Industrials - Germany

Buy (old: Buy)

EUR 29.00 (old: EUR 29.00)

Solid Q3 preview // FY guidance in reach

Topic: R. Stahl will release its Q3 report on November 6th. We expect moderate sales growth and a slight decrease in EBIT from a high comparable base.

Sales are expected to come in at € 90m, 4.7% above last year (eNuW), supported by a lower but still solid order backlog of € 121m end of H1'24.

EBIT is seen to come in at € 7.5m (-12% yoy), leading to a sound 8.3% EBIT margin (-1.5ppts yoy). While extraordinary costs from the EXcelerate strategy program should be lower in Q3 and Q4, as already 80% of the costs have occurred, an increase in personnel costs could put pressure on profitability. We expect an increase from € 33.6m in Q3'23 up to € 36.0m (40% of sales vs. 37.6% in Q3'23), of which c. 70% should be attributable to wage inflation and 30% to a higher headcount (1,754 end of H1'24 vs. 1,715 end of H1'23).

Solid order intake expected: After the 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). As demand in the chemical industry is slightly picking up and thanks to structural trends such as LNG and nuclear, we expect order intake to remain on a solid level (eNuW: € 88m).

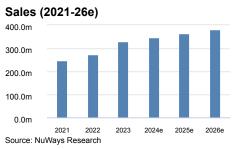
FY sales and adj. EBITDA guidance in reach: Management forecasts sales in the range of € 335-350m (eNuW: € 349m) and an adj. EBITDA of € 35-45m (eNuW: € 40m). The forecast looks reasonable to us and might be even a bit conservative on the top-line carried by an unbroken demand for electrical explosion protection solutions in the LNG and gas industry and a solid order backlog.

R. Stahl's mid-term prospects remain bright as the company strongly benefits from (1) its superior market share along the LNG value chain, (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.

We reiterate our BUY rating with an unchanged PT of € 29.00, 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	0.8	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 18.10.2024



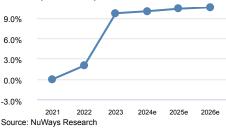
EBIT margin (2021-26e) 6.0% 4.0% 2.0% 0.0% -2 0% 2021 2022 2023 2024e 2025e 2026e Source: NuWays Research



Sales

FRIT

EPS



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



23.10.2024

High/low 52 weeks (€)	24.20 / 17.30
3m rel. performance	7.8%
6m rel. performance	-9.2%
12m rel. performance	-30.6%

Market data							
Share price (in €)	19.20						
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						

Identifier							
Bloomberg	RSL2 GR						
Reuters	RSLG						
WKN	A1PHBB						
ISIN	DE000A1PHBB5						

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

Estimates changes

Comment on changes

2025e

0%

0%

0%

2024e

0%

٥%

0%

<u>2026e</u>

0%

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0%



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Financials

Profit and loss (EUR m)	2021	2022	2023	2024e	2025e	2026e
Net 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%
Increase/decrease in finished goods and work-in-process	3.9	7.6	9.9	4.9	7.2	7.2
Total sales	252.0	282.0	340.4	353.8	373.7	388.3
Other operating income	10.2	13.6	9.9	12.3	15.0	15.6
Material expenses	85.3	100.5	116.2	120.0	128.5	133.2
Personnel expenses	116.2	122.0	134.5	143.8	149.9	156.2
Other operating expenses	43.9	52.5	63.0	62.6	68.2	70.9
Total operating expenses	235.2	261.4	303.8	314.2	331.5	344.7
EBITDA	16.8	20.6	36.6	39.7	42.1	43.6
Depreciation	11.6	10.8	10.7	11.1	11.7	11.9
EBITA	5.2	9.8	26.0	28.5	30.4	31.7
Amortisation of goodwill	0.0	0.0	0.0	0.0	0.0	0.0
Amortisation of intangible assets	5.3	6.0	6.9	6.5	6.5	6.5
Impairment charges	0.0	0.0	0.0	0.0	0.0	0.0
EBIT (inc revaluation net)	-0.1	3.8	19.1	22.0	23.9	25.2
Interest income	0.1	0.1	0.1	0.3	0.2	0.2
Interest expenses	2.9	3.6	7.0	7.8	7.4	6.9
Investment income	1.4	3.6	0.1	0.0	0.0	0.0
Financial result	-1.5	-0.0	-17.1	-7.6	-7.2	-6.7
Recurring pretax income from continuing operations	-1.5	3.8	2.0	14.5	16.7	18.5
Extraordinary income/loss	0.0	0.0	0.0	0.0	0.0	0.0
Earnings before taxes	-1.5	3.8	2.0	14.5	16.7	18.5
Income tax expense	3.4	1.9	1.8	3.2	5.0	5.5
Net income from continuing operations	-4.9	1.9	0.2	11.3	11.7	12.9
Income from discontinued operations (net of tax)	0.0	0.0	0.0	0.0	0.0	0.0
Net income	-4.9	1.9	0.2	11.3	11.7	12.9
Minority interest	0.0	-0.0	-0.0	0.0	0.0	0.0
Net profit (reported)	-4.9	1.9	0.2	11.2	11.7	12.9
Average number of shares	6.4	6.4	6.4	6.4	6.4	6.4
EPS reported	-0.77	0.30	0.03	1.75	1.81	2.01

Profit and loss (common size)	2021	2022	2023	2024e	2025e	2026e
Net sales	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
Sales growth	0.7%	10.6%	20.5%	5.6%	5.0%	4.0%
Increase/decrease in finished goods and work-in-process	1.6%	2.8%	3.0%	1.4%	2.0%	1.9%
Total sales	101.6%	102.8%	103.0%	101.4%	102.0%	101.9%
Other operating income	4.1%	5.0%	3.0%	3.5%	4.1%	4.1%
Material expenses	34.4%	36.6%	35.2%	34.4%	35.1%	34.9%
Personnel expenses	46.8%	44.5%	40.7%	41.2%	40.9%	41.0%
Other operating expenses	17.7%	19.1%	19.1%	17.9%	18.6%	18.6%
Total operating expenses	94.8%	95.3%	91.9%	90.0%	90.5%	90.4%
EBITDA	6.8%	7.5%	11.1%	11.4%	11.5%	11.4%
Depreciation	4.7%	3.9%	3.2%	3.2%	3.2%	3.1%
EBITA	2.1%	3.6%	7.9%	8.2%	8.3%	8.3%
Amortisation of goodwill	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Amortisation of intangible assets	2.1%	2.2%	2.1%	1.9%	1.8%	1.7%
Impairment charges	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
EBIT (inc revaluation net)	-0.0%	1.4%	5.8%	6.3%	6.5%	6.6%
Interest income	0.0%	0.0%	0.0%	0.1%	0.1%	0.1%
Interest expenses	1.2%	1.3%	2.1%	2.2%	2.0%	1.8%
Investment income	0.6%	1.3%	0.0%	0.0%	0.0%	0.0%
Financial result	neg.	neg.	neg.	neg.	neg.	neg.
Recurring pretax income from continuing operations	-0.6%	1.4%	0.6%	4.1%	4.6%	4.9%
Extraordinary income/loss	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Earnings before taxes	-0.6%	1.4%	0.6%	4.1%	4.6%	4.9%
Tax rate	-223.1%	50.0%	90.9%	21.9%	30.0%	30.0%
Net income from continuing operations	-2.0%	0.7%	0.1%	3.2%	3.2%	3.4%
Income from discontinued operations (net of tax)	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Net income	-2.0%	0.7%	0.1%	3.2%	3.2%	3.4%
Minority interest	0.0%	-0.0%	-0.0%	0.0%	0.0%	0.0%
Net profit (reported)	-2.0%	0.7%	0.1%	3.2%	3.2%	3.4%
ource: Company data, NuWays						

Source: Company data, NuWays

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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	127.4	126.0
Inventories	39.6	48.9	63.8	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
Long-term liabilities to banks	2.4	1.2	3.4	3.4	3.4	3.4
Bonds (long-term)	0.0	0.0	0.0	0.0	0.0	0.0
other interest-bearing liabilities	0.0	0.0	0.0	0.0	0.0	0.0
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
NON-CURRENT LIABILITIES	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
Short-term liabilities to banks	22.2	44.1	46.9	50.5	43.0	40.0
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
Accrued taxes	0.6	0.7	1.7	1.7	1.7	1.7
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
Pelence chect (common circ)	2024	2022	2022	20246	20250	20260
Balance sheet (common size)	2021	2022	2023	2024e	2025e	2026e
Intangible assets	18.9% 31.7%	18.8% 28.9%	17.9% 28.4%	16.9% 25.6%	16.8% 24.3%	16.5% 22.6%
Property, plant and equipment	31.7% 7.7%	28.9% 6.1%	28.4% 1.5%	25.6% 1.4%	24.3% 1.4%	22.6% 1.3%
Financial assets FIXED ASSETS	58.3%	53.8%	1.5% 47.9%	43.9%	42.5%	40.4%
Inventories	16.1%	18.8%	47.9% 23.5%	43.9% 22.5%	42.5% 20.6%	40.4 %
	14.6%		23.5% 16.0%	22.5% 15.9%	20.0% 16.7%	19.7%
Accounts receivable		14.4%		6.0%	5.8%	5.0%
Other assets and short-term financial assets	4.6% 2.6%	5.6% 6.2%	6.7% 4.2%	7.8%	10.2%	15.5%
Liquid assets	3.8%	0.2 <i>%</i> 1.2%	4.2 <i>%</i> 1.7%	3.9%	4.2%	15.5%
Deferred taxes	0.0%	0.0%	0.0%	0.0%	4.2%	0.0%
Deferred charges and prepaid expenses CURRENT ASSETS	41.7%	46.2%	52.1%	56.1%	57.5%	59.6%
TOTAL ASSETS	100.0%	40.2%	100.0%	100.0%	100.0%	100.0%
	20.2%	27.4% 0.1%	24.9%	26.9%	30.2% 0.1%	33.1% 0.1%
MINORITY INTEREST	0.1%		0.1%	0.1%		
Long-term liabilities to banks	1.0% 0.0%	0.4% 0.0%	1.3% 0.0%	1.2% 0.0%	1.1% 0.0%	1.1% 0.0%
Bonds (long-term)						
other interest-bearing liabilities	0.0%	0.0%	0.0%	0.0%	0.0% 23.1%	0.0%
Provisions for pensions and similar obligations Other provisions and accrued liabilities	38.8% 7.5%	24.7% 7.6%	25.5% 8.8%	23.6% 8.3%	23.1% 8.3%	22.2% 7.9%
NON-CURRENT LIABILITIES						
Short-term liabilities to banks	n.a. 9.0%	n.a. 17.0%	n.a. 17.3%	n.a. 17.2%	n.a. 14.3%	n.a. 12.8%
	9.0% 7.7%					
Accounts payable	7.7% 0.0%	7.3% 0.0%	7.2% 0.0%	6.7% 0.0%	6.9% 0.0%	6.9% 0.0%
Advance payments received on orders	0.0%	0.0%	0.0% 0.6%	0.0% 0.6%	0.0% 0.6%	0.0%
Accrued taxes						
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%
	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
	22.1%	20.3%	19.9%	20.0%	20.1%	19.9%
TOTAL LIABILITIES AND SHAREHOLDERS EQUITY Source: Company data, NuWays	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Source: Company data, NuWays

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Cash flow statement (EUR m)	2021	2022	2023	2024e	2025e	2026
Net profit/loss	-4.9	1.9	0.2	11.3	11.7	12.
Depreciation of fixed assets (incl. leases)	11.6	10.8	10.7	11.1	11.7	11.
Amortisation of goodwill & intangible assets	5.3	6.0	6.9	6.5	6.5	6.
Other costs affecting income / expenses	4.3	2.2	14.5	0.3	0.6	0
Cash flow from operating activities	1.5	-2.3	3.1	11.0	19.4	25
Increase/decrease in inventory	-2.7	-9.3	-14.8	-2.2	4.1	0
Increase/decrease in accounts receivable	0.8	-1.5	-6.0	-3.1	-3.7	-4
Increase/decrease in accounts payable	5.1	0.2	0.4	0.2	1.1	0
Increase/decrease in other working capital positions	0.0	3.0	-2.5	0.0	0.0	9
Increase/decrease in working capital	3.2	-7.6	-23.0	-5.1	1.5	6
Cash flow from operating activities	11.9	6.0	14.2	24.2	32.0	38
CAPEX	15.0	13.9	13.9	16.5	16.8	17
Payments for acquisitions	0.0	0.0	0.0	0.0	0.0	0
Financial investments	3.2	-3.5	0.1	0.0	0.0	0
Income from asset disposals	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
Cash flow before financing	-6.3	-4.4	0.3	7.7	15.1	20
Increase/decrease in debt position	-7.6	14.3	-4.4	3.6	-7.5	-3
Purchase of own shares	0.0	0.0	0.0	0.0	0.0	0
Capital measures	0.0	0.0	0.0	0.0	0.0	0
Dividends paid	0.0	0.0	0.0	0.0	0.0	0
Others Effects of evolutions rate changes on each	0.0 0.4	0.0	0.0 -0.4	0.0	0.0	0
Effects of exchange rate changes on cash	- 7.6	-0.2 14.3	-0.4 -4.4	0.0 3.6	0.0 -7.5	0
Cash flow from financing activities	-7.6	9.7	-4.4 -4.5	3.0 11.3	-7.5 7.6	-3 17
Increase/decrease in liquid assets	-13.5 6.3	9.7 16.1	-4.5 11.5	22.8		48
Liquid assets at end of period	0.3	10.1	11.5	22.0	30.5	40
Key ratios (EUR m)	2021	2022	2023	2024e	2025e	2026
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	4 4 9 9	404 -	400 7	000 (000.0	0.10
Sales per employee	148.2	164.7	193.7	200.4	206.3	212
EBITDA per employee	10.0	12.4	21.5	22.8	23.7	24
No. employees (average)	1,674	1,666	1,707	1,741	1,776	1,79
Balance sheet analysis	00 50/	22.0%	00.40/	05.0%	05 40/	04.4
Avg. working capital / sales	23.5%	22.6%	23.4%	25.9%	25.1%	24.4
Inventory turnover (sales/inventory)	5.3	5.0	4.5	4.0	4.5	4
Accounts receivable turnover	6.8	7.5	8.2	7.5	7.3	7
Accounts payable turnover	34.2	31.3	28.3	27.3	27.3	27
Cash flow analysis	2.4	7.0	0.2	77	15 1	20
Free cash flow Free cash flow/sales	-3.1 -1.3%	-7.9 -2.9%	0.3 0.1%	7.7 2.2%	15.1 4.1%	20 5.4
FCF / net profit	63.1%		187.4%	68.1%	4.1%	5.4 160.4
Capex / sales	7.3%	neg. 3.8%	4.2%	4.7%	4.6%	4.5
Solvency	7.370	5.070	4.270	4.7 /0	4.0 %	4.5
Net debt	18.3	20.2	39.9	31.1	16.0	-4
Net Debt/EBITDA	1.1	29.2 1.4	38.8 1.1	0.8	16.0 0.4	-4
Dividend payout ratio	0.0%	0.0%	0.0%	0.0%	0.4	0.0
Interest paid / avg. debt	11.6%	10.4%	14.7%	15.1%	14.7%	15.4
Returns	11.070	10.770	1-1.1 /0	10.170	1-1.1 /0	10.4
ROCE	-0.0%	2.0%	9.7%	10.0%	10.4%	10.6
ROE	-9.9%	2.7%	0.3%	14.3%	12.9%	12.5
Adjusted FCF yield	1.5%	5.5%	11.1%	11.3%	12.8%	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	2.0
Average number of shares	-0.77	6.4	6.4	6.4	6.4	6
Valuation ratios	5.7	0.4	0.4	т.,	V . T	Ū
P/BV	2.2	1.5	1.6	1.4	1.2	1
EV/sales	0.8	0.7	0.6	0.6	0.5	0
EV/EBITDA	12.2	9.1	5.8	5.2	4.5	3
		0.1	0.0	0.2	7.0	0
EV/EBIT	-3304.5	48.8	11.2	9.4	8.0	6

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Disclosures

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Company	Disclosures
R. STAHL AG	2

Historical target price 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

Preview / Review - 23.10.2024

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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.

Within the framework of the DCF approach, the future free cash flows are calculated initially on the basis of a fictitious capital structure of 100% equity, i.e. interest and repayments on debt capital are not factored in initially. The adjust-



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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