

Nabaltec

Germany - Chemicals/ Specialty Chemicals



HAUCK & AUFHÄUSER
PRIVATBANKIERS SEIT 1796

Buy (old: Buy)

Price target: EUR 39.00 (old: EUR 39.00)

Price: EUR 23.60 **Next result:** Q2 2018 23.08.18
Bloomberg: NTG@GR **Market cap:** EUR 207.7 m
Reuters: NTGG.DE **Enterprise Value:** EUR 276.1 m

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Strongly increased order book & dynamic growth prospects

While Nabaltec confirmed its preliminary FY 2017 results, the full report allows for some additional insights. The **order book jumped by 52% yoy** to € 56.6m at the end of Dec largely driven by Specialty Alumina as customers already logged in their orders for 2018 to ensure availability throughout the year. Furthermore, **cash flow from operating activities (€ 25.9m)** was sufficient to cover both, the elevated capex spending (€ 23.9m) and interest payments (€ 1.2m). Also, **management proposed a 24% dividend increase** to € 0.18 per share.

Nabaltec also released sound prel. Q1 figures. Despite fx-related headwinds from a weak USD and capacity restrictions for environmental flame retardants, **sales came in at a new record-high of € 45.2m; +3.7% yoy**, largely driven by Specialty Alumina as recent **price increases overcompensated for fx headwinds (FX adj. +6.7%)**.

Q1 EBIT came in at € 4.3m (eH&A € 4.5m), strongly biased by fx headwinds (eH&A € 1m). In our view, **adj. EBIT arrived at € 5.3m with an adj. EBIT margin of 11.4%**.

Most importantly, **mid-term growth prospects look very promising**. The conversion and expansion of the Nashtec plant in the US looks well on track to **add up to 7kt of fine precipitated ATH by the end of '18 (eH&A € 6m sales)** and 30kt after full ramp up in '20 (eH&A € 27m sales). Additionally, a 2nd US plant in Chattanooga, TN, is seen to contribute 30kt coarse ATH for different applications than cables by the end of '21 (eH&A € 18m sales).

A favourable product shift coupled with economies of scale and a gradually increasing utilization rate at the Nashtec plant should **allow for disproportionate EPS growth after 2018 of 24% p.a. ('18-20E)**.

In our view, the **FY 2018 guidance looks conservative**, likely factoring in a margin of safety for the ramp up of Nashtec. Management expects revenue growth in the mid-single digits and an EBIT margin in the high single digits.

Taking into account the very promising mid-term outlook as well as the prospects from niche applications (boehmite and special ATH), the valuation of 7.3x EV/EBITDA 2019E looks undemanding. Hence, why we **reiterate our BUY recommendation with an unchanged € 39 PT**, based on FCFY '20E.



Source: Company data, Hauck & Aufhäuser

High/low 52 weeks: 30.10 / 15.07
Price/Book Ratio: 2.4
Relative performance (SDAX):
 3 months -9.9 %
 6 months -5.9 %
 12 months 49.0 %

Changes in estimates

		Sales	EBIT	EPS
2018	old:	181.2	19.9	1.41
	Δ	-	-	-
2019	old:	193.9	22.8	1.68
	Δ	-	-	-
2020	old:	219.1	29.0	2.18
	Δ	-	-	-

Key share data:

Number of shares: (in m pcs) 8.8
 Authorised capital: (in € m) 4.0
 Book value per share: (in €) 10.5
 Ø trading volume: (12 months) 20,000

Major shareholders:

Free Float 44.0 %
 Family Heckmann 28.3 %
 Family Witzany 27.2 %

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)	2014	2015	2016	2017	2018E	2019E	2020E
Sales	143.3	151.3	159.2	168.6	181.2	193.9	219.1
Sales growth	8 %	6 %	5 %	6 %	8 %	7 %	13 %
EBITDA	22.4	24.6	22.9	30.0	32.7	36.7	44.4
EBIT	12.7	14.5	12.2	18.3	19.7	22.7	28.9
Net income	5.5	6.7	5.3	11.4	12.4	14.7	19.1
Net debt	44.2	41.3	36.4	25.9	31.7	22.7	14.4
Net gearing	83.9 %	71.7 %	63.6 %	30.6 %	34.3 %	22.2 %	13.3 %
Net Debt/EBITDA	2.0	1.7	1.6	0.9	1.0	0.6	0.3
EPS pro forma	0.69	0.84	1.07	1.30	1.41	1.67	2.17
CPS	1.25	1.15	1.88	1.90	1.41	1.87	2.16
DPS	0.12	0.15	0.15	0.18	0.20	0.24	0.30
Dividend yield	0.5 %	0.6 %	0.6 %	0.8 %	0.8 %	1.0 %	1.3 %
Gross profit margin	47.4 %	48.2 %	49.3 %	50.8 %	52.0 %	52.2 %	52.5 %
EBITDA margin	15.6 %	16.3 %	14.4 %	17.8 %	18.1 %	18.9 %	20.3 %
EBIT margin	8.8 %	9.6 %	7.7 %	10.9 %	10.9 %	11.7 %	13.2 %
ROCE	8.4 %	8.9 %	7.1 %	10.0 %	10.6 %	11.1 %	14.9 %
EV/sales	1.8	1.7	1.7	1.6	1.5	1.4	1.2
EV/EBITDA	11.5	10.5	11.5	9.0	8.4	7.3	5.8
EV/EBIT	20.4	17.8	21.5	14.8	14.0	11.8	9.0
PER	34.4	28.1	22.1	18.1	16.8	14.2	10.9
Adjusted FCF yield	4.6 %	4.9 %	4.2 %	6.6 %	7.3 %	8.7 %	11.3 %

Source: Company data, Hauck & Aufhäuser Close price as of: 03.05.2018

Financials

Profit and loss (EUR m)	2014	2015	2016	2017	2018E	2019E	2020E
Net sales	143.3	151.3	159.2	168.6	181.2	193.9	219.1
<i>Sales growth</i>	7.8 %	5.6 %	5.2 %	5.9 %	7.5 %	7.0 %	13.0 %
Increase/decrease in finished goods and work-in-process	-0.3	1.9	0.4	1.5	0.0	0.0	0.0
Total sales	143.0	153.2	159.6	170.1	181.2	193.9	219.1
Other operating income	2.6	2.8	2.2	4.5	2.7	2.1	2.2
Material expenses	75.1	80.3	80.9	83.7	87.0	92.7	104.1
Personnel expenses	25.4	26.8	31.7	31.3	32.9	34.8	36.9
Other operating expenses	22.7	24.3	26.2	29.6	31.4	31.8	35.9
Total operating expenses	120.6	128.6	136.7	140.1	148.5	157.2	174.8
EBITDA	22.4	24.6	22.9	30.0	32.7	36.7	44.4
Depreciation	9.7	10.2	10.7	11.7	13.0	14.0	15.5
EBITA	12.7	14.5	12.2	18.3	19.7	22.7	28.9
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	12.7	14.5	12.2	18.3	19.7	22.7	28.9
Interest income	0.2	0.3	0.3	0.1	0.0	0.0	0.0
Interest expenses	4.3	3.9	3.3	2.7	2.6	2.4	2.4
Other financial result	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Financial result	-4.2	-3.7	-3.1	-2.6	-2.6	-2.4	-2.4
Recurring pretax income from continuing operations	8.5	10.8	9.2	15.7	17.2	20.4	26.5
Extraordinary income/loss	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Earnings before taxes	8.5	10.8	9.2	15.7	17.2	20.4	26.5
Taxes	2.5	3.4	3.9	4.3	4.8	5.7	7.4
Net income from continuing operations	6.1	7.4	5.3	11.4	12.4	14.7	19.1
Result from discontinued operations (net of tax)	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net income	6.1	7.4	5.3	11.4	12.4	14.7	19.1
Minority interest	0.6	0.7	-0.1	0.0	0.0	0.0	0.0
Net income (net of minority interest)	5.5	6.7	5.3	11.4	12.4	14.7	19.1
Average number of shares	8.0	8.0	8.0	8.3	8.8	8.8	8.8
EPS reported	0.69	0.84	0.67	1.39	1.41	1.67	2.17

Profit and loss (common size)	2014	2015	2016	2017	2018E	2019E	2020E
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	-0.2 %	1.3 %	0.2 %	0.9 %	0.0 %	0.0 %	0.0 %
Total sales	99.8 %	101.3 %	100.2 %	100.9 %	100.0 %	100.0 %	100.0 %
Other operating income	1.8 %	1.9 %	1.4 %	2.7 %	1.5 %	1.1 %	1.0 %
Material expenses	52.4 %	53.1 %	50.8 %	49.7 %	48.0 %	47.8 %	47.5 %
Personnel expenses	17.7 %	17.7 %	19.9 %	18.6 %	18.1 %	18.0 %	16.8 %
Other operating expenses	15.8 %	16.1 %	16.5 %	17.5 %	17.3 %	16.4 %	16.4 %
Total operating expenses	84.2 %	85.0 %	85.8 %	83.1 %	81.9 %	81.1 %	79.7 %
EBITDA	15.6 %	16.3 %	14.4 %	17.8 %	18.1 %	18.9 %	20.3 %
Depreciation	6.8 %	6.7 %	6.7 %	6.9 %	7.2 %	7.2 %	7.1 %
EBITA	8.8 %	9.6 %	7.7 %	10.9 %	10.9 %	11.7 %	13.2 %
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	8.8 %	9.6 %	7.7 %	10.9 %	10.9 %	11.7 %	13.2 %
Interest income	0.1 %	0.2 %	0.2 %	0.1 %	0.0 %	0.0 %	0.0 %
Interest expenses	3.0 %	2.6 %	2.1 %	1.6 %	1.4 %	1.2 %	1.1 %
Other financial result	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Financial result	-2.9 %	-2.4 %	-1.9 %	-1.5 %	-1.4 %	-1.2 %	-1.1 %
Recurring pretax income from continuing operations	5.9 %	7.1 %	5.8 %	9.3 %	9.5 %	10.5 %	12.1 %
Extraordinary income/loss	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Earnings before taxes	5.9 %	7.1 %	5.8 %	9.3 %	9.5 %	10.5 %	12.1 %
Tax rate	28.8 %	31.5 %	42.3 %	27.2 %	28.0 %	28.0 %	28.0 %
Net income from continuing operations	4.2 %	4.9 %	3.3 %	6.8 %	6.8 %	7.6 %	8.7 %
Income from discontinued operations (net of tax)	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Net income	4.2 %	4.9 %	3.3 %	6.8 %	6.8 %	7.6 %	8.7 %
Minority interest	0.4 %	0.5 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Net income (net of minority interest)	3.8 %	4.4 %	3.4 %	6.8 %	6.8 %	7.6 %	8.7 %

Source: Company data, Hauck & Aufhäuser

Balance sheet (EUR m)	2014	2015	2016	2017	2018E	2019E	2020E
Intangible assets	0.4	0.5	0.5	0.5	0.5	0.5	0.5
Property, plant and equipment	112.0	116.6	125.3	131.7	143.7	143.7	136.2
Financial assets	0.0	0.0	0.1	0.1	0.1	0.1	0.1
FIXED ASSETS	112.4	117.1	125.9	132.2	144.3	144.2	136.8
Inventories	27.5	30.8	30.9	33.0	35.5	38.0	42.9
Accounts receivable	4.6	5.2	3.1	4.1	4.4	4.7	5.3
Other current assets	7.0	6.5	5.5	5.5	5.5	5.5	5.5
Liquid assets	27.2	42.3	36.2	45.9	38.7	47.7	24.6
Deferred taxes	0.1	0.0	1.1	0.7	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	66.4	84.8	76.8	89.2	84.1	95.8	78.3
TOTAL ASSETS	178.8	201.9	202.7	221.4	228.3	240.0	215.1
SHAREHOLDERS EQUITY	52.6	57.5	57.2	84.5	92.2	102.5	107.9
MINORITY INTEREST	-0.2	0.6	0.6	0.0	0.0	0.0	0.0
Long-term debt	61.4	71.3	71.3	70.4	70.4	70.4	39.0
Provisions for pensions and similar obligations	25.3	28.0	38.1	36.8	36.8	36.8	36.8
Other provisions	2.4	2.6	2.4	3.2	3.0	3.0	2.0
Non-current liabilities	89.0	101.9	111.8	110.4	110.2	110.2	77.8
short-term liabilities to banks	10.0	12.2	1.2	1.4	0.0	0.0	0.0
Accounts payable	9.9	12.3	14.5	15.6	16.5	18.0	20.0
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)	15.9	15.9	16.4	8.3	8.3	8.3	8.3
Deferred taxes	1.5	1.5	1.0	1.0	1.0	1.0	1.0
Deferred income	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Current liabilities	37.4	41.9	33.2	26.5	25.9	27.4	29.4
TOTAL LIABILITIES AND SHAREHOLDERS EQUITY	178.8	201.9	202.7	221.4	228.3	240.0	215.1

Balance sheet (common size)	2014	2015	2016	2017	2018E	2019E	2020E
Intangible assets	0.2 %	0.3 %	0.2 %	0.2 %	0.2 %	0.2 %	0.2 %
Property, plant and equipment	62.6 %	57.7 %	61.8 %	59.5 %	62.9 %	59.9 %	63.3 %
Financial assets	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
FIXED ASSETS	62.8 %	58.0 %	62.1 %	59.7 %	63.2 %	60.1 %	63.6 %
Inventories	15.4 %	15.2 %	15.2 %	14.9 %	15.5 %	15.8 %	19.9 %
Accounts receivable	2.5 %	2.6 %	1.5 %	1.8 %	1.9 %	2.0 %	2.5 %
Other current assets	3.9 %	3.2 %	2.7 %	2.5 %	2.4 %	2.3 %	2.5 %
Liquid assets	15.2 %	20.9 %	17.9 %	20.7 %	17.0 %	19.9 %	11.4 %
Deferred taxes	0.1 %	0.0 %	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	37.1 %	42.0 %	37.9 %	40.3 %	36.8 %	39.9 %	36.4 %
TOTAL ASSETS	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %
SHAREHOLDERS EQUITY	29.4 %	28.5 %	28.2 %	38.2 %	40.4 %	42.7 %	50.2 %
MINORITY INTEREST	-0.1 %	0.3 %	0.3 %	0.0 %	0.0 %	0.0 %	0.0 %
Long-term debt	34.3 %	35.3 %	35.2 %	31.8 %	30.8 %	29.3 %	18.1 %
Provisions for pensions and similar obligations	14.1 %	13.8 %	18.8 %	16.6 %	16.1 %	15.3 %	17.1 %
Other provisions	1.3 %	1.3 %	1.2 %	1.5 %	1.3 %	1.2 %	0.9 %
Non-current liabilities	49.8 %	50.5 %	55.1 %	49.9 %	48.3 %	45.9 %	36.2 %
short-term liabilities to banks	5.6 %	6.1 %	0.6 %	0.6 %	0.0 %	0.0 %	0.0 %
Accounts payable	5.5 %	6.1 %	7.2 %	7.1 %	7.2 %	7.5 %	9.3 %
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)	8.9 %	7.9 %	8.1 %	3.8 %	3.7 %	3.5 %	3.9 %
Deferred taxes	0.8 %	0.7 %	0.5 %	0.5 %	0.5 %	0.4 %	0.5 %
Deferred income	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Current liabilities	20.9 %	20.8 %	16.4 %	12.0 %	11.4 %	11.4 %	13.7 %
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)	2014	2015	2016	2017	2018E	2019E	2020E
Net profit/loss	6.1	7.4	5.3	11.4	12.4	14.7	19.1
Depreciation of fixed assets (incl. leases)	9.7	10.2	10.7	11.7	13.0	14.0	15.5
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
Others	2.1	2.7	2.8	3.5	-1.3	0.0	0.0
Cash flow from operations before changes in w/c	17.9	20.2	18.8	26.7	24.1	28.7	34.6
Increase/decrease in inventory	-1.3	-3.2	-0.1	-2.1	-2.5	-2.5	-4.9
Increase/decrease in accounts receivable	-0.3	-0.6	2.1	-1.0	-0.3	-0.3	-0.6
Increase/decrease in accounts payable	1.2	2.4	2.2	1.1	-0.9	-1.5	-2.0
Increase/decrease in other working capital positions	0.0	-1.5	0.0	0.0	0.0	0.0	0.0
Increase/decrease in working capital	-0.4	-3.0	4.3	-2.0	-3.7	-4.2	-7.6
Cash flow from operating activities	17.5	17.2	23.0	24.7	20.4	24.4	27.0
CAPEX	10.0	13.1	17.0	23.4	25.0	14.0	8.0
Payments for acquisitions	0.0	0.0	0.0	0.6	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	-10.0	-13.1	-17.0	-23.9	-25.0	-14.0	-8.0
Cash flow before financing	7.5	4.2	6.0	0.7	-4.6	10.4	19.0
Increase/decrease in debt position	-10.0	12.2	-11.8	-0.8	-1.4	0.0	-31.4
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	17.9	0.0	0.0	0.0
Dividends paid	0.5	1.0	1.2	1.2	1.2	1.5	1.8
Others	0.0	-0.6	0.6	-6.0	0.0	0.0	0.0
Effects of exchange rate changes on cash	0.0	0.4	0.2	-1.0	0.0	0.0	0.0
Cash flow from financing activities	-10.4	10.6	-12.4	10.0	-2.6	-1.5	-33.1
Increase/decrease in liquid assets	-2.9	15.1	-6.1	9.8	-7.2	8.9	-14.1
Liquid assets at end of period	27.2	42.3	36.2	45.9	38.7	47.7	24.6

Source: Company data, Hauck & Aufhäuser

Regional split (EUR m)	2014	2015	2016	2017	2018E	2019E	2020E
Domestic	40.7	41.9	42.4	45.3	46.0	47.5	49.0
yoy change	-0.4 %	2.8 %	1.2 %	6.7 %	1.7 %	3.3 %	3.2 %
Rest of Europe	68.5	73.2	78.3	81.7	89.1	92.6	97.3
yoy change	7.8 %	6.8 %	7.0 %	4.4 %	9.0 %	4.0 %	5.0 %
NAFTA	18.0	19.7	20.2	21.4	23.5	28.2	39.5
yoy change	24.8 %	9.4 %	2.6 %	5.7 %	10.0 %	20.0 %	40.0 %
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	16.0	16.5	18.3	20.3	22.7	25.6	33.4
yoy change	14.7 %	2.9 %	10.8 %	10.8 %	11.9 %	12.9 %	30.5 %
TTL	143.3	151.3	159.2	168.6	181.2	193.9	219.1
yoy change	7.8 %	5.6 %	5.2 %	5.9 %	7.5 %	7.0 %	13.0 %

Source: Company data, Hauck & Aufhäuser

Key ratios (EUR m)	2014	2015	2016	2017	2018E	2019E	2020E
P&L growth analysis							
Sales growth	7.8 %	5.6 %	5.2 %	5.9 %	7.5 %	7.0 %	13.0 %
EBITDA growth	13.2 %	10.2 %	-7.0 %	31.0 %	42.9 %	22.3 %	35.5 %
EBIT growth	20.3 %	14.2 %	-15.5 %	49.7 %	61.4 %	24.1 %	46.2 %
EPS growth	107.6 %	22.3 %	-20.4 %	107.5 %	110.3 %	20.1 %	54.2 %
Efficiency							
Total operating costs / sales	84.2 %	85.0 %	85.8 %	83.1 %	81.9 %	81.1 %	79.7 %
Sales per employee	341.3	348.6	353.8	360.3	385.6	395.8	429.7
EBITDA per employee	53.3	56.8	50.9	64.2	69.7	75.0	87.0
Balance sheet analysis							
Avg. working capital / sales	15.3 %	15.2 %	13.6 %	12.1 %	11.8 %	11.9 %	11.8 %
Inventory turnover (sales/inventory)	5.2	4.9	5.2	5.1	5.1	5.1	5.1
Trade debtors in days of sales	11.6	12.5	7.1	8.9	8.9	8.9	8.9
A/P turnover [(A/P*365)/sales]	25.3	29.6	33.3	33.9	33.3	33.9	33.3
Cash conversion cycle (days)	97.2	96.7	80.8	84.5	88.3	87.5	89.2
Cash flow analysis							
Free cash flow	7.5	4.2	6.0	1.3	-4.6	10.4	19.0
Free cash flow/sales	5.2 %	2.7 %	3.8 %	0.8 %	-2.5 %	5.4 %	8.7 %
FCF / net profit	136.5 %	62.3 %	112.5 %	11.3 %	-37.0 %	71.1 %	99.7 %
Capex / depre	103.1 %	128.4 %	159.2 %	199.8 %	192.3 %	100.0 %	51.6 %
Capex / maintenance capex	133.3 %	163.3 %	212.6 %	275.0 %	312.5 %	175.0 %	100.0 %
Capex / sales	7.0 %	8.6 %	10.7 %	13.9 %	13.8 %	7.2 %	3.7 %
Security							
Net debt	44.2	41.3	36.4	25.9	31.7	22.7	14.4
Net Debt/EBITDA	2.0	1.7	1.6	0.9	1.0	0.6	0.3
Net debt / equity	0.8	0.7	0.6	0.3	0.3	0.2	0.1
Interest cover	2.9	3.7	3.7	6.8	7.6	9.5	12.0
Dividend payout ratio	17.5 %	18.0 %	22.4 %	13.0 %	14.2 %	14.4 %	13.8 %
Asset utilisation							
Capital employed turnover	0.9	0.9	0.9	0.9	0.9	0.9	1.2
Operating assets turnover	1.1	1.1	1.1	1.1	1.1	1.2	1.3
Plant turnover	1.3	1.3	1.3	1.3	1.3	1.3	1.6
Inventory turnover (sales/inventory)	5.2	4.9	5.2	5.1	5.1	5.1	5.1
Returns							
ROCE	8.4 %	8.9 %	7.1 %	10.0 %	10.6 %	11.1 %	14.9 %
ROE	10.4 %	11.6 %	9.4 %	13.5 %	13.4 %	14.3 %	17.7 %
Other							
Interest paid / avg. debt	5.7 %	5.1 %	4.3 %	3.7 %	3.6 %	3.4 %	4.4 %
No. employees (average)	420	434	450	468	470	490	510
Number of shares	8.0	8.0	8.0	8.3	8.8	8.8	8.8
DPS	0.1	0.2	0.2	0.2	0.2	0.2	0.3
EPS reported	0.69	0.84	0.67	1.39	1.41	1.67	2.17
Valuation ratios							
P/BV	3.6	3.3	3.3	2.5	2.3	2.0	1.9
EV/sales	1.8	1.7	1.7	1.6	1.5	1.4	1.2
EV/EBITDA	11.5	10.5	11.5	9.0	8.4	7.3	5.8
EV/EBITA	20.4	17.8	21.5	14.8	14.0	11.8	9.0
EV/EBIT	20.4	17.8	21.5	14.8	14.0	11.8	9.0
EV/FCF	34.4	62.2	43.7	208.1	-60.3	25.6	13.6
Adjusted FCF yield	4.6 %	4.9 %	4.2 %	6.6 %	7.3 %	8.7 %	11.3 %
Dividend yield	0.5 %	0.6 %	0.6 %	0.8 %	0.8 %	1.0 %	1.3 %

Source: Company data, Hauck & Aufhäuser

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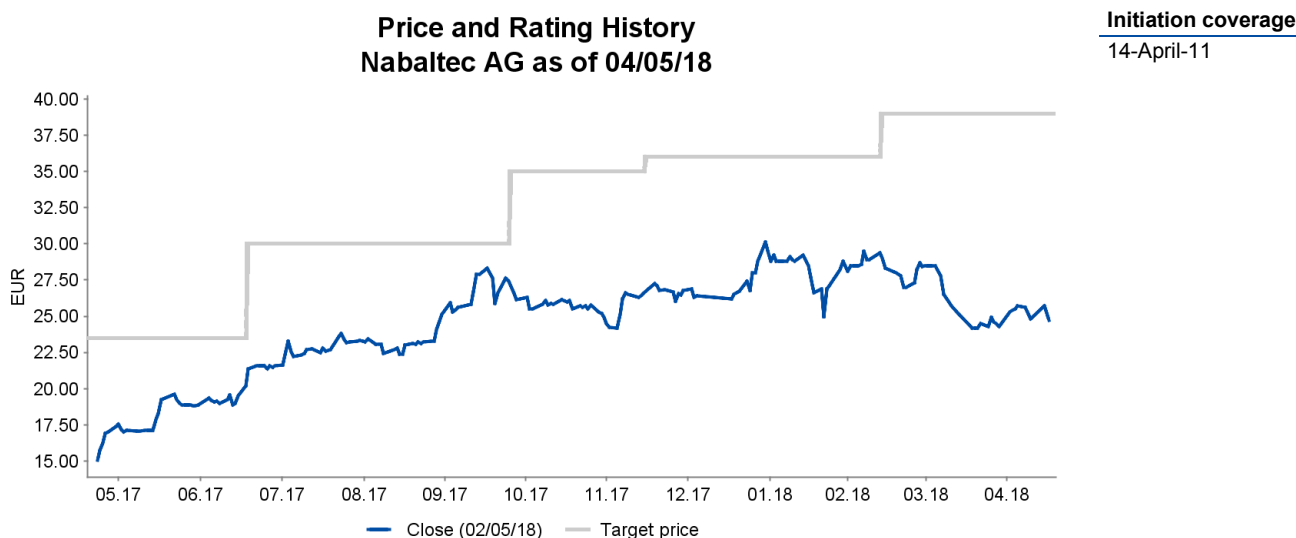
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Company	Disclosure
Nabaltec AG	2, 3

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



Company	Date	Analyst	Rating	Target price	Close
Nabaltec	03.04.2018	Sandherr, Christian	Buy	EUR 39,00	EUR 24,20
	01.03.2018	Berresch, CFA, Sascha	Buy	EUR 39,00	EUR 28,30
	16.01.2018	Berresch, CFA, Sascha	Buy	EUR 36,00	EUR 29,30
	01.12.2017	Berresch, CFA, Sascha	Buy	EUR 36,00	EUR 26,60
	11.10.2017	Berresch, CFA, Sascha	Buy	EUR 35,00	EUR 27,43
	30.08.2017	Berresch, CFA, Sascha	Buy	EUR 30,00	EUR 22,36

04.07.2017	Berresch, CFA, Sascha	Buy	EUR 30,00	EUR 21,40
31.05.2017	Berresch, CFA, Sascha	Buy	EUR 23,50	EUR 18,30

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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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