.01.2023	Galiitsa, Alexander	Buy	EUR 120,00	EUR 48,84

Hauck Aufhäuser Investment Banking distribution of ratings and in proportion to investment banking services

Buy	73.03 %	85.29 %
Sell	5.06 %	0.00 %
Hold	21.91 %	14.71 %

Date of publication creation: 03/01/2024 08:22 AM

Date of publication dissemination: 03/01/2024 08:23 AM

1. General Information/Liabilities

This research report has been produced for the information purposes of institutional investors only, and is not in any way a personal recommendation, offer or solicitation to buy or sell the financial instruments mentioned herein. The document is confidential and is made available by Hauck Aufhäuser Lampe Privatbank AG, exclusively to selected recipients [in DE, GB, FR, CH, US, UK, Scandinavia, and Benelux or, in individual cases, also in other countries]. A distribution to private investors in the sense of the German Securities Trading Act (WpHG) is excluded. It is not allowed to pass the research report on to persons other than the intended recipient without the permission of Hauck Aufhäuser Lampe Privatbank AG. Reproduction of this document, in whole or in part, is not permitted without prior permission Hauck Aufhäuser Lampe Privatbank AG. All rights reserved.

Under no circumstances shall Hauck Aufhäuser Lampe Privatbank AG, any of its employees involved in the preparation, have any liability for possible errors or incompleteness of the information included in this research report – neither in relation to indirect or direct nor consequential damages. Liability for damages arising either directly or as a consequence of the use of information, opinions and estimates is also excluded. Past performance of a financial instrument is not necessarily indicative of future performance.

2. Responsibilities

This research report was prepared by the research analyst named on the front page (the "Producer"). The Producer is solely responsible for the views and estimates expressed in this report. The report has been prepared independently. The content of the research report was not influenced by the issuer of the analysed financial instrument at any time. It may be possible that parts of the research report were handed out to the issuer for information purposes prior to the publication without any major amendments being made thereafter.

3. Organisational Requirements

Hauck Aufhäuser Lampe Privatbank AG took internal organisational and regulative precautions to avoid or accordingly disclose possible conflicts of interest in connection with the preparation and distribution of the research report. All members of Hauck Aufhäuser Lampe Privatbank AG involved in the preparation of the research report are subject to internal compliance regulations. No part of the Producer's compensation is directly or indirectly related to the preparation of this financial analysis. In case a research analyst or a closely related person is confronted with a conflict of interest, the research analyst is restricted from covering this company.

4. Information Concerning the Methods of Valuation/Update

The determination of the fair value per share, i.e. the price target, and the resultant rating is done on the basis of the adjusted free cash flow (adj. FCF) method and on the basis of the discounted cash flow – DCF model. Furthermore, a peer group comparison is made.

The adj. FCF method is based on the assumption that investors purchase assets only at a price (enterprise value) at which the operating cash flow return after taxes on this investment exceeds their opportunity costs in the form of a hurdle rate of 7.5%. The operating cash flow is calculated as EBITDA less maintenance capex and taxes.

Within the framework of the DCF approach, the future free cash flows are calculated initially on the basis of a fictitious capital structure of 100% equity, i.e. interest and repayments on debt capital are not factored in initially. The adjustment 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.

Hauck Aufhäuser Lampe Privatbank AG uses the following three-step rating system for the analysed companies:

Buy: Sustainable upside potential of more than 10% within 12 months
Sell: Sustainable downside potential of more than 10% within 12 months.
Hold: Upside/downside potential is limited. No immediate catalyst visible.

NB: The ratings of Hauck Aufhäuser Lampe Privatbank AG are not based on a performance that is expected to be "relative" to the market.

The decision on the choice of the financial instruments analysed in this document was solely made by Hauck Aufhäuser Lampe Privatbank AG. The opinions and estimates in this research report are subject to change without notice. It is within the discretion of Hauck Aufhäuser Lampe Privatbank AG whether and when it publishes an update to this research report, but in general updates are created on a regular basis, after 6 months at the latest. A sensitivity analysis is included and published in company's initial studies.

5. Major Sources of Information

Part of the information required for this research report was made available by the issuer of the financial instrument. Furthermore, this report is based on publicly available sources (such as, for example, Bloomberg, Reuters, VWD-Trader and the relevant daily press) believed to be reliable. Hauck Aufhäuser Lampe Privatbank AG has checked the information for plausibility but not for accuracy or completeness.

6. Competent Supervisory Authority

Hauck Aufhäuser Lampe Privatbank AG are under supervision of the BaFin – German Federal Financial Supervisory Authority Bundesanstalt für Finanzdienstleistungsaufsicht), Graurheindorfer Straße 108, 53117 Bonn and Marie-Curie-Straße 24 – 28, 60439 Frankfurt a.M.

This document is distributed in the UK under the Temporary Permission Regime for EEA firms and in compliance with the applicable FCA requirements.

7. Specific Comments for Recipients Outside of Germany

This research report is subject to the law of the Federal Republic of Germany. The distribution of this information to other states in particular to the USA, Canada, Australia and Japan may be restricted or prohibited by the laws applicable within this state.

8. Miscellaneous

According to Article 4(1) No. i of the delegated regulation 2016/958 supplementing regulation 596/2014 of the European Parliament, further information regarding investment recommendations of the last 12 months are published under:

<https://www.hal-privatbank.com/en/investmentbank/investment-banking>

Disclosures for U.S. persons only

This research report is a product of HAUCK AUFHÄUSER LAMPE PRIVATBANK AG, which is the employer of the research analyst(s) who has prepared the research report. The research analyst(s) preparing the research report is/are resident outside the United States (U.S.) and are not associated persons of any U.S. regulated broker-dealer and therefore the analyst(s) is/are not subject to supervision by a U.S. broker-dealer, and is/are not required to satisfy the regulatory licensing requirements of FINRA or required to otherwise comply with U.S. rules or regulations regarding, among other things, communications with a subject company, public appearances and trading securities held by a research analyst account.

This report is intended for distribution by HAUCK AUFHÄUSER LAMPE PRIVATBANK AG, only to "Major Institutional Investors" as defined by Rule 15a-6(b)(4) of the U.S. Securities and Exchange Act, 1934 (the Exchange Act) and interpretations thereof by U.S. Securities and Exchange Commission (SEC) in reliance on Rule 15a-6(a)(2). If the recipient of this report is not a Major Institutional Investor as specified above, then it should not act upon this report and return the same to the sender. Further, this report may not be copied, duplicated and/or transmitted onward to any U.S. person, which is not the Major Institutional Investor.

In reliance on the exemption from registration provided by Rule 15a-6 of the Exchange Act and interpretations thereof by the SEC in order to conduct certain business with Major Institutional Investors, HAUCK AUFHÄUSER LAMPE PRIVATBANK AG, has entered into an agreement with a U.S. registered broker-dealer, Marco Polo Securities Inc. ("Marco Polo"). Transactions in securities discussed in this research report should be effected through Marco Polo or another U.S. registered broker dealer.

Contacts: Hauck Aufhäuser Investment Banking

HAIB Research

Hauck Aufhäuser Investment Banking
Mittelweg 16/17
20148 Hamburg
Germany

Hauck Aufhäuser Investment Banking
Goetheplatz 9-11
60313 Frankfurt am Main
Germany

Tel.: +49 (0) 40 414 3885 97
Fax: +49 (0) 40 414 3885 71
E-Mail: research@ha-ib.de
www.ha-research.de

Tim Wunderlich, CFA
Head of Transactional Research
Tel.: +49 40 414 3885 81
E-Mail: tim.wunderlich@ha-ib.de

Marie-Thérèse Grübner
Head of Research
Tel.: +49 40 450 6342 3097
E-Mail: marie-therese.gruebner@ha-ib.de

Alexander Galitsa
Analyst
Tel.: +49 40 414 3885 83
E-Mail: alexander.galitsa@ha-ib.de

Christian Glowa
Analyst
Tel.: +49 40 414 3885 95
E-Mail: christian.glowa@ha-ib.de

Christian Salis
Analyst
Tel.: +49 40 414 3885 96
E-Mail: christian.salis@ha-ib.de

Cornelis Kik
Analyst
Tel.: +49 40 450 6342 3096
E-Mail: cornelis.kik@ha-ib.de

Finn Kemper
Analyst
Tel.: +49 40 450 6342 3098
E-Mail: finn.kemper@ha-ib.de

Jorge González Sadornil
Analyst
Tel.: +49 40 414 3885 84
E-Mail: jorge.gonzalez@ha-ib.de

Simon Jouck
Analyst
Tel.: +49 40 450 6342 3093
E-Mail: simon.jouck@ha-ib.de

Simon Keller, CFA
Analyst
Tel.: +49 40 414 388 573
E-Mail: simon.keller@ha-ib.de

HAIB Sales

Alexander Lachmann
Equity Sales
Tel.: +41 43 497 30 23
E-Mail: alexander.lachmann@ha-ib.de

Carlos Becke
Equity Sales
Tel.: +44 203 84 107 97
E-Mail: carlos.becke@ha-ib.de

Carsten Kinder
Head of Equities
Tel.: +41 43 497 3024
E-Mail: carsten.kinder@ha-ib.de

Christian Bybjerg
Equity Sales
Tel.: +49 414 3885 74
E-Mail: christian.bybjerg@ha-ib.de

Florian Kurz
Equity Sales
Tel.: +49 69 84 2161 1793
E-Mail: florian.kurz@ha-ib.de

Hugues Madelin
Equity Sales
Tel.: +33 1 426 850 12
E-Mail: hugues.madelin@ha-ib.de

Imogen Voorspuy
Equity Sales
Tel.: +44 203 84 107 98
E-Mail: imogen.voorspuy@ha-ib.de

James Bonsor
Equity Sales
Tel.: +44 203 84 107 96
E-Mail: james.bonsor@ha-ib.de

Markus Scharhag
Equity Sales
Tel.: +49 89 23 93 2813
E-Mail: markus.scharhag@ha-ib.de

Vincent Bischoff
Equity Sales
Tel.: +49 40 414 38 85 88
E-Mail: vincent.bischoff@ha-ib.de

HAIB Trading

Hauck Aufhäuser Investment Banking
Privatbank AG
Mittelweg 16/17
20148 Hamburg
Germany

Tel.: +49 40 414 3885 78
Fax: +49 40 414 3885 71
E-Mail: info@hal-privatbank.com
www.hal-privatbank.com

Fin Schaffer
Trading
Tel.: +49 40 414 38 85 98
E-Mail: fin.schaffer@ha-ib.de

Nils Carstens
Trading
Tel.: +49 40 414 38 85 85
E-Mail: nils.carstens@ha-ib.de

Tom Warlich
Middle-Office
Tel.: +49 40 414 3885 78
E-Mail: tom.warlich@hal-privatbank.com