

Buy (old: Buy)

ESG Rating: A

15-May-24

Price target: EUR 62.50 (old: EUR 60.00)

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Analyst

Price: EUR 44.26 **Next result:** Q2 09.08.24
Bloomberg: EUZ GR **Market cap:** EUR 839.9 m
Reuters: EUZG.DE **Enterprise Value:** EUR 872.2 m

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Final Q1 provides a strong head start; chg. est. & PT

EUZ's final Q1 results arrived in line with prelims. Both segments delivered **strong adj. EBIT margin improvement yoy**. Sales growth was fully driven by the Medical division (+43% yoy). On the back of the sound Q1 results, the **FY adj. EBIT guidance of € 50m looks rather conservative. In detail:**

While **Isotope Products sales were down 2% yoy to € 34m**, partly due to tough comps, the **adj. EBIT was up 45% yoy** (+6.7pp margin increase to 20.6%), reflecting a reversal in the sales mix towards high-margin well-logging products. This **strength looks set persist also in Q2**, as flagged by management, before potentially normalizing in H2.

At the same time, **Medical sales grew by 44% yoy to € 35m**, driven by medical isotopes as well as radiopharma-related plant engineering services (+ € 4.2m). Even when excluding engineering services, Medical sales grew by solid 26% yoy. As a result, **adj. EBIT grew by 60% yoy to € 9.7m (27.9% margin; +2.9pp yoy)** supported by strong operating leverage helping to offset high growth investments visible in higher G&A and R&D.

While management reiterated its FY targets of € 265m sales and € 50m adj EBIT, this now looks conservative. In fact, **EBIT in Q2-Q4 may decline by 2.5% for EUZ to still meet its guidance**. In an upside scenario an adj EBIT of c. € 60m should be within reach.

Action: We raise our EBIT estimates to account for stronger sales mix in Isotope Products; changes to sales estimates reflect lower sales in Isotope Products, but higher in Medical.

Valuation continues to look attractive, especially when attributing c. € 100m to PTX which is headed for a spin off in June. The shares are trading on **14x EV/EBIT'25E** (incl. € 100m for PTX), which is undemanding considering a long-term growth runway on the back of a strongly growing radiopharma market.

BUY with a new **€ 62.50 PT** (old: € 60) based on DCF.

Y/E 31.12 (EUR m)	2020	2021	2022	2023	2024E	2025E	2026E
Sales	178.5	180.4	222.3	246.1	271.1	296.5	318.7
Sales growth	0 %	1 %	23 %	11 %	10 %	9 %	7 %
EBITDA	46.3	57.0	57.3	57.3	66.7	72.8	79.9
Adj. EBIT	0.0	0.0	43.8	46.9	55.0	58.4	63.9
Net income	24.4	34.4	29.3	26.3	34.5	36.9	40.7
Net debt	-88.6	-86.6	-60.3	-41.6	-43.4	-42.6	-76.7
Net gearing	-59.9 %	-46.2 %	-28.4 %	-18.7 %	-17.0 %	-15.1 %	-24.4 %
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	1.27	1.66	1.77	1.96
CPS	1.32	1.20	1.09	1.64	1.66	1.76	2.45
DPS	0.35	0.56	0.50	0.05	0.50	0.50	0.50
Dividend yield	0.9 %	0.6 %	1.0 %	0.1 %	1.1 %	1.1 %	1.1 %
Gross profit margin	48.5 %	50.5 %	48.0 %	47.3 %	50.2 %	48.4 %	48.1 %
EBITDA margin	26.0 %	31.6 %	25.8 %	23.3 %	24.6 %	24.5 %	25.1 %
Adj. EBIT margin	0.0 %	0.0 %	19.7 %	19.0 %	20.3 %	19.7 %	20.1 %
ROCE	23.7 %	26.1 %	19.0 %	15.6 %	16.5 %	16.1 %	17.0 %
EV/sales	4.5	10.5	4.7	3.7	3.5	3.2	2.9
EV/EBITDA	17.4	33.1	18.3	15.7	14.3	13.1	11.5
EV/adj. EBIT	n/a	n/a	24.0	19.2	17.3	16.3	14.4
PER	33.6	55.1	35.3	32.9	26.7	25.0	22.6
Adjusted FCF yield	3.4 %	2.0 %	3.2 %	4.0 %	4.5 %	4.9 %	5.7 %

Source: Company data, Hauck Aufhäuser Investment Banking Close price as of: 14.05.2024



Source: Company data, HAIB

High/low 52 weeks:	49.16 / 29.14
Price/Book Ratio:	3.3
Relative performance (SDAX):	
3 months	-13.3 %
6 months	-15.8 %
12 months	-27.1 %

Changes in estimates

		Sales	EBIT	EPS
2024	old:	267.9	48.2	1.50
	Δ	1.2%	10.0%	10.8%
2025	old:	294.5	53.3	1.67
	Δ	0.7%	5.9%	6.4%
2026	old:	316.7	59.7	1.88
	Δ	0.6%	3.7%	4.0%

Key share data:

Number of shares: (in m pcs)	20.8
Authorised capital: (in € m)	0.6
Book value per share: (in €)	12.3
Ø trading volume: (12 months)	20,453

Major shareholders:

Free Float	67.8 %
Founder	32.2 %
Eckert & Ziegler AG	0.1 %

Company description:

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

Company guidance 2024E:

Sales: € 265m; adj EBIT: € 50m

Company in a Nutshell

Eckert & Ziegler is a leading supplier of isotopes technology into a wide range of industrial applications and, increasingly, to pharmaceutical companies that develop and manufacture targeted radiation therapies. This market is projected to grow from c. \$ 7bn to \$ 39bn by 2032E, strongly driven by Lu-177- and Ac-225-based therapies as well as Ga-68-based diagnostics. All of these hard-to-get isotopes fall under EUZ's expertise. In order to capitalize on these outstanding growth prospects, EUZ is executing a major CAPEX program, which should start to increasingly contribute higher sales and earnings

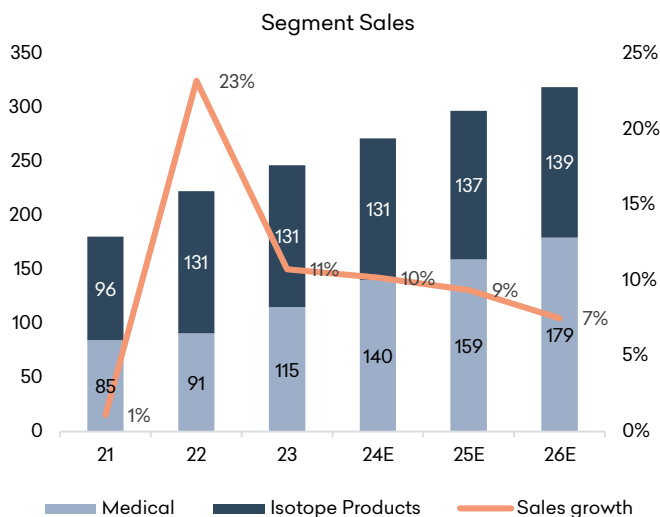
Upcoming Catalysts

- Market launch of Lilly/POINT's prostate cancer drug in 2025E where EUZ is a supplier of Lu-177
- Potential FY'24 guidance hike
- Continuous onboarding of new customers for supply of medical isotopes and CMO services

Investment Case

- A well-established player in multiples attractive niches for the industrial application of isotopes, which is increasingly benefiting from a rapidly growing market for targeted radiopharmaceuticals.
- As a highly experienced supplier of isotope technology, EUZ's portfolio comprises the most sought-after medical isotopes (e.g. Ga-68, Y-90, Lu-177, Ac-225).
- Based on numerous drug launches over the next 5+ years, the market for targeted radiopharmaceuticals is seen to grow from \$ 7bn to \$ 39bn by 2032. In order to capitalize on this, EUZ has been strongly investing into the development and expansion of manufacturing and CMO capacities.
- The valuation of 16x EV/EBIT'24E does not adequately account for the substantial long-term growth runway in the high-margin radiopharma vertical. Adjusted for € 100-150m of PTX's spin-off value, EV/EBIT'24E stands at just 16x and 14x EV/EBIT'25 respectively. Buy with a € 62.5 PT based on DCF.

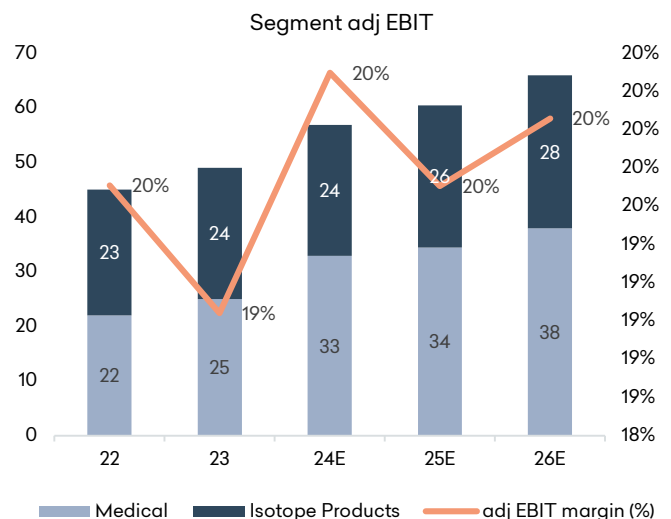
Key Performance Indicators



Source: Company data, Hauck Aufhäuser Investment Banking

Cash flow summary	2022	2023	2024E	2025E	2026E
Operating cash flow	34.3	47.4	46.8	50.6	65.4
Capex	27.1	26.3	40.0	37.0	17.0
FCF	7.2	21.1	6.8	13.6	48.4
FCF per share	0.3	1.0	0.3	0.7	2.3
FCF yield	3.2%	4.0%	4.9%	5.4%	6.3%
Net Debt/EBITDA	0.0	0.0	0.0	0.0	0.0

Source: Company data, Hauck Aufhäuser Investment Banking



Source: Company data, Hauck Aufhäuser Investment Banking

Key ratios summary	2022	2023	2024E	2025E	2026E
EPS growth	-15.6%	-10.3%	30.8%	6.9%	10.5%
Capital Turnover	0.8	0.8	0.8	0.8	0.9
Avg. working capital / sales	27.9%	29.8%	27.7%	26.3%	22.5%
Cash conversion cycle (days)	158.8	160.7	176.3	163.9	137.8
FCF / Net profit	24.7%	80.3%	19.8%	36.9%	119.0%
Interest cover	26.4	14.4	17.1	18.2	20.0

Source: Company data, Hauck Aufhäuser Investment Banking

Financials

Profit and loss (EUR m)	2020	2021	2022	2023	2024E	2025E	2026E
Sales	178.5	180.4	222.3	246.1	271.1	296.5	318.7
Sales growth	0.0 %	1.1 %	23.2 %	10.7 %	10.2 %	9.4 %	7.5 %
Cost of sales	89.6	89.4	115.5	129.7	135.0	153.0	165.5
Gross profit	86.5	91.1	106.8	116.3	136.1	143.5	153.2
Sales and marketing	21.7	22.6	22.9	24.5	27.8	29.7	31.7
General and administration	28.1	31.5	35.4	39.3	46.5	48.0	49.9
Research and development	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other operating income	5.8	17.7	9.2	1.4	2.1	2.1	2.1
Other operating expenses	7.2	7.3	10.8	8.5	8.9	9.4	9.8
Unusual or infrequent items	0.0	0.0	0.0	-1.5	-2.0	-2.0	-2.0
EBITDA	46.3	57.0	57.3	57.3	66.7	72.8	79.9
Depreciation	11.1	9.6	9.3	12.2	12.5	15.1	16.8
EBITA	35.2	47.4	48.0	45.2	54.2	57.6	63.1
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	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	46.8	45.5	53.0	56.4	61.9
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	45.3	42.3	49.9	53.3	58.8
Extraordinary income/loss	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Earnings before taxes	34.3	46.4	45.3	42.3	49.9	53.3	58.8
Taxes	9.6	11.7	13.9	11.8	15.0	16.0	17.6
Net income from continuing operations	24.7	34.7	31.4	30.5	34.9	37.3	41.2
Result from discontinued operations (net of tax)	0.0	0.0	-1.6	-3.7	0.0	0.0	0.0
Net income	24.7	34.7	29.8	26.8	34.9	37.3	41.2
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	26.3	34.5	36.9	40.7
Average number of shares	20.6	20.6	20.8	20.8	20.8	20.8	20.8
EPS reported	1.19	1.67	1.41	1.27	1.66	1.77	1.96

Profit and loss (common size)	2020	2021	2022	2023	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 %	52.7 %	49.8 %	51.6 %	51.9 %
Gross profit	48.5 %	50.5 %	48.0 %	47.3 %	50.2 %	48.4 %	48.1 %
Sales and marketing	12.2 %	12.5 %	10.3 %	10.0 %	10.2 %	10.0 %	9.9 %
General and administration	15.7 %	17.4 %	15.9 %	16.0 %	17.2 %	16.2 %	15.7 %
Research and development	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Other operating income	3.2 %	9.8 %	4.1 %	0.6 %	0.8 %	0.7 %	0.7 %
Other operating expenses	4.1 %	4.0 %	4.9 %	3.5 %	3.3 %	3.2 %	3.1 %
Unusual or infrequent items	0.0 %	0.0 %	0.0 %	neg.	neg.	neg.	neg.
EBITDA	26.0 %	31.6 %	25.8 %	23.3 %	24.6 %	24.5 %	25.1 %
Depreciation	6.2 %	5.3 %	4.2 %	4.9 %	4.6 %	5.1 %	5.3 %
EBITA	19.7 %	26.3 %	21.6 %	18.4 %	20.0 %	19.4 %	19.8 %
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 %	0.5 %	0.5 %	0.4 %	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 %	21.1 %	18.5 %	19.6 %	19.0 %	19.4 %
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 %	1.1 %	1.0 %	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 %	20.4 %	17.2 %	18.4 %	18.0 %	18.5 %
Extraordinary income/loss	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Earnings before taxes	19.2 %	25.7 %	20.4 %	17.2 %	18.4 %	18.0 %	18.5 %
Tax rate	28.1 %	25.3 %	30.7 %	27.9 %	30.0 %	30.0 %	30.0 %
Net income from continuing operations	13.8 %	19.2 %	14.1 %	12.4 %	12.9 %	12.6 %	12.9 %
Result from discontinued operations (net of tax)	0.0 %	0.0 %	-0.7 %	-1.5 %	0.0 %	0.0 %	0.0 %
Net income	13.8 %	19.2 %	13.4 %	10.9 %	12.9 %	12.6 %	12.9 %
Minority interest	0.1 %	0.1 %	0.2 %	0.2 %	0.2 %	0.2 %	0.1 %
Net profit (reported)	13.7 %	19.1 %	13.2 %	10.7 %	12.7 %	12.4 %	12.8 %

Source: Company data, Hauck Aufhäuser Investment Banking

Balance sheet (EUR m)	2020	2021	2022	2023	2024E	2025E	2026E
Intangible assets	41.4	61.4	97.0	48.8	49.6	50.4	51.2
Property, plant and equipment	38.0	61.9	111.6	111.8	141.4	165.2	167.4
Financial assets	8.0	16.4	15.9	33.5	33.5	33.5	33.5
FIXED ASSETS	87.4	139.7	224.5	194.1	224.4	249.1	252.1
Inventories	33.6	37.4	39.3	39.9	49.3	51.1	53.1
Accounts receivable	28.2	31.9	37.2	43.7	48.3	52.0	55.0
Other current assets	42.3	34.0	15.2	82.0	82.0	82.0	82.0
Liquid assets	88.6	93.7	82.7	68.0	69.8	69.0	103.1
Deferred taxes	11.9	11.2	8.6	11.7	11.7	11.7	11.7
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	182.9	245.3	261.0	265.8	304.8
TOTAL ASSETS	292.0	347.7	407.5	439.4	485.4	514.8	556.9
SHAREHOLDERS EQUITY	147.8	187.4	212.1	222.2	256.1	283.0	313.8
MINORITY INTEREST	1.1	5.1	1.6	1.9	1.9	1.9	1.9
Long-term debt	0.0	0.0	22.4	20.0	20.0	20.0	20.0
Provisions for pensions and similar obligations	14.4	13.0	10.3	11.0	11.0	11.0	11.0
Other provisions	70.5	92.5	108.6	106.1	106.1	106.1	106.1
Non-current liabilities	84.9	105.5	141.3	137.1	137.1	137.1	137.1
short-term liabilities to banks	0.0	7.1	0.0	6.4	6.4	6.4	6.4
Accounts payable	5.0	5.6	8.3	5.9	8.1	9.2	19.2
Advance payments received on orders	8.6	11.6	6.2	4.5	14.4	15.8	17.1
Other liabilities (incl. from lease and rental contracts)	42.3	23.1	33.0	60.1	60.1	60.1	60.1
Deferred taxes	2.2	2.2	5.1	1.3	1.3	1.3	1.3
Deferred income	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Current liabilities	58.2	49.7	52.5	78.1	90.3	92.8	104.0
TOTAL LIABILITIES AND SHAREHOLDERS EQUITY	292.0	347.7	407.5	439.4	485.4	514.8	556.9

Balance sheet (common size)	2020	2021	2022	2023	2024E	2025E	2026E
Intangible assets	14.2 %	17.7 %	23.8 %	11.1 %	10.2 %	9.8 %	9.2 %
Property, plant and equipment	13.0 %	17.8 %	27.4 %	25.5 %	29.1 %	32.1 %	30.1 %
Financial assets	2.7 %	4.7 %	3.9 %	7.6 %	6.9 %	6.5 %	6.0 %
FIXED ASSETS	29.9 %	40.2 %	55.1 %	44.2 %	46.2 %	48.4 %	45.3 %
Inventories	11.5 %	10.7 %	9.6 %	9.1 %	10.2 %	9.9 %	9.5 %
Accounts receivable	9.7 %	9.2 %	9.1 %	10.0 %	9.9 %	10.1 %	9.9 %
Other current assets	14.5 %	9.8 %	3.7 %	18.7 %	16.9 %	15.9 %	14.7 %
Liquid assets	30.3 %	26.9 %	20.3 %	15.5 %	14.4 %	13.4 %	18.5 %
Deferred taxes	4.1 %	3.2 %	2.1 %	2.7 %	2.4 %	2.3 %	2.1 %
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 %	44.9 %	55.8 %	53.8 %	51.6 %	54.7 %
TOTAL ASSETS	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %
SHAREHOLDERS EQUITY	50.6 %	53.9 %	52.0 %	50.6 %	52.8 %	55.0 %	56.3 %
MINORITY INTEREST	0.4 %	1.5 %	0.4 %	0.4 %	0.4 %	0.4 %	0.3 %
Long-term debt	0.0 %	0.0 %	5.5 %	4.6 %	4.1 %	3.9 %	3.6 %
Provisions for pensions and similar obligations	4.9 %	3.8 %	2.5 %	2.5 %	2.3 %	2.1 %	2.0 %
Other provisions	24.1 %	26.6 %	26.7 %	24.2 %	21.9 %	20.6 %	19.1 %
Non-current liabilities	29.1 %	30.4 %	34.7 %	31.2 %	28.3 %	26.6 %	24.6 %
short-term liabilities to banks	0.0 %	2.0 %	0.0 %	1.4 %	1.3 %	1.2 %	1.1 %
Accounts payable	1.7 %	1.6 %	2.0 %	1.3 %	1.7 %	1.8 %	3.4 %
Advance payments received on orders	3.0 %	3.3 %	1.5 %	1.0 %	3.0 %	3.1 %	3.1 %
Other liabilities (incl. from lease and rental contracts)	14.5 %	6.7 %	8.1 %	13.7 %	12.4 %	11.7 %	10.8 %
Deferred taxes	0.8 %	0.6 %	1.2 %	0.3 %	0.3 %	0.3 %	0.2 %
Deferred income	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Current liabilities	19.9 %	14.3 %	12.9 %	17.8 %	18.6 %	18.0 %	18.7 %
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	2023	2024E	2025E	2026E
Net profit/loss	24.7	34.7	29.8	26.3	34.9	37.3	41.2
Depreciation of fixed assets (incl. leases)	11.1	9.6	10.5	12.2	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	-0.7	-30.7	17.4	9.9	1.4	1.3
Cash flow from operations before changes in w/c	40.0	43.6	10.8	57.1	58.5	55.1	60.5
Increase/decrease in inventory	-2.4	-6.0	-14.3	-0.7	-9.4	-1.8	-2.0
Increase/decrease in accounts receivable	0.1	-3.9	-5.3	-6.5	-4.6	-3.7	-3.0
Increase/decrease in accounts payable	0.5	0.6	2.8	-2.5	2.3	1.1	10.0
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	-9.7	-11.7	-4.4	5.0
Cash flow from operating activities	38.3	34.3	34.3	47.4	46.8	50.6	65.4
CAPEX	8.9	28.9	27.1	26.3	40.0	37.0	17.0
Payments for acquisitions	0.0	8.3	10.8	4.7	0.0	0.0	0.0
Financial investments	5.4	0.0	2.2	0.0	0.0	0.0	0.0
Income from asset disposals	0.9	13.5	-1.0	-11.8	0.0	0.0	0.0
Cash flow from investing activities	-13.3	-23.6	-41.0	-42.7	-40.0	-37.0	-17.0
Cash flow before financing	25.0	10.7	-6.7	4.7	6.8	13.6	48.4
Increase/decrease in debt position	-3.0	7.1	24.2	17.2	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	10.4	1.0	10.4	10.4
Others	-1.2	-3.8	-19.5	-25.8	-4.0	-4.0	-4.0
Effects of exchange rate changes on cash	-1.9	2.0	1.5	-0.4	0.0	0.0	0.0
Cash flow from financing activities	-13.0	-6.1	-5.7	-19.0	-5.0	-14.4	-14.4
Increase/decrease in liquid assets	10.1	6.6	-10.9	-14.7	1.8	-0.8	34.0
Liquid assets at end of period	89.0	95.6	82.7	68.0	69.8	69.0	103.1

Quarterly results (EUR m)	Q2 2022	Q3 2022	Q4 2022	Q1 2023	Q2 2023	Q3 2023	Q4 2023	Q1 2024	Q2 2024E	FY 2024E
Sales	57.4	58.4	57.1	57.9	60.0	65.9	57.1	67.6	65.0	271.1
Sales growth	27 %	41 %	15 %	16 %	5 %	13 %	0 %	17 %	8 %	10 %
Gross profit	29.2	29.3	22.3	27.4	29.9	32.5	28.0	34.9	31.7	136.1
Gross profit margin	50.9 %	50.3 %	39.2 %	47.3 %	49.9 %	49.3 %	49.0 %	51.6 %	48.8 %	50.2 %
Adj. EBIT	n/a	n/a	n/a	n/a	n/a	n/a	n/a	15.0	12.0	55.0
Adj. EBIT margin	n/a	n/a	n/a	n/a	n/a	n/a	n/a	22.2 %	18.4 %	20.3 %

Source: Company data, Hauck Aufhäuser Investment Banking

Key ratios (EUR m)	2020	2021	2022	2023	2024E	2025E	2026E
P&L growth analysis							
Sales growth	0.0 %	1.1 %	23.2 %	10.7 %	10.2 %	9.4 %	7.5 %
EBITDA growth	7.4 %	23.2 %	0.5 %	0.0 %	16.3 %	9.1 %	9.9 %
EBIT growth	9.9 %	34.6 %	-1.3 %	-3.0 %	16.7 %	6.4 %	9.8 %
EPS growth	13.0 %	40.9 %	-15.6 %	-10.3 %	30.8 %	6.9 %	10.5 %
Efficiency							
Total operating costs / sales	28.7 %	24.2 %	27.0 %	28.8 %	29.9 %	28.7 %	28.0 %
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 %	25.6 %	27.5 %	27.3 %	25.8 %	23.5 %
Inventory turnover (sales/inventory)	5.3	4.8	5.7	6.2	5.5	5.8	6.0
Trade debtors in days of sales	57.7	64.5	61.0	64.8	65.0	64.0	63.0
A/P turnover [(A/P*365)/sales]	20.4	22.8	26.4	16.5	22.0	22.0	22.0
Cash conversion cycle (days)	174.0	194.3	158.8	160.7	176.3	163.9	137.8
Cash flow analysis							
Free cash flow	29.4	5.4	7.2	21.1	6.8	13.6	48.4
Free cash flow/sales	16.5 %	3.0 %	3.3 %	8.6 %	2.5 %	4.6 %	15.2 %
FCF / net profit	120.5 %	15.8 %	24.7 %	80.3 %	19.8 %	36.9 %	119.0 %
Capex / deprn	128.8 %	300.7 %	250.3 %	196.5 %	292.7 %	226.5 %	94.4 %
Capex / maintenance capex	80.4 %	300.7 %	231.6 %	196.5 %	309.0 %	252.1 %	104.2 %
Capex / sales	8.0 %	16.0 %	13.2 %	10.7 %	14.8 %	12.5 %	5.3 %
Security							
Net debt	-88.6	-86.6	-60.3	-41.6	-43.4	-42.6	-76.7
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	26.4	14.4	17.1	18.2	20.0
Dividend payout ratio	29.1 %	33.3 %	35.4 %	3.9 %	30.2 %	28.2 %	25.6 %
Asset utilisation							
Capital employed turnover	1.2	0.8	0.8	0.8	0.8	0.8	0.9
Operating assets turnover	2.1	1.6	1.3	1.3	1.3	1.2	1.3
Plant turnover	4.7	2.9	2.0	2.2	1.9	1.8	1.9
Inventory turnover (sales/inventory)	5.3	4.8	5.7	6.2	5.5	5.8	6.0
Returns							
ROCE	23.7 %	26.1 %	19.0 %	15.6 %	16.5 %	16.1 %	17.0 %
ROE	16.5 %	18.4 %	13.8 %	11.8 %	13.5 %	13.0 %	13.0 %
Other							
Interest paid / avg. debt	19883.3	33.7 %	12.0 %	12.9 %	11.7 %	11.7 %	11.7 %
No. employees (average)	0	0	0	0	0	0	0
Number of shares	20.6	20.6	20.8	20.8	20.8	20.8	20.8
DPS	0.3	0.6	0.5	0.1	0.5	0.5	0.5
EPS reported	1.19	1.67	1.41	1.27	1.66	1.77	1.96
Valuation ratios							
P/BV	5.6	10.1	4.9	3.9	3.3	3.0	2.7
EV/sales	4.5	10.5	4.7	3.7	3.2	2.9	2.6
EV/EBITDA	17.4	33.1	18.3	15.7	13.1	12.0	10.5
EV/EBITA	22.9	39.8	21.9	19.9	16.1	15.2	13.3
EV/EBIT	22.9	39.8	22.4	19.8	16.4	15.5	13.5
EV/FCF	27.4	346.8	144.9	42.6	127.8	64.2	17.3
Adjusted FCF yield	3.4 %	2.0 %	3.2 %	4.0 %	4.9 %	5.4 %	6.3 %
Dividend yield	0.9 %	0.6 %	1.0 %	0.1 %	1.2 %	1.2 %	1.2 %

Source: Company data, Hauck Aufhäuser Investment Banking

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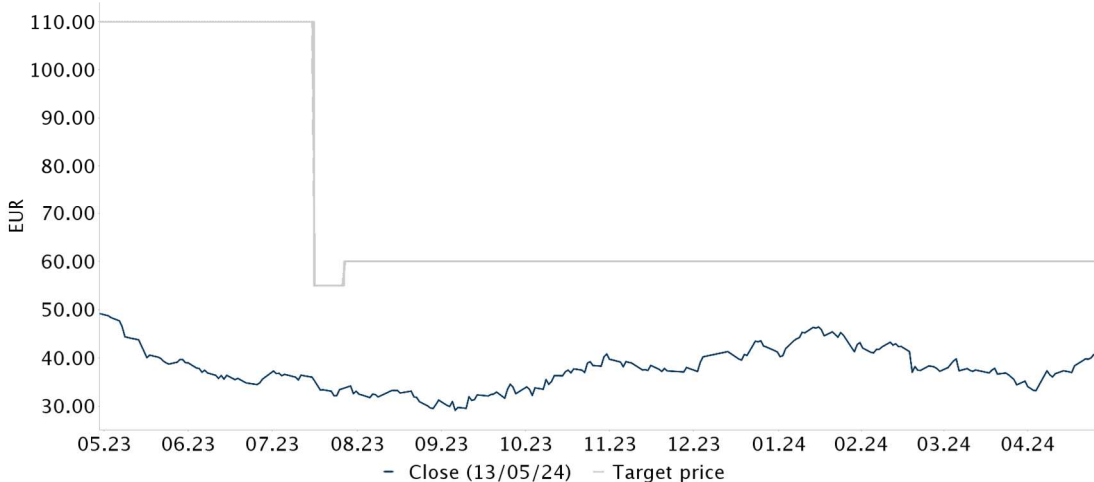
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Company	Disclosure
Eckert & Ziegler SE	2

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

Price and Rating History
Eckert & Ziegler SE as of 14/05/24

Initiation coverage
08-April-10



Company	Date	Analyst	Rating	Target price	Close
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Eckert & Ziegler SE	24.04.2024	Galitsa, Alexander	Buy	EUR 60.00	EUR 36.50
	25.03.2024	Galitsa, Alexander	Buy	EUR 60.00	EUR 37.78
	06.03.2024	Galitsa, Alexander	Buy	EUR 60.00	EUR 38.20
	11.01.2024	Galitsa, Alexander	Buy	EUR 60.00	EUR 42.44
	03.01.2024	Galitsa, Alexander	Buy	EUR 60.00	EUR 39.54
	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	Galitsa, Alexander	Buy	EUR 60.00	EUR 33.46
	29.08.2023	Galitsa, Alexander	Buy	EUR 60.00	EUR 33.24
	15.08.2023	Galitsa, Alexander	Buy	EUR 60.00	EUR 32.58

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Sell	4.21 %	0.00 %
Hold	23.16 %	16.67 %

Date of publication creation: 15/05/2024 06:51 AM

Date of publication dissemination: 15/05/2024 08:15 AM

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