

Buy (old: Buy)

Price target: EUR 5.30 (old: EUR 5.30)

Price:	EUR 3.94	Next result:	Q4 2014: 01.04.15
Bloomberg:	SANT GR	Market cap:	EUR 170.5 m
Reuters:	SANT1.DE	Enterprise Value:	EUR 182.2 m

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Preview Q4: Strong quarter expected driven by appliances

Q4 figures are due on April 1. There is no conference call scheduled. The company has not released prelims. **S&T is expected to report a strong quarter on both the top- and bottom-line.**

Q4 sales are seen up 12% yoy to € 111m. Appliances should be the key performer with growth of 113% yoy to € 30m partly driven by the RTSoft take-over (eH&A: € 10m of sales) and partly by healthy organic growth of security appliances targeting e.g. infotainment applications.

Services Eastern Europe (EE) should rise by 7% yoy to € 62m especially driven by solid IT demand from Poland. Meanwhile, Services DACH are expected to decline by 30% yoy to € 19m reflecting the planned reduction of low-margin hardware sales.

Q4 EBITDA looks set to increase by 25% yoy to € 8.3m supported by a better product mix (more appliances / less IT hardware) and cost cutting in the Services DACH segment. We do not expect RTSoft to have made a material EBITDA contribution in the quarter due to necessary integration expenses.

Q4 EPS is seen to drop by 7% yoy to € 0.11 in light of a higher share count (capital increase in mid 2014) and a higher tax rate (S&T incurred a tax benefit in Q4 '13).

S&T is expected to reiterate its FY '15 guidance of € 465m sales. Our estimate is more conservative (€ 446m sales) accounting for the weaker Ruble and economic softness in Russia (note: RTSoft is 90% Russia) following economic sanctions.

With exposure to structurally growing markets security and smart energy appliances, S&T offers quality and growth at an attractive price trading at only 12x earnings 2016E – a hard-to-find mix in today's market. **Buy with a € 5.30** PT based on FCFY 2015E. – *continued* –

Y/E 31.12 (EUR m)	2010	2011	2012	2013	2014E	2015E	2016E
Sales	80.7	153.2	339.5	337.9	365.0	446.0	463.1
Sales growth	35 %	90 %	122 %	0 %	8 %	22 %	4 %
EBITDA	4.6	12.3	16.6	20.1	23.5	27.3	29.0
EBIT	3.2	9.5	11.1	14.3	17.2	18.8	20.7
Net income	3.8	6.9	7.7	11.7	11.9	12.0	13.8
Net debt	-2.1	27.5	19.4	9.3	8.8	3.2	-5.7
Net gearing	-6.5 %	56.0 %	31.4 %	13.5 %	11.2 %	3.8 %	-6.0 %
Net Debt/EBITDA	0.0	2.2	1.2	0.5	0.4	0.1	0.0
EPS pro forma	0.19	0.29	0.20	0.30	0.28	0.28	0.32
CPS	-0.20	-0.09	0.16	0.15	0.05	0.25	0.35
DPS	0.00	0.00	0.00	0.06	0.08	0.10	0.10
Dividend yield	0.0 %	0.0 %	0.0 %	1.5 %	2.0 %	2.5 %	2.4 %
Gross profit margin	24.6 %	29.9 %	34.4 %	33.1 %	35.2 %	35.3 %	35.5 %
EBITDA margin	5.6 %	8.0 %	4.9 %	5.9 %	6.4 %	6.1 %	6.3 %
EBIT margin	4.0 %	6.2 %	3.3 %	4.2 %	4.7 %	4.2 %	4.5 %
ROCE	8.4 %	10.2 %	8.3 %	10.8 %	12.0 %	11.8 %	12.2 %
EV/sales	0.9	0.8	0.5	0.5	0.5	0.4	0.4
EV/EBITDA	16.8	10.3	10.7	8.3	7.8	6.5	5.8
EV/EBIT	23.7	13.2	15.9	11.7	10.6	9.4	8.1
PER	20.6	13.4	20.0	13.2	14.3	14.2	12.3
Adjusted FCF yield	6.5 %	6.8 %	5.8 %	8.9 %	8.9 %	10.1 %	11.5 %

Source: Company data, Hauck & Aufhäuser Close price as of: 24.03.2015



Source: Company data, Hauck & Aufhäuser

High/low 52 weeks: 3.94 / 2.54

Price/Book Ratio: 2.2

Relative performance (TecDAX):

3 months -2.8 %

6 months 13.7 %

12 months 13.7 %

Changes in estimates

		Sales	EBIT	EPS
2014	old:	365.0	17.2	0.28
	Δ	-	-	-
2015	old:	446.0	18.8	0.28
	Δ	-	-	-
2016	old:	463.1	20.7	0.32
	Δ	-	-	-

Key share data:

Number of shares: (in m pcs) 41.2

Authorised capital: (in € m) 12.1

Book value per share: (in €) 1.8

Ø trading volume: (12 months) 60,000

Major shareholders:

Free Float 61.5 %

Grosso 20.6 %

CEO Niederhauser 17.9 %

Company description:

S&T combines an IT system house business with a portfolio of security appliances targeting Cloud Computing applications.

<i>EUR</i>	Q4 14 est	Q4 13	yoy	Q3 14	qoq	FY 14 est	FY 13	yoy
Sales	111.4	99.7	12%	88.8	25%	365.0	337.9	8%
Appliances	30	14	113%	20	54%	76	42	82%
Services EE	62	58	7%	49	27%	207	200	4%
Services DACH	19	27	-30%	20	-5%	83	97	-15%
EBITDA	8.3	6.7	25%	5.2	60%	23.5	20.1	17%
EBITDA margin	7.5%	6.7%	+ 0.8 pp	5.9%	+ 1.6 pp	6.4%	5.9%	+ 0.5 pp
Net profit	4.9	4.8	3%	2.4	105%	11.9	11.7	2%
Net margin	4.4%	4.8%	- 0.4 pp	2.7%	+ 1.7 pp	3.3%	3.5%	- 0.2 pp
EPS	0.11	0.12	-7%	0.05	127%	0.29	0.30	-3%

Source: Company data, Hauck & Aufhäuser

Financials

Profit and loss (EUR m)	2010	2011	2012	2013	2014E	2015E	2016E
Net sales	80.7	153.2	339.5	337.9	365.0	446.0	463.1
<i>Sales growth</i>	34.8 %	89.9 %	121.5 %	-0.5 %	8.0 %	22.2 %	3.8 %
Increase/decrease in finished goods and work-in-process	0.3	0.7	0.3	0.9	0.9	0.9	0.9
Total sales	81.1	153.9	339.8	338.8	365.9	446.9	464.0
Other operating income	0.3	5.2	6.4	6.7	3.6	3.8	4.0
Material expenses	61.1	108.0	222.9	226.7	237.0	289.2	299.3
Personnel expenses	8.1	23.4	71.9	66.2	74.9	92.7	97.5
Other operating expenses	7.6	15.6	34.9	32.5	34.2	41.5	42.2
Total operating expenses	76.5	141.7	323.3	318.7	342.5	419.6	435.0
EBITDA	4.6	12.3	16.6	20.1	23.5	27.3	29.0
Depreciation	0.3	1.1	2.7	2.3	3.3	3.9	4.3
EBITA	4.2	11.1	13.8	17.8	20.2	23.4	24.7
Amortisation of goodwill	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Amortisation of intangible assets	1.0	1.6	2.7	3.5	3.0	4.6	4.0
Impairment charges	0.0	0.0	0.0	0.0	0.0	0.0	0.0
EBIT	3.2	9.5	11.1	14.3	17.2	18.8	20.7
Interest income	0.0	0.3	0.6	0.5	0.4	0.5	0.5
Interest expenses	0.4	1.3	2.0	2.7	3.1	3.3	3.3
Other financial result	0.0	0.0	0.0	0.0	0.0	-0.2	-0.2
Financial result	-0.4	-1.0	-1.4	-2.2	-2.7	-3.0	-2.9
Recurring pretax income from continuing operations	2.8	8.5	9.8	12.1	14.4	15.8	17.8
Extraordinary income/loss	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Earnings before taxes	2.8	8.5	9.8	12.1	14.4	15.8	17.8
Taxes	-1.2	0.3	0.3	0.1	1.9	1.6	1.8
Net income from continuing operations	4.0	8.2	9.4	11.9	12.5	14.2	16.0
Result from discontinued operations (net of tax)	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net income	4.0	8.2	9.4	11.9	12.5	14.2	16.0
Minority interest	0.3	1.3	1.7	0.2	0.6	2.2	2.2
Net income (net of minority interest)	3.8	6.9	7.7	11.7	11.9	12.0	13.8
Average number of shares	19.6	23.5	28.3	39.2	41.2	43.3	43.3
EPS reported	0.19	0.29	0.27	0.30	0.29	0.28	0.32

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	0.4 %	0.5 %	0.1 %	0.3 %	0.2 %	0.2 %	0.2 %
Total sales	100.4 %	100.5 %	100.1 %	100.3 %	100.2 %	100.2 %	100.2 %
Other operating income	0.3 %	3.4 %	1.9 %	2.0 %	1.0 %	0.9 %	0.9 %
Material expenses	75.7 %	70.5 %	65.6 %	67.1 %	64.9 %	64.8 %	64.6 %
Personnel expenses	10.0 %	15.3 %	21.2 %	19.6 %	20.5 %	20.8 %	21.1 %
Other operating expenses	9.5 %	10.2 %	10.3 %	9.6 %	9.4 %	9.3 %	9.1 %
Total operating expenses	94.8 %	92.5 %	95.2 %	94.3 %	93.8 %	94.1 %	93.9 %
EBITDA	5.6 %	8.0 %	4.9 %	5.9 %	6.4 %	6.1 %	6.3 %
Depreciation	0.4 %	0.7 %	0.8 %	0.7 %	0.9 %	0.9 %	0.9 %
EBITA	5.2 %	7.2 %	4.1 %	5.3 %	5.5 %	5.2 %	5.3 %
Amortisation of goodwill	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Amortisation of intangible assets	1.2 %	1.1 %	0.8 %	1.0 %	0.8 %	1.0 %	0.9 %
Impairment charges	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
EBIT	4.0 %	6.2 %	3.3 %	4.2 %	4.7 %	4.2 %	4.5 %
Interest income	0.0 %	0.2 %	0.2 %	0.1 %	0.1 %	0.1 %	0.1 %
Interest expenses	0.5 %	0.8 %	0.6 %	0.8 %	0.9 %	0.7 %	0.7 %
Other financial result	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Financial result	-0.5 %	-0.7 %	-0.4 %	-0.7 %	-0.8 %	-0.7 %	-0.6 %
Recurring pretax income from continuing operations	3.5 %	5.5 %	2.9 %	3.6 %	3.9 %	3.5 %	3.8 %
Extraordinary income/loss	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Earnings before taxes	3.5 %	5.5 %	2.9 %	3.6 %	3.9 %	3.5 %	3.8 %
Tax rate	-42.7 %	3.4 %	3.4 %	1.1 %	13.0 %	10.0 %	10.0 %
Net income from continuing operations	5.0 %	5.3 %	2.8 %	3.5 %	3.4 %	3.2 %	3.5 %
Income from discontinued operations (net of tax)	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Net income	5.0 %	5.3 %	2.8 %	3.5 %	3.4 %	3.2 %	3.5 %
Minority interest	0.3 %	0.8 %	0.5 %	0.1 %	0.2 %	0.5 %	0.5 %
Net income (net of minority interest)	4.7 %	4.5 %	2.3 %	3.5 %	3.3 %	2.7 %	3.0 %

Source: Company data, Hauck & Aufhäuser

Balance sheet (EUR m)	2010	2011	2012	2013	2014E	2015E	2016E
Intangible assets	20.6	40.9	39.7	44.8	50.1	48.4	47.4
Property, plant and equipment	2.7	11.1	9.9	9.0	10.1	11.6	12.8
Financial assets	0.1	4.4	3.8	2.8	5.3	5.3	5.3
FIXED ASSETS	23.4	56.4	53.4	56.5	65.4	65.2	65.5
Inventories	13.2	20.6	23.4	22.7	25.2	26.7	27.7
Accounts receivable	8.9	85.0	81.9	71.6	80.0	85.5	88.8
Other current assets	1.2	25.9	15.4	15.2	15.8	16.2	16.6
Liquid assets	15.2	29.9	29.9	42.9	47.5	53.1	62.0
Deferred taxes	2.9	9.2	9.9	11.1	11.1	11.1	11.1
Deferred charges and prepaid expenses	0.0	0.0	0.0	0.0	0.0	0.0	0.0
CURRENT ASSETS	41.4	170.6	160.5	163.6	179.6	192.6	206.2
TOTAL ASSETS	64.8	227.0	214.0	220.1	245.0	257.8	271.8
SHAREHOLDERS EQUITY	32.8	49.2	61.8	69.2	78.1	85.6	94.0
MINORITY INTEREST	0.6	5.4	2.2	2.1	13.2	15.4	17.6
Long-term debt	9.9	23.3	11.5	23.9	27.9	27.9	27.9
Provisions for pensions and similar obligations	1.2	5.4	3.0	2.9	3.0	3.0	3.0
Other provisions	2.7	18.4	17.2	3.9	4.1	4.2	4.4
Non-current liabilities	13.8	47.0	31.7	30.7	35.0	35.2	35.3
short-term liabilities to banks	3.1	34.2	37.8	28.4	28.4	28.4	28.4
Accounts payable	11.3	60.6	53.7	46.6	46.0	47.7	49.5
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)	3.3	29.4	25.6	41.8	43.0	44.3	45.7
Deferred taxes	0.0	1.4	1.2	1.4	1.4	1.4	1.4
Deferred income	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Current liabilities	17.7	125.5	118.3	118.1	118.8	121.7	124.9
TOTAL LIABILITIES AND SHAREHOLDERS EQUITY	64.8	227.0	214.0	220.1	245.0	257.8	271.8

Balance sheet (common size)	2010	2011	2012	2013	2014E	2015E	2016E
Intangible assets	31.8 %	18.0 %	18.6 %	20.3 %	20.4 %	18.8 %	17.5 %
Property, plant and equipment	4.2 %	4.9 %	4.6 %	4.1 %	4.1 %	4.5 %	4.7 %
Financial assets	0.1 %	2.0 %	1.8 %	1.3 %	2.1 %	2.0 %	1.9 %
FIXED ASSETS	36.2 %	24.9 %	25.0 %	25.7 %	26.7 %	25.3 %	24.1 %
Inventories	20.4 %	9.1 %	10.9 %	10.3 %	10.3 %	10.4 %	10.2 %
Accounts receivable	13.8 %	37.5 %	38.3 %	32.6 %	32.7 %	33.2 %	32.7 %
Other current assets	1.8 %	11.4 %	7.2 %	6.9 %	6.5 %	6.3 %	6.1 %
Liquid assets	23.4 %	13.2 %	14.0 %	19.5 %	19.4 %	20.6 %	22.8 %
Deferred taxes	4.4 %	4.0 %	4.6 %	5.1 %	4.5 %	4.3 %	4.1 %
Deferred charges and prepaid expenses	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
CURRENT ASSETS	63.8 %	75.1 %	75.0 %	74.3 %	73.3 %	74.7 %	75.9 %
TOTAL ASSETS	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %
SHAREHOLDERS EQUITY	50.6 %	21.7 %	28.9 %	31.4 %	31.9 %	33.2 %	34.6 %
MINORITY INTEREST	0.9 %	2.4 %	1.0 %	0.9 %	5.4 %	6.0 %	6.5 %
Long-term debt	15.3 %	10.2 %	5.4 %	10.9 %	11.4 %	10.8 %	10.3 %
Provisions for pensions and similar obligations	1.8 %	2.4 %	1.4 %	1.3 %	1.2 %	1.2 %	1.1 %
Other provisions	4.2 %	8.1 %	8.0 %	1.8 %	1.7 %	1.6 %	1.6 %
Non-current liabilities	21.2 %	20.7 %	14.8 %	14.0 %	14.3 %	13.6 %	13.0 %
short-term liabilities to banks	4.8 %	15.1 %	17.7 %	12.9 %	11.6 %	11.0 %	10.4 %
Accounts payable	17.4 %	26.7 %	25.1 %	21.2 %	18.8 %	18.5 %	18.2 %
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)	5.0 %	12.9 %	11.9 %	19.0 %	17.6 %	17.2 %	16.8 %
Deferred taxes	0.0 %	0.6 %	0.6 %	0.6 %	0.6 %	0.5 %	0.5 %
Deferred income	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Current liabilities	27.3 %	55.3 %	55.3 %	53.7 %	48.5 %	47.2 %	45.9 %
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	4.0	8.2	9.4	11.9	12.5	14.2	16.0
Depreciation of fixed assets (incl. leases)	0.3	1.1	2.7	2.3	3.3	3.9	4.3
Amortisation of goodwill	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Amortisation of intangible assets	1.0	1.6	2.7	3.5	3.0	4.6	4.0
Others	0.3	-8.1	2.3	-10.6	0.1	0.0	0.0
Cash flow from operations before changes in w/c	5.6	2.8	17.2	7.2	18.9	22.7	24.3
Increase/decrease in inventory	-4.6	-0.1	-2.8	0.7	-2.5	-1.5	-1.0
Increase/decrease in accounts receivable	-2.6	-17.6	3.1	10.3	-8.4	-5.5	-3.3
Increase/decrease in accounts payable	-2.1	15.3	-6.9	-7.1	-0.6	1.7	1.8
Increase/decrease in other working capital positions	0.1	0.0	0.0	0.0	0.0	0.0	0.0
Increase/decrease in working capital	-9.1	-2.3	-6.6	3.9	-11.5	-5.4	-2.5
Cash flow from operating activities	-3.5	0.5	10.6	11.1	7.4	17.3	21.9
CAPEX	1.0	2.8	3.2	5.8	6.8	8.3	8.6
Payments for acquisitions	1.2	11.6	0.2	-4.6	5.9	0.0	0.0
Financial investments	0.1	2.6	-0.6	0.2	2.5	0.0	0.0
Income from asset disposals	0.0	0.2	0.5	1.4	0.0	0.0	0.0
Cash flow from investing activities	-2.3	-16.8	-2.2	0.0	-15.2	-8.3	-8.6
Cash flow before financing	-5.8	-16.3	8.4	11.1	-7.8	9.0	13.2
Increase/decrease in debt position	1.3	11.9	-13.2	1.9	4.0	0.0	0.0
Purchase of own shares	0.0	0.0	0.0	1.3	0.0	0.0	0.0
Capital measures	4.2	2.4	1.7	-0.1	10.7	0.0	0.0
Dividends paid	0.0	0.0	0.0	0.0	2.4	3.5	4.3
Others	0.0	-0.1	-0.3	-2.1	0.0	0.0	0.0
Effects of exchange rate changes on cash	0.1	0.1	0.5	-0.5	0.0	0.0	0.0
Cash flow from financing activities	5.5	14.3	-11.8	-1.6	12.3	-3.5	-4.3
Increase/decrease in liquid assets	-0.2	-2.0	-2.9	9.1	4.6	5.6	8.9
Liquid assets at end of period	12.1	29.9	29.9	42.9	47.5	53.1	62.0

Source: Company data, Hauck & Aufhäuser

Regional split (EUR m)	2010	2011	2012	2013	2014E	2015E	2016E
Domestic	28.5	43.2	70.0	64.2	69.4	75.8	78.7
yoy change	-34.7 %	51.2 %	62.2 %	-8.3 %	8.0 %	9.3 %	3.8 %
Rest of Europe	52.2	110.1	269.5	273.7	295.7	370.2	384.4
yoy change	223.0 %	111.0 %	144.8 %	1.6 %	8.0 %	25.2 %	3.8 %
NAFTA	n/a	n/a	n/a	n/a	n/a	n/a	n/a
yoy change	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Asia Pacific	n/a	n/a	n/a	n/a	n/a	n/a	n/a
yoy change	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Rest of world	n/a	n/a	n/a	n/a	n/a	n/a	n/a
yoy change	n/a	n/a	n/a	n/a	n/a	n/a	n/a
TTL	80.7	153.2	339.5	337.9	365.0	446.0	463.1
yoy change	34.8 %	89.9 %	121.5 %	-0.5 %	8.0 %	22.2 %	3.8 %

Source: Company data, Hauck & Aufhäuser

Key ratios (EUR m)	2010	2011	2012	2013	2014E	2015E	2016E
P&L growth analysis							
Sales growth	34.8 %	89.9 %	121.5 %	-0.5 %	8.0 %	22.2 %	3.8 %
EBITDA growth	78.5 %	169.3 %	35.1 %	21.3 %	16.8 %	16.4 %	6.4 %
EBIT growth	81.4 %	194.2 %	17.4 %	28.2 %	20.0 %	9.6 %	10.3 %
EPS growth	-51.2 %	53.2 %	-6.6 %	9.3 %	-3.2 %	-4.3 %	15.0 %
Efficiency							
Total operating costs / sales	94.8 %	92.5 %	95.2 %	94.3 %	93.8 %	94.1 %	93.9 %
Sales per employee	429.3	161.1	203.6	211.9	230.8	235.5	210.1
EBITDA per employee	24.2	12.9	9.9	12.6	14.8	14.4	13.2
Balance sheet analysis							
Avg. working capital / sales	8.2 %	18.2 %	14.2 %	14.7 %	14.6 %	13.9 %	14.2 %
Inventory turnover (sales/inventory)	6.1	7.4	14.5	14.9	14.5	16.7	16.7
Trade debtors in days of sales	40.4	202.6	88.1	77.4	80.0	70.0	70.0
A/P turnover [(A/P*365)/sales]	51.1	144.3	57.7	50.3	46.0	39.0	39.0
Cash conversion cycle (days)	51.8	67.5	38.5	38.9	47.9	43.6	43.5
Cash flow analysis							
Free cash flow	-4.5	-2.3	7.5	5.3	0.6	9.0	13.2
Free cash flow/sales	-5.6 %	-1.5 %	2.2 %	1.6 %	0.2 %	2.0 %	2.9 %
FCF / net profit	-119.7 %	-34.0 %	96.4 %	45.3 %	5.3 %	75.1 %	95.8 %
Capex / depre	81.3 %	196.1 %	46.9 %	103.4 %	147.6 %	97.8 %	103.9 %
Capex / maintenance capex	121.8 %	52.0 %	n/a	78.4 %	81.5 %	82.7 %	82.1 %
Capex / sales	1.3 %	3.5 %	n/a	n/a	n/a	n/a	n/a
Security							
Net debt	-2.1	27.5	19.4	9.3	8.8	3.2	-5.7
Net Debt/EBITDA	0.0	2.2	1.2	0.5	0.4	0.1	0.0
Net debt / equity	-0.1	0.6	0.3	0.1	0.1	0.0	-0.1
Interest cover	7.4	7.5	5.6	5.3	5.4	5.8	6.4
Dividend payout ratio	0.0 %	0.0 %	0.0 %	20.1 %	29.0 %	36.0 %	30.0 %
Asset utilisation							
Capital employed turnover	1.6	1.1	2.5	2.6	2.4	2.7	2.6
Operating assets turnover	5.9	2.7	5.5	6.0	5.3	5.9	5.8
Plant turnover	29.4	13.8	34.2	37.6	36.2	38.6	36.1
Inventory turnover (sales/inventory)	6.1	7.4	14.5	14.9	14.5	16.7	16.7
Returns							
ROCE	8.4 %	10.2 %	8.3 %	10.8 %	12.0 %	11.8 %	12.2 %
ROE	11.5 %	14.0 %	12.5 %	17.0 %	15.3 %	14.0 %	14.7 %
Other							
Interest paid / avg. debt	4.4 %	3.6 %	3.7 %	5.3 %	5.8 %	5.8 %	5.8 %
No. employees (average)	188	952	1668	1595	1582	1894	2205
Number of shares	19.6	23.5	28.3	39.2	41.2	43.3	43.3
DPS	0.0	0.0	0.0	0.1	0.1	0.1	0.1
EPS reported	0.19	0.29	0.27	0.30	0.29	0.28	0.32
Valuation ratios							
P/BV	2.4	1.9	2.5	2.2	2.2	2.0	1.8
EV/sales	0.9	0.8	0.5	0.5	0.5	0.4	0.4
EV/EBITDA	16.8	10.3	10.7	8.3	7.8	6.5	5.8
EV/EBITA	18.1	11.3	12.8	9.4	9.0	7.6	6.8
EV/EBIT	23.7	13.2	15.9	11.7	10.6	9.4	8.1
EV/FCF	-17.0	-53.6	23.8	31.5	286.5	19.6	12.7
Adjusted FCF yield	6.5 %	6.8 %	5.8 %	8.9 %	8.9 %	10.1 %	11.5 %
Dividend yield	0.0 %	0.0 %	0.0 %	1.5 %	2.0 %	2.5 %	2.4 %

Source: Company data, Hauck & Aufhäuser

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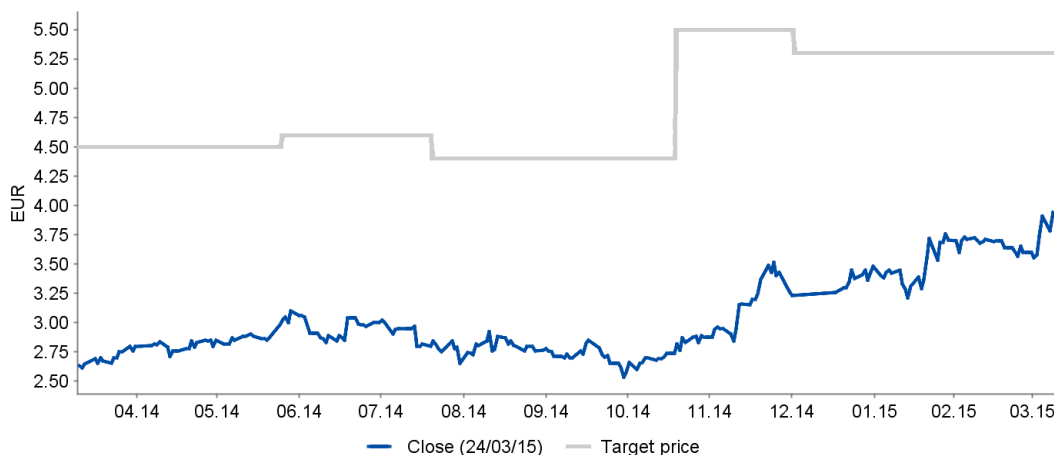
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Company	Disclosure
S&T AG	2, 3, 5

Historical target price and rating changes for S&T AG in the last 12 months

**Price and Rating History
S&T AG as of 25/03/15**

Initiation coverage
30-May-12



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