# **SURTECO**

#### **Germany | Basic Resources**

**Investment Research** 



#### **Company Flash Note**

Buy								
Recommendation unchange	ed							
Share price: EUR			24.25					
closing price as of 28/03/2018								
Target price: EUR 30.00								
Target Price unchanged								
Upside/Downside P	otenti	al 2	3.7%					
Reuters/Bloomberg		SURG.DE	/SUR GR					
Market capitalisation (EUR	m)		376					
Current N° of shares (m)			16					
Free float			40%					
Daily avg. no. trad. sh. 12 mtl	h		9					
Daily avg. trad. vol. 12 mth (n			740.47					
Price high/low 12 months	,	22 40	) / 28.55					
Abs Perfs 1/3/12 mths (%)		-8.49/-11						
Key financials (EUR)	12/16	12/17e	12/18e					
Sales (m)	640	698	750					
EBITDA (m)	74	88	104					
EBITDA margin	11.6%	12.6%	13.8%					
EBIT (m)	41	46	52					
EBIT margin	6.4%	6.5%	7.0%					
Net Profit (adj.)(m)	25	28	35					
ROCE	5.8%	5.6%	6.7%					
Net debt/(cash) (m)	136	223	194					
Net Debt Equity	0.4	0.6	0.5					
Net Debt/EBITDA	1.8	2.5	1.9					
Int. cover(EBITDA/Fin.int)	9.2	9.2	12.6					
EV/Sales	0.8	0.9	0.8					
EV/EBITDA	7.0	7.5	5.7					
EV/EBITDA (adj.)	6.8	7.5	5.7					
EV/EBIT	12.7	14.4	11.2					
P/E (adj.)	14.4	14.9	10.7					
P/BV	1.1	1.2	1.0					
OpFCF yield	6.5%	5.8%	11.1%					
	3.3%	3.3%	4.1%					
Dividend yield								
Dividend yield EPS (adj.)	1.64	1.81	2.26					
,	1.64 22.16	1.81 22.99	2.26 24.19					

#### Shareholders

Pool and Family Shareholders 55%; Lazard Freres Gestion SAS 5%;



#### Analyst(s)

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29 March 2018

# FY 2017 targets achieved, substantial growth for 2018e expected

With substantial revenue growth and EBIT above the mid-point of the guided range, Surteco has achieved its FY2017 targets. Revenue grew 8% yoy to EUR 690m. Preliminary FY 2017 EBIT stands at EUR 44.7m. For FY 2018e, the company expects to grow revenue substantially and to develop earnings steadily. FY2017 dividend is kept stable at EUR 0.80.

- ✓ FY 2017 and Q4 revenue growth was mainly driven by the contributions of the
  acquisitions of Nenplas and Probos. FY2017 revenue growth of EUR 690m
  translates into EUR 173m revenue for Q4, which was 1% below our estimates.
- ✓ Despite significant headwinds from the raw material side, Surteco increased its EBIT by 9% yoy to EUR 44.7m and therefore was above the mid-point of the guidance (EUR 42m-46m). According to the press release, both segments contributed to earnings growth. Positive drivers were again the two recently acquired companies Nenplas and Probos. Higher raw material expenses and ppa impacted earnings negatively.
- ✓ Pre-tax earnings are below previous year's levels (EUR 33.5m vs EUR 35m). According to the company, the reason is negative currency developments.
- ✓ For FY 2018e, the company expects to grow revenue significantly. Earnings are expected to develop steadily in an environment of increasing costs for raw materials. Main reason for top-line growth will be the Probos acquisition, which will be fully consolidated for a full year for the first time.
- ✓ The board of management and the supervisory board will propose a dividend of EUR 0.80 at the AGM, which will take place on June 28 (dividend yield: 3.3%; 2016: EUR 0.80).
- ✓ The release of the annual report is scheduled for April 27.

#### SURTECO - Review Q4 2017

EUR m	Q4 2017	Q4 2016	% YoY	equinet	Delta
Revenues	173.3	148.9	16.4%	175.6	-1.3%
EBIT	11.0	10.2	7.5%	11.5	-4.0%
EBIT Margin	6.4%	6.9%	-53 BP	6.5%	-18 BP

Source: SURTECO, equinet Research

Produced by:





#### Investment case in six charts

#### Exhibit 1: Surteco - a one-stop shopping solution



Surteco is the only supplier of decorative surfaces that offers products based on both, plastics and paper.

Source: Surteco Homepage, equinet Research

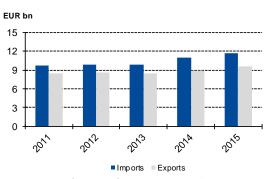
#### Exhibit 3: Market leader in several product categories



...strenghtening the group's position as a market leader or second largest player for several of its products.

Image source: HaeSt Sportgeräte

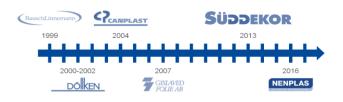
#### Exhibit 5: Widening trade deficit in German furniture



 $\dots$  but particularly Surteco's German customers face growth obstacles due to competition from abroad.

Source: Destatis, equinet Research

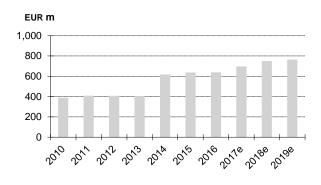
Exhibit 2: Surteco - an active industry consolidator



Since the merger of Bausch and Linnemann, Surteco has actively consolidated a mature market...

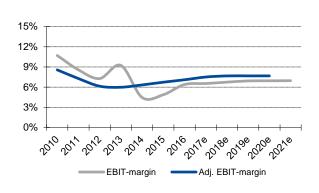
Source: Surteco, equinet Research

#### **Exhibit 4: Sales development**



Source: Surteco, equinet research

Exhibit 6: Surteco - Adj. / Unadj. EBIT-margin



Source: Surteco, equinet research





### **Exhibit 7: Upcoming corporate events**

27/04/2018	Annual report 2017
15/05/2018	Q1 report

Source: Surteco





	SURT	ECO	: S	ummary	tables
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JON I ECO : Julilliary tables						
PROFIT & LOSS (EURm)	12/2014	12/2015	12/2016	12/2017e	12/2018e	12/2019e
Sales	618	638	640	698	750	765
Cost of Sales & Operating Costs	-546	-564	-563	-610	-646	-661
Non Recurrent Expenses/Income	-9.4	-9.3	-2.2	0.0	0.0	0.0
EBITDA	62.8	65.0	74.3	88.0	104	104
EBITDA (adj.)*	72.2	74.3	76.5	88.0	104	104
Depreciation	-35.2	-33.8	-33.5	-38.5	-45.4	-43.6
EBITA	27.6	31.1	40.9	49.5	58.2	60.2
EBITA (adj)*	37.0	40.4	43.1	49.5	58.2	60.2
Amortisations and Write Downs	0.0	0.0	0.0	-3.9	-5.7	-5.7
of which PPA amortisation	0.0	0.0	0.0	-3.9	-5.7	-5.7
EBIT	27.6	31.1	40.9	45.6	52.5	54.5
EBIT (adj.)*	37.0	40.4	43.1	49.5	58.2	60.2
Net Financial Interest	-9.7	-8.3	-8.1	-9.6	-8.2	-7.9
Other Financials	0.0	0.0	0.0	0.0	0.0	0.0
	0.2	0.4	0.4			
Associates				0.2	0.2	0.2
Other Non Recurrent Items	0.0	0.0	0.0	0.0	0.0	0.0
Earnings Before Tax (EBT)	18.1	23.2	33.2	36.2	44.4	46.8
Tax	-3.8	-9.2	-11.3	-10.9	-13.3	-14.0
Tax rate	20.8%	39.9%	33.9%	30.0%	30.0%	30.0%
Discontinued Operations	0.0	0.0	0.0	0.0	0.0	0.0
Minorities	0.0	0.1	0.1	-0.1	-0.1	-0.1
Net Profit (reported)	14.3	14.1	22.0	25.3	31.0	32.6
Net Profit (adj.)	25.0	24.2	25.4	28.0	35.0	36.6
CASH FLOW (EURm)	12/2014	12/2015	12/2016	12/2017e	12/2018e	12/2019e
Cash Flow from Operations before change in NWC	59.6	63.6	59.8	82.2	82.2	82.0
Change in Net Working Capital	-5.3	5.5	-1.5	-19.8	-3.0	-2.9
Cash Flow from Operations	54.3	69.2	58.4	62.4	79.1	79.1
Capex	-29.2	-31.6	-34.5	-38.4	-37.5	-38.2
Net Financial Investments	1.8		-34.5 -19.9	-36. <del>4</del> -99.0	0.0	0.0
		3.2				
Free Cash Flow	26.9	40.7	4.0	-74.9	41.7	40.8
Dividends	-10.1	-10.9	-12.4	-12.4	-12.4	-15.5
Other (incl. Capital Increase & share buy backs)	0.0	0.0	0.0	0.0	0.0	0.0
• • •						
Change in Net Debt	16.8	29.9	-8.4	-87.3	29.3	25.3
• • •					<b>29.3</b> 40.7	<b>25.3</b> 42.1
Change in Net Debt	16.8	29.9	-8.4	-87.3		
Change in Net Debt NOPLAT  BALANCE SHEET & OTHER ITEMS (EURm) Net Tangible Assets	<b>16.8</b> 25.9	<b>29.9</b> 28.3	<b>-8.4</b> 30.2	<b>-87.3</b> 34.6	40.7	42.1
Change in Net Debt NOPLAT  BALANCE SHEET & OTHER ITEMS (EURm)	16.8 25.9 12/2014	29.9 28.3 12/2015	<b>-8.4</b> 30.2 <b>12/2016</b>	-87.3 34.6 12/2017e	40.7 <b>12/2018e</b>	42.1 12/2019e
Change in Net Debt NOPLAT  BALANCE SHEET & OTHER ITEMS (EURm) Net Tangible Assets	16.8 25.9 12/2014 237	29.9 28.3 12/2015 245	-8.4 30.2 12/2016 246	-87.3 34.6 12/2017e 295	40.7 <b>12/2018e</b> 283	42.1 12/2019e 273
Change in Net Debt NOPLAT  BALANCE SHEET & OTHER ITEMS (EURm) Net Tangible Assets Net Intangible Assets (incl.Goodwill)	16.8 25.9 12/2014 237 137	29.9 28.3 12/2015 245 134	-8.4 30.2 12/2016 246 153	-87.3 34.6 12/2017e 295 184	40.7 <b>12/2018e</b> 283 183	42.1 12/2019e 273 182
Change in Net Debt NOPLAT  BALANCE SHEET & OTHER ITEMS (EURm) Net Tangible Assets Net Intangible Assets (incl.Goodwill) Net Financial Assets & Other	16.8 25.9 12/2014 237 137 3.6	29.9 28.3 12/2015 245 134 3.7	-8.4 30.2 12/2016 246 153 1.7	-87.3 34.6 12/2017e 295 184 1.7 481	40.7 12/2018e 283 183 1.7	42.1 12/2019e 273 182 1.7
Change in Net Debt NOPLAT  BALANCE SHEET & OTHER ITEMS (EURm) Net Tangible Assets Net Intangible Assets (incl.Goodwill) Net Financial Assets & Other Total Fixed Assets	16.8 25.9 12/2014 237 137 3.6 378 111	29.9 28.3 12/2015 245 134 3.7 382 113	-8.4 30.2 12/2016 246 153 1.7 400 120	-87.3 34.6 12/2017e 295 184 1.7 481 139	40.7 12/2018e 283 183 1.7 467 142	42.1 12/2019e 273 182 1.7 456 145
Change in Net Debt NOPLAT  BALANCE SHEET & OTHER ITEMS (EURm) Net Tangible Assets Net Intangible Assets (incl.Goodwill) Net Financial Assets & Other Total Fixed Assets Inventories Trade receivables	16.8 25.9 12/2014 237 137 3.6 378 111 61.7	29.9 28.3 12/2015 245 134 3.7 382 113 56.9	-8.4 30.2 12/2016 246 153 1.7 400 120 52.1	-87.3 34.6 12/2017e 295 184 1.7 481 139 60.5	40.7 12/2018e 283 183 1.7 467 142 61.8	42.1 12/2019e 273 182 1.7 456 145 63.0
Change in Net Debt NOPLAT  BALANCE SHEET & OTHER ITEMS (EURm) Net Tangible Assets Net Intangible Assets (incl.Goodwill) Net Financial Assets & Other Total Fixed Assets Inventories Trade receivables Other current assets	16.8 25.9 12/2014 237 137 3.6 378 111 61.7 43.4	29.9 28.3 12/2015 245 134 3.7 382 113 56.9 38.1	-8.4 30.2 12/2016 246 153 1.7 400 120 52.1 41.5	-87.3 34.6 12/2017e 295 184 1.7 481 139 60.5 41.5	40.7  12/2018e 283 183 1.7 467 142 61.8 41.5	42.1  12/2019e 273 182 1.7 456 145 63.0 41.5
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Change in Net Debt NOPLAT  BALANCE SHEET & OTHER ITEMS (EURm) Net Tangible Assets Net Intangible Assets (incl.Goodwill) Net Financial Assets & Other Total Fixed Assets Inventories Trade receivables Other current assets Cash (-) Total Current Assets	16.8 25.9 12/2014 237 137 3.6 378 111 61.7 43.4 -43.1 259	29.9 28.3 12/2015 245 134 3.7 382 113 56.9 38.1 -65.7 274	-8.4 30.2 12/2016 246 153 1.7 400 120 52.1 41.5 -60.4 274	-87.3 34.6 12/2017e 295 184 1.7 481 139 60.5 41.5 -114 355	40.7  12/2018e 283 183 1.7 467 142 61.8 41.5 -143 388	42.1  12/2019e 273 182 1.7 456 145 63.0 41.5 -108 358
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Change in Net Debt NOPLAT  BALANCE SHEET & OTHER ITEMS (EURm) Net Tangible Assets Net Intangible Assets (incl.Goodwill) Net Financial Assets & Other Total Fixed Assets Inventories Trade receivables Other current assets Cash (-) Total Current Assets Total Assets Shareholders Equity Minority Total Equity Long term interest bearing debt Provisions Other long term Liabilities Short term interest bearing debt	16.8 25.9 12/2014 237 137 3.6 378 111 61.7 43.4 -43.1 259 637 321 0.3 321 189 12.7 27.4 229 0.0	29.9 28.3  12/2015 245 134 3.7 382 113 56.9 38.1 -65.7 274 656 335 0.2 335 192 12.8 28.3 233 0.0	-8.4 30.2 12/2016 246 153 1.7 400 120 52.1 41.5 -60.4 274 674 344 3.0 347 196 13.0 38.5 247 0.0	-87.3 34.6  12/2017e 295 184 1.7 481 139 60.5 41.5 -114 355 835 356 3.1 360 337 13.0 38.5 388 0.0	40.7  12/2018e 283 183 1.7 467 142 61.8 41.5 -143 388 855 375 3.2 378 337 13.0 38.5 388 0.0	42.1  12/2019e 273 182 1.7 456 145 63.0 41.5 -108 358 814 392 3.3 395 277 13.0 38.5 328 0.0
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Change in Net Debt NOPLAT  BALANCE SHEET & OTHER ITEMS (EURm) Net Tangible Assets Net Intangible Assets (incl.Goodwill) Net Financial Assets & Other Total Fixed Assets Inventories Trade receivables Other current assets Cash (-) Total Current Assets Total Assets Shareholders Equity Minority Total Equity Long term interest bearing debt Provisions Other long term liabilities Total Long Term Liabilities Short term interest bearing debt Trade payables Other current liabilities Total Current Liabilities Total Current Liabilities	16.8 25.9  12/2014 237 137 3.6 378 111 61.7 43.4 -43.1 259 637 321 0.3 321 189 12.7 27.4 229 0.0 45.4 41.2 86.6	29.9 28.3  12/2015 245 134 3.7 382 113 56.9 38.1 -65.7 274 656 335 0.2 335 192 12.8 28.3 233 0.0 48.7 39.2 87.9	-8.4 30.2  12/2016 246 153 1.7 400 120 52.1 41.5 -60.4 274 674 344 3.0 347 196 13.0 38.5 247 0.0 48.9 30.9 79.8	-87.3 34.6  12/2017e 295 184 1.7 481 139 60.5 41.5 -114 355 835 356 3.1 360 337 13.0 38.5 388 0.0 56.8 31.0 87.8	40.7  12/2018e 283 183 1.7 467 142 61.8 41.5 -143 388 855 375 3.2 378 337 13.0 38.5 388 0.0 58.0 31.0 89.0	42.1  12/2019e 273 182 1.7 456 145 63.0 41.5 -108 358 814 392 3.3 395 277 13.0 38.5 328 0.0 59.2 31.0 90.2
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Change in Net Debt NOPLAT  BALANCE SHEET & OTHER ITEMS (EURm) Net Tangible Assets Net Intangible Assets (incl.Goodwill) Net Financial Assets & Other Total Fixed Assets Inventories Trade receivables Other current assets Cash (-) Total Current Assets Total Assets Shareholders Equity Minority Total Equity Long term interest bearing debt Provisions Other long term liabilities Total Long Term Liabilities Short term interest bearing debt Trade payables Other current liabilities Total Current Liabilities Total Liabilities and Shareholders' Equity Net Capital Employed Net Working Capital  GROWTH & MARGINS Sales growth	16.8 25.9  12/2014 237 137 3.6 378 111 61.7 43.4 -43.1 259 637 321 0.3 321 189 12.7 27.4 229 0.0 45.4 41.2 86.6 637 507 126	29.9 28.3  12/2015 245 134 3.7 382 113 56.9 38.1 -65.7 274 656 335 0.2 335 192 12.8 28.3 233 0.0 48.7 39.2 87.9 656 503 121  12/2015 3.2%	-8.4 30.2  12/2016 246 153 1.7 400 120 52.1 41.5 -60.4 274 674 344 3.0 347 196 13.0 38.5 247 0.0 48.9 30.9 79.8 674 534 122  12/2016 0.2%	-87.3 34.6  12/2017e 295 184 1.7 481 139 60.5 41.5 -114 355 835 356 3.1 360 337 13.0 38.5 388 0.0 56.8 31.0 87.8 835 634 142  12/2017e 9.0%	40.7  12/2018e  283  183  1.7  467  142  61.8  41.5  -143  388  855  375  3.2  378  337  13.0  38.5  388  0.0  58.0  31.0  89.0  855  623  145  12/2018e  7.5%	42.1  12/2019e 273 182 1.7 456 145 63.0 41.5 -108 358 814 392 3.3 395 277 13.0 38.5 328 0.0 59.2 31.0 90.2 814 615 148  12/2019e 2.0%
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Change in Net Debt NOPLAT  BALANCE SHEET & OTHER ITEMS (EURm) Net Tangible Assets Net Intangible Assets (incl.Goodwill) Net Financial Assets & Other Total Fixed Assets Inventories Trade receivables Other current assets Cash (-) Total Current Assets Total Assets Shareholders Equity Minority Total Equity Long term interest bearing debt Provisions Other long term liabilities Total Long Term Liabilities Short term interest bearing debt Trade payables Other current liabilities Total Current Liabilities Total Liabilities and Shareholders' Equity Net Capital Employed Net Working Capital  GROWTH & MARGINS Sales growth	16.8 25.9  12/2014 237 137 3.6 378 111 61.7 43.4 -43.1 259 637 321 0.3 321 189 12.7 27.4 229 0.0 45.4 41.2 86.6 637 507 126	29.9 28.3  12/2015 245 134 3.7 382 113 56.9 38.1 -65.7 274 656 335 0.2 335 192 12.8 28.3 233 0.0 48.7 39.2 87.9 656 503 121  12/2015 3.2%	-8.4 30.2  12/2016 246 153 1.7 400 120 52.1 41.5 -60.4 274 674 344 3.0 347 196 13.0 38.5 247 0.0 48.9 30.9 79.8 674 534 122  12/2016 0.2%	-87.3 34.6  12/2017e 295 184 1.7 481 139 60.5 41.5 -114 355 835 356 3.1 360 337 13.0 38.5 388 0.0 56.8 31.0 87.8 835 634 142  12/2017e 9.0%	40.7  12/2018e  283  183  1.7  467  142  61.8  41.5  -143  388  855  375  3.2  378  337  13.0  38.5  388  0.0  58.0  31.0  89.0  855  623  145  12/2018e  7.5%	42.1  12/2019e 273 182 1.7 456 145 63.0 41.5 -108 358 814 392 3.3 395 277 13.0 38.5 328 0.0 59.2 31.0 90.2 814 615 148  12/2019e 2.0%





12/2019e

12/2018e

SURTECO	ESN

12/2015

12/2016

12/2017e

12/2014

<b>SURTECO</b>	:	<b>Summary</b>	tables
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**GROWTH & MARGINS** 

GROWTH & MARGINS	12/2017	12/2013	12/2010	12/20176	12/20106	12/20196
Net Profit growth	90.5%	-3.4%	5.0%	10.2%	25.0%	4.7%
EPS adj. growth	90.5%	-3.4%	5.0%	10.2%	25.0%	4.7%
DPS adj. growth	n.m.	14.3%	0.0%	0.0%	25.0%	5.0%
EBITDA (adj)* margin	11.7%	11.6%	12.0%	12.6%	13.8%	13.6%
EBITA (adj)* margin	6.0%	6.3%	6.7%	7.1%	7.8%	7.9%
EBIT (adj)* margin	6.0%	6.3%	6.7%	7.1%	7.8%	7.9%
RATIOS	12/2014	12/2015	12/2016	12/2017e	12/2018e	12/2019e
Net Debt/Equity	0.5	0.4	0.4	0.6	0.5	0.4
Net Debt/EBITDA	2.3	1.9	1.8	2.5	1.9	1.6
Interest cover (EBITDA/Fin.interest)	6.5	7.8	9.2	9.2	12.6	13.1
Capex/D&A	82.9%	93.4%	103.0%	90.6%	73.4%	77.6%
Capex/Sales	4.7%	5.0%	5.4%	5.5%	5.0%	5.0%
NWC/Sales	20.4%	18.9%	19.1%	20.4%	19.4%	19.4%
ROE (average)	7.9%	7.4%	7.5%	8.0%	9.6%	9.6%
ROCE (adj.)	5.2%	5.7%	5.8%	5.6%	6.7%	7.0%
WACC	7.5%	7.5%	7.5%	7.5%	7.5%	7.5%
ROCE (adj.)/WACC	0.7	0.8	0.8	0.7	0.9	0.9
PER SHARE DATA (EUR)***	12/2014	12/2015	12/2016	12/2017e	12/2018e	12/2019e
Average diluted number of shares	15.5	15.5	15.5	15.5	15.5	15.5
EPS (reported)	0.92	0.91	1.42	1.63	2.00	2.11
EPS (adj.)	1.62	1.56	1.64	1.81	2.26	2.36
BVPS	20.69	21.58	22.16	22.99	24.19	25.29
DPS	0.70	0.80	0.80	0.80	1.00	1.05
VALUATION	12/2014	12/2015	12/2016	12/2017e	12/2018e	12/2019e
EV/Sales	0.9	0.7	0.8	0.9	0.8	0.7
EV/EBITDA	8.5	7.3	7.0	7.5	5.7	5.4

VALUATION	12/2014	12/2015	12/2016	12/2017e	12/2018e	12/2019e
EV/Sales	0.9	0.7	0.8	0.9	0.8	0.7
EV/EBITDA	8.5	7.3	7.0	7.5	5.7	5.4
EV/EBITDA (adj.)*	7.4	6.4	6.8	7.5	5.7	5.4
EV/EBITA	19.2	15.3	12.7	13.3	10.1	9.3
EV/EBITA (adj.)*	14.3	11.8	12.0	13.3	10.1	9.3
EV/EBIT	19.2	15.3	12.7	14.4	11.2	10.3
EV/EBIT (adj.)*	14.3	11.8	12.0	13.3	10.1	9.3
P/E (adj.)	14.9	13.9	14.4	14.9	10.7	10.3
P/BV	1.2	1.0	1.1	1.2	1.0	1.0
Total Yield Ratio	2.9%	3.7%	3.3%	3.3%	4.1%	4.3%
EV/CE	1.1	1.0	1.0	1.1	1.0	0.9
OpFCF yield	6.7%	11.2%	6.5%	5.8%	11.1%	10.9%
OpFCF/EV	4.7%	7.9%	4.6%	3.7%	7.1%	7.3%
Payout ratio	75.7%	88.1%	56.4%	49.1%	50.0%	49.9%
Dividend yield (gross)	2.9%	3.7%	3.3%	3.3%	4.1%	4.3%

EV AND MKT CAP (EURm)	12/2014	12/2015	12/2016	12/2017e	12/2018e	12/2019e
Price** (EUR)	24.00	21.67	23.67	26.90	24.25	24.25
Outstanding number of shares for main stock	15.5	15.5	15.5	15.5	15.5	15.5
Total Market Cap	372	336	367	417	376	376
Net Debt	146	127	136	223	194	168
o/w Cash & Marketable Securities (-)	-43	-66	-60	-114	-143	-108
o/w Gross Debt (+)	189	192	196	337	337	277
Other EV components	13	13	16	16	16	16
Enterprise Value (EV adj.)	531	476	519	656	586	561

Source: Company, equinet Bank estimates.

#### Notes

Sector: Basic Resources/Forestry & Paper

Company Description: Surteco SE manufactures decorative surface foils and edging strips based on specialist papers for technical applications and plastics. The company was founded in 1999 and is headquartered in Buttenwiesen, Germany.



<sup>\*</sup> Where EBITDA (adj.) or EBITA (adj)= EBITDA (or EBITA) -/+ Non Recurrent Expenses/Income and where EBIT (adj)= EBIT-/+ Non Recurrent Expenses/Income - PPA amortisation \*\*Price (in local currency): Fiscal year end price for Historical Years and Current Price for current and forecasted years



### **Recommendations and Disclosures**

Coverage	Analyst	Target	Rating	Disc.	Coverage	Analyst	Target	Rating	Disc.
2GEnergy	Rüzgar	19.50	Neutral	2/3/5	Merkur Bank	Häßler	10.00	Buy	2/7
Aareal Bank	Häßler	42.00	Accumulate		Metro AG	Bruns	29.00	Buy	2
adidas	Josef son	211.00	Accumulate		MLP	Häßler	7.50	Buy	2/3
Adler Modemaerkt e	Josef son	6.00	Neutral	7	MTU Aero Engines	Rüzgar	130.00	Reduce	2
ADLER Real Estate	Mayer	15.70	Buy		Munich Re	Häßler	210.00	Accumulate	
Aixtron	Sen	11.60	Accumulate	2/3	Nemet schek SE	Mildner	47.00	Reduce	5
Allianz	Häßler	200.00	Neutral		NexusAG	Droste	28.00	Buy	
Axel Springer	Josefson	66.50	Reduce		Norma Group	Schuldt	61.00	Neutral	_
Bayer	Miemietz	118.00	Buy	0/7	OHB SE	Rüzgar	40.00	Neutral	7
Baywa	Bruns	33.00	Buy	2/7	OVB Holding AG	Häßler	20.00	Neutral	2/5/7
BB Biotech Biotest	Miemietz Miemietz	73.00 18.00	Buy Neutral	7 2/3	Patrizia Pfeiffer Vacuum	Mayer Sen	21.50 162.00	Accumulate Accumulate	5
BMW	Schuldt	105.00	Buy	2/3	Procredit Holding	Häßler	15.00	Buy	2/3/5
Brenntag	Hinkel	59.80	Buy	2	PSISOFTWAREAG	Mildner	20.00	Accumulate	2/3/3
Ceconomy AG	Bruns	10.70	Reduce	2	Puma	Josefson	475.00	Buy	2/5
Cenit	Droste	22.50	Buy		PWO	Schuldt	51.00	Buy	2/3
comdirect	Häßler	11.20	Neutral		Rheinmetall	Rüzgar	110.00	Accumulate	2/0
Commerzbank	Häßler	13.00	Neutral		RIB Software	Mildner	16.50	Buy	2/3
Continental	Schuldt	270.00	Buy		RTL Group	Josefson	72.00	Accumulate	
CORESTATE Capit al Holding S.A.	Mayer	72.00	Buy	2/5	S&TAG	Sen	21.00	Buy	2/3
CTS Eventim	Heilmann	39.50	Accumulate		SAF-Holland	Schuldt	17.00	Accumulate	7
Daimler AG	Schuldt	80.00	Accumulate		Schaeffler	Tanzer	14.30	Buy	
Daldrup & Soehne	Becker	14.50	Buy	2/3/5	SCOUT24	Heilmann	31.00	Reduce	2
Demire	Mayer	4.55	Buy	2/5	Siegfried Holding AG	Miemietz	338.00	Neutral	
Deut sche Bank	Häßler	18.00	Buy		SLM Solutions	Sen	24.00	Sell	
Deut sche Euro Shop	Mayer	33.00	Neutral		SMTScharf AG	Rüzgar	16.70	Buy	2/3
Deut sche Pf and brief bank	Häßler	13.50	Neutral		Soft ware AG	Mildner	30.00	Sell	
Deut sche Telekom	Sen	13.30	Neutral		Stabilus	Tanzer	89.00	Buy	
Drillisch	Sen	66.00	Buy		Suedzucker	Bruns	12.00	Sell	
Duerr	Augustin	120.00	Buy		SuessMicroTec	Sen	14.30	Reduce	2/3
ElringKlinger	Schuldt	10.00	Sell		Surteco	Mildner	30.00	Buy	2/3
elumeoSE	Josef son	10.90	Accumulate		Symrise AG	Hinkel	67.00	Neutral	
EpigenomicsAG	Miemietz	4.72	Accumulate	2/3	Syzygy AG	Heilmann	12.00	Accumulate	2/3
Euromicron AG	Droste	13.00	Buy	2/3/5	TAKKTAG	Bruns	22.30	Neutral	2
Eyemaxx Real Estate	Mayer	16.00	Buy	2/5/7	Talanx Group	Häßler	40.00	Accumulate	
Ferratum	Häßler	30.00	Buy		Technotrans	Becker	45.70	Neutral	2/3
Fielmann	Heilmann	79.00	Accumulate		TELECOLUMBUS	Sen	11.00	Buy	
Freenet	Sen	36.00	Buy	2	Telefonica Deut schland	Sen	3.40	Sell	
FuchsPetrolub	Hinkel	48.00	Neutral		Unit ed Int ernet	Sen	63.00	Buy	
Gea Group	Augustin	39.00	Neutral		Vapiano	Bruns	26.50	Buy	2/7
Gerresheimer AG	Rüzgar	75.00	Neutral		va-Q-tec	Sen	17.00	Neutral	2/3/5 2/3
Gerry Weber	Josef son	8.00 36.00	Neutral	2/3/5	Viscom	Rüzgar	28.00 170.00	Buy	2/3
Gesco GFTTechnologies	Becker Mildner	15.50	Accumulate Buy	2/3/5	Volkswagen Wacker Neuson S E	Schuldt Becker	27.20	Neutral Neutral	
Gigaset	Sen	0.85	Accumulate	2/3	windeln.de	Josefson	3.10	Buy	2
Grenke	Häßler	90.00	Neutral	2/0	XINGAG	Heilmann	315.00	Buy	-
Hannover Re	Häßler	110.00	Neutral		Zalando	Josefson	44.50	Neutral	
Heidelberg Pharma	Miemietz	3.50	Accumulate	2/3					
Heidelberger Druck	Augustin	3.60	Buy	_, -, -					
HELLA GmbH & Co. KGaA	Tanzer	57.00	Accumulate						
Hornbach Holding	Bruns	89.00	Buy						
Hugo Boss	Josef son	80.00	Buy						
Hypoport AG	Häßler	164.00	Buy	2/7					
INDUS Holding AG	Becker	64.50	Neutral						
K+S AG	Hinkel	24.40	Accumulate						
Koenig & Bauer	Augustin	67.00	Accumulate						
KronesAG	Augustin	121.00	Accumulate						
KWSSAAT	Hinkel	348.00	Neutral						
Lanxess	Hinkel	83.00	Buy						
Leoni	Schuldt	57.00	Neutral						
Linde	Hinkel	175.00	Neutral						
	Mildner	148.00	Neutral	2/3/5					
Logwin									
Logwin Manz AG	Rüzgar	35.00	Neutral	2/3					
	Rüzgar Becker	35.00 9.40	Neutral Buy	2/3 2/3/5					

\*=Coverage suspended Source: equinet Recommendations





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Buy - The stock is expected to generate a total return of over 20% during the next 12 months time horizon.

Accumulate - The stock is expected to generate a total return of 10% to 20% during the next 12 months time horizon.

Hold - The stock is expected to generate a total return of 0% to 10% during the next 12 months time horizon.

Reduce - The stock is expected to generate a total return of 0 to -10% during the next 12 months time horizon.

Sell - The stock is expected to generate a total return below -10% during the next 12 months time horizon.

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#### Share prices

Share prices in this analysis are the German closing prices of the last trading day before the publication.

#### Sources

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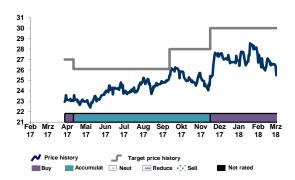


#### **Recommendation history for SURTECO**

Date	Recommendation	Target price	Price at change date
16. Nov 17	Buy	30.00	25.42
12. Sep 17	Accumulate	28.00	25.50
11. Apr 17	Accumulate	26.10	23.02
17. Mai 16	Buy	27.00	22.94
25. Nov 15	Buy	26.00	22.49
06. Mai 15	Buy	30.00	24.50

Source: Factset & ESN, price data adjusted for stock splits.

This chart shows equinet Bank continuing coverage of this stock; the current analyst may or may not have covered it over the entire period. Current analyst: Dr. Knud Hinkel, CFA (since 12/12/2016)







## **ESN Recommendation System**

The ESN Recommendation System is **Absolute**. It means that each stock is rated on the basis of a **total return**, measured by the upside potential (including dividends and capital reimbursement) over a **12 month time horizon**.



The ESN spectrum of recommendations (or ratings) for each stock comprises 5 categories: **Buy (B), Accumulate (A), Neutral (N), Reduce (R) and Sell (S)**.

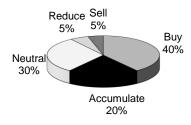
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#### Meaning of each recommendation or rating:

- **Buy**: the stock is expected to generate total return of **over 15%** during the next 12 months time horizon
- Accumulate: the stock is expected to generate total return of 5% to 15% during the next 12 months time horizon
- Neutral: the stock is expected to generate total return of -5% to +5% during the next 12 months time horizon
- Reduce: the stock is expected to generate total return of -5% to -15% during the next 12 months time horizon
- Sell: the stock is expected to generate total return under -15% during the next 12 months time horizon
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Certain flexibility on the limits of total return bands is permitted especially during higher phases of volatility on the markets

#### **Equinet Bank Ratings Breakdown**



For full ESN Recommendation and Target price history (in the last 12 months) please see ESN Website Link

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