

Buy (old: Buy)

Price target: EUR 33.00 (old: EUR 28.00)

Price:	EUR 25.08	Next result:	Q3'20: 05.11.20
Bloomberg:	SANT GR	Market cap:	EUR 1,659.0 m
Reuters:	SANT1.DE	Enterprise Value:	EUR 1,757.4 m

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Tim Wunderlich, CFA
Analyst

tim.wunderlich@ha-ib.de
Tel.: +49 40 4143885 81

On track to outperform guidance – Est. & PT up

Reason to write: we raise EBITDA estimates for this year as well as sales and EBITDA est. for 2021 and beyond to account for:

- **The stronger than expected Q2 operating performance** (some 15% above eH&A for EBITDA), which was carried by strength in IoT Europe (Medical) and IT Services (collaboration & communication technology for mobile work).
- **Contributions from M&A targets Iskratel and CITYCOMP.** We model full consolidation from 01/21. Combined revenues should amount to € 145m with EBITDA of € 5m. Cash out is seen at € 44m for both targets combined, plus a total earn out of € 15m, half of which should be paid in FY'21E and half in FY'22E

Our new FY'20E estimates are well above market expectations and guidance, especially on the bottom-line (€ 125m EBITDA vs. € 119m eCons and € 115m guidance). Notably, S&T would achieve its FY guidance even if sales and EBITDA were to decline by 6% yoy in H2'20. **This is much too conservative** considering the healthy backlog (+20% yoy / +4% qoq), strong current trading, and rebound of customer activity in North America (e.g. Twitch). Indeed, during the CC, management said that operating performance should further improve sequentially, i.e. from Q2 to Q3. As such, **we expect the company to raise its FY guidance in the course of Q4.**

Management **confirmed its FY'23E targets** of € 2.0bn, € 220m EBITDA, and EUR 1.75 EPS (conservatively not fully accounted for in eH&A). The conference call revealed that secretly management is even more ambitious. For the first time it laid out it plans to switch to an IoT license fee model, which would yield **margin-rich recurring revenues.** With this, the group's gross margin could move towards 50%+ in the next 5 years, according to management (not accounted for in eH&A).

Action: Sales are increased by 8% for 21E / 22E each, while EBITDA is raised by 3-9% for 20E / 21E / 22E. Higher amortisation estimates (mostly PPA) are the sole reason for the decrease in EBIT expectations.

On the back of higher estimates, the DCF model results in a **new PT of € 33.00** (prior: € 28.00), which is supported by FCFY '22E. **Reiterate BUY.**

Y/E 31.12 (EUR m)	2016	2017	2018	2019	2020E	2021E	2022E
Sales	503.7	882.0	990.9	1,122.9	1,205.0	1,466.0	1,641.9
Sales growth	8 %	75 %	12 %	13 %	7 %	22 %	12 %
EBITDA	34.4	68.1	90.5	111.7	124.7	153.9	183.4
EBIT	24.1	41.7	61.5	61.8	68.0	93.6	120.9
Net income	14.6	22.5	45.0	49.1	53.8	77.1	101.0
Net debt	-32.0	-101.8	-52.7	91.5	68.1	21.3	-53.9
Net gearing	-20.7 %	-33.4 %	-14.8 %	24.5 %	16.4 %	4.5 %	-9.7 %
Net Debt/EBITDA	0.0	0.0	0.0	0.8	0.5	0.1	0.0
EPS pro forma	0.30	0.51	0.68	0.74	0.81	1.17	1.53
CPS	1.12	0.52	0.35	1.24	1.43	1.34	1.90
DPS	0.10	0.13	0.16	0.19	0.21	0.30	0.39
Dividend yield	0.4 %	0.5 %	0.6 %	0.8 %	0.8 %	1.2 %	1.5 %
Gross profit margin	33.9 %	36.7 %	36.0 %	37.2 %	39.9 %	40.8 %	41.1 %
EBITDA margin	6.8 %	7.7 %	9.1 %	9.9 %	10.4 %	10.5 %	11.2 %
EBIT margin	4.8 %	4.7 %	6.2 %	5.5 %	5.6 %	6.4 %	7.4 %
ROCE	8.8 %	9.4 %	11.9 %	8.8 %	9.4 %	10.1 %	12.2 %
EV/sales	2.4	1.7	1.6	1.6	1.5	1.2	1.0
EV/EBITDA	34.6	22.2	17.9	15.9	14.1	11.1	8.9
EV/EBIT	49.3	36.2	26.4	28.8	25.8	18.3	13.5
PER	83.0	49.2	36.9	33.8	30.8	21.5	16.4
Adjusted FCF yield	1.8 %	2.9 %	4.1 %	5.4 %	5.8 %	7.4 %	9.4 %

Source: Company data, Hauck & Aufhäuser Close price as of: 07.08.2020



Source: Company data, Hauck & Aufhäuser

High/low 52 weeks: 25.90 / 14.02

Price/Book Ratio: 3.9

Relative performance (TecDAX):

3 months 7.0 %

6 months 4.6 %

12 months 15.9 %

Changes in estimates

		Sales	EBIT	EPS
2020	old:	1,205.0	69.2	0.84
	Δ	-	-1.7%	-2.8%
2021	old:	1,361.7	97.0	1.22
	Δ	7.7%	-3.5%	-4.3%
2022	old:	1,525.0	132.2	1.69
	Δ	7.7%	-8.5%	-9.3%

Key share data:

Number of shares: (in m pcs) 66.1

Authorised capital: (in € m) 12.1

Book value per share: (in €) 6.3

Ø trading volume: (12 months) 60,000

Major shareholders:

Free Float 66.4 %

Ennoconn 26.6 %

Investec 5.0 %

Management 2.0 %

Company description:

Leading IoT solutions provider targeting industrial, medical, avionics, smart energy, and other applications

Financials

Profit and loss (EUR m)	2016	2017	2018	2019	2020E	2021E	2022E
Net sales	503.7	882.0	990.9	1,122.9	1,205.0	1,466.0	1,641.9
<i>Sales growth</i>	7.6 %	75.1 %	12.3 %	13.3 %	7.3 %	21.7 %	12.0 %
Increase/decrease in finished goods and work-in-process	2.8	13.4	15.1	15.5	12.1	14.7	16.4
Total sales	506.5	895.3	1,006.0	1,138.4	1,217.1	1,480.7	1,658.3
Other operating income	6.1	8.5	7.5	8.0	3.0	4.4	4.4
Material expenses	334.8	567.0	644.3	715.4	731.4	876.7	976.9
Personnel expenses	93.5	179.4	194.6	245.2	271.1	337.2	374.4
Other operating expenses	50.0	89.4	84.0	74.2	92.8	117.3	128.1
Total operating expenses	472.1	827.3	915.4	1,026.7	1,092.3	1,326.7	1,474.9
EBITDA	34.4	68.1	90.5	111.7	124.7	153.9	183.4
Depreciation	10.3	7.4	29.0	49.9	11.7	12.3	12.5
EBITA	24.1	60.7	61.5	61.8	113.0	141.6	170.9
Amortisation of goodwill	0.0	0.0	n/a	0.0	0.0	0.0	0.0
Amortisation of intangible assets	0.0	18.9	n/a	0.0	45.0	48.0	50.0
Impairment charges	0.0	0.0	n/a	0.0	0.0	0.0	0.0
EBIT (inc revaluation net)	24.1	41.7	61.5	61.8	68.0	93.6	120.9
Interest income	0.3	0.6	1.0	1.3	2.1	1.8	2.1
Interest expenses	4.4	6.9	6.2	9.0	7.6	5.6	5.6
Other financial result	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Financial result	-4.0	-6.4	-5.2	-7.7	-5.5	-3.8	-3.5
Recurring pretax income from continuing operations	20.1	35.4	56.3	54.1	62.5	89.8	117.4
Extraordinary income/loss	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Earnings before taxes	20.1	35.4	56.3	54.1	62.5	89.8	117.4
Taxes	-0.3	6.0	7.9	4.6	8.1	11.7	15.3
Net income from continuing operations	20.4	29.4	48.5	49.5	54.4	78.1	102.1
Result from discontinued operations (net of tax)	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net income	20.4	29.4	48.5	49.5	54.4	78.1	102.1
Minority interest	5.8	6.9	3.5	0.4	0.6	1.0	1.1
Net profit (reported)	14.6	22.5	45.0	49.1	53.8	77.1	101.0
Average number of shares	44.2	52.5	66.1	66.1	66.1	66.1	66.1
EPS reported	0.33	0.43	0.68	0.74	0.81	1.17	1.53

Profit and loss (common size)	2016	2017	2018	2019	2020E	2021E	2022E
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	0.6 %	1.5 %	1.5 %	1.4 %	1.0 %	1.0 %	1.0 %
Total sales	100.6 %	101.5 %	101.5 %	101.4 %	101.0 %	101.0 %	101.0 %
Other operating income	1.2 %	1.0 %	0.8 %	0.7 %	0.3 %	0.3 %	0.3 %
Material expenses	66.5 %	64.3 %	65.0 %	63.7 %	60.7 %	59.8 %	59.5 %
Personnel expenses	18.6 %	20.3 %	19.6 %	21.8 %	22.5 %	23.0 %	22.8 %
Other operating expenses	9.9 %	10.1 %	8.5 %	6.6 %	7.7 %	8.0 %	7.8 %
Total operating expenses	93.7 %	93.8 %	92.4 %	91.4 %	90.7 %	90.5 %	89.8 %
EBITDA	6.8 %	7.7 %	9.1 %	9.9 %	10.4 %	10.5 %	11.2 %
Depreciation	2.0 %	0.8 %	2.9 %	4.4 %	1.0 %	0.8 %	0.8 %
EBITA	4.8 %	6.9 %	6.2 %	5.5 %	9.4 %	9.7 %	10.4 %
Amortisation of goodwill	0.0 %	0.0 %	n/a	0.0 %	0.0 %	0.0 %	0.0 %
Amortisation of intangible assets	0.0 %	2.1 %	n/a	0.0 %	3.7 %	3.3 %	3.0 %
Impairment charges	0.0 %	0.0 %	n/a	0.0 %	0.0 %	0.0 %	0.0 %
EBIT (inc revaluation net)	4.8 %	4.7 %	6.2 %	5.5 %	5.6 %	6.4 %	7.4 %
Interest income	0.1 %	0.1 %	0.1 %	0.1 %	0.2 %	0.1 %	0.1 %
Interest expenses	0.9 %	0.8 %	0.6 %	0.8 %	0.6 %	0.4 %	0.3 %
Other financial result	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Financial result	neg.	neg.	neg.	neg.	neg.	neg.	neg.
Recurring pretax income from continuing operations	4.0 %	4.0 %	5.7 %	4.8 %	5.2 %	6.1 %	7.2 %
Extraordinary income/loss	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Earnings before taxes	4.0 %	4.0 %	5.7 %	4.8 %	5.2 %	6.1 %	7.2 %
Tax rate	-1.6 %	17.0 %	14.0 %	8.4 %	13.0 %	13.0 %	13.0 %
Net income from continuing operations	4.1 %	3.3 %	4.9 %	4.4 %	4.5 %	5.3 %	6.2 %
Income from discontinued operations (net of tax)	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Net income	4.1 %	3.3 %	4.9 %	4.4 %	4.5 %	5.3 %	6.2 %
Minority interest	1.2 %	0.8 %	0.4 %	0.0 %	0.1 %	0.1 %	0.1 %
Net profit (reported)	2.9 %	2.6 %	4.5 %	4.4 %	4.5 %	5.3 %	6.2 %

Source: Company data, Hauck & Aufhäuser

Balance sheet (EUR m)	2016	2017	2018	2019	2020E	2021E	2022E
Intangible assets	183.2	189.9	207.6	294.9	307.2	282.9	257.6
Property, plant and equipment	27.5	31.9	37.1	99.8	106.2	115.1	125.6
Financial assets	12.1	17.6	0.3	22.8	22.8	22.8	22.8
FIXED ASSETS	222.8	239.4	244.9	417.5	436.2	420.8	406.0
Inventories	84.9	104.0	130.8	146.8	157.5	191.6	214.6
Accounts receivable	168.6	172.4	202.7	212.2	227.7	277.0	310.2
Other current assets	41.5	43.5	68.0	102.6	105.2	107.8	110.5
Liquid assets	125.6	216.9	171.8	312.3	335.7	382.5	457.7
Deferred taxes	25.4	28.6	29.8	34.4	34.4	34.4	34.4
Deferred charges and prepaid expenses	0.0	0.0	0.0	0.0	0.0	0.0	0.0
CURRENT ASSETS	445.9	565.5	603.0	808.2	860.5	993.3	1,127.4
TOTAL ASSETS	668.7	804.9	847.9	1,225.7	1,296.7	1,414.1	1,533.5
SHAREHOLDERS EQUITY	154.0	305.1	356.0	372.7	413.9	477.4	558.8
MINORITY INTEREST	87.0	26.7	11.3	12.4	12.4	12.4	12.4
Long-term debt	74.2	68.7	79.4	341.0	341.0	341.0	341.0
Provisions for pensions and similar obligations	11.6	21.2	14.6	30.0	30.3	30.6	30.9
Other provisions	39.1	36.7	28.0	54.4	56.0	57.7	59.4
Non-current liabilities	124.8	126.6	122.0	425.4	427.3	429.3	431.3
short-term liabilities to banks	19.5	46.4	39.6	62.8	62.8	62.8	62.8
Accounts payable	134.3	154.9	177.0	205.0	231.1	281.2	314.9
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)	143.7	135.6	129.4	134.2	134.2	134.2	138.2
Deferred taxes	5.4	9.5	12.6	13.4	15.1	17.0	15.2
Deferred income	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Current liabilities	302.8	346.4	358.6	415.3	443.1	495.1	531.0
TOTAL LIABILITIES AND SHAREHOLDERS EQUITY	668.7	804.9	847.9	1,225.7	1,296.7	1,414.1	1,533.5

Balance sheet (common size)	2016	2017	2018	2019	2020E	2021E	2022E
Intangible assets	27.4 %	23.6 %	24.5 %	24.1 %	23.7 %	20.0 %	16.8 %
Property, plant and equipment	4.1 %	4.0 %	4.4 %	8.1 %	8.2 %	8.1 %	8.2 %
Financial assets	1.8 %	2.2 %	0.0 %	1.9 %	1.8 %	1.6 %	1.5 %
FIXED ASSETS	33.3 %	29.7 %	28.9 %	34.1 %	33.6 %	29.8 %	26.5 %
Inventories	12.7 %	12.9 %	15.4 %	12.0 %	12.1 %	13.5 %	14.0 %
Accounts receivable	25.2 %	21.4 %	23.9 %	17.3 %	17.6 %	19.6 %	20.2 %
Other current assets	6.2 %	5.4 %	8.0 %	8.4 %	8.1 %	7.6 %	7.2 %
Liquid assets	18.8 %	27.0 %	20.3 %	25.5 %	25.9 %	27.0 %	29.8 %
Deferred taxes	3.8 %	3.6 %	3.5 %	2.8 %	2.7 %	2.4 %	2.2 %
Deferred charges and prepaid expenses	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
CURRENT ASSETS	66.7 %	70.3 %	71.1 %	65.9 %	66.4 %	70.2 %	73.5 %
TOTAL ASSETS	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %
SHAREHOLDERS EQUITY	23.0 %	37.9 %	42.0 %	30.4 %	31.9 %	33.8 %	36.4 %
MINORITY INTEREST	13.0 %	3.3 %	1.3 %	1.0 %	1.0 %	0.9 %	0.8 %
Long-term debt	11.1 %	8.5 %	9.4 %	27.8 %	26.3 %	24.1 %	22.2 %
Provisions for pensions and similar obligations	1.7 %	2.6 %	1.7 %	2.4 %	2.3 %	2.2 %	2.0 %
Other provisions	5.8 %	4.6 %	3.3 %	4.4 %	4.3 %	4.1 %	3.9 %
Non-current liabilities	18.7 %	15.7 %	14.4 %	34.7 %	33.0 %	30.4 %	28.1 %
short-term liabilities to banks	2.9 %	5.8 %	4.7 %	5.1 %	4.8 %	4.4 %	4.1 %
Accounts payable	20.1 %	19.2 %	20.9 %	16.7 %	17.8 %	19.9 %	20.5 %
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)	21.5 %	16.9 %	15.3 %	10.9 %	10.3 %	9.5 %	9.0 %
Deferred taxes	0.8 %	1.2 %	1.5 %	1.1 %	1.2 %	1.2 %	1.0 %
Deferred income	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Current liabilities	45.3 %	43.0 %	42.3 %	33.9 %	34.2 %	35.0 %	34.6 %
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)	2016	2017	2018	2019	2020E	2021E	2022E
Net profit/loss	20.4	29.4	48.5	49.5	54.4	78.1	102.1
Depreciation of fixed assets (incl. leases)	10.3	7.4	29.9	49.9	11.7	12.3	12.5
Amortisation of goodwill	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Amortisation of intangible assets	0.0	18.9	0.0	0.0	45.0	48.0	50.0
Others	-1.9	-13.6	-17.7	3.7	0.5	0.3	0.3
Cash flow from operations before changes in w/c	28.9	42.1	60.7	103.1	111.6	138.8	164.9
Increase/decrease in inventory	9.3	-17.9	-4.1	-16.0	-10.7	-34.1	-23.0
Increase/decrease in accounts receivable	-1.5	5.5	-23.1	-30.0	-15.5	-49.3	-33.2
Increase/decrease in accounts payable	20.3	15.2	2.1	49.7	26.1	50.1	33.7
Increase/decrease in other working capital positions	4.4	0.0	0.0	-11.8	0.0	0.0	0.0
Increase/decrease in working capital	32.5	2.8	-25.1	-8.1	-0.2	-33.4	-22.5
Cash flow from operating activities	61.4	44.9	35.5	95.1	111.4	105.4	142.5
CAPEX	9.3	23.0	25.1	27.1	31.9	37.4	40.2
Payments for acquisitions	59.2	11.5	39.6	27.2	43.5	7.5	7.5
Financial investments	4.3	5.7	-0.5	4.3	0.0	0.0	0.0
Income from asset disposals	-0.9	1.2	1.1	2.9	0.0	0.0	0.0
Cash flow from investing activities	-73.6	-39.1	-63.1	-55.7	-75.4	-44.9	-47.7
Cash flow before financing	-12.2	5.8	-27.6	39.3	36.0	60.5	94.7
Increase/decrease in debt position	39.8	28.8	1.2	128.1	0.0	0.0	0.0
Purchase of own shares	0.0	0.0	0.0	14.6	0.0	0.0	0.0
Capital measures	44.0	86.9	2.2	0.0	0.0	0.0	0.0
Dividends paid	3.5	4.9	8.3	10.6	12.6	13.6	19.6
Others	-8.5	-17.7	-15.9	-19.1	0.0	0.0	0.0
Effects of exchange rate changes on cash	0.0	-2.0	0.3	1.1	0.0	0.0	0.0
Cash flow from financing activities	71.8	93.1	-20.9	83.8	-12.6	-13.6	-19.6
Increase/decrease in liquid assets	59.5	97.0	-48.2	124.2	23.4	46.9	75.2
Liquid assets at end of period	125.6	216.9	171.8	312.3	335.7	382.5	457.7

Source: Company data, Hauck & Aufhäuser

Regional split (EUR m)	2016	2017	2018	2019	2020E	2021E	2022E
Domestic	60.1	108.3	98.4	102.2	102.4	117.3	149.4
yoy change	14.8 %	80.1 %	-9.1 %	3.8 %	0.2 %	14.5 %	27.4 %
Rest of Europe	166.3	242.7	300.0	336.9	359.1	429.5	497.5
yoy change	-9.8 %	46.0 %	23.6 %	12.3 %	6.6 %	19.6 %	15.8 %
NAFTA	n/a	132.1	133.2	152.7	171.1	215.5	223.3
yoy change	n/a	n/a	0.8 %	14.7 %	12.0 %	25.9 %	3.6 %
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	277.3	398.9	459.4	531.1	572.4	703.7	761.9
yoy change	19.8 %	43.8 %	15.2 %	15.6 %	7.8 %	22.9 %	8.3 %
TTL	503.7	882.0	990.9	1,122.9	1,205.0	1,466.0	1,641.9
yoy change	7.6 %	75.1 %	12.3 %	13.3 %	7.3 %	21.7 %	12.0 %

Source: Company data, Hauck & Aufhäuser

Key ratios (EUR m)	2016	2017	2018	2019	2020E	2021E	2022E
P&L growth analysis							
Sales growth	7.6 %	75.1 %	12.3 %	13.3 %	7.3 %	21.7 %	12.0 %
EBITDA growth	21.3 %	97.9 %	33.0 %	23.4 %	37.7 %	37.8 %	47.1 %
EBIT growth	16.9 %	73.1 %	47.3 %	0.4 %	10.6 %	51.6 %	77.8 %
EPS growth	-9.3 %	29.9 %	58.9 %	9.2 %	19.6 %	57.0 %	87.8 %
Efficiency							
Total operating costs / sales	93.7 %	93.8 %	92.4 %	91.4 %	90.7 %	90.5 %	89.8 %
Sales per employee	223.6	306.0	254.1	259.8	277.4	334.2	748.6
EBITDA per employee	15.3	23.6	23.2	25.9	28.7	35.1	83.6
Balance sheet analysis							
Avg. working capital / sales	16.3 %	13.6 %	14.0 %	13.8 %	12.9 %	11.6 %	11.1 %
Inventory turnover (sales/inventory)	5.9	8.5	7.6	7.7	7.7	7.7	7.7
Trade debtors in days of sales	122.2	71.3	74.6	69.0	69.0	69.0	69.0
A/P turnover [(A/P*365)/sales]	97.3	64.1	65.2	66.6	70.0	70.0	70.0
Cash conversion cycle (days)	68.3	38.6	48.5	39.2	32.2	31.7	31.5
Cash flow analysis							
Free cash flow	52.1	21.9	10.4	68.0	79.5	68.0	102.2
Free cash flow/sales	10.3 %	2.5 %	1.1 %	6.1 %	6.6 %	4.6 %	6.2 %
FCF / net profit	357.3 %	97.3 %	23.2 %	138.4 %	147.7 %	88.2 %	101.2 %
Capex / depre	131.5 %	109.2 %	82.3 %	62.9 %	56.3 %	62.0 %	64.4 %
Capex / maintenance capex	0.0 %	145.7 %	n/a	116.6 %	108.9 %	128.1 %	138.5 %
Capex / sales	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Security							
Net debt	-32.0	-101.8	-52.7	91.5	68.1	21.3	-53.9
Net Debt/EBITDA	0.0	0.0	0.0	0.8	0.5	0.1	0.0
Net debt / equity	neg.	neg.	neg.	0.2	0.2	0.0	neg.
Interest cover	5.5	6.0	10.0	6.9	8.9	16.7	21.6
Dividend payout ratio	33.1 %	36.6 %	23.5 %	25.6 %	25.4 %	25.4 %	25.4 %
Asset utilisation							
Capital employed turnover	1.3	1.7	1.9	1.3	1.3	1.5	1.5
Operating assets turnover	3.4	5.7	5.1	4.4	4.6	4.8	4.9
Plant turnover	18.3	27.7	26.7	11.3	11.3	12.7	13.1
Inventory turnover (sales/inventory)	5.9	8.5	7.6	7.7	7.7	7.7	7.7
Returns							
ROCE	8.8 %	9.4 %	11.9 %	8.8 %	9.4 %	10.1 %	12.2 %
ROE	9.5 %	7.4 %	12.6 %	13.2 %	13.0 %	16.2 %	18.1 %
Other							
Interest paid / avg. debt	6.0 %	6.6 %	5.3 %	3.4 %	2.9 %	1.4 %	1.4 %
No. employees (average)	2252	2882	3900	4322	4343	4387	2193
Number of shares	44.2	52.5	66.1	66.1	66.1	66.1	66.1
DPS	0.1	0.1	0.2	0.2	0.2	0.3	0.4
EPS reported	0.33	0.43	0.68	0.74	0.81	1.17	1.53
Valuation ratios							
P/BV	7.9	5.2	4.7	4.5	4.0	3.5	3.0
EV/sales	2.4	1.7	1.6	1.6	1.5	1.2	1.0
EV/EBITDA	34.6	22.2	17.9	15.9	14.1	11.1	8.9
EV/EBITA	49.3	24.9	26.4	28.8	15.5	12.1	9.6
EV/EBIT	49.3	36.2	26.4	28.8	25.8	18.3	13.5
EV/FCF	22.8	69.0	155.3	26.2	22.1	25.2	16.0
Adjusted FCF yield	1.8 %	2.9 %	4.1 %	5.4 %	5.8 %	7.4 %	9.4 %
Dividend yield	0.4 %	0.5 %	0.6 %	0.8 %	0.8 %	1.2 %	1.5 %

Source: Company data, Hauck & Aufhäuser

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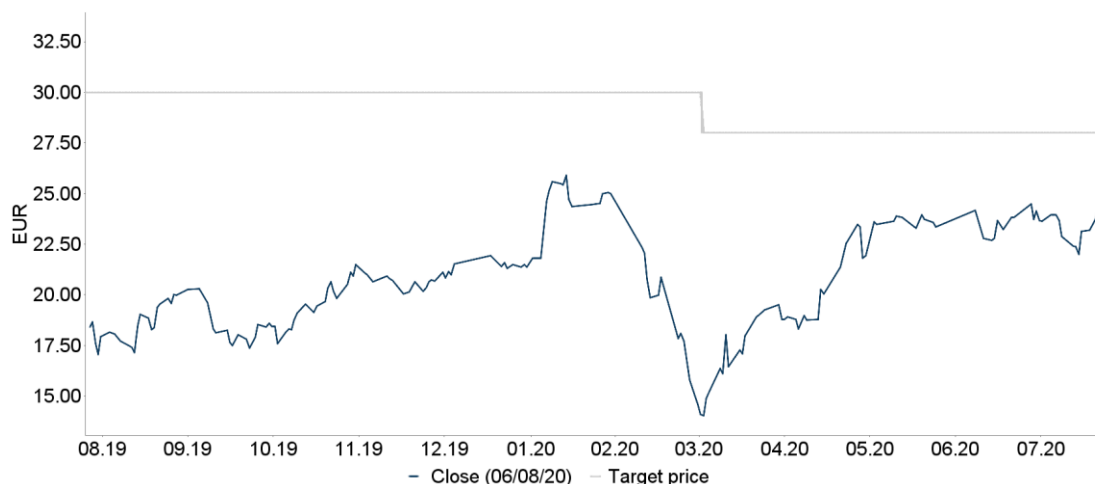
Company	Disclosure
S&T AG	3

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

Price and Rating History S&T AG as of 10/08/20

Initiation coverage

30-May-12



Company	Date	Analyst	Rating	Target price	Close
S&T AG	05.08.2020	Wunderlich, CFA, Tim	Buy	EUR 28,00	EUR 23,74
	06.05.2020	Wunderlich, CFA, Tim	Buy	EUR 28,00	EUR 21,36
	28.04.2020	Wunderlich, CFA, Tim	Buy	EUR 28,00	EUR 18,80
	03.04.2020	Wunderlich, CFA, Tim	Buy	EUR 28,00	EUR 17,97
	19.03.2020	Wunderlich, CFA, Tim	Buy	EUR 28,00	EUR 14,88

03.03.2020	Wunderlich, CFA, Tim	Buy	EUR 30,00	EUR 20,86
04.11.2019	Wunderlich, CFA, Tim	Buy	EUR 30,00	EUR 19,68

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Contacts: Hauck & Aufhäuser Privatbankiers AG

Hauck & Aufhäuser Research

Hauck & Aufhäuser
Privatbankiers AG
Mittelweg 16/17
20148 Hamburg
Germany

Tel.: +49 (0) 40 414 3885 91
Fax: +49 (0) 40 414 3885 71
Email: research@ha-ib.de
www.ha-research.de

Tim Wunderlich, CFA
Head of Transactional Research
Tel.: +49 40 414 3885 81
E-Mail: tim.wunderlich@ha-ib.de

Henning Breiter
Head of Research
Tel.: +49 40 414 3885 73
E-Mail: henning.breiter@ha-ib.de

Marie-Thérèse Grübner
Head of Corporate Brokerage
Tel.: +49 40 450 6342 3097
E-Mail: marie-therese.gruebner@ha-ib.de

Aliaksandr Halitsa
Analyst
Tel.: +49 40 414 3885 83
E-Mail: aliaksandr.halitsa@ha-ib.de

Alina Köhler
Analyst
Tel.: +49 40 450 6342 3095
E-Mail: alina.koehler@ha-ib.de

Christian Glowa
Analyst
Tel.: +49 40 414 3885 95
E-Mail: christian.glowa@ha-ib.de

Christian Salis
Analyst
Tel.: +49 40 414 3885 96
E-Mail: christian.salis@ha-ib.de

Christian Sandherr
Analyst
Tel.: +49 40 414 3885 79
E-Mail: christian.sandherr@ha-ib.de

Frederik Bitter
Analyst
Tel.: +49 40 450 6342 3091
E-Mail: frederik.bitter@ha-ib.de

Frederik Jarchow
Analyst
Tel.: +49 40 414 3885 76
E-Mail: frederik.jarchow@ha-ib.de

Julius Stinauer
Analyst
Tel.: +49 40 414 3885 84
E-Mail: julius.stinauer@ha-ib.de

Simon Bentlage
Analyst
Tel.: +49 40 450 6342 3096
E-Mail: simon.bentlage@ha-ib.de

Hauck & Aufhäuser Sales

Alexander Lachmann
Equity Sales
Tel.: +41 43 497 30 23
E-Mail: alexander.lachmann@ha-ib.de

Carlos Becke
Equity Sales
Tel.: +44 203 9473 245
E-Mail: carlos.becke@ha-ib.de

Markus Scharhag
Equity Sales
Tel.: +49 89 23 93 2813
E-Mail: markus.scharhag@ha-ib.de

Christian Schwenkenbecher
Equity Sales
Tel.: +44 203 9473 246
E-Mail: christian.schwenkenbecher@ha-ib.de

Christian Bybjerg
Equity Sales
Tel.: +49 414 3885 74
E-Mail: christian.bybjerg@ha-ib.de

Hugues Madelin
Equity Sales
Tel.: +33 1 78 41 40 62
E-Mail: hugues.madelin@ha-ib.de

Vincent Bischoff
Equity Sales
Tel.: +49 40 414 3885 88
E-Mail: vincent.bischoff@ha-ib.de

Imogen Voorspuy
Equity Junior Sales
Tel.: +44 203 9473 244
E-Mail: imogen.voorspuy@ha-ib.de

Hauck & Aufhäuser Sales Trading

Hauck & Aufhäuser
Privatbankiers AG
Mittelweg 16/17
20148 Hamburg
Germany

Tel.: +49 40 414 3885 78
Fax: +49 40 414 3885 71
Email: info@hauck-aufhaeuser.com
www.hauck-aufhaeuser.com

Christian von Schuler
Trading
Tel.: +49 40 414 3885 77
E-Mail: christian.schuler@hauck-aufhaeuser.com

Fin Schaffer
Trading
Tel.: +49 40 414 3885 98
E-Mail: fin.schaffer@hauck-aufhaeuser.com

Kathleen Jonas
Middle-Office
Tel.: +49 40 414 3885 97
E-Mail: kathleen.jonas@hauck-aufhaeuser.com

Carolin Heidrich
Middle-Office
Tel.: +49 176 10 59 41 52
E-Mail: carolin.heidrich@hauck-aufhaeuser.com