

**Buy** (old: Buy)

**Price target: EUR 60.00** (old: EUR 60.00)

**Price:** EUR 31.64      **Next result:** Q4 14.11.23  
**Bloomberg:** EUZ GR      **Market cap:** EUR 681.3 m  
**Reuters:** EUZG.DE      **Enterprise Value:** EUR 649.7 m

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**Alexander Galitsa**  
Analyst

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

### Further favorable spotlight on targeted radiotherapy space

The recently signed **agreement with POINT Biopharma for the supply of Lu-177 positions EUZ as an important supplier of this mission-critical isotope**. Indeed, POINT is amongst the leaders in the field of targeted radiation therapy with a mature and rapidly expanding pipeline of Lu-177- and Ac-225-based compounds (*next page*).

The agreement with POINT comprises clinical and commercial supply, **spanning over 10 years with total estimated sales exceeding € 100m**. With that, EUZ is among POINT's three contracted Lu-177 suppliers, including ITM (Germany) and Isotopia (Israel). First minor clinical supply revenues are expected in 2023E with a significant potential over the mid- to long-term as POINT obtains regulatory approvals for its drug candidates. The lead Ph3 compounds targeting – just like Novartis' Pluvicto – prostate cancer reads out in Q4'23 with a potential approval by late 2024E/early 2025E. Earlier in April 2023, **EUZ also signed a supply agreement with POINT for Ac-225**, which is seen as the "isotope of choice" for the next generation of targeted radiotherapies.

Shortly after the announced Lu-177 supply agreement, **Lilly announced the acquisition of POINT for c. \$ 1.4bn**. This not only underscores the high quality of POINT's clinical assets, but also puts a **favorable spotlight on the entire class of targeted radiotherapies as an emerging cancer treatment modality**.

All of the above, represents a **highly positive newsflow for EUZ**. First, it continues to position itself amongst the leading suppliers of mission-critical medical isotopes. Second, POINT's takeover bodes well for EUZ's own clinical pipeline of CXCR-4-directed targeted radiopharmaceuticals, which should be of a high interest for big pharma.

Despite substantially improving growth backdrop on the back of increasing participation of big pharma in the targeted radiotherapy market and improving prospects for clinical assets, the **shares continue to trade at a discounted valuation**. At 13.7x and 12.4x operating profit '23E and '24E respectively, neither growth opportunities with medical isotopes nor the value potential of clinical assets seem to be adequately priced in.

This offers an opportunity to own a **system-critical supplier to the rapidly developing radiopharmaceutical space at a bargain valuation** with an added value optionality on the back of its clinical assets, which should have gained on attractiveness following the POINT takeover, in our view. Confirm **BUY** with a DCF-based **PT of € 60**. - *cont.* -

Y/E 31.12 (EUR m)	2020	2021	2022	2023E	2024E	2025E	2026E
Sales	176.1	180.4	222.3	241.0	261.2	286.5	311.7
Sales growth	-1 %	2 %	23 %	8 %	8 %	10 %	9 %
EBITDA	44.8	57.0	55.0	51.6	53.8	64.3	73.3
EBIT	33.7	47.4	44.5	38.9	40.2	49.7	57.7
Net income	22.9	34.4	29.3	23.8	25.5	32.1	37.7
Net debt	-88.6	-86.6	-60.3	-41.9	-32.2	-50.8	-70.7
Net gearing	-59.9 %	-46.2 %	-28.4 %	-19.0 %	-13.8 %	-21.2 %	-26.6 %
Net Debt/EBITDA	0.0	0.0	0.0	0.0	0.0	0.0	0.0
EPS pro forma	1.04	1.67	1.41	1.15	1.23	1.55	1.82
CPS	1.28	1.20	1.19	0.90	1.32	1.63	1.71
DPS	0.35	0.56	0.50	0.50	0.50	0.52	0.61
Dividend yield	1.0 %	1.7 %	1.5 %	1.5 %	1.5 %	1.6 %	1.9 %
Gross profit margin	49.1 %	50.5 %	48.0 %	48.9 %	48.8 %	48.9 %	49.2 %
EBITDA margin	25.4 %	31.6 %	24.8 %	21.4 %	20.6 %	22.5 %	23.5 %
EBIT margin	19.1 %	26.3 %	20.0 %	16.1 %	15.4 %	17.3 %	18.5 %
ROCE	22.9 %	26.0 %	16.5 %	19.1 %	19.7 %	21.5 %	22.0 %
EV/sales	4.2	10.1	2.7	2.6	2.4	2.1	1.9
EV/EBITDA	16.7	32.0	11.0	12.1	11.8	9.5	8.1
EV/EBIT	22.2	38.5	13.6	16.0	15.8	12.4	10.3
PER	34.9	52.7	19.9	27.5	25.7	20.4	17.4
Adjusted FCF yield	3.3 %	2.0 %	5.3 %	5.6 %	6.2 %	7.6 %	9.0 %

Source: Company data, Hauck Aufhäuser Investment Banking Close price as of: 09.10.2023

Please refer to important disclosures at the end of the report



Source: Company data, Hauck Aufhäuser Investment Banking

**High/low 52 weeks:** 58.65 / 29.14

**Price/Book Ratio:** 3.1

**Relative performance (SDAX):**

3 months -2.3 %  
6 months -22.7 %  
12 months -30.0 %

### Changes in estimates

		Sales	EBIT	EPS
2023	old:	241.0	38.7	1.18
	Δ	-	-	-
2024	old:	261.2	40.4	1.24
	Δ	-	-	-
2025	old:	286.5	50.2	1.57
	Δ	-	-	-

### Key share data:

Number of shares: (in m pcs) 20.7  
 Authorised capital: (in € m) 0.6  
 Book value per share: (in €) 10.7  
 Ø trading volume: (12 months) 20,453

### Major shareholders:

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

### Company description:

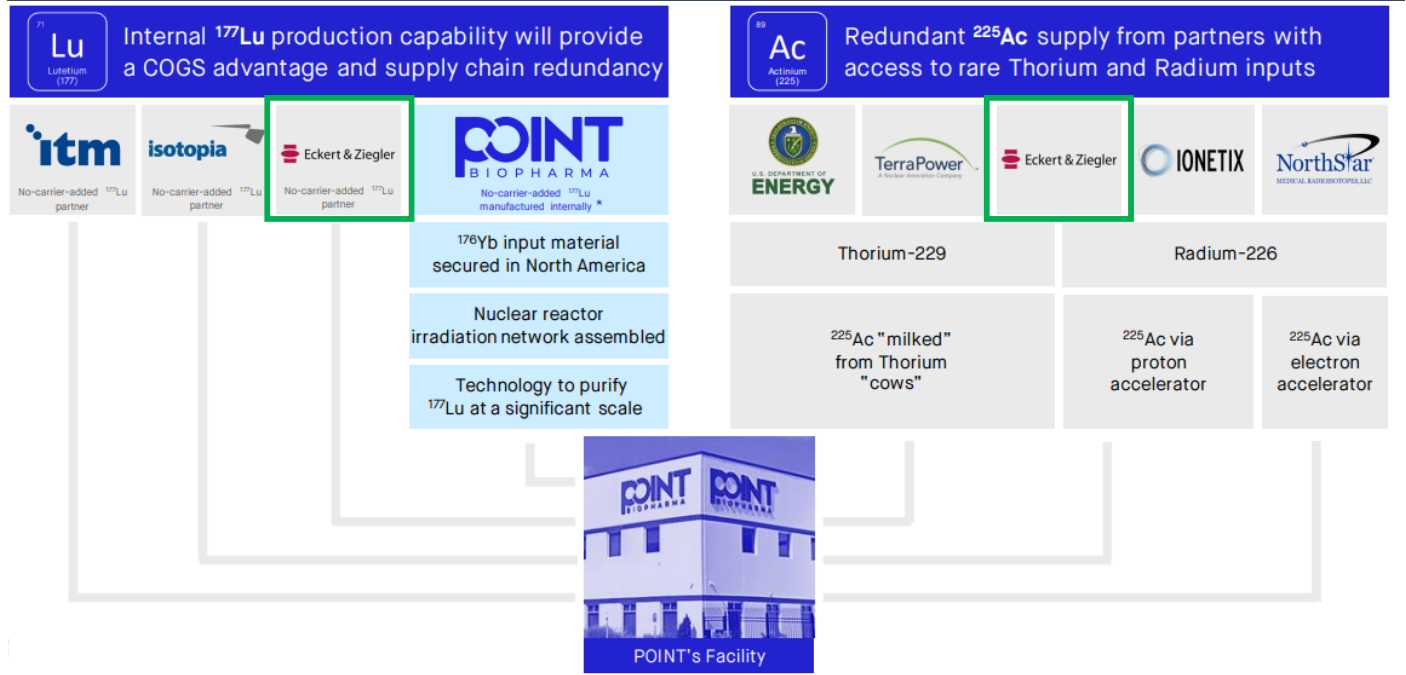
A full-service provider for radiopharmaceuticals and isotope technology for industrial applications

## POINT Biopharma development pipeline

Program	Target	Clinical Candidate	Discovery	Preclinical	Phase 1	Phase 2	Phase 3	Commercial Rights
PNT2002	PSMA	<sup>177</sup> Lu-PNT2002	Metastatic Castration-Resistant Prostate Cancer, Pre-Chemo <sup>1</sup>					LANTHEUS*
PNT2003	SSTR	<sup>177</sup> Lu-DOTATATE	Neuroendocrine Tumors (NETs) <sup>2</sup>					LANTHEUS*
PNT2004	FAP-α	<sup>177</sup> Lu-PNT6555	Solid Tumors Expressing FAP <sup>3</sup>					POINT BIOPHARMA
PNT2004	FAP-α	<sup>225</sup> Ac-PNT6555	Solid Tumors Expressing FAP					POINT BIOPHARMA
PNT2001	PSMA	<sup>225</sup> Ac-PSMA-62	Prostate Cancer					POINT BIOPHARMA

Source: POINT Biopharma; HAIB

## EUZ entrusted by a market leader in the targeted radiotherapy space



Source: POINT Biopharma; HAIB

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## Financials

Profit and loss (EUR m)	2020	2021	2022	2023E	2024E	2025E	2026E
<b>Sales</b>	<b>176.1</b>	<b>180.4</b>	<b>222.3</b>	<b>241.0</b>	<b>261.2</b>	<b>286.5</b>	<b>311.7</b>
Sales growth	-1.3 %	2.4 %	23.2 %	8.4 %	8.4 %	9.7 %	8.8 %
Cost of sales	89.6	89.4	115.5	123.1	133.7	146.4	158.2
<b>Gross profit</b>	<b>86.5</b>	<b>91.1</b>	<b>106.8</b>	<b>117.9</b>	<b>127.5</b>	<b>140.1</b>	<b>153.5</b>
Sales and marketing	21.7	22.6	23.1	26.1	28.0	30.1	32.3
General and administration	28.1	31.5	36.0	40.2	42.6	45.1	47.8
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	14.8	18.8	17.3	17.7
Unusual or infrequent items	-1.6	0.0	0.0	0.0	0.0	0.0	0.0
<b>EBITDA</b>	<b>44.8</b>	<b>57.0</b>	<b>55.0</b>	<b>51.6</b>	<b>53.8</b>	<b>64.3</b>	<b>73.3</b>
Depreciation	11.1	9.6	10.5	12.7	13.7	14.7	15.7
<b>EBITA</b>	<b>33.7</b>	<b>47.4</b>	<b>44.5</b>	<b>38.9</b>	<b>40.2</b>	<b>49.7</b>	<b>57.7</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>33.7</b>	<b>47.4</b>	<b>44.5</b>	<b>38.9</b>	<b>40.2</b>	<b>49.7</b>	<b>57.7</b>
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
<b>Recurring pretax income from continuing operations</b>	<b>32.7</b>	<b>46.4</b>	<b>43.0</b>	<b>35.8</b>	<b>37.1</b>	<b>46.6</b>	<b>54.6</b>
Extraordinary income/loss	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>Earnings before taxes</b>	<b>32.7</b>	<b>46.4</b>	<b>43.0</b>	<b>35.8</b>	<b>37.1</b>	<b>46.6</b>	<b>54.6</b>
Taxes	9.6	11.7	13.3	11.4	11.1	14.0	16.4
<b>Net income from continuing operations</b>	<b>23.1</b>	<b>34.7</b>	<b>29.7</b>	<b>24.3</b>	<b>26.0</b>	<b>32.6</b>	<b>38.2</b>
Result from discontinued operations (net of tax)	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>Net income</b>	<b>23.1</b>	<b>34.7</b>	<b>29.7</b>	<b>24.3</b>	<b>26.0</b>	<b>32.6</b>	<b>38.2</b>
Minority interest	0.2	0.2	0.5	0.5	0.5	0.5	0.5
<b>Net profit (reported)</b>	<b>22.9</b>	<b>34.4</b>	<b>29.3</b>	<b>23.8</b>	<b>25.5</b>	<b>32.1</b>	<b>37.7</b>
Average number of shares	20.6	20.6	20.7	20.7	20.7	20.7	20.7
<b>EPS reported</b>	<b>1.11</b>	<b>1.67</b>	<b>1.41</b>	<b>1.15</b>	<b>1.23</b>	<b>1.55</b>	<b>1.82</b>

Profit and loss (common size)	2020	2021	2022	2023E	2024E	2025E	2026E
<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	50.9 %	49.5 %	52.0 %	51.1 %	51.2 %	51.1 %	50.8 %
<b>Gross profit</b>	<b>49.1 %</b>	<b>50.5 %</b>	<b>48.0 %</b>	<b>48.9 %</b>	<b>48.8 %</b>	<b>48.9 %</b>	<b>49.2 %</b>
Sales and marketing	12.3 %	12.5 %	10.4 %	10.8 %	10.7 %	10.5 %	10.4 %
General and administration	15.9 %	17.4 %	16.2 %	16.7 %	16.3 %	15.8 %	15.4 %
Research and development	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Other operating income	3.3 %	9.8 %	3.2 %	0.9 %	0.8 %	0.7 %	0.7 %
Other operating expenses	4.1 %	4.0 %	4.7 %	6.1 %	7.2 %	6.0 %	5.7 %
Unusual or infrequent items	neg.	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
<b>EBITDA</b>	<b>25.4 %</b>	<b>31.6 %</b>	<b>24.8 %</b>	<b>21.4 %</b>	<b>20.6 %</b>	<b>22.5 %</b>	<b>23.5 %</b>
Depreciation	6.3 %	5.3 %	4.7 %	5.3 %	5.2 %	5.1 %	5.0 %
<b>EBITA</b>	<b>19.1 %</b>	<b>26.3 %</b>	<b>20.0 %</b>	<b>16.1 %</b>	<b>15.4 %</b>	<b>17.3 %</b>	<b>18.5 %</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>19.1 %</b>	<b>26.3 %</b>	<b>20.0 %</b>	<b>16.1 %</b>	<b>15.4 %</b>	<b>17.3 %</b>	<b>18.5 %</b>
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.
<b>Recurring pretax income from continuing operations</b>	<b>18.6 %</b>	<b>25.7 %</b>	<b>19.3 %</b>	<b>14.8 %</b>	<b>14.2 %</b>	<b>16.3 %</b>	<b>17.5 %</b>
Extraordinary income/loss	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
<b>Earnings before taxes</b>	<b>18.6 %</b>	<b>25.7 %</b>	<b>19.3 %</b>	<b>14.8 %</b>	<b>14.2 %</b>	<b>16.3 %</b>	<b>17.5 %</b>
Tax rate	29.4 %	25.3 %	30.8 %	32.0 %	30.0 %	30.0 %	30.0 %
<b>Net income from continuing operations</b>	<b>13.1 %</b>	<b>19.2 %</b>	<b>13.4 %</b>	<b>10.1 %</b>	<b>9.9 %</b>	<b>11.4 %</b>	<b>12.3 %</b>
Result from discontinued operations (net of tax)	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
<b>Net income</b>	<b>13.1 %</b>	<b>19.2 %</b>	<b>13.4 %</b>	<b>10.1 %</b>	<b>9.9 %</b>	<b>11.4 %</b>	<b>12.3 %</b>
Minority interest	0.1 %	0.1 %	0.2 %	0.2 %	0.2 %	0.2 %	0.2 %
<b>Net profit (reported)</b>	<b>13.0 %</b>	<b>19.1 %</b>	<b>13.2 %</b>	<b>9.9 %</b>	<b>9.7 %</b>	<b>11.2 %</b>	<b>12.1 %</b>

Source: Company data, Hauck Aufhäuser Investment Banking

Balance sheet (EUR m)	2020	2021	2022	2023E	2024E	2025E	2026E
<b>Intangible assets</b>	<b>41.4</b>	<b>61.4</b>	<b>97.0</b>	<b>117.0</b>	<b>137.0</b>	<b>137.0</b>	<b>137.0</b>
Property, plant and equipment	38.0	61.9	85.1	86.4	87.7	88.1	87.4
Financial assets	8.0	16.4	15.9	15.9	15.9	3.2	3.5
<b>FIXED ASSETS</b>	<b>87.4</b>	<b>139.7</b>	<b>198.0</b>	<b>219.3</b>	<b>240.6</b>	<b>228.3</b>	<b>227.9</b>
Inventories	33.6	37.4	51.6	47.9	50.1	50.8	54.9
Accounts receivable	28.2	31.9	37.2	43.5	45.0	47.8	51.9
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	71.2	61.5	80.1	100.0
Deferred taxes	11.9	11.2	8.6	0.0	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>204.6</b>	<b>208.1</b>	<b>218.8</b>	<b>201.3</b>	<b>195.4</b>	<b>217.5</b>	<b>245.7</b>
<b>TOTAL ASSETS</b>	<b>292.0</b>	<b>347.7</b>	<b>416.8</b>	<b>420.7</b>	<b>436.0</b>	<b>445.7</b>	<b>473.6</b>
SHAREHOLDERS EQUITY	147.8	187.4	212.1	220.7	232.7	240.2	266.0
MINORITY INTEREST	1.1	5.1	1.6	0.0	0.0	0.0	0.0
Long-term debt	0.0	0.0	22.4	23.8	23.8	23.8	23.8
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	78.8	80.4	80.4	80.4
<b>Non-current liabilities</b>	<b>84.9</b>	<b>105.5</b>	<b>109.9</b>	<b>112.9</b>	<b>114.4</b>	<b>114.4</b>	<b>114.4</b>
short-term liabilities to banks	0.0	7.1	0.0	5.5	5.5	5.5	5.5
Accounts payable	5.0	5.6	8.3	7.5	8.2	8.9	9.7
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	0.0	0.0	0.0	0.0
Deferred income	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>Current liabilities</b>	<b>58.2</b>	<b>49.7</b>	<b>93.3</b>	<b>87.1</b>	<b>88.9</b>	<b>91.0</b>	<b>93.2</b>
<b>TOTAL LIABILITIES AND SHAREHOLDERS EQUITY</b>	<b>292.0</b>	<b>347.7</b>	<b>416.8</b>	<b>420.7</b>	<b>436.0</b>	<b>445.7</b>	<b>473.6</b>

Balance sheet (common size)	2020	2021	2022	2023E	2024E	2025E	2026E
<b>Intangible assets</b>	<b>14.2 %</b>	<b>17.7 %</b>	<b>23.3 %</b>	<b>27.8 %</b>	<b>31.4 %</b>	<b>30.7 %</b>	<b>28.9 %</b>
Property, plant and equipment	13.0 %	17.8 %	20.4 %	20.5 %	20.1 %	19.8 %	18.5 %
Financial assets	2.7 %	4.7 %	3.8 %	3.8 %	3.6 %	0.7 %	0.7 %
<b>FIXED ASSETS</b>	<b>29.9 %</b>	<b>40.2 %</b>	<b>47.5 %</b>	<b>52.1 %</b>	<b>55.2 %</b>	<b>51.2 %</b>	<b>48.1 %</b>
Inventories	11.5 %	10.7 %	12.4 %	11.4 %	11.5 %	11.4 %	11.6 %
Accounts receivable	9.7 %	9.2 %	8.9 %	10.3 %	10.3 %	10.7 %	11.0 %
Other current assets	14.5 %	9.8 %	9.3 %	9.2 %	8.9 %	8.7 %	8.2 %
Liquid assets	30.3 %	26.9 %	19.8 %	16.9 %	14.1 %	18.0 %	21.1 %
Deferred taxes	4.1 %	3.2 %	2.1 %	0.0 %	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>70.1 %</b>	<b>59.8 %</b>	<b>52.5 %</b>	<b>47.9 %</b>	<b>44.8 %</b>	<b>48.8 %</b>	<b>51.9 %</b>
<b>TOTAL ASSETS</b>	<b>100.0 %</b>	<b>100.0 %</b>	<b>100.0 %</b>	<b>100.0 %</b>	<b>100.0 %</b>	<b>100.0 %</b>	<b>100.0 %</b>
SHAREHOLDERS EQUITY	50.6 %	53.9 %	50.9 %	52.5 %	53.4 %	53.9 %	56.2 %
MINORITY INTEREST	0.4 %	1.5 %	0.4 %	0.0 %	0.0 %	0.0 %	0.0 %
Long-term debt	0.0 %	0.0 %	5.4 %	5.7 %	5.5 %	5.3 %	5.0 %
Provisions for pensions and similar obligations	4.9 %	3.8 %	2.5 %	2.4 %	2.4 %	2.3 %	2.2 %
Other provisions	24.1 %	26.6 %	18.5 %	18.7 %	18.4 %	18.0 %	17.0 %
<b>Non-current liabilities</b>	<b>29.1 %</b>	<b>30.4 %</b>	<b>26.4 %</b>	<b>26.8 %</b>	<b>26.2 %</b>	<b>25.7 %</b>	<b>24.2 %</b>
short-term liabilities to banks	0.0 %	2.0 %	0.0 %	1.3 %	1.3 %	1.2 %	1.2 %
Accounts payable	1.7 %	1.6 %	2.0 %	1.8 %	1.9 %	2.0 %	2.0 %
Advance payments received on orders	3.0 %	3.3 %	4.6 %	3.2 %	3.3 %	3.5 %	3.6 %
Other liabilities (incl. from lease and rental contracts)	14.5 %	6.7 %	14.6 %	14.5 %	14.0 %	13.7 %	12.8 %
Deferred taxes	0.8 %	0.6 %	1.2 %	0.0 %	0.0 %	0.0 %	0.0 %
Deferred income	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
<b>Current liabilities</b>	<b>19.9 %</b>	<b>14.3 %</b>	<b>22.4 %</b>	<b>20.7 %</b>	<b>20.4 %</b>	<b>20.4 %</b>	<b>19.7 %</b>
<b>TOTAL LIABILITIES AND SHAREHOLDERS EQUITY</b>	<b>100.0 %</b>	<b>100.0 %</b>	<b>100.0 %</b>	<b>100.0 %</b>	<b>100.0 %</b>	<b>100.0 %</b>	<b>100.0 %</b>

Source: Company data, Hauck Aufhäuser Investment Banking

Cash flow statement (EUR m)	2020	2021	2022	2023E	2024E	2025E	2026E
Net profit/loss	23.1	34.7	29.7	24.3	26.0	32.6	38.2
Depreciation of fixed assets (incl. leases)	11.1	9.6	10.5	12.7	13.7	14.7	15.7
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	4.3	-1.1	-29.7	2.3	2.0	2.0	2.0
Cash flow from operations before changes in w/c	38.5	43.1	10.6	39.3	41.6	49.3	55.9
Increase/decrease in inventory	-2.4	-6.0	-14.3	3.7	-2.3	-0.7	-4.1
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	-0.8	0.6	0.8	0.7
Increase/decrease in other working capital positions	0.0	0.0	40.4	-5.8	1.1	1.4	1.4
Increase/decrease in working capital	-1.7	-9.3	23.6	-9.2	-2.0	-1.3	-6.2
<b>Cash flow from operating activities</b>	<b>36.8</b>	<b>33.9</b>	<b>34.1</b>	<b>30.1</b>	<b>39.7</b>	<b>48.0</b>	<b>49.7</b>
CAPEX	8.9	28.9	35.4	34.0	35.0	15.0	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
<b>Cash flow from investing activities</b>	<b>-13.3</b>	<b>-23.6</b>	<b>-41.0</b>	<b>-34.0</b>	<b>-35.0</b>	<b>-15.0</b>	<b>-15.0</b>
Cash flow before financing	23.4	10.3	-6.9	-3.9	4.7	33.0	34.7
Increase/decrease in debt position	-3.0	7.1	24.2	6.9	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	10.8
Others	-1.2	-3.8	-19.5	-4.0	-4.0	-4.0	-4.0
Effects of exchange rate changes on cash	-1.9	2.0	1.5	0.0	0.0	0.0	0.0
<b>Cash flow from financing activities</b>	<b>-13.0</b>	<b>-6.1</b>	<b>-5.7</b>	<b>-7.4</b>	<b>-14.3</b>	<b>-14.3</b>	<b>-14.8</b>
Increase/decrease in liquid assets	8.6	6.2	-11.1	-11.3	-9.7	n/a	n/a
<b>Liquid assets at end of period</b>	<b>87.4</b>	<b>93.6</b>	<b>82.5</b>	<b>71.2</b>	<b>61.5</b>	<b>80.1</b>	<b>100.0</b>

Source: Company data, Hauck Aufhäuser Investment Banking

Key ratios (EUR m)	2020	2021	2022	2023E	2024E	2025E	2026E
<b>P&amp;L growth analysis</b>							
Sales growth	-1.3 %	2.4 %	23.2 %	8.4 %	8.4 %	9.7 %	8.8 %
EBITDA growth	3.8 %	27.4 %	-3.5 %	-6.2 %	4.3 %	19.5 %	14.0 %
EBIT growth	5.1 %	40.8 %	-6.1 %	-12.7 %	3.4 %	23.6 %	16.1 %
EPS growth	3.6 %	50.5 %	-15.4 %	-18.6 %	6.8 %	26.1 %	17.4 %
<b>Efficiency</b>							
Total operating costs / sales	29.1 %	24.2 %	28.0 %	32.8 %	33.4 %	31.6 %	30.7 %
Sales per employee	n/a	n/a	n/a	n/a	n/a	n/a	623,342.
EBITDA per employee	n/a	n/a	n/a	n/a	n/a	n/a	146,637.
<b>Balance sheet analysis</b>							
Avg. working capital / sales	26.2 %	27.8 %	25.5 %	27.4 %	27.4 %	20.0 %	20.3 %
Inventory turnover (sales/inventory)	5.2	4.8	4.3	5.0	5.2	5.6	5.7
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	22.3	22.3	22.3	22.3
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	27.9	5.0	-1.3	-3.9	4.7	33.0	34.7
Free cash flow/sales	15.8 %	2.8 %	-0.6 %	-1.6 %	1.8 %	11.5 %	11.1 %
FCF / net profit	121.8 %	14.5 %	neg.	neg.	18.3 %	102.8 %	92.0 %
Capex / depre	128.8 %	300.7 %	337.2 %	267.0 %	256.1 %	102.3 %	95.8 %
Capex / maintenance capex	84.6 %	316.6 %	219.2 %	122.2 %	122.0 %	105.2 %	105.2 %
Capex / sales	8.1 %	16.0 %	15.9 %	14.1 %	13.4 %	5.2 %	4.8 %
<b>Security</b>							
Net debt	-88.6	-86.6	-60.3	-41.9	-32.2	-50.8	-70.7
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	28.2	39.7	25.1	12.5	13.0	16.0	18.6
Dividend payout ratio	31.1 %	33.3 %	35.3 %	43.4 %	40.6 %	33.5 %	33.5 %
<b>Asset utilisation</b>							
Capital employed turnover	1.2	0.8	0.7	0.7	0.7	0.8	0.8
Operating assets turnover	2.0	1.6	1.5	1.5	1.6	1.8	1.9
Plant turnover	4.6	2.9	2.6	2.8	3.0	3.3	3.6
Inventory turnover (sales/inventory)	5.2	4.8	4.3	5.0	5.2	5.6	5.7
<b>Returns</b>							
ROCE	22.9 %	26.0 %	16.5 %	19.1 %	19.7 %	21.5 %	22.0 %
ROE	15.5 %	18.4 %	13.8 %	10.8 %	10.9 %	13.4 %	14.2 %
<b>Other</b>							
Interest paid / avg. debt	5819.5 %	33.7 %	12.0 %	12.0 %	10.6 %	20.0 %	21.1 %
No. employees (average)	0	0	0	0	0	0	1
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	0.6
EPS reported	1.11	1.67	1.41	1.15	1.23	1.55	1.82
<b>Valuation ratios</b>							
P/BV	4.6	3.6	3.2	3.1	2.9	2.8	2.6
EV/sales	4.2	10.1	2.8	2.7	2.5	2.2	2.0
EV/EBITDA	16.7	32.0	11.5	12.6	12.2	10.0	8.5
EV/EBITA	22.2	38.5	14.2	16.7	16.4	12.9	10.8
EV/EBIT	22.2	38.5	14.2	16.7	16.4	12.9	10.8
EV/FCF	26.8	364.9	-494.7	-168.3	141.7	19.4	17.9
Adjusted FCF yield	3.3 %	2.0 %	5.1 %	5.5 %	6.1 %	7.4 %	8.8 %
Dividend yield	1.0 %	1.7 %	1.5 %	1.5 %	1.5 %	1.6 %	1.9 %

Source: Company data, Hauck Aufhäuser Investment Banking

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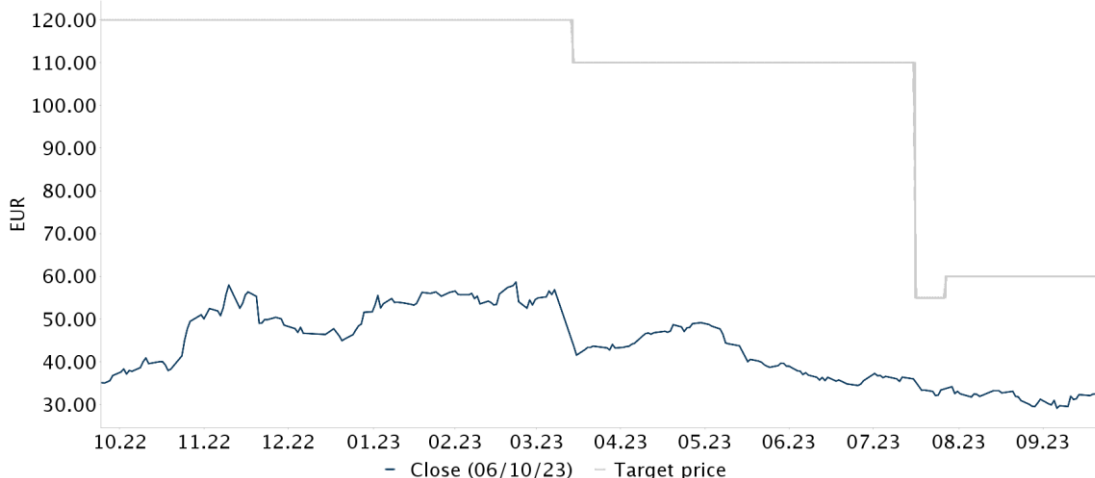
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Company	Disclosure
Eckert & Ziegler AG	2

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

**Price and Rating History  
Eckert & Ziegler AG as of 09/10/23**

**Initiation coverage**  
08-April-10



Company	Date	Analyst	Rating	Target price	Close
Eckert & Ziegler AG	29.08.2023	Galitsa, Alexander	Buy	EUR 60.00	EUR 33.24
	15.08.2023	Galitsa, Alexander	Buy	EUR 60.00	EUR 32.58
	31.03.2023	Galitsa, Alexander	Buy	EUR 110.00	EUR 41.56
	13.03.2023	Galitsa, Alexander	Buy	EUR 120.00	EUR 52.55
	03.02.2023	Galitsa, 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
09.12.2022	Galiitsa, Alexander	Buy	EUR 120.00	EUR 49.86
24.11.2022	Galiitsa, Alexander	Buy	EUR 120.00	EUR 55.75
09.11.2022	Galiitsa, Alexander	Buy	EUR 120.00	EUR 45.06

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<b>Sell</b>	3.98 %	0.00 %
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## 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](mailto:research@ha-ib.de)  
[www.ha-research.de](http://www.ha-research.de)

**Tim Wunderlich, CFA**  
Head of Transactional Research  
Tel.: +49 40 414 3885 81  
E-Mail: [tim.wunderlich@ha-ib.de](mailto: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](mailto:marie-therese.gruebner@ha-ib.de)

**Alexander Galitsa**  
Analyst  
Tel.: +49 40 414 3885 83  
E-Mail: [alexander.galitsa@ha-ib.de](mailto:alexander.galitsa@ha-ib.de)

**Christian Glowa**  
Analyst  
Tel.: +49 40 414 3885 95  
E-Mail: [christian.glowa@ha-ib.de](mailto:christian.glowa@ha-ib.de)

**Christian Salis**  
Analyst  
Tel.: +49 40 414 3885 96  
E-Mail: [christian.salis@ha-ib.de](mailto:christian.salis@ha-ib.de)

**Finn Kemper**  
Analyst  
Tel.: +49 40 450 6342 3098  
E-Mail: [finn.kemper@ha-ib.de](mailto:finn.kemper@ha-ib.de)

**Jonah Emerson**  
Analyst  
Tel.: +49 69 2161 1825  
E-Mail: [jonah.emerson@ha-ib.de](mailto:jonah.emerson@ha-ib.de)

**Jorge González Sadornil**  
Analyst  
Tel.: +49 40 414 3885 84  
E-Mail: [jorge.gonzalez@ha-ib.de](mailto:jorge.gonzalez@ha-ib.de)

**Nicole Winkler**  
Analyst  
Tel.: +49 69 2161 1856  
E-Mail: [nicole.winkler@ha-ib.de](mailto:nicole.winkler@ha-ib.de)

**Simon Jock**  
Analyst  
Tel.: +49 40 450 6342 3093  
E-Mail: [simon.jock@ha-ib.de](mailto:simon.jock@ha-ib.de)

**Simon Keller, CFA**  
Analyst  
Tel.: +49 40 414 388 573  
E-Mail: [simon.keller@ha-ib.de](mailto:simon.keller@ha-ib.de)

### HAIB Sales

**Alexander Lachmann**  
Equity Sales  
Tel.: +41 43 497 30 23  
E-Mail: [alexander.lachmann@ha-ib.de](mailto:alexander.lachmann@ha-ib.de)

**Carlos Becke**  
Equity Sales  
Tel.: +44 203 84 107 97  
E-Mail: [carlos.becke@ha-ib.de](mailto:carlos.becke@ha-ib.de)

**Carsten Kinder**  
Head of Equities  
Tel.: +41 43 497 3024  
E-Mail: [carsten.kinder@ha-ib.de](mailto:carsten.kinder@ha-ib.de)

**Christian Bybjerg**  
Equity Sales  
Tel.: +49 414 3885 74  
E-Mail: [christian.bybjerg@ha-ib.de](mailto:christian.bybjerg@ha-ib.de)

**Florian Kurz**  
Equity Sales  
Tel.: +49 69 84 2161 1793  
E-Mail: [florian.kurz@ha-ib.de](mailto:florian.kurz@ha-ib.de)

**Hugues Madelin**  
Equity Sales  
Tel.: +33 1 426 850 12  
E-Mail: [hugues.madelin@ha-ib.de](mailto:hugues.madelin@ha-ib.de)

**Imogen Voorspuy**  
Equity Sales  
Tel.: +44 203 84 107 98  
E-Mail: [imogen.voorspuy@ha-ib.de](mailto:imogen.voorspuy@ha-ib.de)

**James Bonsor**  
Equity Sales  
Tel.: +44 203 84 107 96  
E-Mail: [james.bonsor@ha-ib.de](mailto:james.bonsor@ha-ib.de)

**Markus Scharhag**  
Equity Sales  
Tel.: +49 89 23 93 2813  
E-Mail: [markus.scharhag@ha-ib.de](mailto:markus.scharhag@ha-ib.de)

**Vincent Bischoff**  
Equity Sales  
Tel.: +49 40 414 38 85 88  
E-Mail: [vincent.bischoff@ha-ib.de](mailto: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](mailto:info@hal-privatbank.com)  
[www.hal-privatbank.com](http://www.hal-privatbank.com)

**Fin Schaffer**  
Trading  
Tel.: +49 40 414 38 85 98  
E-Mail: [fin.schaffer@ha-ib.de](mailto:fin.schaffer@ha-ib.de)

**Nils Carstens**  
Trading  
Tel.: +49 40 414 38 85 85  
E-Mail: [nils.carstens@ha-ib.de](mailto:nils.carstens@ha-ib.de)

**Tom Warlich**  
Middle-Office  
Tel.: +49 40 414 3885 78  
E-Mail: [tom.warlich@hal-privatbank.com](mailto:tom.warlich@hal-privatbank.com)