### Chemicals / Specialty Chemicals - Germany



Buy (old: Buy) 10.10.2024

EUR 25.00 (old: EUR 25.00)

## Conference feedback: Too cheap to ignore

During last week's European MidCap conference in Paris, the CEO of Nabaltec provided insights into key topics. Here are our takeaways:

Continued strong demand for Nabaltec's core product. Mind you, ATH is an environmental friendly flame retardant, which is primarily used in cables and wires. As during recent quarters, demand from investments into data centres and renewable energy sources as well as an improving US construction industry are seen to sustainably drive sales growth.

Gap filler with growing importance, investments in capacities. Initially introduced in 2021, sales from the white powder, that significantly improves thermal management capabilities of adhesives used in EV batteries, is seen to reach € 6.5m in FY24e. In light of current production capacities that allow ~ € 10m sales and a clear commitment from customers, Nabaltec is increasing 4x its production capacities. Importantly, the new production line is fully automated and frees up ~ 20kt ATH production capacities. Total investment stand at around € 25m, spend until the end of FY25e.

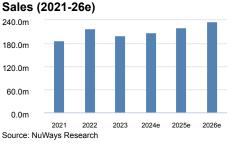
Boehmite remains slow following a stronger H1 due to a positive one-off. During H1, boehmite sales stood at roughly € 8m, positively impacted by a € 1.8m (eNuW) order from a Chinese customer. Unlike last year, the second half of this year should not be marked by a notably up tick in demand (FY24: -18% to € 14.5m). Mind you, >80% of the separator production is located in China. While management expects strongly growing demand for ceramic coatings in e-mobility, we model only a slight growth for next year.

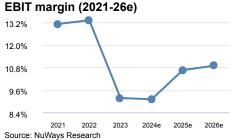
Current capex program to be paid for by op. cash flow. This and next year, Nabaltec plans to spend a cumulative € 50-55m on capex to lay the foundation for further growth of ATH, its gap filler and boehmite. Importantly, the company's operating cash flow during those two years should be largely sufficient to cover the whole investment program. Mind you, the op. CF at the end of H1 FY24 stood at € 24m, thanks to the good operating performance but also a normalization of working capital.

Attractive growth potential. Taking into account the available capacities across its three production site following the current investment initiative, Nabaltec should be able (once fully utilized) to generate some € 300m sales, € 55m EBITDA and € 40m FCF (eNuW). -continued-

Y/E 31.12 (EUR m)	2021	2022	2023	2024e	2025e	2026e
Sales	187.0	218.8	200.1	207.9	221.4	236.3
Sales growth	17.2%	17.0%	-8.5%	3.9%	6.5%	6.8%
EBITDA	37.3	42.4	31.0	32.1	38.7	41.6
Net debt (if net cash=0)	7.1	3.2	5.0	7.7	4.3	-7.9
FCF	26.4	21.6	2.4	0.1	6.4	15.4
Net Debt/EBITDA	0.2	0.1	0.2	0.2	0.1	0.0
EPS pro forma	1.85	2.22	1.30	1.36	1.74	1.94
EBITDA margin	19.9%	19.4%	15.5%	15.5%	17.5%	17.6%
ROCE	11.6%	13.4%	7.9%	7.2%	8.6%	9.1%
EV/sales	1.0	0.7	0.8	0.8	0.7	0.6
EV/EBITDA	4.8	3.8	5.3	5.2	4.2	3.6
PER	8.0	6.7	11.4	10.9	8.5	7.6
Adjusted FCF yield	12.6%	23.2%	11.4%	11.8%	15.3%	18.1%

Source: Company data, NuWays, Close price as of 08.10.2024





#### 12.0% 10.0% 8.0% 6.0% 2021 2022 2023 2024e 2025e Source: NuWays Research

#### Guidance

ROCE (2021-26e)

- 2024 sales: 2-4% yoy growth
- 2024 EBIT margin: 8-10%



Market data	
Share price (in €)	14.80
Market cap (in € m)	130.2
Number of shares (in m pcs)	8.8
Enterprise value (in € m)	165.9
Ø trading volume (6 months)	2,700

Markat data

identifier						
Bloomberg	NTG GR					
Reuters	NTGG					
WKN	A0KPPR					
ISIN	DE000A0KPPR7					

Key shareholders				
Family Heckmann	28.4%			
Family Witzany	27.2%			
Free Float	44.4%			

Estimates changes					
	<u>2024e</u>	<u>2025e</u>	2026e		
Sales	0%	0%	0%		
EBIT	0%	0%	0%		
EPS	0%	0%	0%		

# Comment on changes

# **Company description**

Nabaltec is a leading producer of environmental friendly, non-hazardous flame retardants used in plastics and industrial applications. With boehmite, a high margin coating solution for EV batteries, the company should strongly benefit from the electrification of the auto industry.

2026e

Update - 10.10.2024



Q3 to come in as another good quarter. Following a strong H1 with € 108m sales (+2.2% yoy) and a 9.9% EBIT margin (+1.9pp yoy), the third quarter is seen to paint a similar picture with € 50.5m sales and a 9.1% EBIT margin (eNuW) despite the seasonally weak August and the absence of a € 1.7m positive boehmite one-off from Q2. With this, the 9M sales growth figure should be inline with the FY guidance of 2-4% yoy sales growth and ahead of the targeted 7-9% EBIT margin with 9.8%, eNuW.

**Expiring gas/raw material contracts no reason for concern.** Nabaltec usually enters into multi-year gas/raw material supply contracts, which are due to be renegotiated (for several years) at the end of this year. While the currently higher gas price levels should have a notable P&L impact (eNuW, € 2-2.5m p.a.), raw materials (mainly alumina) should have an opposing effect, mostly offsetting each other.

Shares remains attractively valued. At € 15 per share, Nabaltec trades roughly 11% below its book value of € 16.7, while offering 11.7% adj. FCFY, a strong balance sheet and significant mid- to long-term potential. We confirm our BUY rating with an unchanged € 25 PT.

Update - 10.10.2024



#### **Financials**

Profit and loss (EUR m)	2021	2022	2023	2024e	2025e	202
let sales	187.0	218.8	200.1	207.9	221.4	236
Sales growth	17.2%	17.0%	-8.5%	3.9%	6.5%	6.8
ncrease/decrease in finished goods and work-in-process	0.2	4.1	1.0	0.0	0.0	0
otal sales	187.2	223.0	201.1	207.9	221.4	236
Other operating income	2.7	3.5	2.8	2.1	2.2	2
laterial expenses	88.2	106.4	101.9	104.1	108.5	115
ersonnel expenses	34.8	39.6	38.2	40.2	41.0	42
Other operating expenses	29.6	38.1	32.8	33.5	35.4	39
otal operating expenses	149.9	180.6	170.1	175.8	182.7	194
BITDA	37.3	42.4	31.0	32.1	38.7	4
Depreciation	12.7	13.2	12.7	13.2	15.1	1
BITA	24.6	29.2	18.3	18.9	23.6	2
mortisation of goodwill	0.0	0.0	0.0	0.0	0.0	(
Amortisation of intangible assets	0.0	0.0	0.0	0.0	0.0	(
mpairment charges	0.0	0.0	0.0	0.0	0.0	(
BIT (inc revaluation net)	24.6	29.2	18.3	18.9	23.6	2
nterest income	0.1	0.4	2.1	2.1	2.1	
nterest expenses	1.8	2.1	4.3	4.1	4.0	
nvestment income	0.0	0.0	0.0	0.0	0.0	
inancial result	-1.8	-1.7	-2.2	-2.0	-1.9	_
Recurring pretax income from continuing operations	22.8	27.5	16.1	16.9	21.7	2
extraordinary income/loss	0.0	0.0	0.0	0.0	0.0	
arnings before taxes	22.8	27.5	16.1	16.9	21.7	2
ncome tax expense	6.5	1.1	4.7	4.9	6.3	
et income from continuing operations	16.3	26.4	11.4	11.9	15.3	1
ncome from discontinued operations (net of tax)	0.0	0.0	0.0	0.0	0.0	
let income	16.3	26.4	11.4	11.9	15.3	1
linority interest	0.0	0.0	0.0	0.0	0.0	
let profit (reported)	16.3	26.4	11.4	11.9	15.3	1
verage number of shares	8.8	8.8	8.8	8.8	8.8	•
PS reported	1.85	3.00	1.30	1.36	1.74	1
. C Topontou	1100	0.00	1.00			•
rofit and loss (common size)	2021	2022	2023	2024e	2025e	202
et sales	100.0%	100.0%	100.0%	100.0%	100.0%	100.
ales growth	17.2%	17.0%	-8.5%	3.9%	6.5%	6.
crease/decrease in finished goods and work-in-process	0.1%	1.9%	0.5%	0.0%	0.0%	0.
otal sales	100.1%	101.9%	100.5%	100.0%	100.0%	100.
ther operating income	1.4%	1.6%	1.4%	1.0%	1.0%	1.
aterial expenses	47.1%	48.6%	50.9%	50.1%	49.0%	48.
ersonnel expenses	18.6%	18.1%	19.1%	19.3%	18.5%	18.
other expenses of the operating expenses	15.8%	17.4%	16.4%	16.1%	16.0%	16.
otal operating expenses	80.2%	82.5%	85.0%	84.5%	82.5%	82.
BITDA	19.9%	19.4%	15.5%	15.5%	17.5%	17.
epreciation	6.8%	6.0%	6.3%	6.4%	6.8%	6.
BITA	13.1%	13.3%	9.2%	9.1%	10.7%	10.
						0.
mortisation of goodwill mortisation of intangible assets	0.0% 0.0%	0.0%	0.0%	0.0%	0.0%	
		0.0%	0.0%	0.0%	0.0%	0.
npairment charges	0.0%	0.0%	0.0%	0.0%	0.0%	0.
BIT (inc revaluation net)	13.1%	13.3%	9.2%	9.1%	10.7%	10.
nterest income	0.0%	0.2%	1.1%	1.0%	1.0%	1.
nterest expenses	1.0%	1.0%	2.2%	2.0%	1.8%	1.
nvestment income	0.0%	0.0%	0.0%	0.0%	0.0%	0.
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Net profit (reported)
Source: Company data, NuWays

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 3

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Update - 10.10.2024



Balance sheet (EUR m) Intangible assets Property, plant and equipment Financial assets FIXED ASSETS Inventories Accounts receivable	0.4 119.9 0.5 <b>120.8</b>	0.6 118.8	2023 0.9 119.0	2024e 0.6 135.8	2025e 0.9	2026e 0.6
Property, plant and equipment Financial assets FIXED ASSETS Inventories Accounts receivable	119.9 0.5	118.8			0.5	
Financial assets  FIXED ASSETS Inventories Accounts receivable	0.5			7 35 X	142.7	141.8
FIXED ASSETS Inventories Accounts receivable		15.9	0.5	0.5	0.5	0.5
Inventories Accounts receivable	120.0	135.3	120.4	136.9	144.1	142.9
Accounts receivable	33.9	45.7	51.1	41.6	44.3	47.3
	5.5	6.5	1.4	6.8	7.3	7.8
Other assets and short-term financial assets	6.2	5.1	21.1	21.1	21.1	21.1
Liquid assets	52.2	87.5	86.0	82.3	85.7	97.8
Deferred taxes	2.1	1.0	0.9	02.5	0.9	0.9
Deferred charges and prepaid expenses	0.0	0.0	0.0	0.0	0.0	0.0
CURRENT ASSETS	99.9	145.8	160.5	1 <b>52.6</b>	1 <b>59.2</b>	174.8
TOTAL ASSETS	220.7	281.1	280.9	289.5	303.3	317.7
TOTALAGGETO	220.1	201.1	200.5	203.0	303.3	017.7
SHAREHOLDERS EQUITY	96.5	133.5	141.8	152.5	165.3	178.7
MINORITY INTEREST	0.0	0.0	0.0	0.0	0.0	0.0
Long-term liabilities to banks	0.0	90.0	90.0	90.0	90.0	90.0
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	43.3	28.0	27.9	27.9	27.9	27.9
Other provisions and accrued liabilities	1.8	1.9	1.8	0.0	0.0	0.0
NON-CURRENT LIABILITIES	45.1	119.8	119.7	117.9	117.9	117.9
Short-term liabilities to banks	59.3	8.0	1.0	0.0	0.0	0.0
Accounts payable	10.7	15.1	10.1	14.3	15.3	16.3
Advance payments received on orders	0.0	0.0	0.0	0.0	0.0	0.0
Accrued taxes	0.0	0.0	0.0	0.0	0.0	0.0
Other liabilities (incl. from lease and rental contracts)	5.5	5.5	3.9	3.9	3.9	3.9
Deferred taxes	3.7	2.9	1.0	1.0	1.0	1.0
Deferred income	0.0	3.5	3.4	0.0	0.0	0.0
CURRENT LIABILITIES	79.1	27.8	19.4	19.2	20.1	21.2
TOTAL LIABILITIES AND SHAREHOLDERS EQUITY	220.7	281.1	280.9	289.5	303.3	317.7
Balance sheet (common size)	2021	2022	2023	2024e	2025e	2026e
Intangible assets	0.2%	0.2%	0.3%	0.2%	0.3%	0.2%
Property, plant and equipment	54.3%	42.3%	42.4%	46.9%	47.0%	44.6%
Financial assets	0.2%	5.7%	0.2%	0.2%	0.2%	0.2%
FIXED ASSETS	54.7%	48.1%	42.9%	47.3%	47.5%	45.0%
Inventories	15.4%	16.3%	18.2%	14.4%	14.6%	14.9%
Accounts receivable	2.5%	2.3%	0.5%	2.4%	2.4%	2.4%
Other assets and short-term financial assets	2.8%	1.8%	7.5%	7.3%	7.0%	6.6%
Liquid assets	23.7%	31.1%	30.6%	28.4%	28.2%	30.8%
Deferred taxes	1.0%	0.3%	0.3%	0.3%	0.3%	0.3%
Deferred charges and prepaid expenses	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
CURRENT ASSETS	45.3%	51.9%	57.1%	52.7%	52.5%	55.0%
TOTAL ASSETS	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
SHAREHOLDERS EQUITY	43.7%	47.5%	50.5%	52.7%	54.5%	56.2%
MINORITY INTEREST	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Long-term liabilities to banks	0.0%	32.0%	32.0%	31.1%	29.7%	28.3%
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	19.6%	10.0%	9.9%	9.6%	9.2%	8.8%
Other provisions and accrued liabilities	0.8%	0.7%	0.7%	0.0%	0.0%	0.0%
NON-CURRENT LIABILITIES	20.4%	42.6%	42.6%	40.7%	38.9%	37.1%
Short-term liabilities to banks	26.9%	0.3%	0.3%	0.0%	0.0%	0.0%
Accounts payable	4.8%	5.4%	3.6%	5.0%	5.0%	5.1%
Advance payments received on orders	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Accrued taxes	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Other liabilities (incl. from lease and rental contracts)	2.5%	2.0%	1.4%	1.3%	1.3%	1.2%
Deferred taxes	1.7%	1.0%	0.4%	0.3%	0.3%	0.3%
Deferred income	0.0%	1.2%	1.2%	0.0%	0.0%	0.0%
CURRENT LIABILITIES	35.9%	9.9%	6.9%	6.6%	6.6%	6.7%
TOTAL LIABILITIES AND SHAREHOLDERS EQUITY	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Source: Company data, NuWays

Update - 10.10.2024



Cash flow statement (EUR m)	2021	2022	2023	2024e	2025e	2026e
Net profit/loss	16.3	26.4	11.4	11.9	15.3	17.1
Depreciation of fixed assets (incl. leases)	12.7	13.2	12.7	13.2	15.1	15.9
Amortisation of goodwill & intangible assets	0.0	0.0	0.0	0.0	0.0	0.0
Other costs affecting income / expenses	0.0	0.0	0.0	0.0	0.0	0.0
Cash flow from operating activities	25.1	24.4	8.5	22.1	20.4	22.4
Increase/decrease in inventory	-1.0	-11.8	-5.4	9.6	-2.7	-3.0
Increase/decrease in accounts receivable	-0.2	-1.0	5.0	-5.4	-0.4	-0.5
Increase/decrease in accounts payable	0.9	-4.4	5.0	-4.2	-0.9	-1.0
Increase/decrease in other working capital positions	5.7	25.3	-12.1	5.0	2.0	2.0
<del>-</del> , ,	5.4	8.1	-12.1 -7.6	5.0	-2.1	-2.5
Increase/decrease in working capital  Cash flow from operating activities	33.1	32.4	16.5	30.1	28.4	30.4
CAPEX				30.0		
	6.7	10.8	14.0		22.0	15.0
Payments for acquisitions	0.0	0.0	0.0	0.0	0.0	0.0
Financial investments	0.0	15.0	0.0	0.0	0.0	0.0
Income from asset disposals	0.0	0.1	0.0	0.0	0.0	0.0
Cash flow from investing activities	-6.7	-25.7	-14.0	-30.0	-22.0	-15.0
Cash flow before financing	26.4	4.5	-0.1	-2.6	3.4	12.2
Increase/decrease in debt position	0.0	31.0	0.2	-1.0	0.0	0.0
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	2.2	2.5	2.7	3.0	3.3
Others	-1.4	-0.8	-1.2	0.0	0.0	0.0
Effects of exchange rate changes on cash	8.0	0.6	-0.6	0.0	0.0	0.0
Cash flow from financing activities	-1.4	28.0	-3.4	-3.7	-3.0	-3.3
Increase/decrease in liquid assets	25.8	35.3	-1.6	-3.6	3.4	12.2
Liquid assets at end of period	52.2	87.5	85.9	82.3	85.7	97.8
Key ratios (EUR m)	2021	2022	2023	2024e	2025e	2026e
P&L growth analysis						
Sales growth	17.2%	17.0%	-8.5%	3.9%	6.5%	6.8%
EBITDA growth	58.3%	13.6%	-26.8%	3.6%	20.4%	7.5%
EBIT growth	-254.8%	18.8%	-37.1%	3.1%	24.8%	9.1%
EPS growth	-182.7%	62.2%	-56.7%	4.5%	28.6%	11.3%
Efficiency						
Sales per employee	388.8	432.5	387.9	402.9	429.1	458.0
EBITDA per employee	77.5	83.7	60.1	62.3	75.0	80.6
No. employees (average)	481	506	516	516	516	516
Balance sheet analysis			0.0	0.0	0.0	0.0
Avg. working capital / sales	16.4%	14.5%	17.8%	17.1%	17.8%	15.4%
Inventory turnover (sales/inventory)	5.5	4.8	3.9	5.0	5.0	5.0
Accounts receivable turnover	10.7	10.8	2.6	12.0	12.0	12.0
Accounts payable turnover	20.8	25.2	25.2	25.2	25.2	25.2
Cash flow analysis	20.0	20.2	20.2	20.2	20.2	20.2
Free cash flow	26.4	21.6	2.4	0.1	6.4	15.4
Free cash flow/sales	14.1%	9.9%	1.2%	0.1%	2.9%	6.5%
FCF / net profit	162.4%	82.0%	21.1%	1.0%	41.4%	90.3%
•	3.6%	11.8%	7.0%	14.4%	9.9%	6.3%
Capex / sales	3.0%	11.070	7.0%	14.470	9.970	0.5%
Solvency	7.1	2.2	F 0	7 7	4.2	7.0
Net debt	7.1	3.2	5.0	7.7	4.3	-7.9 0.0
Net Debt/EBITDA	0.2	0.1	0.2	0.2	0.1	0.0
Dividend payout ratio	13.5%	9.3%	23.9%	25.1%	21.2%	20.6%
Interest paid / avg. debt	2.8%	2.8%	5.8%	4.5%	4.5%	4.5%
Returns	44.00/	10.10/		<b>-</b> 00/	2.22	0.40/
ROCE	11.6%	13.4%	7.9%	7.2%	8.6%	9.1%
ROE	16.9%	19.8%	8.1%	7.8%	9.3%	9.6%
Adjusted FCF yield	12.6%	23.2%	11.4%	11.8%	15.3%	18.1%
Dividend yield	1.7%	1.9%	2.1%	2.3%	2.5%	2.7%
DPS	0.2	0.3	0.3	0.3	0.4	0.4
EPS reported	1.85	3.00	1.30	1.36	1.74	1.94
Average number of shares	8.8	8.8	8.8	8.8	8.8	8.8
Valuation ratios						
P/BV	1.3	1.0	0.9	0.9	8.0	0.7
EV/sales	1.0	0.7	8.0	8.0	0.7	0.6
EV/EBITDA	4.8	3.8	5.3	5.2	4.2	3.6
EV/EBIT	7.4	5.5	8.9	8.8	6.9	5.8
Source: Company data, NuWays						

Update - 10.10.2024



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Company	Disclosures
Nabaltec AG	2

Historical target p	orice and rating changes	s for Nabaltec AG			
Company	Date	Analyst	Rating	Target Price	Close
Nabaltec AG	05.03.2024	Sandherr, Christian	Buy	EUR 25.00	EUR 13.45

Update - 10.10.2024



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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.

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According to Article 4(1) No. i of the delegated regulation 2016/958 supplementing regulation 596/2014 of the European Parliament, further information regarding investment recommendations of the last 12 months are published under: www.nuways-ag.com

Date of publication creation: 10/10/2024 07:47 AM

Date of publication dissemination: 10/10/2024 07:47 AM

Update - 10.10.2024



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8