

IBU-tec advanced materials AG

Germany - Chemicals/ Specialty Chemicals



HAUCK & AUFHÄUSER
Investment Banking

Buy (old: Buy)

Price target: EUR 64.00 (old: EUR 47.00)

Price: EUR 44.40 **Next result:** FY 2020 TBD
Bloomberg: IBU GR **Market cap:** EUR 177.6 m
Reuters: IBU.DE **Enterprise Value:** EUR 195.2 m

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Marie-Therese Gruebner
Analyst

marie-therese.gruebner@ha-ib.de
Tel.: + 49 40 506342 - 3097

Better prelim. 2020; est. & PT up on stronger LFP prospects

2020p revenues are in-line with eH&A and guidance at € 33m, down 32% yoy, due to CoV and the fire at the BNT facility end 2019. Capacities are ramping up better than planned, also on the more cyclical speciality chemicals activities.

2020p EBITDA of € 7m, 21.2% margin (eH&A € 4m, 12% margin) is almost flat yoy, and in line with guidance. One-off effects including insurance payments for the fire amounted to € 4.7m, vs. € 4m expected. 2020p Adjusted EBITDA of € 2.3m, 7% margin is better than the breakeven expected, due to stronger recovery following the fire in H2 2020 and lower risk provisioning than anticipated. (see table on p.2)

Following several management roadshows, **we see more potential in LFP battery materials than what is apparent in the 2025 strategic outlook** of revenues of € 80m to > € 100m, and an EBITDA margin > 20%. We upgrade our EBITDA estimates by 29% on average into 2025E. (see old/new estimates table into 2025 on p.2)

- Management shared a pipeline of ongoing LFP contract negotiations worth some € 150m of annual revenues and corresponding to ca. 10,000 tons of capacity. The current 2025E guidance includes "only" the 4,000 tons of capacity currently available.
- Industry sources indicate that in Germany alone over 120 GWh/yr. of EV li-ion battery production is planned by 2025E. Assuming 20% is LFP, in line with the Wood Mackenzie estimated penetration rate, this would translate into approximately 48,000 t of LFP needed in Germany and **a substantial market potential of € 720m in revenues per annum**. With 10,000 t of capacity, IBU-tec, as an first entrant, would have a 21% market share and could supply some 160,000 new EVs p.a, vs. an estimated LFP capacity in the market for 800,000 new EVs and a current estimate of approx. 1m new EVs in Germany produced in 2025 overall (source: ResearchandMarkets, GlobalNewswire).
- We estimate incremental CapEx of € 13m is needed to ramp up capacities to 10,000 t and improve production processes to cope with a rapid ramp-up. We assume this is financed with debt at an average interest rate of 2.5%.
- We calculate **an average ROIC** on € 13m of incremental capex to be a highly accretive **31%** (sensitivity on p.2).

Our new price target is **€ 64.00 (vs. € 47.00) on DCF** (terminal EBIT margin 16%, LT-growth 2%, 7.5% WACC). **BUY.**

Y/E 31.12 (EUR m)	2019	2020p	2021E	2022E	2023E	2024E	2025E
Sales	48.5	33.0	40.2	66.4	83.5	117.2	146.3
Sales growth	49 %	-32 %	22 %	65 %	26 %	40 %	25 %
EBITDA	7.1	7.0	8.0	13.2	18.2	28.5	38.0
EBIT	1.9	-3.3	3.3	7.9	12.3	22.6	31.9
Net income	0.9	-3.5	1.7	4.7	7.7	14.7	21.0
Net debt	14.6	17.6	35.6	39.3	38.2	28.9	12.3
Net gearing	45.7 %	62.0 %	118.1 %	114.9 %	92.8 %	52.4 %	16.5 %
Net Debt/EBITDA	2.0	2.5	4.5	3.0	2.1	1.0	0.3
EPS pro forma	0.22	-0.49	0.43	1.18	1.92	3.68	5.25
CPS	0.03	0.24	-0.61	0.21	1.33	3.17	4.90
DPS	0.00	0.00	0.15	0.18	0.20	0.30	0.45
Dividend yield	0.0 %	0.0 %	0.3 %	0.4 %	0.5 %	0.7 %	1.0 %
Gross profit margin	50.9 %	50.7 %	54.7 %	56.2 %	56.4 %	56.6 %	56.8 %
EBITDA margin	14.7 %	22.0 %	19.8 %	19.9 %	21.8 %	24.3 %	26.0 %
EBIT margin	4.0 %	-10.1 %	8.1 %	11.9 %	14.7 %	19.3 %	21.8 %
ROCE	4.1 %	-4.7 %	5.4 %	10.8 %	15.5 %	25.3 %	30.0 %
EV/sales	4.0	5.9	5.3	3.3	2.6	1.8	1.3
EV/EBITDA	27.0	49.0	26.8	16.4	11.9	7.2	5.0
EV/EBIT	98.6	-58.9	65.2	27.4	17.5	9.1	6.0
PER	204.8	-90.7	104.0	37.7	23.1	12.1	8.5
Adjusted FCF yield	1.2 %	1.2 %	2.2 %	3.7 %	5.2 %	8.6 %	12.7 %

Source: Company data, Hauck & Aufhäuser Close price as of: 12.02.2021



Source: Company data, Hauck & Aufhäuser

High/low 52 weeks: 44.40 / 7.70

Price/Book Ratio: 6.3

Relative performance (SDAX):

3 months 136.2 %

6 months 276.5 %

12 months 187.5 %

Changes in estimates

		Sales	EBIT	EPS
2020	old:	32.9	-3.3	-0.49
	Δ	-	-	-
2021	old:	39.6	3.2	0.42
	Δ	1.5%	3.6%	2.0%
2022	old:	52.5	4.6	0.63
	Δ	26.3%	73.5%	87.7%

Key share data:

Number of shares: (in m pcs) 4.0

Authorised capital: (in € m) -

Book value per share: (in €) 7.1

Ø trading volume: (12 months) 13,736

Major shareholders:

Weitz family 39.7 %

Free Float 31.0 %

Management board (incl. Ulrich Weitz) 29.3 %

Company description:

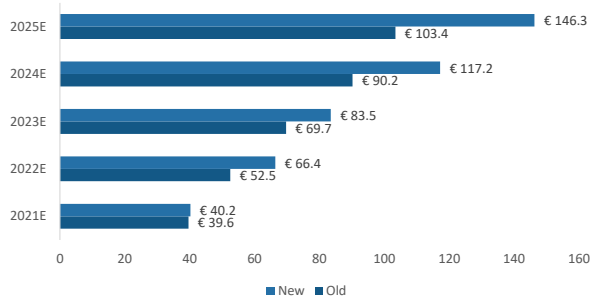
Specialty chemicals player active both in wet chemistry and thermal processing. The company develops its own high-end specialty materials while also acting as service provider to industry.

IBU-tec advanced materials AG

EUR	H2 2020	H2 2020e	H2 2019	yoy	FY 2020	FY 2020e	FY 2019	yoy
Sales	18.7	18.6	20.9	-10.7%	33.0	32.9	48.5	-31.9%
EBITDA	3.1	0.1	3.4	-8.1%	7.0	4.0	7.1	-1.7%
EBITDA margin	16.5%	0.4%	16.1%	+ 0.5 pp	21.2%	12.1%	14.7%	+ 1.8 pp
Adj. EBITDA	2.7	0.8	3.4	-20.0%	2.3	0.0	7.1	16.8%
Adj. EBITDA margin	14.4%	4.2%	16.1%	- 1.7 pp	7.0%	0.0%	14.7%	- 7.7 pp

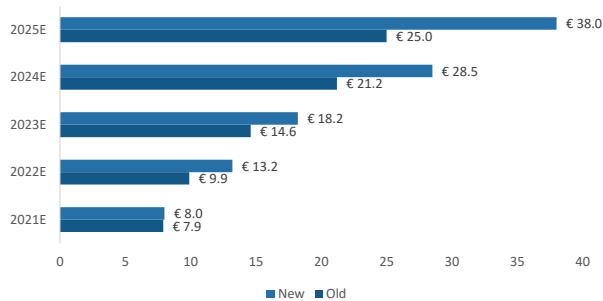
Source: Company data; Hauck & Aufhäuser

Old vs. New Revenue estimates 2021E-2025E



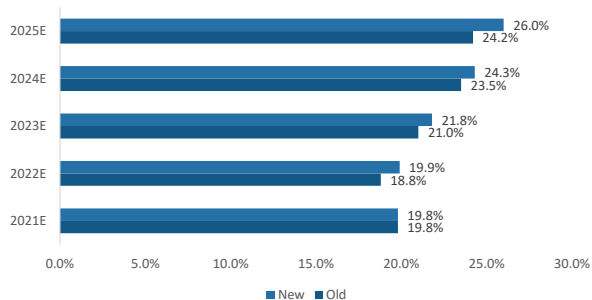
Source: Hauck & Aufhäuser

Old vs. New EBITDA estimates 2021E-2025E



Source: Hauck & Aufhäuser

Old vs. New EBITDA margin estimates 2021E-2025E



Source: Hauck & Aufhäuser

IBU-TEC ROIC calculation, incremental 6000 t LFP capacity

Added capacity (tons)	6000
LFP price per Kg	15
Revenues (€ m)	90
EBIT margin	20%
CAPEX requirement (€ m)	13
Tax rate	30%
Working capital requirement (% of sales)	30%
ROIC	31.5%

Sensitivity	Price per Kg (€)	EBIT Margin				
		16%	18%	20%	22%	26%
	8	19.6%	22.1%	24.5%	27.0%	31.9%
	10	21.7%	24.4%	27.1%	29.8%	35.2%
	12	23.3%	26.2%	29.1%	32.0%	37.9%
	15	25.2%	28.4%	31.5%	34.7%	41.0%
	17	26.2%	29.5%	32.8%	36.0%	42.6%

Source: Hauck & Aufhäuser

Financials

Profit and loss (EUR m)	2019	2020E	2021E	2022E	2023E	2024E	2025E
Net sales	48.5	32.9	40.2	66.4	83.5	117.2	146.3
<i>Sales growth</i>	48.8 %	-32.0 %	21.9 %	65.3 %	25.8 %	40.4 %	24.8 %
Increase/decrease in finished goods and work-in-process	-0.1	0.0	3.4	0.1	0.1	0.1	0.0
Total sales	48.4	32.9	43.6	66.5	83.6	117.3	146.3
Other operating income	2.2	9.0	0.8	0.5	0.5	0.5	0.6
Material expenses	23.7	16.3	19.8	29.1	36.4	50.9	63.2
Personnel expenses	12.7	11.9	12.2	12.7	13.4	14.3	15.3
Other operating expenses	7.0	9.8	4.5	11.9	16.0	24.0	30.4
Total operating expenses	41.3	29.0	35.6	53.3	65.4	88.7	108.3
EBITDA	7.1	4.0	8.0	13.2	18.2	28.5	38.0
Depreciation	5.2	5.8	4.7	5.3	5.9	5.9	6.1
EBITA	1.9	-1.8	3.3	7.9	12.3	22.6	31.9
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	1.5	0.0	0.0	0.0	0.0	0.0
EBIT (inc revaluation net)	1.9	-3.3	3.3	7.9	12.3	22.6	31.9
Interest income	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Interest expenses	0.4	0.4	0.8	1.0	1.0	1.0	1.0
Other financial result	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Financial result	-0.4	-0.4	-0.8	-1.0	-1.0	-1.0	-1.0
Recurring pretax income from continuing operations	1.5	-3.8	2.5	6.9	11.3	21.6	30.9
Extraordinary income/loss	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Earnings before taxes	1.5	-3.8	2.5	6.9	11.3	21.6	30.9
Taxes	0.7	-0.3	0.8	2.2	3.6	6.9	9.9
Net income from continuing operations	0.9	-3.5	1.7	4.7	7.7	14.7	21.0
Result from discontinued operations (net of tax)	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net income	0.9	-3.5	1.7	4.7	7.7	14.7	21.0
Minority interest	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net profit (reported)	0.9	-3.5	1.7	4.7	7.7	14.7	21.0
Average number of shares	4.0	4.0	4.0	4.0	4.0	4.0	4.0
EPS reported	0.22	-0.86	0.43	1.18	1.92	3.68	5.25

Profit and loss (common size)	2019	2020E	2021E	2022E	2023E	2024E	2025E
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	neg.	0.0 %	8.5 %	0.2 %	0.1 %	0.0 %	0.0 %
Total sales	99.9 %	100.0 %	108.5 %	100.2 %	100.1 %	100.0 %	100.0 %
Other operating income	4.5 %	27.3 %	2.0 %	0.8 %	0.6 %	0.4 %	0.4 %
Material expenses	49.0 %	49.3 %	49.2 %	43.9 %	43.6 %	43.4 %	43.2 %
Personnel expenses	26.2 %	36.0 %	30.4 %	19.2 %	16.1 %	12.2 %	10.4 %
Other operating expenses	14.4 %	29.8 %	11.1 %	17.9 %	19.2 %	20.5 %	20.8 %
Total operating expenses	85.2 %	87.9 %	88.6 %	80.2 %	78.3 %	75.7 %	74.0 %
EBITDA	14.7 %	12.1 %	19.8 %	19.9 %	21.8 %	24.3 %	26.0 %
Depreciation	10.7 %	17.6 %	11.7 %	8.0 %	7.1 %	5.0 %	4.2 %
EBITA	4.0 %	neg.	8.1 %	11.9 %	14.7 %	19.3 %	21.8 %
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 %	4.6 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
EBIT (inc revaluation net)	4.0 %	neg.	8.1 %	11.9 %	14.7 %	19.3 %	21.8 %
Interest income	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Interest expenses	0.8 %	1.3 %	1.9 %	1.5 %	1.2 %	0.9 %	0.7 %
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	3.2 %	neg.	6.3 %	10.4 %	13.5 %	18.5 %	21.1 %
Extraordinary income/loss	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Earnings before taxes	3.2 %	neg.	6.3 %	10.4 %	13.5 %	18.5 %	21.1 %
Tax rate	41.8 %	8.0 %	32.0 %	32.0 %	32.0 %	32.0 %	32.0 %
Net income from continuing operations	1.8 %	neg.	4.3 %	7.1 %	9.2 %	12.6 %	14.4 %
Income from discontinued operations (net of tax)	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Net income	1.8 %	neg.	4.3 %	7.1 %	9.2 %	12.6 %	14.4 %
Minority interest	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Net profit (reported)	1.8 %	neg.	4.3 %	7.1 %	9.2 %	12.6 %	14.4 %

Source: Company data, Hauck & Aufhäuser

Balance sheet (EUR m)	2019	2020E	2021E	2022E	2023E	2024E	2025E
Intangible assets	4.9	3.4	3.4	3.4	3.4	3.4	3.4
Property, plant and equipment	33.8	34.0	47.3	49.0	50.1	50.7	50.7
Financial assets	0.0	0.0	0.0	0.0	0.0	0.0	0.0
FIXED ASSETS	38.6	37.3	50.6	52.3	53.4	54.0	54.0
Inventories	8.9	7.3	13.4	16.6	19.6	19.5	20.9
Accounts receivable	6.6	6.3	7.7	12.0	14.6	20.6	24.1
Other current assets	0.0	0.0	0.0	0.1	0.1	0.1	0.1
Liquid assets	0.7	2.6	4.7	0.9	2.0	11.4	27.9
Deferred taxes	0.6	0.6	0.0	0.0	0.0	0.0	0.0
Deferred charges and prepaid expenses	0.2	0.2	0.2	0.2	0.2	0.2	0.2
CURRENT ASSETS	17.0	17.1	26.0	29.8	36.6	51.8	73.2
TOTAL ASSETS	55.6	54.4	76.6	82.1	90.0	105.8	127.2
SHAREHOLDERS EQUITY	31.9	28.4	30.1	34.2	41.2	55.1	74.9
MINORITY INTEREST	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Long-term debt	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Provisions for pensions and similar obligations	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other provisions	1.7	1.2	1.2	1.2	1.2	1.2	1.2
Non-current liabilities	1.7	1.2	1.2	1.2	1.2	1.2	1.2
short-term liabilities to banks	15.3	20.3	40.3	40.3	40.3	40.3	40.3
Accounts payable	2.9	1.8	2.2	3.6	4.6	6.4	8.0
Advance payments received on orders	0.1	0.1	0.1	0.1	0.1	0.1	0.1
Other liabilities (incl. from lease and rental contracts)	3.7	2.5	2.6	2.6	2.6	2.6	2.6
Deferred taxes	0.2	0.2	0.2	0.2	0.2	0.2	0.2
Deferred income	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Current liabilities	22.1	24.8	45.3	46.7	47.7	49.5	51.1
TOTAL LIABILITIES AND SHAREHOLDERS EQUITY	55.6	54.4	76.6	82.1	90.0	105.8	127.2

Balance sheet (common size)	2019	2020E	2021E	2022E	2023E	2024E	2025E
Intangible assets	8.8 %	6.2 %	4.4 %	4.1 %	3.8 %	3.2 %	2.7 %
Property, plant and equipment	60.7 %	62.4 %	61.7 %	59.6 %	55.6 %	47.9 %	39.8 %
Financial assets	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
FIXED ASSETS	69.4 %	68.7 %	66.1 %	63.7 %	59.4 %	51.1 %	42.5 %
Inventories	16.0 %	13.5 %	17.5 %	20.2 %	21.8 %	18.5 %	16.4 %
Accounts receivable	11.9 %	11.6 %	10.1 %	14.6 %	16.3 %	19.4 %	18.9 %
Other current assets	0.0 %	0.0 %	0.0 %	0.1 %	0.1 %	0.1 %	0.1 %
Liquid assets	1.3 %	4.9 %	6.1 %	1.1 %	2.3 %	10.8 %	22.0 %
Deferred taxes	1.1 %	1.1 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Deferred charges and prepaid expenses	0.3 %	0.3 %	0.2 %	0.2 %	0.2 %	0.2 %	0.1 %
CURRENT ASSETS	30.5 %	31.4 %	33.9 %	36.3 %	40.7 %	48.9 %	57.5 %
TOTAL ASSETS	100.0 %	100.1 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %
SHAREHOLDERS EQUITY	57.3 %	52.3 %	39.3 %	41.7 %	45.8 %	52.1 %	58.9 %
MINORITY INTEREST	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Long-term debt	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Provisions for pensions and similar obligations	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Other provisions	3.1 %	2.2 %	1.5 %	1.4 %	1.3 %	1.1 %	0.9 %
Non-current liabilities	3.1 %	2.2 %	1.5 %	1.4 %	1.3 %	1.1 %	0.9 %
short-term liabilities to banks	27.4 %	37.3 %	52.6 %	49.0 %	44.7 %	38.1 %	31.7 %
Accounts payable	5.2 %	3.3 %	2.9 %	4.4 %	5.1 %	6.1 %	6.3 %
Advance payments received on orders	0.1 %	0.1 %	0.1 %	0.1 %	0.1 %	0.1 %	0.0 %
Other liabilities (incl. from lease and rental contracts)	6.6 %	4.6 %	3.4 %	3.2 %	2.9 %	2.5 %	2.0 %
Deferred taxes	0.3 %	0.3 %	0.2 %	0.2 %	0.2 %	0.2 %	0.1 %
Deferred income	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Current liabilities	39.6 %	45.6 %	59.1 %	56.9 %	52.9 %	46.8 %	40.2 %
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)	2019	2020E	2021E	2022E	2023E	2024E	2025E
Net profit/loss	0.9	-3.5	1.7	4.7	7.7	14.7	21.0
Depreciation of fixed assets (incl. leases)	5.2	5.8	4.7	5.3	5.9	5.9	6.1
Amortisation of goodwill	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Amortisation of intangible assets	0.0	1.5	0.0	0.0	0.0	0.0	0.0
Others	-1.2	-1.6	0.7	-0.1	0.0	0.0	0.0
Cash flow from operations before changes in w/c	4.8	2.2	7.1	9.9	13.6	20.6	27.1
Increase/decrease in inventory	0.0	1.6	-6.1	-3.2	-3.1	0.1	-1.4
Increase/decrease in accounts receivable	4.3	0.3	-1.4	-4.3	-2.6	-5.9	-3.5
Increase/decrease in accounts payable	-5.0	-1.1	0.4	1.4	0.9	1.8	1.6
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	-0.6	0.8	-7.1	-6.1	-4.8	-3.9	-3.3
Cash flow from operating activities	4.2	3.0	0.1	3.8	8.8	16.7	23.8
CAPEX	6.2	6.0	18.0	7.0	7.0	6.5	6.1
Payments for acquisitions	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Financial investments	1.0	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	-7.2	-6.0	-18.0	-7.0	-7.0	-6.5	-6.1
Cash flow before financing	-3.0	-3.0	-17.9	-3.2	1.8	10.2	17.7
Increase/decrease in debt position	3.9	5.0	20.0	0.0	0.0	0.0	0.0
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	0.8	0.0	0.0	0.6	0.7	0.8	1.2
Others	0.2	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	3.3	5.0	20.0	-0.6	-0.7	-0.8	-1.2
Increase/decrease in liquid assets	0.3	2.0	2.1	-3.8	1.1	9.4	16.5
Liquid assets at end of period	0.7	2.6	4.7	0.9	2.0	11.4	27.9

Source: Company data, Hauck & Aufhäuser

Regional split (EUR m)	2019	2020E	2021E	2022E	2023E	2024E	2025E
Domestic	14.3	16.0	20.0	24.1	28.9	0.0	0.0
yoy change	13.8 %	12.0 %	25.0 %	20.0 %	20.0 %	n/a	n/a
Rest of Europe	4.0	12.0	8.3	19.3	26.1	0.0	0.0
yoy change	15.4 %	199.4 %	-30.7 %	132.3 %	35.0 %	n/a	n/a
NAFTA	30.1	4.9	11.8	23.0	28.5	0.0	0.0
yoy change	1721.2 %	-83.7 %	140.8 %	94.9 %	24.1 %	n/a	n/a
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	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
TTL	48.5	32.9	40.2	66.4	83.5	117.2	0.0
yoy change	173.5 %	-32.0 %	21.9 %	65.3 %	25.8 %	40.4 %	n/a

Source: Company data, Hauck & Aufhäuser

Key ratios (EUR m)	2019	2020E	2021E	2022E	2023E	2024E	2025E
P&L growth analysis							
Sales growth	48.8 %	-32.0 %	21.9 %	65.3 %	25.8 %	40.4 %	24.8 %
EBITDA growth	9.4 %	-38.8 %	11.9 %	231.8 %	128.5 %	115.7 %	108.7 %
EBIT growth	-33.8 %	-212.4 %	67.6 %	-339.2 %	276.6 %	185.5 %	159.2 %
EPS growth	-53.9 %	-284.0 %	96.9 %	-236.1 %	350.0 %	212.5 %	173.4 %
Efficiency							
Total operating costs / sales	85.2 %	87.9 %	88.6 %	80.2 %	78.3 %	75.7 %	74.0 %
Sales per employee	184.2	117.7	133.9	210.7	253.0	334.9	406.4
EBITDA per employee	27.1	14.2	26.6	42.0	55.2	81.5	105.5
Balance sheet analysis							
Avg. working capital / sales	28.5 %	40.8 %	39.1 %	27.6 %	29.0 %	25.0 %	22.7 %
Inventory turnover (sales/inventory)	5.5	4.5	3.0	4.0	4.3	6.0	7.0
Trade debtors in days of sales	49.8	70.0	70.0	66.0	64.0	64.0	60.0
A/P turnover [(A/P*365)/sales]	21.8	20.0	20.0	20.0	20.0	20.0	20.0
Cash conversion cycle (days)	141.9	193.9	276.8	228.4	215.0	158.0	134.4
Cash flow analysis							
Free cash flow	-2.0	-3.0	-17.9	-3.2	1.8	10.2	17.7
Free cash flow/sales	-4.1 %	-9.2 %	-44.7 %	-4.8 %	2.2 %	8.7 %	12.1 %
FCF / net profit	neg.	neg.	neg.	neg.	23.8 %	69.1 %	84.4 %
Capex / deprn	138.8 %	82.2 %	383.0 %	132.1 %	118.6 %	110.2 %	100.0 %
Capex / maintenance capex	9.8 %	300.0 %	720.0 %	233.3 %	200.0 %	162.5 %	144.2 %
Capex / sales	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Security							
Net debt	14.6	17.6	35.6	39.3	38.2	28.9	12.3
Net Debt/EBITDA	2.0	4.4	4.5	3.0	2.1	1.0	0.3
Net debt / equity	0.5	0.6	1.2	1.1	0.9	0.5	0.2
Interest cover	4.7	0.0	4.3	7.9	12.2	22.5	31.7
Dividend payout ratio	0.0 %	0.0 %	35.1 %	15.3 %	10.4 %	8.2 %	8.6 %
Asset utilisation							
Capital employed turnover	1.0	0.7	0.6	0.9	1.0	1.2	1.3
Operating assets turnover	1.0	0.7	0.6	0.9	1.0	1.4	1.7
Plant turnover	1.4	1.0	0.9	1.4	1.7	2.3	2.9
Inventory turnover (sales/inventory)	5.5	4.5	3.0	4.0	4.3	6.0	7.0
Returns							
ROCE	4.1 %	-4.7 %	5.4 %	10.8 %	15.5 %	25.3 %	30.0 %
ROE	2.7 %	-12.2 %	5.7 %	13.8 %	18.7 %	26.7 %	28.0 %
Other							
Interest paid / avg. debt	3.1 %	2.8 %	2.7 %	3.3 %	2.5 %	2.5 %	2.5 %
No. employees (average)	263	280	300	315	330	350	360
Number of shares	4.0	4.0	4.0	4.0	4.0	4.0	4.0
DPS	0.0	0.0	0.2	0.2	0.2	0.3	0.5
EPS reported	0.22	-0.86	0.43	1.18	1.92	3.68	5.25
Valuation ratios							
P/BV	5.6	6.3	5.9	5.2	4.3	3.2	2.4
EV/sales	4.0	5.9	5.3	3.3	2.6	1.8	1.3
EV/EBITDA	27.0	49.0	26.8	16.4	11.9	7.2	5.0
EV/EBITA	98.6	-107.6	65.2	27.4	17.5	9.1	6.0
EV/EBIT	98.6	-58.9	65.2	27.4	17.5	9.1	6.0
EV/FCF	-97.6	-64.6	-11.9	-68.6	118.0	20.3	10.7
Adjusted FCF yield	1.2 %	1.2 %	2.2 %	3.7 %	5.2 %	8.6 %	12.7 %
Dividend yield	0.0 %	0.0 %	0.3 %	0.4 %	0.5 %	0.7 %	1.0 %

Source: Company data, Hauck & Aufhäuser

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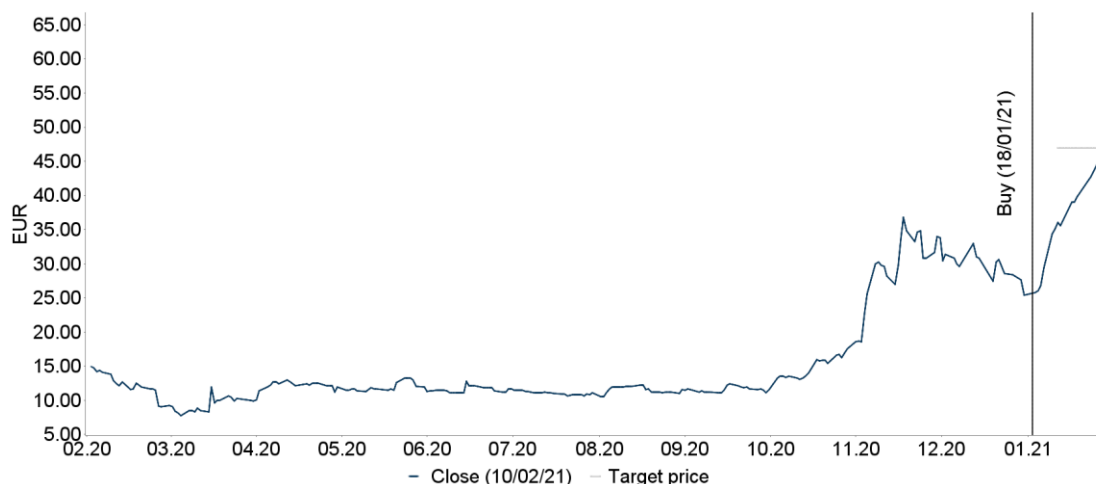
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Company	Disclosure
IBU-tec advanced materials AG	3, 8

Historical target price and rating changes for IBU-tec advanced materials AG in the last 12 months

Price and Rating History
IBU-tec advanced materials AG as of 14/02/21

Initiation coverage
 27-January-21



Company	Date	Analyst	Rating	Target price	Close
IBU-tec advanced materials AG	04.02.2021	Gruebner, Marie-Therese	Buy	EUR 47,00	EUR 39,80
	27.01.2021	Gruebner, Marie-Therese	Buy	EUR 47,00	EUR 36,00
	27.01.2021	Gruebner, Marie-Therese	Buy	EUR 47,00	EUR 36,00

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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

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