

# IBU-tec advanced materials AG

## Germany - Chemicals/ Specialty Chemicals



HAUCK  
AUFHÄUSER  
INVESTMENT BANKING

**Buy** (old: Buy)

**Price target: EUR 51.00** (old: EUR 51.00)

**Price:** EUR 22.60      **Next result:** FY 23 27.03.24  
**Bloomberg:** IBU GR      **Market cap:** EUR 107.4 m  
**Reuters:** IBU.DE      **Enterprise Value:** EUR 116.8 m

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### Margin resilience in H1 in light of top-line headwinds, chg.

While H1 sales were worse than expected in light of raw material headwinds, the EBITDA margin came in better. The guidance was maintained. Management flagged promising early-stage discussions on sizeable LFP projects. *See table on p.2.*

H1 sales were down by c. 14% yoy at € 25.3m (eHAIB € 28.0m) and some 10% below expectations. **Tin prices** (a pass-through) featured in numerous specialty chemicals applications **were down 37% yoy** while cooling macro is having an impact on contract manufacturing call-ups, which are however also quite lumpy. **Specialty Chemicals** (tin-exposed) sales were down 58% yoy and posted a € 5.5m yoy revenue decline. **Glass Coating** volumes were up some 23% yoy with the new production line now in place enabling a 50% yoy volume increase by year end to 750 tons (x2 into 2024 to 1,000 t). Tin price declines took their toll however with H1 sales flat yoy at c. € 7.2m. **In the Battery segment** sales were up 71% from a low base to € 3.4m (+ € 1.4m yoy) **helping cushion the declines in the tin-lead legacy business.** The Battery business in H1 was still geared toward services and R&D (development of cathode and anode materials). LFP production volumes in the triple-digit ton range are expected in H2 (eHAIB c. € 5m in sales). The company is moreover in early discussions regarding a potential contract manufacturing-type project in a giga-factory magnitude. A potential announcement ahead could be a long-awaited game changer and major validation catalyst for the stock.

**H1 EBITDA of € 2.9m** ( 11.3% margin vs. eHAIB 10.7%) was quite solid carried by the relatively high share of R&D projects vs. specialty chemical production. The H1 figure includes over half of the € 1m one-offs covering accelerated R&D costs announced with the guidance in Q1.

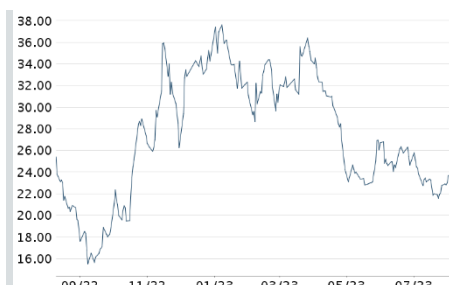
**Guidance maintained** (€ 62- € 64m in sales and an EBITDA margin in the 10.4% -10.6% range) with good visibility on order intake (undisclosed) into H2, which should be making up for the weakness seen in H1. While the **revenue guidance looks challenging** especially if the LFP volumes slip into Q1 2024, the **EBITDA margin guidance appears easy to reach** especially considering that most of the one-offs were already incurred in H1. One negative in the release is low cash on hand at € 1.8m (eHAIB FY € 1.4m): temporary inventory build-ups in Glass Coating and Battery Materials resulting in CFO of - € 2m (eHAIB FY € 3.3m) and CapEx of c € 5m (eHAIB FY € 10m) are to blame. With cash generation seen to strongly improve in H2, some € 10m in untapped credit lines and Net Debt to EBITDA of 1.5x, we are not too concerned by this development.

**BUY. PT € 51 on DCF. Action:** EPS is revised 8% up into 2025 on lower D&A.

Y/E 31.12 (EUR m)	2019	2020	2021	2022	2023E	2024E	2025E
Sales	48.5	33.0	44.1	53.9	60.0	76.4	107.2
Sales growth	49 %	-32 %	34 %	22 %	11 %	27 %	40 %
EBITDA	7.1	7.0	5.5	6.7	6.6	11.3	22.1
EBIT	1.9	2.1	0.9	1.9	1.1	5.3	15.6
Net income	0.9	1.0	-0.2	1.3	0.1	2.9	9.9
Net debt	14.6	11.3	-9.8	3.2	9.5	11.2	11.2
Net gearing	45.7 %	34.5 %	-16.9 %	5.5 %	15.9 %	18.0 %	15.5 %
Net Debt/EBITDA	2.0	1.6	0.0	0.5	1.4	1.0	0.5
EPS pro forma	0.22	0.25	-0.05	0.27	0.01	0.62	2.09
CPS	0.03	0.64	-0.76	-1.75	-0.35	-0.37	0.00
DPS	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Dividend yield	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Gross profit margin	50.9 %	49.4 %	49.0 %	45.6 %	48.7 %	48.8 %	49.2 %
EBITDA margin	14.7 %	21.2 %	12.5 %	12.4 %	11.0 %	14.8 %	20.6 %
EBIT margin	4.0 %	6.5 %	2.1 %	3.6 %	1.8 %	6.9 %	14.6 %
ROCE	4.1 %	6.3 %	1.6 %	2.8 %	1.5 %	6.6 %	17.4 %
EV/sales	2.2	3.1	2.2	2.1	1.9	1.6	1.1
EV/EBITDA	14.7	14.6	17.6	16.5	17.7	10.5	5.4
EV/EBIT	53.8	47.7	103.9	56.7	107.9	22.4	7.6
PER	72.5	57.9	-905.1	82.6	1,906.8	36.7	10.8
Adjusted FCF yield	3.1 %	6.2 %	1.2 %	1.2 %	0.9 %	3.3 %	9.2 %

Source: Company data, Hauck Aufhäuser Investment Banking Close price as of: 24.08.2023

Please refer to important disclosures at the end of the report



Source: Company data, Hauck Aufhäuser Investment Banking

**High/low 52 weeks:** 37.60 / 15.52  
**Price/Book Ratio:** 1.8  
**Relative performance (SDAX):**  
3 months -4.1 %  
6 months -24.4 %  
12 months -13.3 %

### Changes in estimates

		Sales	EBIT	EPS
2023	<b>old:</b>	60.0	0.6	-0.06
	Δ	-	n.m.	-n.m.%
2024	<b>old:</b>	76.4	4.8	0.54
	Δ	-	10.4%	13.2%
2025	<b>old:</b>	107.2	15.1	2.02
	Δ	-	3.3%	3.5%

### Key share data:

Number of shares: (in m pcs) 4.8  
Authorised capital: (in € m) -  
Book value per share: (in €) 12.5  
Ø trading volume: (12 months) 13,736

### Major shareholders:

Free Float 51.9 %  
Weitz family 33.4 %  
Management board (incl. Ulrich Weitz) 14.7 %

### 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.

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EUR	H1 23	H1 22	H1 23E	yoy	Current FY 23E eHAIB	Implied H2 23E	Guided (low end)	Implied H2 Guidance
Sales	25.3	29.6	28.0	-14%	60.0	34.7	62.0	36.7
EBITDA	2.9	3.7	3.0	-24%	6.6	3.7	6.5	3.6
<i>EBITDA margin</i>	11.3%	12.6%	10.7%	-1.3 pts	11.0%	10.6%	10.5%	9.8%
EBIT	0.5	1.4	0.6	-65%	1.1	0.6		
<i>EBIT margin</i>	2.0%	4.8%	2.2%	-2.8 pts	1.8%	1.7%		
Net Profit	0.4	0.5	0.5	-24%	0.1	-0.3		
<i>Net margin</i>	1.5%	1.7%	1.8%	-0.2 pts	0.1%	-0.9%		
EPS	0.08	0.10	0.11	-20%	0.01	-0.07		

Source: Company data; Hauck Aufhäuser Investment Banking

## Financials

Profit and loss (EUR m)	2019	2020	2021	2022	2023E	2024E	2025E
<b>Net sales</b>	<b>48.5</b>	<b>33.0</b>	<b>44.1</b>	<b>53.9</b>	<b>60.0</b>	<b>76.4</b>	<b>107.2</b>
Sales growth	48.8 %	-32.0 %	33.8 %	22.3 %	11.3 %	27.3 %	40.3 %
Increase/decrease in finished goods and work-in-process	-0.1	-1.4	1.6	4.7	0.1	0.1	0.0
<b>Total sales</b>	<b>48.4</b>	<b>31.6</b>	<b>45.7</b>	<b>58.6</b>	<b>60.0</b>	<b>76.4</b>	<b>107.2</b>
Other operating income	2.2	9.2	3.1	1.7	2.0	2.0	2.0
Material expenses	23.7	16.0	23.3	31.9	30.8	39.1	54.4
Personnel expenses	12.7	11.5	12.0	13.4	14.9	16.6	17.7
Other operating expenses	7.0	6.3	8.0	8.4	9.7	11.4	14.9
Total operating expenses	41.3	24.6	40.1	51.9	53.5	65.1	85.1
<b>EBITDA</b>	<b>7.1</b>	<b>7.0</b>	<b>5.5</b>	<b>6.7</b>	<b>6.6</b>	<b>11.3</b>	<b>22.1</b>
Depreciation	5.2	4.1	4.1	4.8	5.5	6.0	6.5
<b>EBITA</b>	<b>1.9</b>	<b>2.9</b>	<b>1.4</b>	<b>1.9</b>	<b>1.1</b>	<b>5.3</b>	<b>15.6</b>
Amortisation of goodwill	0.0	0.8	0.5	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
<b>EBIT (inc revaluation net)</b>	<b>1.9</b>	<b>2.1</b>	<b>0.9</b>	<b>1.9</b>	<b>1.1</b>	<b>5.3</b>	<b>15.6</b>
Interest income	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Interest expenses	0.4	0.5	0.5	0.3	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	-0.5	-0.5	-0.3	-1.0	-1.0	-1.0
<b>Recurring pretax income from continuing operations</b>	<b>1.5</b>	<b>1.7</b>	<b>0.5</b>	<b>1.7</b>	<b>0.1</b>	<b>4.3</b>	<b>14.6</b>
Extraordinary income/loss	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>Earnings before taxes</b>	<b>1.5</b>	<b>1.7</b>	<b>0.5</b>	<b>1.7</b>	<b>0.1</b>	<b>4.3</b>	<b>14.6</b>
Taxes	0.7	0.6	0.7	0.4	0.0	1.4	4.7
<b>Net income from continuing operations</b>	<b>0.9</b>	<b>1.0</b>	<b>-0.2</b>	<b>1.3</b>	<b>0.1</b>	<b>2.9</b>	<b>9.9</b>
Result from discontinued operations (net of tax)	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>Net income</b>	<b>0.9</b>	<b>1.0</b>	<b>-0.2</b>	<b>1.3</b>	<b>0.1</b>	<b>2.9</b>	<b>9.9</b>
Minority interest	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>Net profit (reported)</b>	<b>0.9</b>	<b>1.0</b>	<b>-0.2</b>	<b>1.3</b>	<b>0.1</b>	<b>2.9</b>	<b>9.9</b>
Average number of shares	4.0	4.0	4.8	4.8	4.8	4.8	4.8
<b>EPS reported</b>	<b>0.22</b>	<b>0.25</b>	<b>-0.05</b>	<b>0.27</b>	<b>0.01</b>	<b>0.62</b>	<b>2.09</b>

Profit and loss (common size)	2019	2020	2021	2022	2023E	2024E	2025E
<b>Net sales</b>	<b>100.0 %</b>	<b>100.0 %</b>	<b>100.0 %</b>	<b>100.0 %</b>	<b>100.0 %</b>	<b>100.0 %</b>	<b>100.0 %</b>
Increase/decrease in finished goods and work-in-process	neg.	neg.	3.6 %	8.6 %	0.1 %	0.1 %	0.0 %
<b>Total sales</b>	<b>99.9 %</b>	<b>95.7 %</b>	<b>103.6 %</b>	<b>108.6 %</b>	<b>100.1 %</b>	<b>100.1 %</b>	<b>100.0 %</b>
Other operating income	4.5 %	27.9 %	7.1 %	3.2 %	3.3 %	2.6 %	1.9 %
Material expenses	49.0 %	48.5 %	52.9 %	59.1 %	51.3 %	51.2 %	50.8 %
Personnel expenses	26.2 %	35.0 %	27.2 %	24.8 %	24.9 %	21.8 %	16.5 %
Other operating expenses	14.4 %	19.0 %	18.1 %	15.6 %	16.2 %	14.9 %	13.9 %
Total operating expenses	85.2 %	74.6 %	91.0 %	96.3 %	89.1 %	85.3 %	79.4 %
<b>EBITDA</b>	<b>14.7 %</b>	<b>21.2 %</b>	<b>12.5 %</b>	<b>12.4 %</b>	<b>11.0 %</b>	<b>14.8 %</b>	<b>20.6 %</b>
Depreciation	10.7 %	12.4 %	9.3 %	8.8 %	9.2 %	7.9 %	6.1 %
<b>EBITA</b>	<b>4.0 %</b>	<b>8.8 %</b>	<b>3.3 %</b>	<b>3.6 %</b>	<b>1.8 %</b>	<b>6.9 %</b>	<b>14.6 %</b>
Amortisation of goodwill	0.0 %	2.3 %	1.1 %	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 %
<b>EBIT (inc revaluation net)</b>	<b>4.0 %</b>	<b>6.5 %</b>	<b>2.1 %</b>	<b>3.6 %</b>	<b>1.8 %</b>	<b>6.9 %</b>	<b>14.6 %</b>
Interest income	0.0 %	0.0 %	0.1 %	0.0 %	0.0 %	0.0 %	0.0 %
Interest expenses	0.8 %	1.4 %	1.1 %	0.5 %	1.7 %	1.3 %	0.9 %
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.
<b>Recurring pretax income from continuing operations</b>	<b>3.2 %</b>	<b>5.1 %</b>	<b>1.1 %</b>	<b>3.1 %</b>	<b>0.1 %</b>	<b>5.6 %</b>	<b>13.6 %</b>
Extraordinary income/loss	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
<b>Earnings before taxes</b>	<b>3.2 %</b>	<b>5.1 %</b>	<b>1.1 %</b>	<b>3.1 %</b>	<b>0.1 %</b>	<b>5.6 %</b>	<b>13.6 %</b>
Tax rate	41.8 %	38.4 %	n/a	22.2 %	32.0 %	32.0 %	32.0 %
<b>Net income from continuing operations</b>	<b>1.8 %</b>	<b>3.1 %</b>	<b>neg.</b>	<b>2.4 %</b>	<b>0.1 %</b>	<b>3.8 %</b>	<b>9.3 %</b>
Income from discontinued operations (net of tax)	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
<b>Net income</b>	<b>1.8 %</b>	<b>3.1 %</b>	<b>neg.</b>	<b>2.4 %</b>	<b>0.1 %</b>	<b>3.8 %</b>	<b>9.3 %</b>
Minority interest	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
<b>Net profit (reported)</b>	<b>1.8 %</b>	<b>3.0 %</b>	<b>neg.</b>	<b>2.4 %</b>	<b>0.1 %</b>	<b>3.8 %</b>	<b>9.3 %</b>

Source: Company data, Hauck Aufhäuser Investment Banking

Balance sheet (EUR m)	2019	2020	2021	2022	2023E	2024E	2025E
<b>Intangible assets</b>	<b>4.9</b>	<b>4.1</b>	<b>3.7</b>	<b>3.4</b>	<b>2.9</b>	<b>2.4</b>	<b>1.9</b>
Property, plant and equipment	33.8	33.3	33.6	38.9	43.4	43.4	43.4
Financial assets	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>FIXED ASSETS</b>	<b>38.6</b>	<b>37.4</b>	<b>37.3</b>	<b>42.2</b>	<b>46.2</b>	<b>45.7</b>	<b>45.2</b>
Inventories	8.9	7.3	13.9	20.8	25.0	29.4	38.3
Accounts receivable	6.6	5.0	7.0	8.1	9.0	11.5	16.2
Other current assets	0.0	0.6	0.7	1.5	1.5	1.5	1.5
Liquid assets	0.7	2.5	17.9	3.1	1.9	5.1	7.2
Deferred taxes	0.6	0.0	0.0	0.0	0.0	0.0	0.0
Deferred charges and prepaid expenses	0.2	0.2	0.3	0.6	0.6	0.6	0.6
<b>CURRENT ASSETS</b>	<b>17.0</b>	<b>15.7</b>	<b>39.9</b>	<b>34.2</b>	<b>38.0</b>	<b>48.1</b>	<b>63.7</b>
<b>TOTAL ASSETS</b>	<b>55.6</b>	<b>53.0</b>	<b>77.2</b>	<b>76.4</b>	<b>84.3</b>	<b>93.9</b>	<b>108.9</b>
SHAREHOLDERS EQUITY	31.9	32.8	58.1	59.4	59.5	62.4	72.3
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	3.5	1.8	5.0	5.0	5.0	5.0
<b>Non-current liabilities</b>	<b>1.7</b>	<b>3.5</b>	<b>1.8</b>	<b>5.0</b>	<b>5.0</b>	<b>5.0</b>	<b>5.0</b>
short-term liabilities to banks	15.3	13.8	8.1	6.4	11.4	16.4	18.4
Accounts payable	2.9	2.1	4.5	3.0	6.1	7.7	10.9
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	0.3	3.8	1.7	1.7	1.7	1.7
Deferred taxes	0.2	0.2	0.8	0.7	0.5	0.5	0.5
Deferred income	0.0	0.0	0.0	0.1	0.0	0.0	0.0
<b>Current liabilities</b>	<b>22.1</b>	<b>16.7</b>	<b>17.3</b>	<b>12.0</b>	<b>19.8</b>	<b>26.5</b>	<b>31.6</b>
<b>TOTAL LIABILITIES AND SHAREHOLDERS EQUITY</b>	<b>55.6</b>	<b>53.1</b>	<b>77.2</b>	<b>76.4</b>	<b>84.3</b>	<b>93.8</b>	<b>108.9</b>

Balance sheet (common size)	2019	2020	2021	2022	2023E	2024E	2025E
<b>Intangible assets</b>	<b>8.8 %</b>	<b>7.8 %</b>	<b>4.9 %</b>	<b>4.4 %</b>	<b>3.4 %</b>	<b>2.5 %</b>	<b>1.7 %</b>
Property, plant and equipment	60.7 %	62.7 %	43.5 %	50.9 %	51.5 %	46.2 %	39.8 %
Financial assets	0.0 %	0.0 %	neg.	neg.	neg.	neg.	neg.
<b>FIXED ASSETS</b>	<b>69.4 %</b>	<b>70.5 %</b>	<b>48.3 %</b>	<b>55.3 %</b>	<b>54.9 %</b>	<b>48.7 %</b>	<b>41.5 %</b>
Inventories	16.0 %	13.8 %	18.1 %	27.3 %	29.7 %	31.3 %	35.1 %
Accounts receivable	11.9 %	9.5 %	9.0 %	10.6 %	10.7 %	12.3 %	14.8 %
Other current assets	0.0 %	1.1 %	0.9 %	2.0 %	1.8 %	1.6 %	1.4 %
Liquid assets	1.3 %	4.7 %	23.2 %	4.1 %	2.3 %	5.5 %	6.6 %
Deferred taxes	1.1 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Deferred charges and prepaid expenses	0.3 %	0.4 %	0.4 %	0.8 %	0.7 %	0.6 %	0.6 %
<b>CURRENT ASSETS</b>	<b>30.5 %</b>	<b>29.5 %</b>	<b>51.7 %</b>	<b>44.7 %</b>	<b>45.2 %</b>	<b>51.3 %</b>	<b>58.5 %</b>
<b>TOTAL ASSETS</b>	<b>100.0 %</b>	<b>100.0 %</b>	<b>100.0 %</b>	<b>100.0 %</b>	<b>100.0 %</b>	<b>100.0 %</b>	<b>100.0 %</b>
SHAREHOLDERS EQUITY	57.3 %	61.9 %	75.3 %	77.7 %	70.6 %	66.5 %	66.4 %
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 %	6.7 %	2.3 %	6.5 %	5.9 %	5.3 %	4.6 %
<b>Non-current liabilities</b>	<b>3.1 %</b>	<b>6.7 %</b>	<b>2.3 %</b>	<b>6.5 %</b>	<b>5.9 %</b>	<b>5.3 %</b>	<b>4.6 %</b>
short-term liabilities to banks	27.4 %	26.1 %	10.5 %	8.3 %	13.5 %	17.4 %	16.9 %
Accounts payable	5.2 %	4.0 %	5.8 %	3.9 %	7.2 %	8.3 %	10.0 %
Advance payments received on orders	0.1 %	0.3 %	0.2 %	0.2 %	0.2 %	0.2 %	0.1 %
Other liabilities (incl. from lease and rental contracts)	6.6 %	0.6 %	4.9 %	2.2 %	2.0 %	1.8 %	1.6 %
Deferred taxes	0.3 %	0.4 %	1.1 %	0.9 %	0.6 %	0.5 %	0.5 %
Deferred income	0.0 %	0.0 %	0.0 %	0.1 %	0.0 %	0.0 %	0.0 %
<b>Current liabilities</b>	<b>39.6 %</b>	<b>31.4 %</b>	<b>22.4 %</b>	<b>15.7 %</b>	<b>23.5 %</b>	<b>28.2 %</b>	<b>29.0 %</b>
<b>TOTAL LIABILITIES AND SHAREHOLDERS EQUITY</b>	<b>100.0 %</b>	<b>100.0 %</b>	<b>100.0 %</b>	<b>100.0 %</b>	<b>100.0 %</b>	<b>100.0 %</b>	<b>100.0 %</b>

Source: Company data, Hauck Aufhäuser Investment Banking

# IBU-tec advanced materials AG

Cash flow statement (EUR m)	2019	2020	2021	2022	2023E	2024E	2025E
Net profit/loss	0.9	1.0	-0.2	1.3	0.1	2.9	9.9
Depreciation of fixed assets (incl. leases)	5.2	4.1	4.1	4.8	5.5	6.0	6.5
Amortisation of goodwill	0.0	0.8	0.5	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	-1.2	-3.7	1.7	0.0	0.3	0.5	0.5
Cash flow from operations before changes in w/c	4.8	2.2	6.0	6.1	5.9	9.4	16.9
Increase/decrease in inventory	0.0	1.5	-6.6	-6.9	-4.1	-4.4	-8.9
Increase/decrease in accounts receivable	4.3	1.6	-2.0	-1.1	-0.9	-2.5	-4.6
Increase/decrease in accounts payable	-5.0	-0.7	2.3	-1.4	3.1	1.7	3.1
Increase/decrease in other working capital positions	0.0	0.0	-0.9	0.0	0.0	0.0	0.0
Increase/decrease in working capital	-0.6	2.4	-7.1	-9.4	-2.0	-5.2	-10.4
<b>Cash flow from operating activities</b>	<b>4.2</b>	<b>4.5</b>	<b>-1.1</b>	<b>-3.3</b>	<b>3.8</b>	<b>4.2</b>	<b>6.5</b>
CAPEX	6.2	2.2	4.5	10.0	10.0	6.0	6.5
Payments for acquisitions	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Financial investments	1.0	0.0	10.5	0.0	0.0	0.0	0.0
Income from asset disposals	0.0	0.0	0.0	10.5	0.0	0.0	0.0
<b>Cash flow from investing activities</b>	<b>-7.2</b>	<b>-2.2</b>	<b>-15.1</b>	<b>0.5</b>	<b>-10.0</b>	<b>-6.0</b>	<b>-6.5</b>
Cash flow before financing	-3.0	2.4	-16.2	-2.8	-6.2	-1.8	0.0
Increase/decrease in debt position	3.9	0.2	-4.0	-2.2	5.0	5.0	2.0
Purchase of own shares	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Capital measures	0.0	0.0	25.5	0.0	0.0	0.0	0.0
Dividends paid	0.8	0.0	0.0	0.0	0.0	0.0	0.0
Others	0.2	-0.7	-0.5	0.7	3.0	2.0	0.0
Effects of exchange rate changes on cash	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>Cash flow from financing activities</b>	<b>3.3</b>	<b>-0.5</b>	<b>21.0</b>	<b>-1.4</b>	<b>8.0</b>	<b>7.0</b>	<b>2.0</b>
Increase/decrease in liquid assets	0.3	1.8	4.8	-4.3	1.8	5.2	2.0
<b>Liquid assets at end of period</b>	<b>0.7</b>	<b>2.5</b>	<b>7.3</b>	<b>3.1</b>	<b>4.9</b>	<b>10.1</b>	<b>12.2</b>

Source: Company data, Hauck Aufhäuser Investment Banking

Regional split (EUR m)	2019	2020	2021	2022	2023E	2024E	2025E
Domestic	14.3	16.4	19.1	22.9	27.5	32.9	39.5
yoy change	13.8 %	14.4 %	16.4 %	20.0 %	20.0 %	20.0 %	20.0 %
Rest of Europe	4.0	13.1	10.1	8.0	13.0	15.0	20.0
yoy change	15.4 %	226.5 %	-23.0 %	-20.5 %	62.1 %	15.4 %	33.3 %
NAFTA	30.1	0.0	0.0	0.0	0.0	0.0	0.0
yoy change	1721.2 %	n/a	n/a	n/a	n/a	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	3.5	14.9	23.0	26.9	30.0	32.0
yoy change	n/a	n/a	329.2 %	53.9 %	17.0 %	11.5 %	6.7 %
<b>TTL</b>	<b>48.5</b>	<b>33.0</b>	<b>44.1</b>	<b>53.9</b>	<b>60.0</b>	<b>76.4</b>	<b>107.2</b>
yoy change	173.5 %	-32.0 %	33.8 %	22.3 %	11.3 %	27.3 %	40.3 %

Source: Company data, Hauck Aufhäuser Investment Banking

# IBU-tec advanced materials AG

Key ratios (EUR m)	2019	2020	2021	2022	2023E	2024E	2025E
<b>P&amp;L growth analysis</b>							
Sales growth	48.8 %	-32.0 %	33.8 %	22.3 %	11.3 %	27.3 %	40.3 %
EBITDA growth	9.4 %	7.1 %	-22.3 %	-3.9 %	19.0 %	68.7 %	236.1 %
EBIT growth	-33.8 %	-27.6 %	-51.9 %	-8.6 %	15.4 %	171.8 %	1343.2 %
EPS growth	-53.9 %	-46.7 %	-122.8 %	9.3 %	-124.0 %	124.9 %	17567.4 %
<b>Efficiency</b>							
Total operating costs / sales	85.2 %	74.6 %	91.0 %	96.3 %	89.1 %	85.3 %	79.4 %
Sales per employee	184.2	139.1	208.2	215.6	218.1	254.6	334.9
EBITDA per employee	27.1	29.4	26.1	26.8	23.9	37.7	69.1
<b>Balance sheet analysis</b>							
Avg. working capital / sales	28.5 %	38.2 %	32.7 %	33.3 %	36.8 %	38.5 %	33.2 %
Inventory turnover (sales/inventory)	5.5	4.5	3.2	2.6	2.4	2.6	2.8
Trade debtors in days of sales	49.8	55.6	57.8	54.8	55.0	55.0	55.0
A/P turnover [(A/P*365)/sales]	21.8	23.7	37.0	20.4	37.0	37.0	37.0
Cash conversion cycle (days)	141.9	174.5	206.2	259.1	279.1	256.8	238.8
<b>Cash flow analysis</b>							
Free cash flow	-2.0	2.4	-5.7	-13.3	-6.2	-1.8	0.0
Free cash flow/sales	-4.1 %	7.2 %	-12.8 %	-24.8 %	-10.3 %	-2.3 %	0.0 %
FCF / net profit	neg.	235.7 %	neg.	neg.	neg.	neg.	0.2 %
Capex / depre	138.8 %	45.2 %	327.8 %	211.1 %	181.8 %	100.0 %	100.0 %
Capex / maintenance capex	9.8 %	300.0 %	181.8 %	200.6 %	181.8 %	100.0 %	100.0 %
Capex / sales	n/a	n/a	n/a	n/a	n/a	n/a	n/a
<b>Security</b>							
Net debt	14.6	11.3	-9.8	3.2	9.5	11.2	11.2
Net Debt/EBITDA	2.0	1.6	0.0	0.5	1.4	1.0	0.5
Net debt / equity	0.5	0.3	neg.	0.1	0.2	0.2	0.2
Interest cover	4.7	4.6	2.0	6.9	1.1	5.3	15.6
Dividend payout ratio	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
<b>Asset utilisation</b>							
Capital employed turnover	1.0	0.7	0.6	0.8	0.8	0.9	1.1
Operating assets turnover	1.0	0.8	0.9	0.8	0.8	1.0	1.2
Plant turnover	1.4	1.0	1.3	1.4	1.4	1.8	2.5
Inventory turnover (sales/inventory)	5.5	4.5	3.2	2.6	2.4	2.6	2.8
<b>Returns</b>							
ROCE	4.1 %	6.3 %	1.6 %	2.8 %	1.5 %	6.6 %	17.4 %
ROE	2.7 %	3.1 %	-0.4 %	2.2 %	0.1 %	4.7 %	13.8 %
<b>Other</b>							
Interest paid / avg. debt	3.1 %	3.7 %	4.1 %	2.8 %	10.3 %	8.8 %	6.7 %
No. employees (average)	263	237	212	250	275	300	320
Number of shares	4.0	4.0	4.8	4.8	4.8	4.8	4.8
DPS	0.0	0.0	0.0	0.0	0.0	0.0	0.0
EPS reported	0.22	0.25	-0.05	0.27	0.01	0.62	2.09
<b>Valuation ratios</b>							
P/BV	2.0	1.8	3.7	1.8	1.8	1.7	1.5
EV/sales	2.2	3.1	2.2	2.1	1.9	1.6	1.1
EV/EBITDA	14.7	14.6	17.6	16.5	17.7	10.5	5.4
EV/EBITA	53.8	35.1	67.8	56.7	107.9	22.4	7.6
EV/EBIT	53.8	47.7	103.9	56.7	107.9	22.4	7.6
EV/FCF	-53.3	43.1	-17.3	-8.3	-18.9	-67.2	5453.5
Adjusted FCF yield	3.1 %	6.2 %	1.2 %	1.2 %	0.9 %	3.3 %	9.2 %
Dividend yield	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %

Source: Company data, Hauck Aufhäuser Investment Banking

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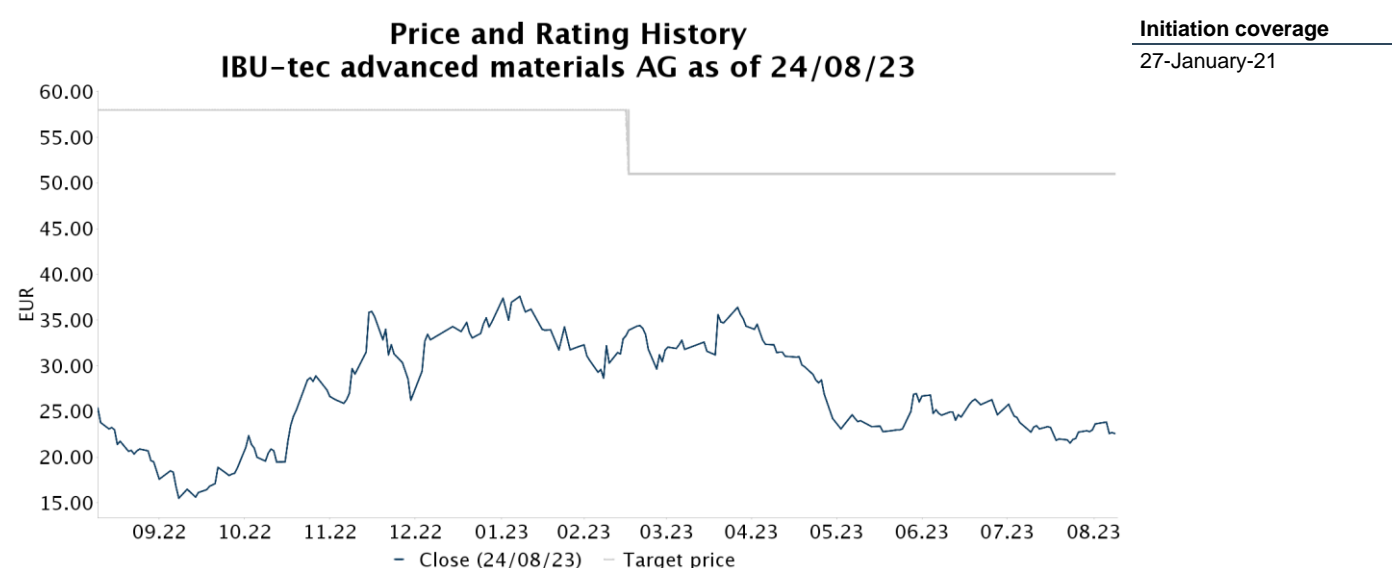
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Company	Disclosure
IBU-tec advanced materials AG	2, 3, 6, 8

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



Company	Date	Analyst	Rating	Target price	Close
IBU-tec advanced materials AG	22.05.2023	Gruebner, Marie-Therese	Buy	EUR 51,00	EUR 24,65
	05.04.2023	Gruebner, Marie-Therese	Buy	EUR 51,00	EUR 34,80
	21.03.2023	Gruebner, Marie-Therese	Buy	EUR 51,00	EUR 32,30
	07.03.2023	Gruebner, Marie-Therese	Buy	EUR 51,00	EUR 34,40

## IBU-tec advanced materials AG

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30.11.2022	Gruebner, Marie-Therese	Buy	EUR 58,00	EUR 35,85
13.09.2022	Gruebner, Marie-Therese	Buy	EUR 58,00	EUR 19,64
25.08.2022	Gruebner, Marie-Therese	Buy	EUR 58,00	EUR 25,40

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