Industrials - Germany



Buy (old: Buy) 10.05.2024

EUR 29.00 (old: EUR 29.00)

Final Q1 out // Good start into 2024; chg. est.

Topic: R. Stahl reported a solid final Q1 underpinning the strong demand for electrical explosion protection solutions, which should continue due to favorable structural trends. Management confirmed FY24e guidance, which looks well in reach (eNuW).

To recap, Q1 sales grew 8.5% yoy to € 84.7m, driven by a strong order backlog of € 115m at the end of FY23. Further, while global supply chains remained partially disrupted in the previous year, there were no significant restrictions in Q1 FY24. Q1 adj. EBITDA decreased 19% to € 8.4m with a lower but still solid margin of 9.9% (-3.4 pp) due to inflationary effects from personnel costs, a higher material expense ratio and a € 2m one-off from the implementation of the EXcelerate strategy program; 12.3% adj. EBITDA margin excluding one-offs.

After a subdued order intake of € 74.5m in the fourth quarter, **order intake came in surprisingly positive at € 92.3m**, only slightly below the exceptionally strong order intake of last year's Q1 (€ 96.7m). Driven by an increasing stabilization of global supply chains, the order intake in Q4 2023 was negatively affected by active destocking activities from customers in addition to a soft chemical industry in the DACH region. While demand in the chemical industry remained muted, the LNG, and petrochemical industry as well as the nuclear sector showed positive momentum during Q1. **Due to the strong order intake, order backlog increased 6%** to a solid level of € 122m (end of FY23: € 115m).

Management confirmed its FY24e guidance with sales in the range of \in 335 – 350m and adj. EBITDA between \in 35 – 45m. Thanks to the good start into the year and a solid order backlog, the guidance seems to be well in reach (eNuW sales: \in 347m; adj. EBITDA: \in 39.7m). Even more importantly, **R. Stahl's mid-term prospects remain bright** as the company strongly benefits from (1) its superior market share along the LNG value chain (liquefaction and shipping: 75%, natural gas production: 50% and regasification 25%), (2) a rising need for production automation across offshore oil and gas rigs, and production plants of several industries and (3) the ongoing nuclear renaissance across Europe.

With that, R. Stahl is well positioned to gradually improve margins, returns and cash flow generation. As shares are trading on only 5.9x EV/EBITDA 2024e we confirm our BUY rating with an unchanged € 29 PT, based on DCF.

Y/E 31.12 (EUR m)	2021	2022	2023	2024e	2025e	2026e
Sales	248.1	274.3	330.6	347.4	364.8	379.4
Sales growth	0.7%	10.6%	20.5%	5.1%	5.0%	4.0%
EBITDA	16.8	20.6	36.6	38.9	41.3	43.4
Net debt (if net cash=0)	18.3	29.2	38.8	33.2	17.5	-3.2
FCF	-3.1	-7.9	0.3	5.6	15.7	20.7
Net Debt/EBITDA	1.1	1.4	1.1	0.9	0.4	0.0
EPS pro forma	-0.77	0.30	1.37	1.53	1.72	1.99
EBITDA margin	6.8%	7.5%	11.1%	11.2%	11.3%	11.4%
ROCE	-0.0%	2.0%	9.7%	9.7%	10.1%	10.6%
EV/sales	0.9	0.8	0.7	0.7	0.6	0.5
EV/EBITDA	13.4	10.1	6.4	5.9	5.2	4.5
PER	-26.7	67.6	673.7	13.3	11.9	10.3
Adjusted FCF yield	1.4%	5.0%	10.1%	9.6%	11.1%	12.9%

Source: Company data, NuWays, Close price as of 07.05.2024



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Share price (in €)	20.60
Market cap (in € m)	131.4
Number of shares (in m pcs)	6.4
Enterprise value (in € m)	229.6
Ø trading volume (6 months)	848

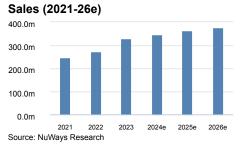
	Identifier
Bloomberg Reuters	RSL2 GR RSI G
WKN	A1PHBB
ISIN	DE000A1PHBB5

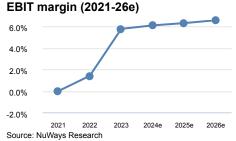
Key snarenoiders				
Founding Families	46.0%			
RSBG	14.0%			
Langfrist-Investoren TGV	10.0%			
BWVA	10.0%			
Free Float	20.0%			

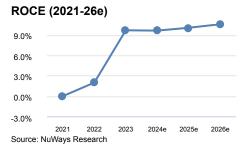
Estimates changes						
	<u>2024e</u>	<u>2025e</u>	<u>2026e</u>			
Sales	0%	0%	0%			
EBIT	-3%	-6%	-4%			
EPS	-4%	-8%	-5%			

Comment on changes

 We slightly adjusted our estimates for OPEX in our DCF model.







Company description

R. STAHL is a globally leading producer of components for electrical explosion protection, mainly for the oil & gas, chemical and pharma industry. The company offers >10k products, ranging from standard components to complete systems and individually engineered solutions for large projects

Guidance

- FY24 sales: € 335-350m
- FY24 adj. EBITDA: € 35-45m

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Financials

Profit and loss (EUR m)	2021	2022	2023	2024e	2025e	202
let sales	248.1	274.3	330.6	347.4	364.8	379
ales growth	0.7%	10.6%	20.5%	5.1%	5.0%	4.0
crease/decrease in finished goods and work-in-process	3.9	7.6	9.9	8.0	7.2	-
otal sales	252.0	282.0	340.4	355.4	372.0	380
other operating income	10.2	13.6	9.9	13.8	15.0	1:
laterial expenses	85.3	100.5	116.2	123.9	128.0	13
ersonnel expenses	116.2	122.0	134.5	144.0	149.9	15
Other operating expenses	43.9	52.5	63.0	62.4	67.9	7
otal operating expenses	235.2	261.4	303.8	316.5	330.7	34
BITDA	16.8	20.6	36.6	38.9	41.3	4
Depreciation	11.6	10.8	10.7	11.2	11.7	1
BITA	5.2	9.8	26.0	27.7	29.6	3
mortisation of goodwill	0.0	0.0	0.0	0.0	0.0	
mortisation of intangible assets	5.3	6.0	6.9	6.5	6.5	
mpairment charges	0.0	0.0	0.0	0.0	0.0	
BIT (inc revaluation net)	-0.1	3.8	19.1	21.2	23.1	2
nterest income	0.1	0.1	0.1	0.2	0.2	
nterest expenses	2.9	3.6	7.0	7.9	7.4	
nvestment income	1.4	3.6	0.1	0.0	0.0	
inancial result	-1.5	-0.0	-17.1	-7.8	-7.2	
ecurring pretax income from continuing operations	-1.5	3.8	2.0	13.4	15.9	1
xtraordinary income/loss	0.0	0.0	0.0	0.0	0.0	
arnings before taxes	-1.5	3.8	2.0	13.4	15.9	1
ncome tax expense	3.4	1.9	1.8	3.5	4.8	
et income from continuing operations	-4.9	1.9	0.2	9.9	11.1	1
ncome from discontinued operations (net of tax)	0.0	0.0	0.0	0.0	0.0	
et income	-4.9	1.9	0.2	9.9	11.1	1
linority interest	0.0	-0.0	-0.0	0.0	0.0	
et profit (reported)	-4.9	1.9	0.2	9.9	11.1	1
verage number of shares	6.4	6.4	6.4	6.4	6.4	
PS reported	-0.77	0.30	0.03	1.53	1.72	1
. o reported	0111	0.00	0.00	1100		
rofit and loss (common size)	2021	2022	2023	2024e	2025e	20
et sales	100.0%	100.0%	100.0%	100.0%	100.0%	100
ales growth	0.7%	10.6%	20.5%	5.1%	5.0%	4
crease/decrease in finished goods and work-in-process	1.6%	2.8%	3.0%	2.3%	2.0%	1
otal sales	101.6%	102.8%	103.0%	102.3%	102.0%	101
ther operating income	4.1%	5.0%	3.0%	4.0%	4.1%	4
laterial expenses	34.4%	36.6%	35.2%	35.7%	35.1%	34
ersonnel expenses	46.8%	44.5%	40.7%	41.4%	41.1%	41
ther operating expenses	17.7%	19.1%	19.1%	18.0%	18.6%	18
otal operating expenses	94.8%	95.3%	91.9%	91.1%	90.7%	90
BITDA	6.8%	7.5%	11.1%	11.2%	11.3%	11
epreciation	4.7%	3.9%	3.2%	3.2%	3.2%	3
BITA	2.1%	3.6%	7.9%	8.0%	8.1%	8
mortisation of goodwill	0.0%	0.0%	0.0%	0.0%	0.0%	0
mortisation of intangible assets	2.1%	2.2%	2.1%	1.9%	1.8%	1
npairment charges	0.0%	0.0%	0.0%	0.0%	0.0%	0
BIT (inc revaluation net)	-0.0%	1.4%	5.8%	6.1%	6.3%	6
terest income	0.0%	0.0%	0.0%	0.0%	0.1%	0
terest expenses	1.2%	1.3%	2.1%	2.3%	2.0%	1
vestment income	0.6%	1.3%	0.0%	0.0%	0.0%	0
nancial result						
	neg.	neg.	neg.	neg.	neg.	1
ecurring pretax income from continuing operations	-0.6% 0.0%	1.4% 0.0%	0.6% 0.0%	3.9% 0.0%	4.3%	4
Extraordinary income/loss					0.0%	0.

-0.6%

-2.0%

0.0%

-2.0%

0.0%

-2.0%

-223.1%

1.4%

50.0%

0.7%

0.0%

0.7%

-0.0%

0.7%

Net profit (reported)
Source: Company data, NuWays

Earnings before taxes

Net income from continuing operations

Income from discontinued operations (net of tax)

Tax rate

Net income

Minority interest

NuWays AG 2

0.6%

90.9%

0.1%

0.0%

0.1%

-0.0%

0.1%

3.9%

26.3%

2.9%

0.0%

2.9%

0.0%

2.8%

4.3%

30.0%

3.0%

0.0%

3.0%

0.0%

3.0%

4.8%

30.0%

3.4%

0.0%

3.4%

0.0%

3.4%

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Balance sheet (EUR m)	2021	2022	2023	2024e	2025e	2026e
Intangible assets	46.5	48.8	48.6	49.4	50.4	51.4
Property, plant and equipment	78.0	75.0	77.0	75.1	72.8	70.4
Financial assets	19.0	15.8	4.2	4.2	4.2	4.2
FIXED ASSETS	143.5	139.6	129.8	128.7	127.3	126.0
Inventories	39.6	48.9	63.8	67.0	61.7	61.3
Accounts receivable	35.9	37.4	43.4	46.3	50.0	54.2
Other assets and short-term financial assets	11.2	14.7	18.1	17.5	17.3	15.7
Liquid assets	6.3	16.1	11.5	20.7	28.9	46.6
Deferred taxes	9.4	3.1	4.7	11.5	12.7	6.0
Deferred charges and prepaid expenses	0.0	0.0	0.0	0.0	0.0	0.0
CURRENT ASSETS	102.5	120.1	141.5	163.0	170.6	183.8
TOTAL ASSETS	246.0	259.7	271.4	291.6	297.9	309.8
SHAREHOLDERS EQUITY	49.6	71.1	67.6	77.4	88.5	101.3
•	0.2	0.2	0.2	0.2	0.2	
MINORITY INTEREST	95.5	64.2	69.2	69.2	69.2	0.2 69.2
Provisions for pensions and similar obligations Other provisions and approved liabilities	18.4	19.7	23.9	24.2	24.8	24.8
Other provisions and accrued liabilities Short-term liabilities to banks	10.4 22.2		23.9 46.9			
	18.9	44.1		50.5	43.0	40.0
Advance navments received an orders	0.0	19.1 0.0	19.5 0.0	19.7 0.0	20.8 0.0	21.6 0.0
Advance payments received on orders Other liabilities (incl. from losses and rental contracts)						
Other liabilities (incl. from lease and rental contracts) Deferred taxes	35.6 2.6	33.5	34.6	38.9	39.5 6.8	40.6
		5.9	4.6 0.0	6.4	0.0	7.0
Deferred income	0.0	0.0		0.0		0.0 62.2
CURRENT LIABILITIES TOTAL LIABILITIES AND SHAREHOLDERS EQUITY	54.5 246.0	52.6 259.7	54.0 271.4	58.6 291.6	60.3 297.9	309.8
TOTAL LIABILITIES AND SHAREHOLDERS EQUITY	240.0	259.1	21 1.4	231.0	231.3	303.0
Balance sheet (common size)	2021	2022	2023	2024e	2025e	2026e
Intangible assets	18.9%	18.8%	17.9%	16.9%	16.9%	16.6%
Property, plant and equipment	31.7%	28.9%	28.4%	25.7%	24.4%	22.7%
Financial assets	7.7%	6.1%	1.5%	1.4%	1.4%	1.3%
FIXED ASSETS	58.3%	53.8%	47.9%	44.1%	42.7%	40.7%
Inventories	16.1%	18.8%	23.5%	23.0%	20.7%	19.8%
Accounts receivable	14.6%	14.4%	16.0%	15.9%	16.8%	17.5%
Other assets and short-term financial assets	4.6%	5.6%	6.7%	6.0%	5.8%	5.1%
Liquid assets	2.6%	6.2%	4.2%	7.1%	9.7%	15.1%
Deferred taxes	3.8%	1.2%	1.7%	3.9%	4.3%	1.9%
Deferred charges and prepaid expenses	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
CURRENT ASSETS	41.7%	46.2%	52.1%	55.9%	57.3%	59.3%
TOTAL ASSETS	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
SHAREHOLDERS EQUITY	20.2%	27.4%	24.9%	26.6%	29.7%	32.7%
MINORITY INTEREST	0.1%	0.1%	0.1%	0.1%	0.1%	0.1%
Provisions for pensions and similar obligations	38.8%	24.7%	25.5%	23.7%	23.2%	22.3%
Other provisions and accrued liabilities	7.5%	7.6%	8.8%	8.3%	8.3%	8.0%
Short-term liabilities to banks	9.0%	17.0%	17.3%	17.3%	14.4%	12.9%
Accounts payable	7.7%	7.3%	7.2%	6.8%	7.0%	7.0%
Advance payments received on orders	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Other liabilities (incl. from lease and rental contracts)	14.5%	12.9%	12.7%	13.3%	13.3%	13.1%
Deferred taxes	1.1%	2.3%	1.7%	2.2%	2.3%	2.3%
Deferred income	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
CURRENT LIABILITIES	22.1%	20.3%	19.9%	20.1%	20.2%	20.1%
TOTAL LIABILITIES AND SHAREHOLDERS EQUITY	100.0%	100.0%		100.0%	100.0%	100.0%
TOTAL LIABILITIES AND SHAREHULDERS EQUIT	100.0%	100.0%	100.0%	100.076	100.0%	100.0%

Source: Company data, NuWays

Update - 10.05.2024



Cash flow statement (EUR m)	2021	2022	2023	2024e	2025e	2026e
Net profit/loss	-4.9	1.9	0.2	9.9	11.1	12.8
Depreciation of fixed assets (incl. leases)	11.6	10.8	10.7	11.2	11.7	11.9
Amortisation of goodwill & intangible assets	5.3	6.0	6.9	6.5	6.5	6.5
Other costs affecting income / expenses	4.3	2.2	14.5	0.3	0.6	0.0
Cash flow from operating activities	1.5	-2.3	3.1	8.9	19.9	25.1
Increase/decrease in inventory	-2.7	-9.3	-14.8	-3.2	5.2	0.4
Increase/decrease in accounts receivable	0.8	-1.5	-6.0	-2.9	-3.7	-4.2
Increase/decrease in accounts payable	5.1	0.2	0.4	0.2	1.1	0.8
Increase/decrease in other working capital positions	0.0	3.0	-2.5	0.0	0.0	9.8
Increase/decrease in working capital	3.2	-7.6	-23.0	-5.9	2.7	6.8
Cash flow from operating activities	11.9	6.0	14.2	22.1	32.6	38.0
CAPEX	15.0	13.9	13.9	16.5	16.8	17.2
Payments for acquisitions	0.0	0.0	0.0	0.0	0.0	0.0
Financial investments	3.2 0.0	-3.5 0.0	0.1 0.0	0.0 0.0	0.0 0.0	0.0
Income from asset disposals	-18.1	-10.4	-13.9	-16.5	-16.8	0.0 -17.2
Cash flow from investing activities Cash flow before financing	-1 6. 1	-10. 4 -4.4	0.3	5.6	-1 6.6 15.7	20.7
Increase/decrease in debt position	-0.5 -7.6	14.3	-4.4	3.6	-7.5	-3.0
Purchase of own shares	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
Dividends paid	0.0	0.0	0.0	0.0	0.0	0.0
Others	0.0	0.0	0.0	0.0	0.0	0.0
Effects of exchange rate changes on cash	0.4	-0.2	-0.4	0.0	0.0	0.0
Cash flow from financing activities	-7.6	14.3	-4.4	3.6	-7.5	-3.0
Increase/decrease in liquid assets	-13.5	9.7	-4.5	9.2	8.2	17.7
Liquid assets at end of period	6.3	16.1	11.5	20.7	28.9	46.6
Key ratios (EUR m)	2021	2022	2023	2024e	2025e	2026e
P&L growth analysis						
Sales growth	0.7%	10.6%	20.5%	5.1%	5.0%	4.0%
EBITDA growth	-2.1%	22.5%	78.0%	6.2%	6.0%	5.2%
EBIT growth	-112.6%	-6309.7%	396.5%	11.0%	8.7%	8.4%
EPS growth	40.7%	-139.4%	-90.0%	4963.5%	12.0%	15.8%
Efficiency						
Sales per employee	148.2	164.7	193.7	199.5	205.4	211.5
EBITDA per employee	10.0	12.4	21.5	22.3	23.2	24.2
No. employees (average)	1,674	1,666	1,707	1,741	1,776	1,794
Balance sheet analysis	22.50/	22.00/	00.40/	20.40/	25.20/	04.40/
Avg. working capital / sales	23.5%	22.6%	23.4%	26.1%	25.3%	24.4%
Inventory turnover (sales/inventory) Accounts receivable turnover	5.3 6.8	5.0 7.5	4.5 8.2	4.0 7.5	4.5 7.3	4.7 7.0
Accounts payable turnover	34.2	31.3	28.3	26.8	27.3	27.3
Cash flow analysis	J-7.2	01.0	20.0	20.0	21.0	21.0
Free cash flow	-3.1	-7.9	0.3	5.6	15.7	20.7
Free cash flow/sales	-1.3%	-2.9%	0.1%	1.6%	4.3%	5.5%
FCF / net profit	63.1%	neg.	187.4%	56.1%	141.5%	162.0%
Capex / sales	7.3%	3.8%	4.2%	4.7%	4.6%	4.5%
Solvency						
Net debt	18.3	29.2	38.8	33.2	17.5	-3.2
Net Debt/EBITDA	1.1	1.4	1.1	0.9	0.4	0.0
Dividend payout ratio	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Interest paid / avg. debt	11.6%	10.4%	14.7%	15.2%	14.7%	15.4%
Returns						
ROCE	-0.0%	2.0%	9.7%	9.7%	10.1%	10.6%
ROE	-9.9%	2.7%	0.3%	12.8%	12.5%	12.6%
Adjusted FCF yield	1.4%	5.0%	10.1%	9.6%	11.1%	12.9%
Bill I I I I I		0.00/	0.0%	0.0%	0.0%	0.0%
Dividend yield	0.0%	0.0%		~ ~		0.0
DPS	0.0	0.0	0.0	0.0	0.0	
DPS EPS reported	0.0 -0.77	0.0 0.30	0.0 0.03	1.53	1.72	1.99
DPS EPS reported Average number of shares	0.0	0.0	0.0			1.99
DPS EPS reported Average number of shares Valuation ratios	0.0 -0.77 6.4	0.0 0.30 6.4	0.0 0.03 6.4	1.53 6.4	1.72 6.4	1.99 6.4
DPS EPS reported Average number of shares Valuation ratios P/BV	0.0 -0.77 6.4 2.6	0.0 0.30 6.4 1.8	0.0 0.03 6.4 1.9	1.53 6.4 1.7	1.72 6.4 1.5	1.99 6.4 1.3
DPS EPS reported Average number of shares Valuation ratios P/BV EV/sales	0.0 -0.77 6.4 2.6 0.9	0.0 0.30 6.4 1.8 0.8	0.0 0.03 6.4 1.9 0.7	1.53 6.4 1.7 0.7	1.72 6.4 1.5 0.6	1.99 6.4 1.3 0.5
DPS EPS reported Average number of shares Valuation ratios P/BV	0.0 -0.77 6.4 2.6	0.0 0.30 6.4 1.8	0.0 0.03 6.4 1.9	1.53 6.4 1.7	1.72 6.4 1.5	1.99 6.4 1.3 0.5 4.5 7.7

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Disclosures

Disclosures regarding research publications of NuWays AG pursuant to section 85 of the German Securities Trading Act (WpHG)

Indication of conflict of interest

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. A conflict of interest is presumed to exist in particular if NuWays AG

- (1) or any other person belonging to the same group with it was part of a consortium within the past twelve months that issued the financial instruments of the analysed company by way of a public offer.
- (2) or any other person belonging to the same group with it has entered into an agreement on the production of the research report with the analysed company.
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Company	Disclosures
R. STAHL AG	2

Historical target p	rice and rating changes for	R. STAHL AG			
Company	Date	Analyst	Rating	Target Price	Close
R. STAHL AG	18.04.2024	Sandherr, Christian	Buy	EUR 29.00	EUR 21.40
	15.02.2024	Sandherr, Christian	Buy	EUR 31.00	EUR 22.40
	09.02.2024	Sandherr, Christian	Buy	EUR 23.00	EUR 21.00
	09.08.2023	Sandherr, Christian	Buy	EUR 31.00	EUR 21.40

Update - 10.05.2024



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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.

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