Industrials - Germany



Buy (old: Buy) 09.08.2024

EUR 29.00 (old: EUR 29.00)

Strong Q2 numbers // FY guidance confirmed; chg. est.

Topic: R. Stahl released strong Q2 numbers with sales and EBITDA above our estimates. Management confirmed its FY24e guidance, which looks well in reach (eNuW).

Q2 sales grew 16.4% yoy to € 89.3m (eNuW: € 87m), driven by a solid order backlog of € 122m at the end of Q1 and a further ease in supply chains. Q2 adj. EBITDA increased disproportionately by 25.7% yoy to € 10.9m (eNuW: € 10.2m) thanks to a lower cost of materials ratio (30.6% vs. 34.4% in Q2'23) and despite higher personnel costs due to wage inflation. Further, other operating expenses came in unusually high (€ 16.4m vs. € 13.9m in Q2'23) due to negative one-offs from consulting costs incurred in connection with the EXcelerate strategy program, which should come down in Q3 and Q4. The adj. EBITDA margin increased by 0.9pp yoy to 12.2% and remains at a solid level.

Solid order intake. After a subdued order intake in H2'23, driven by active destocking activities from customers due to an increasing stabilization of global supply chains and a muted European chemical industry, order intake in H1'24 recovered from a low level (€ 181m in H1'24 vs. € 157m in H2'23). Q2 order intake came in at € 88.5m, slightly below the € 89.3m last year but significantly above Q3&Q4'23. Order intake was supported by a slight recovery in the chemical industry and new orders in the nuclear sector (c. € 3m as stated in the CC). Book-to-bill came in at a healthy 0.99 leading to a solid order backlog of € 121m.

Guidance confirmed: Management confirmed its FY24e guidance with sales between € 335 – 350m and adj. EBITDA in the range of € 35 – 45m. Supported by a strong H1 and a solid order backlog, it seems plausible for R. Stahl to reach its guidance in our view (eNuW: sales € 349; adj. EBITDA € 40m). 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.

Hence, R. Stahl is well positioned to gradually improve margins, returns and cash flow generation. We reiterate 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	349.0	366.4	381.1
Sales growth	0.7%	10.6%	20.5%	5.6%	5.0%	4.0%
EBITDA	16.8	20.6	36.6	39.7	42.1	43.6
Net debt (if net cash=0)	18.3	29.2	38.8	31.1	16.0	-4.8
FCF	-3.1	-7.9	0.3	7.7	15.1	20.8
Net Debt/EBITDA	1.1	1.4	1.1	8.0	0.4	0.0
EPS pro forma	-0.77	0.30	1.37	1.75	1.81	2.01
EBITDA margin	6.8%	7.5%	11.1%	11.4%	11.5%	11.4%
ROCE	-0.0%	2.0%	9.7%	10.0%	10.4%	10.6%
EV/sales	0.8	0.7	0.6	0.6	0.5	0.4
EV/EBITDA	12.2	9.1	5.8	5.2	4.5	3.9
PER	-22.4	56.7	564.7	9.8	9.4	8.5
Adjusted FCF yield	1.5%	5.5%	11.1%	11.3%	12.8%	14.7%

Source: Company data, NuWays, Close price as of 05.08.2024



Mai Net data	
Share price (in €)	17.70
Market cap (in € m)	110.1
Number of shares (in m pcs)	6.4
Enterprise value (in € m)	206.3
Ø trading volume (6 months)	848

Market data

	Identifier
Bloomberg	RSL2 GR
Reuters	RSLG
WKN	A1PHBB
ISIN	DE000A1PHBB5
IOIIA	DEUUUATPRIBBS

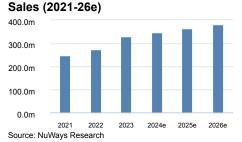
key snarenoiders					
Founding Families	46.0%				
RSBG	14.0%				
Langfrist-Investoren TGV	10.0%				
BWVA	10.0%				
Free Float	20.0%				

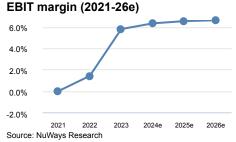
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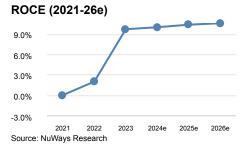
Estimates changes						
	<u>2024e</u>	<u>2025e</u>	<u>2026e</u>			
Sales	0%	0%	0%			
EBIT	4%	4%	1%			
EPS	14%	5%	1%			

Comment on changes

 We slightly increased our estimates due to lower than expected cost of materials.







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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Update - 09.08.2024



Financials

rofit and loss (EUR m)	2021	2022	2023	2024e	2025e	202
et sales	248.1	274.3	330.6	349.0	366.4	381
ales growth	0.7%	10.6%	20.5%	5.6%	5.0%	4.0
ncrease/decrease in finished goods and work-in-process	3.9	7.6	9.9	4.9	7.2	7
otal sales	252.0	282.0	340.4	353.8	373.7	388
other operating income	10.2	13.6	9.9	12.3	15.0	15
laterial expenses	85.3	100.5	116.2	120.0	128.5	133
ersonnel expenses	116.2	122.0	134.5	143.8	149.9	150
other operating expenses	43.9	52.5	63.0	62.6	68.2	7
otal operating expenses	235.2	261.4	303.8	314.2	331.5	34
BITDA	16.8	20.6	36.6	39.7	42.1	4
epreciation	11.6	10.8	10.7	11.1	11.7	1
BITA	5.2	9.8	26.0	28.5	30.4	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	
npairment charges	0.0	0.0	0.0	0.0	0.0	
BIT (inc revaluation net)	-0.1	3.8	19.1	22.0	23.9	2
terest income	0.1	0.1	0.1	0.3	0.2	
terest expenses	2.9	3.6	7.0	7.8	7.4	
vestment income	1.4	3.6	0.1	0.0	0.0	
nancial result	-1.5	-0.0	-17.1	-7.6	-7.2	
ecurring pretax income from continuing operations	-1.5	3.8	2.0	14.5	16.7	
traordinary income/loss	0.0	0.0	0.0	0.0	0.0	
arnings before taxes	-1.5	3.8	2.0	14.5	16.7	
come tax expense	3.4	1.9	1.8	3.2	5.0	
et income from continuing operations	-4.9	1.9	0.2	11.3	11.7	
come from discontinued operations (net of tax)	0.0	0.0	0.0	0.0	0.0	
et income	-4.9	1.9	0.2	11.3	11.7	•
nority interest	0.0	-0.0	-0.0	0.0	0.0	
et profit (reported)	-4.9	1.9	0.2	11.2	11.7	
verage number of shares	6.4	6.4	6.4	6.4	6.4	
2S reported	-0.77	0.30	0.03	1.75	1.81	2
ofit 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%	5.6%	5.0%	4
crease/decrease in finished goods and work-in-process	1.6%	2.8%	3.0%	1.4%	2.0%	1
tal sales	101.6%	102.8%	103.0%	101.4%	102.0%	101
her operating income	4.1%	5.0%	3.0%	3.5%	4.1%	4
aterial expenses	34.4%	36.6%	35.2%	34.4%	35.1%	34
rsonnel expenses	46.8%	44.5%	40.7%	41.2%	40.9%	41
her operating expenses	17.7%	19.1%	19.1%	17.9%	18.6%	18
tal operating expenses	94.8%	95.3%	91.9%	90.0%	90.5%	90
BITDA	6.8%	7.5%	11.1%	11.4%	11.5%	11
epreciation	4.7%	3.9%	3.2%	3.2%	3.2%	3
BITA	2.1%	3.6%	7.9%	8.2%	8.3%	8
mortisation of goodwill	0.0%	0.0%	0.0%	0.0%	0.0%	0
nortisation of intangible assets	2.1%	2.2%	2.1%	1.9%	1.8%	1
pairment charges	0.0%	0.0%	0.0%	0.0%	0.0%	0
BIT (inc revaluation net)	-0.0%	1.4%	5.8%	6.3%	6.5%	6

1.2%

0.6%

neg.

-0.6%

0.0%

-0.6%

-2.0%

0.0%

-2.0%

0.0%

-2.0%

-223.1%

1.3%

1.3%

neg.

1.4%

0.0%

1.4%

50.0%

0.7%

0.0%

0.7%

-0.0%

0.7%

Net profit (reported)
Source: Company data, NuWays

Interest expenses Investment income

Financial result

Tax rate

Net income

Minority interest

Extraordinary income/loss

Earnings before taxes

Recurring pretax income from continuing operations

Net income from continuing operations

Income from discontinued operations (net of tax)

NuWays AG 2

2.1%

0.0%

neg.

0.6%

0.0%

0.6%

90.9%

0.1%

0.0%

0.1%

-0.0%

0.1%

2.2%

0.0%

neg.

4.1%

0.0%

4.1%

21.9%

3.2%

0.0%

3.2%

0.0%

3.2%

2.0%

0.0%

neg.

4.6%

0.0%

4.6%

30.0%

3.2%

0.0%

3.2%

0.0%

3.2%

1.8%

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neg.

4.9%

0.0%

4.9%

30.0%

3.4%

0.0%

3.4%

0.0%

3.4%

Update - 09.08.2024



Polones shoot (FUR m)	2024	2022	2022	2024-	2025-	2020-
Balance sheet (EUR m)	2021 46.5	2022 48.8	2023 48.6	2024e 49.4	2025e	2026e
Intangible assets					50.4	51.4
Property, plant and equipment	78.0	75.0	77.0	75.1 4.2	72.8 4.2	70.4
Financial assets FIXED ASSETS	19.0 143.5	15.8	4.2		4.∠ 127.4	4.2 126.0
Inventories	39.6	139.6 48.9	129.8 63.8	128.7 66.0	61.9	
						61.6
Accounts receivable	35.9	37.4	43.4	46.5	50.2	54.4
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	22.8	30.5	48.2
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	164.3	172.5	185.9
TOTAL ASSETS	246.0	259.7	271.4	293.0	299.9	312.0
SHAREHOLDERS EQUITY	49.6	71.1	67.6	78.8	90.5	103.4
MINORITY INTEREST	0.2	0.2	0.2	0.2	0.2	0.2
Provisions for pensions and similar obligations	95.5	64.2	69.2	69.2	69.2	69.2
Other provisions and accrued liabilities	18.4	19.7	23.9	24.2	24.8	24.8
Short-term liabilities to banks	22.2	44.1	46.9	50.5	43.0	40.0
Long-term liabilities to banks	2.4	1.2	3.4	3.4	3.4	3.4
Accounts payable	18.9	19.1	19.5	19.7	20.8	21.6
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)	35.6	33.5	34.6	38.9	39.5	40.6
Deferred taxes	2.6	5.9	4.6	6.4	6.8	7.0
Deferred income	0.0	0.0	0.0	0.0	0.0	0.0
CURRENT LIABILITIES	54.5	52.6	54.0	58.6	60.3	62.2
TOTAL LIABILITIES AND SHAREHOLDERS EQUITY	246.0	259.7	271.4	293.0	299.9	312.0
Balance sheet (common size)	2021	2022	2023	2024e	2025e	2026e
Intangible assets	18.9%	18.8%	17.9%	16.9%	16.8%	16.5%
Property, plant and equipment	31.7%	28.9%	28.4%	25.6%	24.3%	22.6%
Financial assets	7.7%	6.1%	1.5%	1.4%	1.4%	1.3%
FIXED ASSETS	58.3%	53.8%	47.9%	43.9%	42.5%	40.4%
Inventories	16.1%	18.8%	23.5%	22.5%	20.6%	19.7%
Accounts receivable	14.6%	14.4%	16.0%	15.9%	16.7%	17.5%
Other assets and short-term financial assets	4.6%	5.6%	6.7%	6.0%	5.8%	5.0%
Liquid assets	2.6%	6.2%	4.2%	7.8%	10.2%	15.5%
Deferred taxes	3.8%	1.2%	1.7%	3.9%	4.2%	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%	56.1%	57.5%	59.6%
TOTAL ASSETS	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
ALLADELIOL DEDO FOLIEV	22.20/	OT 40/	04.00/	00.00/	00.00/	20.40/
SHAREHOLDERS EQUITY	20.2%	27.4%	24.9%	26.9%	30.2%	33.1%
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%	23.6%	23.1%	22.2%
Other provisions and accrued liabilities	7.5%	7.6%	8.8%	8.3%	8.3%	7.9%
Short-term liabilities to banks	9.0%	17.0%	17.3%	17.2%	14.3%	12.8%
Long-term liabilities to banks	1.0%	0.4%	1.3%	1.2%	1.1%	1.1%
Accounts payable	7.7%	7.3%	7.2%	6.7%	6.9%	6.9%
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%	13.2%	13.0%
Deferred taxes	1.1%	2.3%	1.7%	2.2%	2.3%	2.2%
Deferred income	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
CURRENT LIABILITIES	22.1%	20.3%	19.9%	20.0%	20.1%	19.9%
TOTAL LIABILITIES AND SHAREHOLDERS EQUITY	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Source: Company data, NuWays

Update - 09.08.2024



Cook flow statement (FUD w)	2024	2022	2022	2024-	2025-	2020-
Cash flow statement (EUR m) Net profit/loss	2021 -4.9	2022 1.9	2023 0.2	2024e 11.3	2025e 11.7	2026e 12.9
Depreciation of fixed assets (incl. leases)	-4.9 11.6	10.8	10.7	11.3	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	11.0	19.4	25.1
Increase/decrease in inventory	-2.7	-9.3	-14.8	-2.2	4.1	0.3
Increase/decrease in accounts receivable	0.8	-1.5	-6.0	-3.1	-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	-5.1	1.5	6.7
Cash flow from operating activities	11.9	6.0	14.2	24.2	32.0	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 Income from asset disposals	3.2 0.0	-3.5 0.0	0.1 0.0	0.0 0.0	0.0 0.0	0.0 0.0
Cash flow from investing activities	-18.1	-10.4	-13.9	-16.5	-16.8	-17.2
Cash flow before financing	-6.3	-10. 4 -4.4	0.3	7.7	15.1	20.8
Increase/decrease in debt position	-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	11.3	7.6	17.8
Liquid assets at end of period	6.3	16.1	11.5	22.8	30.5	48.2
Key ratios (EUR m)	2021	2022	2023	2024e	2025e	2026e
P&L growth analysis						
Sales growth	0.7%	10.6%	20.5%	5.6%	5.0%	4.0%
EBITDA growth	-2.1%	22.5%	78.0%	8.3%	6.1%	3.5%
EBIT growth	-112.6%	-6309.7%	396.5%	15.3%	8.4%	5.4%
EPS growth	40.7%	-139.4%	-90.0%	5667.0%	3.6%	11.0%
Efficiency						
Sales per employee	148.2	164.7	193.7	200.4	206.3	212.4
EBITDA per employee	10.0	12.4	21.5	22.8	23.7	24.3
No. employees (average)	1,674	1,666	1,707	1,741	1,776	1,794
Balance sheet analysis	23.5%	22.6%	23.4%	25.9%	25.1%	24.4%
Avg. working capital / sales Inventory turnover (sales/inventory)	5.3	5.0	23.4% 4.5	4.0	4.5	4.7
Accounts receivable turnover	6.8	7.5	8.2	7.5	7.3	7.0
Accounts payable turnover	34.2	31.3	28.3	27.3	27.3	27.3
Cash flow analysis	V	00				
Free cash flow	-3.1	-7.9	0.3	7.7	15.1	20.8
Free cash flow/sales	-1.3%	-2.9%	0.1%	2.2%	4.1%	5.4%
FCF / net profit	63.1%	neg.	187.4%	68.1%	129.5%	160.4%
Capex / sales	7.3%	3.8%	4.2%	4.7%	4.6%	4.5%
Solvency						
Net debt	18.3	29.2	38.8	31.1	16.0	-4.8
Net Debt/EBITDA	1.1	1.4	1.1	0.8	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%	15.1%	14.7%	15.4%
Returns	0.00/	2.00/	0.70/	10.00/	10.40/	10.60/
ROCE ROE	-0.0% -9.9%	2.0% 2.7%	9.7% 0.3%	10.0% 14.3%	10.4% 12.9%	10.6% 12.5%
Adjusted FCF yield	-9.9% 1.5%	2.7% 5.5%	11.1%	14.3%	12.9%	14.7%
Dividend yield	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
DPS	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0
EPS reported	-0.77	0.30	0.03	1.75	1.81	2.01
Average number of shares	6.4	6.4	6.4	6.4	6.4	6.4
Valuation ratios						
P/BV	2.2	1.5	1.6	1.4	1.2	1.1
EV/sales	0.8	0.7	0.6	0.6	0.5	0.4
EV/EBITDA	12.2	9.1	5.8	5.2	4.5	3.9
EV/EBIT	-3304.5	48.8	11.2	9.4	8.0	6.8

Update - 09.08.2024



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.
- or any other person belonging to the same group with it has 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 within the past twelve month.
- (4) The analysed company holds 5% or more of the share capital of NuWays AG.
- (5) holds (a) a net short position or (b) a net long position of 0.5% of the outstanding share capital of the analysed company.
- (6) or any other person belonging to the same group with it 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.
- (8) The research report has been made available to the analysed 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	Disclosures
R. STAHL AG	2

Historical target pr	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 - 09.08.2024



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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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ment 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.

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