

Buy (old: Buy)

Price target: EUR 15.00 (old: EUR 15.00)

Price:	EUR 12.39	Next result:	Q3 25.11.14
Bloomberg:	NTG GR	Market cap:	EUR 99.1 m
Reuters:	NTGG.DE	Enterprise Value:	EUR 159.5 m

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Expansion of Nashtec signals confidence into growth

Yesterday, Nabaltec announced to significantly expand its production capacity in the USA in response to the **constantly growing demand for fine precipitated hydroxides (ATH) used as non-halogen environmental friendly flame retardant**.

Nabaltec plans to expand the production capacity of its Nashtec joint venture in Corpus Christi (Texas/USA) **by approximately 40% to c. 30-31k tpa** (c. 100k tpa in Germany). Agreements have already been reached with the joint venture partner, Sherwin Alumina Company, LLC, a subsidiary of Glencore. Construction of the new facilities is scheduled to start in 2015 and should be **completed by early 2016**. Thanks to steadily increasing demand in the USA and the US dollar zone, Nashtec has recently reached close to full capacity utilisation. The planned expansion measures should be implemented without affecting ongoing operations. **According to the management, this significant expansion comes at only moderate capex of c. USD 6m** which compares to the original investment for the plant in 2005/2006 of USD 30m for 22k tpa.

Nashtec remains a very important component of the global strategy given the importance of the US market and as the product can be shipped from Corpus Christi to e.g. Asia where Nabaltec has a distribution partnership with Sumitomo Chemical. Most importantly, the production facilities are located adjacent to the Sherwin Alumina plant which supplies primary materials and energy to Nashtec and enables the company to benefit from the existing infrastructure. **This unique set-up allows Nashtec to achieve EBIT margins of > 20%**. Also, Nabaltec has recently won the largest US consumer of fine ATH as a customer. In our view, this provided the company confidence to pursue its expansion. The capacity addition should translate into **USD 7.5-9m additional sales and USD 1.5-1.8m EBIT** after ramp up in 2016/2017 (not fully reflected in estimates).

A recent study underpins the growing market for **non-halogenated flame retardants expecting volumes to rise at an estimated CAGR of 7.3% from '14 to '20**. Concerns for human health and the environment have led many countries to ban halogen based flame retardants. Nabaltec holds the global leading position in fine ATH with >30% market share and should exploit this structural growth as in the past (i.e. Functional Fillers sales are seen at c. € 100m in '14E, up >100% since 2006). **Sales growth should translate into strong bottom-line growth** thanks to economies of scale and declining interest. Generating >USD 30m in sales, **Nabaltec should also benefit from the USD appreciation providing upside to estimates. BUY, PT € 15 on FCFY '15E.**



Source: Company data, Hauck & Aufhäuser

High/low 52 weeks: 12.40 / 8.80

Price/Book Ratio: 1.7

Relative performance (SDAX):

3 months 15.8 %

6 months 15.2 %

12 months 36.6 %

Changes in estimates

		Sales	EBIT	EPS
2014	old:	144.5	12.9	0.71
	Δ	-	-	-
2015	old:	156.0	16.5	1.04
	Δ	-	-	-
2016	old:	167.0	19.5	1.28
	Δ	-	-	-

Key share data:

Number of shares: (in m pcs) 8.0
 Authorised capital: (in € m) 4.0
 Book value per share: (in €) 7.2
 Ø trading volume: (12 months) 20,000

Major shareholders:

Free Float 38.4 %
 Family Heckmann 31.7 %
 Family Witzany 29.9 %

Company description:

Nabaltec is focused on the production of functional fillers for plastics such as non-hazardous and non-toxic flame retardants used in electrical and electronic equipment.

Y/E 31.12 (EUR m)	2010	2011	2012	2013	2014E	2015E	2016E
Sales	112.7	129.0	129.2	132.9	144.5	156.0	167.0
Sales growth	54 %	14 %	0 %	3 %	9 %	8 %	7 %
EBITDA	14.3	20.6	18.8	19.8	22.5	26.1	29.2
EBIT	6.5	12.5	10.0	10.5	12.9	16.5	19.5
Net income	1.8	3.6	2.1	2.6	5.7	8.3	10.3
Net debt	52.9	60.7	55.2	50.8	41.5	38.7	31.8
Net gearing	115.0 %	121.4 %	111.7 %	99.4 %	72.3 %	59.1 %	42.6 %
Net Debt/EBITDA	3.7	2.9	2.9	2.6	1.8	1.5	1.1
EPS pro forma	0.22	0.45	0.26	0.33	0.71	1.04	1.28
CPS	0.40	0.27	1.31	0.17	1.48	1.39	1.22
DPS	0.00	0.00	0.00	0.06	0.17	0.29	0.43
Dividend yield	0.0 %	0.0 %	0.0 %	0.5 %	1.3 %	2.4 %	3.5 %
Gross profit margin	46.0 %	48.8 %	48.0 %	48.7 %	47.9 %	48.3 %	48.4 %
EBITDA margin	12.7 %	15.9 %	14.6 %	14.9 %	15.6 %	16.7 %	17.5 %
EBIT margin	5.8 %	9.7 %	7.8 %	7.9 %	8.9 %	10.6 %	11.7 %
ROCE	5.3 %	9.1 %	7.3 %	7.3 %	8.7 %	11.3 %	13.5 %
EV/sales	1.5	1.3	1.3	1.3	1.1	1.0	0.9
EV/EBITDA	11.5	8.4	9.1	8.5	7.1	6.0	5.1
EV/EBIT	25.2	13.9	17.2	16.0	12.3	9.5	7.7
PER	55.7	27.3	48.1	37.5	17.4	11.9	9.7
Adjusted FCF yield	5.2 %	6.6 %	6.0 %	6.4 %	7.4 %	8.7 %	10.0 %

Source: Company data, Hauck & Aufhäuser Close price as of: 16.12.2014

Financials

Profit and loss (EUR m)	2010	2011	2012	2013	2014E	2015E	2016E
Net sales	112.7	129.0	129.2	132.9	144.5	156.0	167.0
<i>Sales growth</i>	54.3 %	14.5 %	0.1 %	2.9 %	8.7 %	8.0 %	7.0 %
Increase/decrease in finished goods and work-in-process	-0.1	3.7	0.1	1.4	0.1	0.0	0.0
Total sales	112.6	132.8	129.4	134.3	144.6	156.0	167.0
Other operating income	2.2	1.4	1.7	1.3	1.3	1.2	1.3
Material expenses	60.8	69.8	67.3	69.6	75.4	80.7	86.2
Personnel expenses	19.0	21.0	21.8	22.5	25.3	26.2	27.1
Other operating expenses	20.7	22.9	23.2	23.8	22.7	24.3	25.9
Total operating expenses	98.3	112.2	110.5	114.6	122.1	130.0	137.8
EBITDA	14.3	20.6	18.8	19.8	22.5	26.1	29.2
Depreciation	7.8	8.0	8.8	9.2	9.6	9.6	9.7
EBITA	6.5	12.5	10.0	10.5	12.9	16.5	19.5
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
EBIT	6.5	12.5	10.0	10.5	12.9	16.5	19.5
Interest income	0.2	0.6	0.4	0.3	0.1	0.1	0.0
Interest expenses	5.3	6.9	6.3	6.2	4.1	3.7	3.3
Other financial result	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Financial result	-5.1	-6.4	-5.9	-5.9	-4.0	-3.6	-3.3
Recurring pretax income from continuing operations	1.4	6.2	4.1	4.7	8.9	12.9	16.2
Extraordinary income/loss	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Earnings before taxes	1.4	6.2	4.1	4.7	8.9	12.9	16.2
Taxes	-0.7	1.6	1.1	0.9	2.3	3.5	4.6
Net income from continuing operations	2.1	4.5	3.0	3.7	6.6	9.4	11.6
Result from discontinued operations (net of tax)	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net income	2.1	4.5	3.0	3.7	6.6	9.4	11.6
Minority interest	0.3	0.9	1.0	1.1	0.9	1.1	1.3
Net income (net of minority interest)	1.8	3.6	2.1	2.6	5.7	8.3	10.3
Average number of shares	8.0	8.0	8.0	8.0	8.0	8.0	8.0
EPS reported	0.22	0.44	0.26	0.33	0.71	1.04	1.28

Profit and loss (common size)	2010	2011	2012	2013	2014E	2015E	2016E
Net sales	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %
Increase/decrease in finished goods and work-in-process	0.0 %	2.9 %	0.1 %	1.0 %	0.1 %	0.0 %	0.0 %
Total sales	100.0 %	102.9 %	100.1 %	101.0 %	100.1 %	100.0 %	100.0 %
Other operating income	1.9 %	1.1 %	1.3 %	1.0 %	0.9 %	0.8 %	0.8 %
Material expenses	54.0 %	54.1 %	52.1 %	52.4 %	52.2 %	51.7 %	51.6 %
Personnel expenses	16.9 %	16.3 %	16.8 %	16.9 %	17.5 %	16.8 %	16.2 %
Other operating expenses	18.3 %	17.7 %	17.9 %	17.9 %	15.7 %	15.6 %	15.5 %
Total operating expenses	87.2 %	87.0 %	85.5 %	86.2 %	84.5 %	83.3 %	82.5 %
EBITDA	12.7 %	15.9 %	14.6 %	14.9 %	15.6 %	16.7 %	17.5 %
Depreciation	6.9 %	6.2 %	6.8 %	6.9 %	6.6 %	6.2 %	5.8 %
EBITA	5.8 %	9.7 %	7.8 %	7.9 %	8.9 %	10.6 %	11.7 %
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 %
Impairment charges	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
EBIT	5.8 %	9.7 %	7.8 %	7.9 %	8.9 %	10.6 %	11.7 %
Interest income	0.2 %	0.4 %	0.3 %	0.2 %	0.1 %	0.1 %	0.0 %
Interest expenses	4.7 %	5.4 %	4.9 %	4.6 %	2.8 %	2.4 %	2.0 %
Other financial result	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Financial result	-4.5 %	-4.9 %	-4.6 %	-4.4 %	-2.8 %	-2.3 %	-2.0 %
Recurring pretax income from continuing operations	1.3 %	4.8 %	3.2 %	3.5 %	6.2 %	8.3 %	9.7 %
Extraordinary income/loss	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Earnings before taxes	1.3 %	4.8 %	3.2 %	3.5 %	6.2 %	8.3 %	9.7 %
Tax rate	-45.5 %	26.7 %	26.8 %	20.2 %	26.0 %	27.0 %	28.5 %
Net income from continuing operations	1.9 %	3.5 %	2.3 %	2.8 %	4.6 %	6.0 %	6.9 %
Income from discontinued operations (net of tax)	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Net income	1.9 %	3.5 %	2.3 %	2.8 %	4.6 %	6.0 %	6.9 %
Minority interest	0.3 %	0.7 %	0.7 %	0.8 %	0.6 %	0.7 %	0.8 %
Net income (net of minority interest)	1.6 %	2.8 %	1.6 %	2.0 %	3.9 %	5.3 %	6.1 %

Source: Company data, Hauck & Aufhäuser

Balance sheet (EUR m)	2010	2011	2012	2013	2014E	2015E	2016E
Intangible assets	0.2	0.2	0.2	0.2	0.2	0.2	0.2
Property, plant and equipment	109.0	116.4	116.0	111.8	112.2	117.6	116.9
Financial assets	0.0	0.0	0.0	0.0	0.0	0.0	0.0
FIXED ASSETS	109.2	116.6	116.2	112.0	112.4	117.8	117.1
Inventories	21.4	26.3	23.6	26.2	26.8	28.9	30.9
Accounts receivable	1.6	2.2	3.4	4.3	3.4	3.6	3.9
Other current assets	3.5	2.9	3.4	3.8	0.0	0.0	0.0
Liquid assets	29.0	16.3	14.3	29.7	28.4	21.2	18.1
Deferred taxes	1.3	0.9	0.6	0.3	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
CURRENT ASSETS	56.8	48.8	45.3	64.2	58.6	53.8	52.9
TOTAL ASSETS	166.0	165.4	161.5	176.3	171.0	171.6	170.1
SHAREHOLDERS EQUITY	46.0	50.0	49.4	51.1	57.4	65.5	74.7
MINORITY INTEREST	-4.0	-3.1	-2.0	-0.8	0.0	0.0	0.0
Long-term debt	73.6	68.9	59.9	70.6	60.0	50.0	40.0
Provisions for pensions and similar obligations	13.1	13.7	17.8	18.9	18.9	18.9	18.9
Other provisions	0.8	0.7	1.3	1.6	0.0	0.0	0.0
Non-current liabilities	87.4	83.3	79.0	91.1	78.9	68.9	58.9
short-term liabilities to banks	8.3	8.1	9.7	9.9	9.9	9.9	9.9
Accounts payable	11.2	10.0	10.4	8.7	11.5	14.0	13.3
Advance payments received on orders	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other liabilities (incl. from lease and rental contracts)	14.2	13.2	11.9	13.3	13.3	13.3	13.3
Deferred taxes	2.7	3.8	3.1	2.9	0.0	0.0	0.0
Deferred income	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Current liabilities	36.5	35.2	35.0	34.8	34.7	37.2	36.5
TOTAL LIABILITIES AND SHAREHOLDERS EQUITY	166.0	165.4	161.5	176.2	171.0	171.6	170.1

Balance sheet (common size)	2010	2011	2012	2013	2014E	2015E	2016E
Intangible assets	0.1 %	0.1 %	0.1 %	0.1 %	0.1 %	0.1 %	0.1 %
Property, plant and equipment	65.7 %	70.4 %	71.8 %	63.4 %	65.6 %	68.5 %	68.7 %
Financial assets	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
FIXED ASSETS	65.8 %	70.5 %	72.0 %	63.6 %	65.8 %	68.7 %	68.9 %
Inventories	12.9 %	15.9 %	14.6 %	14.9 %	15.6 %	16.8 %	18.2 %
Accounts receivable	1.0 %	1.4 %	2.1 %	2.4 %	2.0 %	2.1 %	2.3 %
Other current assets	2.1 %	1.8 %	2.1 %	2.1 %	0.0 %	0.0 %	0.0 %
Liquid assets	17.4 %	9.9 %	8.9 %	16.8 %	16.6 %	12.4 %	10.7 %
Deferred taxes	0.8 %	0.6 %	0.3 %	0.2 %	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 %
CURRENT ASSETS	34.2 %	29.5 %	28.0 %	36.4 %	34.2 %	31.3 %	31.1 %
TOTAL ASSETS	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %
SHAREHOLDERS EQUITY	27.7 %	30.2 %	30.6 %	29.0 %	33.6 %	38.2 %	43.9 %
MINORITY INTEREST	-2.4 %	-1.9 %	-1.2 %	-0.4 %	0.0 %	0.0 %	0.0 %
Long-term debt	44.3 %	41.7 %	37.1 %	40.0 %	35.1 %	29.1 %	23.5 %
Provisions for pensions and similar obligations	7.9 %	8.3 %	11.0 %	10.7 %	11.1 %	11.0 %	11.1 %
Other provisions	0.5 %	0.4 %	0.8 %	0.9 %	0.0 %	0.0 %	0.0 %
Non-current liabilities	52.7 %	50.4 %	48.9 %	51.7 %	46.1 %	40.1 %	34.6 %
short-term liabilities to banks	5.0 %	4.9 %	6.0 %	5.6 %	5.8 %	5.8 %	5.8 %
Accounts payable	6.8 %	6.1 %	6.4 %	4.9 %	6.7 %	8.2 %	7.8 %
Advance payments received on orders	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Other liabilities (incl. from lease and rental contracts)	8.6 %	8.0 %	7.3 %	7.5 %	7.8 %	7.7 %	7.8 %
Deferred taxes	1.6 %	2.3 %	1.9 %	1.6 %	0.0 %	0.0 %	0.0 %
Deferred income	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Current liabilities	22.0 %	21.3 %	21.7 %	19.7 %	20.3 %	21.7 %	21.5 %
TOTAL LIABILITIES AND SHAREHOLDERS EQUITY	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %

Source: Company data, Hauck & Aufhäuser

Cash flow statement (EUR m)	2010	2011	2012	2013	2014E	2015E	2016E
Net profit/loss	2.1	4.5	3.0	3.7	6.6	9.4	11.6
Depreciation of fixed assets (incl. leases)	7.8	8.0	8.8	9.2	9.6	9.6	9.7
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	-0.8	2.8	2.5	2.2	0.0	0.0	0.0
Cash flow from operations before changes in w/c	9.1	15.4	14.3	15.1	16.2	19.0	21.3
Increase/decrease in inventory	-2.2	-4.9	2.7	-2.6	-0.5	-2.1	-2.0
Increase/decrease in accounts receivable	-1.7	-0.6	-1.6	-1.3	0.9	-0.3	-0.3
Increase/decrease in accounts payable	4.1	-1.2	1.6	-2.9	2.8	2.5	-0.7
Increase/decrease in other working capital positions	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Increase/decrease in working capital	0.1	-6.8	2.7	-6.8	3.2	0.1	-3.0
Cash flow from operating activities	9.2	8.6	17.0	8.3	19.4	19.1	18.2
CAPEX	7.5	15.4	10.6	2.6	10.0	15.0	9.0
Payments for acquisitions	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Financial investments	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Income from asset disposals	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Cash flow from investing activities	-7.5	-15.4	-10.6	-2.6	-10.0	-15.0	-9.0
Cash flow before financing	1.7	-6.8	6.4	5.8	9.4	4.1	9.2
Increase/decrease in debt position	28.7	-5.6	-8.4	9.7	-10.6	-10.0	-10.0
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	0.0	0.0	0.0	0.0	0.5	1.3	2.4
Others	-2.0	0.0	0.0	0.0	0.0	0.0	0.0
Effects of exchange rate changes on cash	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Cash flow from financing activities	26.7	-5.6	-8.4	9.7	-11.1	-11.3	-12.4
Increase/decrease in liquid assets	28.4	-12.4	-2.0	15.5	-1.7	-7.2	-3.1
Liquid assets at end of period	29.0	16.7	14.7	30.1	28.4	21.2	18.1

Source: Company data, Hauck & Aufhäuser

Regional split (EUR m)	2010	2011	2012	2013	2014E	2015E	2016E
Domestic	35.1	40.7	40.0	40.9	43.5	46.0	48.0
yoy change	59.4 %	16.2 %	-1.7 %	2.2 %	6.4 %	5.7 %	4.3 %
Rest of Europe	50.2	58.3	59.9	63.6	66.0	70.0	75.0
yoy change	34.6 %	16.2 %	2.7 %	6.2 %	3.8 %	6.1 %	7.1 %
NAFTA	17.1	16.8	14.8	14.4	17.0	19.0	20.0
yoy change	119.5 %	-2.1 %	-11.9 %	-2.3 %	17.8 %	11.8 %	5.3 %
Asia Pacific	0.0	0.0	0.0	0.0	0.0	0.0	0.0
yoy change	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Rest of world	10.4	13.3	14.4	14.0	18.0	21.0	24.0
yoy change	72.8 %	27.8 %	8.9 %	-3.1 %	28.6 %	17.0 %	13.9 %
TTL	112.7	129.0	129.1	132.9	144.5	156.0	167.0
yoy change	54.3 %	14.5 %	0.1 %	2.9 %	8.7 %	8.0 %	7.0 %

Source: Company data, Hauck & Aufhäuser

Key ratios (EUR m)	2010	2011	2012	2013	2014E	2015E	2016E
P&L growth analysis							
Sales growth	54.3 %	14.5 %	0.1 %	2.9 %	8.7 %	8.0 %	7.0 %
EBITDA growth	283.5 %	43.6 %	-8.5 %	4.9 %	14.0 %	15.8 %	11.8 %
EBIT growth	-342.1 %	91.3 %	-20.0 %	5.0 %	22.7 %	27.6 %	18.1 %
EPS growth	-135.5 %	97.9 %	-41.5 %	28.5 %	115.6 %	45.6 %	23.5 %
Efficiency							
Total operating costs / sales	87.2 %	87.0 %	85.5 %	86.2 %	84.5 %	83.3 %	82.5 %
Sales per employee	312.2	328.3	317.5	320.3	348.1	371.5	392.9
EBITDA per employee	39.7	52.3	46.3	47.6	54.3	62.1	68.6
Balance sheet analysis							
Avg. working capital / sales	11.3 %	11.7 %	13.6 %	14.4 %	14.0 %	11.9 %	12.0 %
Inventory turnover (sales/inventory)	5.3	4.9	5.5	5.1	5.4	5.4	5.4
Trade debtors in days of sales	5.2	6.4	9.6	11.8	8.5	8.5	8.5
A/P turnover [(A/P*365)/sales]	36.4	28.4	29.4	23.9	29.0	29.0	29.0
Cash conversion cycle (days)	66.2	91.5	81.2	103.6	82.5	75.9	83.3
Cash flow analysis							
Free cash flow	1.7	-6.8	6.4	5.8	9.4	4.1	9.2
Free cash flow/sales	1.5 %	-5.2 %	5.0 %	4.4 %	6.5 %	2.6 %	5.5 %
FCF / net profit	97.5 %	-186.4 %	311.1 %	218.6 %	164.1 %	49.6 %	90.1 %
Capex / depre	96.5 %	191.5 %	120.4 %	27.8 %	104.2 %	156.3 %	92.8 %
Capex / maintenance capex	125.0 %	237.2 %	133.8 %	81.4 %	133.3 %	187.5 %	105.9 %
Capex / sales	6.7 %	11.9 %	8.2 %	1.9 %	6.9 %	9.6 %	5.4 %
Security							
Net debt	52.9	60.7	55.2	50.8	41.5	38.7	31.8
Net Debt/EBITDA	3.7	2.9	2.9	2.6	1.8	1.5	1.1
Net debt / equity	1.1	1.2	1.1	1.0	0.7	0.6	0.4
Interest cover	1.2	1.8	1.6	1.7	3.2	4.5	5.9
Dividend payout ratio	0.0 %	0.0 %	0.0 %	18.1 %	23.2 %	28.3 %	33.8 %
Asset utilisation							
Capital employed turnover	0.8	0.9	0.9	0.9	1.0	1.1	1.2
Operating assets turnover	0.9	1.0	1.0	1.0	1.1	1.1	1.2
Plant turnover	1.0	1.1	1.1	1.2	1.3	1.3	1.4
Inventory turnover (sales/inventory)	5.3	4.9	5.5	5.1	5.4	5.4	5.4
Returns							
ROCE	5.3 %	9.1 %	7.3 %	7.3 %	8.7 %	11.3 %	13.5 %
ROE	3.9 %	7.3 %	4.2 %	5.2 %	9.9 %	12.7 %	13.7 %
Other							
Interest paid / avg. debt	7.6 %	8.7 %	8.6 %	8.2 %	5.4 %	5.7 %	6.0 %
No. employees (average)	361	393	407	415	415	420	425
Number of shares	8.0	8.0	8.0	8.0	8.0	8.0	8.0
DPS	0.0	0.0	0.0	0.1	0.2	0.3	0.4
EPS reported	0.22	0.44	0.26	0.33	0.71	1.04	1.28
Valuation ratios							
P/BV	2.2	2.0	2.0	1.9	1.7	1.5	1.3
EV/sales	1.5	1.3	1.3	1.3	1.1	1.0	0.9
EV/EBITDA	11.5	8.4	9.1	8.5	7.1	6.0	5.1
EV/EBITA	25.2	13.9	17.2	16.0	12.3	9.5	7.7
EV/EBIT	25.2	13.9	17.2	16.0	12.3	9.5	7.7
EV/FCF	95.2	-25.6	26.9	29.2	17.0	38.0	16.2
Adjusted FCF yield	5.2 %	6.6 %	6.0 %	6.4 %	7.4 %	8.7 %	10.0 %
Dividend yield	0.0 %	0.0 %	0.0 %	0.5 %	1.3 %	2.4 %	3.5 %

Source: Company data, Hauck & Aufhäuser

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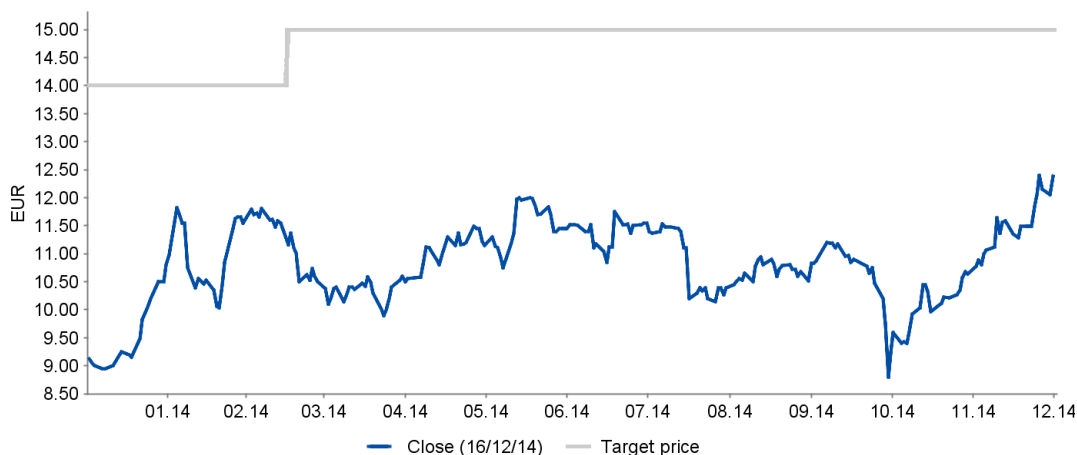
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Company	Disclosure
Nabaltec AG	2, 5

Historical target price and rating changes for Nabaltec AG in the last 12 months

**Price and Rating History
Nabaltec AG as of 17/12/14**

Initiation coverage
14-April-11



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