

Buy (old: Buy)

Price target: EUR 30.00 (old: EUR 31.00)

Price:	EUR 11.60	Next result:	FY'21 21.03.22
Bloomberg:	SANT GR	Market cap:	EUR 766.7 m
Reuters:	SANT1.DE	Enterprise Value:	EUR 895.7 m

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A look at the exposure to Russia, chg.

Reason to write: exposure to Russia and the Ukraine lead us to **cut growth estimates** for FY'22 onward. This should be priced-in, however, and S&T remains a **high conviction idea** with major re-rating catalysts pending (Deloitte report, IT Service divestment).

S&T generates **some € 55-60m of revenue per year** in Russia, serving customers from the energy and telco industries. The margin of the Russian business is seen at 6-7%, **implying EBITDA of approx. € 3.5-4.0m per year**. Revenue in the Ukraine should amount to € 5-10m per year, stemming mostly from telecom client Ukrtelecom.

Economic sanctions, a weak Rouble (-40% vs the Euro in the past 14 days) and disruptions caused by the war all look set to **burden S&T's growth performance in Russia and the Ukraine going forward**.

Stronger demand from verticals such as IT service (cybersecurity) and defence should **partly compensate for this**, however. In defence, we expect S&T to generate up to € 100m revenue this year (2021: € 50-60m eHAIB), serving customers such as Rheinmetall. Selected NATO countries have already announced an increase in defence budgets in reaction to Russia's invasion of the Ukraine.

The bottom-line **benefits from a natural hedge**, as S&T employs a large number of software engineers in Russia, whose salary is denominated in Rouble. Accordingly, a weaker Rouble eats into sales but also reduces personnel expenses, **to some extent protecting EBITDA**.

Action: we cut estimates for FY'22E and FY'23E, taking out 70-80% of the revenue S&T generates each year in Russia and the Ukraine. This is a **conservative move**, as sanctions should not impact all of S&T's business, and as other end-markets are seen to partly pick up the slack. On FY'22E EBITDA, we assume (I) € 3.0m lower EBITDA in Russia / the Ukraine; (II) a € 2.0m write-down on Rouble-denominated receivables; (III) € 2.5m one-off expenses for the forensic audit.

We also trim bottom-line estimates for FY'21E, expecting E&Y to take a tougher stance on selected accounting topics, which should reflect a "cover your back" strategy following the Viceroy attack.

Reiterate BUY with a new € 30.00 PT (prior: € 31.00) based on DCF: the stock is trading on less than 5x EBITDA '22E, assuming € 500m IT Service proceeds. **Note that neither the Russian nor the Ukrainian entities will be sold off as part of IT Services**, meaning current geopolitical developments should not endanger the divestment.

Y/E 31.12 (EUR m)	2017	2018	2019	2020	2021E	2022E	2023E
Sales	882.0	990.9	1,122.9	1,254.8	1,350.0	1,506.0	1,641.5
Sales growth	75 %	12 %	13 %	12 %	8 %	12 %	9 %
EBITDA	68.1	90.5	111.7	130.0	130.4	158.1	185.8
EBIT	41.7	61.5	61.8	68.6	66.4	92.5	119.8
Net income	22.5	45.0	49.1	55.6	54.1	77.4	96.3
Net debt	-101.8	-52.7	91.5	104.1	102.1	18.0	-70.0
EPS pro forma	0.51	0.68	0.74	0.84	0.82	1.17	1.46
CPS	0.52	0.32	0.88	1.67	0.55	1.78	1.77
DPS	0.13	0.16	0.00	0.30	0.25	0.30	0.33
Dividend yield	1.1 %	1.4 %	0.0 %	2.6 %	2.2 %	2.6 %	2.8 %
Gross profit margin	36.7 %	36.0 %	37.2 %	37.2 %	36.5 %	37.4 %	37.9 %
EBITDA margin	7.7 %	9.1 %	9.9 %	10.4 %	9.7 %	10.5 %	11.3 %
EBIT margin	4.7 %	6.2 %	5.5 %	5.5 %	4.9 %	6.1 %	7.3 %
ROCE	9.4 %	11.9 %	8.8 %	9.9 %	7.5 %	10.2 %	12.4 %
EV/sales	0.7	0.7	0.8	0.7	0.7	0.5	0.4
EV/EBITDA	9.6	8.0	8.0	6.9	6.9	5.1	3.9
EV/EBIT	15.7	11.8	14.4	13.1	13.5	8.8	6.0
PER	22.7	17.0	15.6	13.8	14.2	9.9	7.9
Adjusted FCF yield	6.8 %	9.0 %	9.6 %	10.8 %	10.8 %	15.1 %	19.9 %

Source: Company data, Hauck Aufhäuser Investment Banking Close price as of: 08.03.2022



Source: Company data, Hauck Aufhäuser Investment Banking

High/low 52 weeks: 23.80 / 13.00
Price/Book Ratio: 2.0
Relative performance (TecDAX):
 3 months -15.5 %
 6 months -18.2 %
 12 months -36.8 %

Changes in estimates

		Sales	EBIT	EPS
2021	old:	1,350.0	72.3	0.90
	Δ	-	-8.2%	-9.0%
2022	old:	1,556.2	100.1	1.28
	Δ	-3.2%	-7.6%	-8.1%
2023	old:	1,696.3	124.8	1.52
	Δ	-3.2%	-4.0%	-4.2%

Key share data:

Number of shares: (in m pcs) 65.0
 Authorised capital: (in € m) 12.1
 Book value per share: (in €) 6.6
 Ø trading volume: (12 months) 155,000

Major shareholders:

Free Float 73.4 %
 Ennoconn 26.6 %
 AGI 5.0 %
 Ninety One 4.0 %

Company description:

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

Financials

Profit and loss (EUR m)	2017	2018	2019	2020	2021E	2022E	2023E
Net sales	882.0	990.9	1,122.9	1,254.8	1,350.0	1,506.0	1,641.5
<i>Sales growth</i>	75.1 %	12.3 %	13.3 %	11.7 %	7.6 %	11.6 %	9.0 %
Increase/decrease in finished goods and work-in-process	13.4	15.1	15.5	17.6	16.2	16.6	17.2
Total sales	895.3	1,006.0	1,138.4	1,272.4	1,366.2	1,522.6	1,658.8
Other operating income	8.5	7.5	8.0	8.8	8.1	8.3	8.2
Material expenses	567.0	644.3	715.4	799.0	867.2	952.5	1,029.7
Personnel expenses	179.4	194.6	245.2	273.3	291.6	322.3	348.0
Other operating expenses	89.4	84.0	74.2	78.8	85.1	97.9	103.4
Total operating expenses	827.3	915.4	1,026.7	1,142.4	1,235.8	1,364.4	1,473.0
EBITDA	68.1	90.5	111.7	130.0	130.4	158.1	185.8
Depreciation	7.4	29.0	25.9	30.9	31.3	32.6	33.0
EBITA	60.7	61.5	85.8	99.1	99.1	125.5	152.8
Amortisation of goodwill	0.0	n/a	0.0	0.0	0.0	0.0	0.0
Amortisation of intangible assets	18.9	n/a	24.0	30.5	32.7	33.0	33.0
Impairment charges	0.0	n/a	0.0	0.0	0.0	0.0	0.0
EBIT (inc revaluation net)	41.7	61.5	61.8	68.6	66.4	92.5	119.8
Interest income	0.6	1.0	1.3	1.6	1.8	1.6	1.6
Interest expenses	6.9	6.2	9.0	9.3	8.1	8.1	8.1
Other financial result	0.0	0.0	0.0	-0.2	0.0	0.0	0.0
Financial result	-6.4	-5.2	-7.7	-7.9	-6.3	-6.5	-6.5
Recurring pretax income from continuing operations	35.4	56.3	54.1	60.7	60.1	86.0	113.3
Extraordinary income/loss	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Earnings before taxes	35.4	56.3	54.1	60.7	60.1	86.0	113.3
Taxes	6.0	7.9	4.6	6.1	6.0	8.6	17.0
Net income from continuing operations	29.4	48.5	49.5	54.6	54.1	77.4	96.3
Result from discontinued operations (net of tax)	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net income	29.4	48.5	49.5	54.6	54.1	77.4	96.3
Minority interest	6.9	3.5	0.4	-1.0	0.0	0.0	0.0
Net profit (reported)	22.5	45.0	49.1	55.6	54.1	77.4	96.3
Average number of shares	52.5	66.1	66.1	65.0	65.0	65.0	65.0
EPS reported	0.43	0.68	0.74	0.86	0.83	1.19	1.48

Profit and loss (common size)	2017	2018	2019	2020	2021E	2022E	2023E
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	1.5 %	1.5 %	1.4 %	1.4 %	1.2 %	1.1 %	1.1 %
Total sales	101.5 %	101.5 %	101.4 %	101.4 %	101.2 %	101.1 %	101.1 %
Other operating income	1.0 %	0.8 %	0.7 %	0.7 %	0.6 %	0.6 %	0.5 %
Material expenses	64.3 %	65.0 %	63.7 %	63.7 %	64.2 %	63.3 %	62.7 %
Personnel expenses	20.3 %	19.6 %	21.8 %	21.8 %	21.6 %	21.4 %	21.2 %
Other operating expenses	10.1 %	8.5 %	6.6 %	6.3 %	6.3 %	6.5 %	6.3 %
Total operating expenses	93.8 %	92.4 %	91.4 %	91.0 %	91.5 %	90.6 %	89.7 %
EBITDA	7.7 %	9.1 %	9.9 %	10.4 %	9.7 %	10.5 %	11.3 %
Depreciation	0.8 %	2.9 %	2.3 %	2.5 %	2.3 %	2.2 %	2.0 %
EBITA	6.9 %	6.2 %	7.6 %	7.9 %	7.3 %	8.3 %	9.3 %
Amortisation of goodwill	0.0 %	n/a	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Amortisation of intangible assets	2.1 %	n/a	2.1 %	2.4 %	2.4 %	2.2 %	2.0 %
Impairment charges	0.0 %	n/a	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
EBIT (inc revaluation net)	4.7 %	6.2 %	5.5 %	5.5 %	4.9 %	6.1 %	7.3 %
Interest income	0.1 %	0.1 %	0.1 %	0.1 %	0.1 %	0.1 %	0.1 %
Interest expenses	0.8 %	0.6 %	0.8 %	0.7 %	0.6 %	0.5 %	0.5 %
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 %	5.7 %	4.8 %	4.8 %	4.5 %	5.7 %	6.9 %
Extraordinary income/loss	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Earnings before taxes	4.0 %	5.7 %	4.8 %	4.8 %	4.5 %	5.7 %	6.9 %
Tax rate	17.0 %	14.0 %	8.4 %	10.0 %	10.0 %	10.0 %	15.0 %
Net income from continuing operations	3.3 %	4.9 %	4.4 %	4.4 %	4.0 %	5.1 %	5.9 %
Income from discontinued operations (net of tax)	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Net income	3.3 %	4.9 %	4.4 %	4.4 %	4.0 %	5.1 %	5.9 %
Minority interest	0.8 %	0.4 %	0.0 %	neg.	0.0 %	0.0 %	0.0 %
Net profit (reported)	2.6 %	4.5 %	4.4 %	4.4 %	4.0 %	5.1 %	5.9 %

Source: Company data, Hauck Aufhäuser Investment Banking

Balance sheet (EUR m)	2017	2018	2019	2020	2021E	2022E	2023E
Intangible assets	189.9	207.6	294.9	302.3	294.6	287.2	270.6
Property, plant and equipment	31.9	37.1	99.8	135.1	125.4	116.9	110.2
Financial assets	17.6	0.3	22.8	22.1	22.1	22.1	22.1
FIXED ASSETS	239.4	244.9	417.5	459.5	442.2	426.2	402.9
Inventories	104.0	130.8	146.8	159.9	207.7	200.8	213.2
Accounts receivable	172.4	202.7	212.2	204.5	255.2	284.7	310.3
Other current assets	43.5	68.0	102.6	104.2	106.9	109.5	112.3
Liquid assets	216.9	171.8	312.3	281.9	283.9	368.0	456.0
Deferred taxes	28.6	29.8	34.4	36.6	36.6	36.6	36.6
Deferred charges and prepaid expenses	0.0	0.0	0.0	0.0	0.0	0.0	0.0
CURRENT ASSETS	565.5	603.0	808.2	787.1	890.3	999.6	1,128.4
TOTAL ASSETS	804.9	847.9	1,225.7	1,246.6	1,332.4	1,425.9	1,531.3
SHAREHOLDERS EQUITY	305.1	356.0	372.7	404.0	437.2	497.8	572.2
MINORITY INTEREST	26.7	11.3	12.4	5.4	5.4	5.4	5.4
Long-term debt	68.7	79.4	341.0	343.2	343.2	343.2	343.2
Provisions for pensions and similar obligations	21.2	14.6	30.0	26.8	26.8	26.8	26.8
Other provisions	36.7	28.0	54.4	40.5	40.5	40.5	40.5
Non-current liabilities	126.6	122.0	425.4	410.5	410.5	410.5	410.5
short-term liabilities to banks	46.4	39.6	62.8	42.8	42.8	42.8	42.8
Accounts payable	154.9	177.0	205.0	210.0	258.9	288.8	314.8
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)	135.6	129.4	134.2	160.6	160.6	165.4	170.3
Deferred taxes	9.5	12.6	13.4	13.3	17.0	15.2	15.2
Deferred income	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Current liabilities	346.4	358.6	415.3	426.6	479.3	512.2	543.1
TOTAL LIABILITIES AND SHAREHOLDERS EQUITY	804.9	847.9	1,225.7	1,246.6	1,332.4	1,425.9	1,531.3

Balance sheet (common size)	2017	2018	2019	2020	2021E	2022E	2023E
Intangible assets	23.6 %	24.5 %	24.1 %	24.2 %	22.1 %	20.1 %	17.7 %
Property, plant and equipment	4.0 %	4.4 %	8.1 %	10.8 %	9.4 %	8.2 %	7.2 %
Financial assets	2.2 %	0.0 %	1.9 %	1.8 %	1.7 %	1.6 %	1.4 %
FIXED ASSETS	29.7 %	28.9 %	34.1 %	36.9 %	33.2 %	29.9 %	26.3 %
Inventories	12.9 %	15.4 %	12.0 %	12.8 %	15.6 %	14.1 %	13.9 %
Accounts receivable	21.4 %	23.9 %	17.3 %	16.4 %	19.2 %	20.0 %	20.3 %
Other current assets	5.4 %	8.0 %	8.4 %	8.4 %	8.0 %	7.7 %	7.3 %
Liquid assets	27.0 %	20.3 %	25.5 %	22.6 %	21.3 %	25.8 %	29.8 %
Deferred taxes	3.6 %	3.5 %	2.8 %	2.9 %	2.7 %	2.6 %	2.4 %
Deferred charges and prepaid expenses	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
CURRENT ASSETS	70.3 %	71.1 %	65.9 %	63.1 %	66.8 %	70.1 %	73.7 %
TOTAL ASSETS	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %
SHAREHOLDERS EQUITY	37.9 %	42.0 %	30.4 %	32.4 %	32.8 %	34.9 %	37.4 %
MINORITY INTEREST	3.3 %	1.3 %	1.0 %	0.4 %	0.4 %	0.4 %	0.4 %
Long-term debt	8.5 %	9.4 %	27.8 %	27.5 %	25.8 %	24.1 %	22.4 %
Provisions for pensions and similar obligations	2.6 %	1.7 %	2.4 %	2.2 %	2.0 %	1.9 %	1.8 %
Other provisions	4.6 %	3.3 %	4.4 %	3.2 %	3.0 %	2.8 %	2.6 %
Non-current liabilities	15.7 %	14.4 %	34.7 %	32.9 %	30.8 %	28.8 %	26.8 %
short-term liabilities to banks	5.8 %	4.7 %	5.1 %	3.4 %	3.2 %	3.0 %	2.8 %
Accounts payable	19.2 %	20.9 %	16.7 %	16.8 %	19.4 %	20.3 %	20.6 %
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)	16.9 %	15.3 %	10.9 %	12.9 %	12.0 %	11.6 %	11.1 %
Deferred taxes	1.2 %	1.5 %	1.1 %	1.1 %	1.3 %	1.1 %	1.0 %
Deferred income	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Current liabilities	43.0 %	42.3 %	33.9 %	34.2 %	36.0 %	35.9 %	35.5 %
TOTAL LIABILITIES AND SHAREHOLDERS EQUITY	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %

Source: Company data, Hauck Aufhäuser Investment Banking

Cash flow statement (EUR m)	2017	2018	2019	2020	2021E	2022E	2023E
Net profit/loss	29.4	48.5	49.5	54.6	54.1	77.4	96.3
Depreciation of fixed assets (incl. leases)	7.4	29.9	49.9	30.9	31.3	32.6	33.0
Amortisation of goodwill	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Amortisation of intangible assets	18.9	0.0	0.0	30.5	32.7	33.0	33.0
Others	-13.6	-17.7	3.7	-8.5	0.0	0.0	0.0
Cash flow from operations before changes in w/c	42.1	60.7	103.1	107.5	118.1	143.0	162.3
Increase/decrease in inventory	-17.9	-4.1	-16.0	-13.1	-47.8	6.9	-12.4
Increase/decrease in accounts receivable	5.5	-23.1	-30.0	41.4	-50.7	-29.5	-25.6
Increase/decrease in accounts payable	15.2	2.1	49.7	5.0	48.9	29.9	26.0
Increase/decrease in other working capital positions	0.0	0.0	-23.5	0.0	0.0	0.0	0.0
Increase/decrease in working capital	2.8	-25.1	-19.8	33.3	-49.7	7.3	-12.0
Cash flow from operating activities	44.9	35.5	83.4	140.8	68.4	150.3	150.3
CAPEX	23.0	25.1	27.1	33.9	39.2	42.2	42.7
Payments for acquisitions	11.5	39.6	27.2	41.0	7.5	7.5	0.0
Financial investments	5.7	-0.5	4.3	3.6	0.0	0.0	0.0
Income from asset disposals	1.2	1.1	2.9	1.3	0.0	0.0	0.0
Cash flow from investing activities	-39.1	-63.1	-55.7	-77.2	-46.7	-49.7	-42.7
Cash flow before financing	5.8	-27.6	27.7	63.6	21.8	100.7	107.6
Increase/decrease in debt position	28.8	1.2	128.1	-40.9	0.0	0.0	0.0
Purchase of own shares	0.0	0.0	14.6	12.2	0.0	0.0	0.0
Capital measures	86.9	2.2	0.0	1.4	0.0	0.0	0.0
Dividends paid	4.9	8.3	10.6	0.0	19.8	16.5	19.7
Others	-17.7	-15.9	-19.1	-14.1	0.0	0.0	0.0
Effects of exchange rate changes on cash	-2.0	0.3	1.1	-8.1	0.0	0.0	0.0
Cash flow from financing activities	93.1	-20.9	83.8	-65.8	-19.8	-16.5	-19.7
Increase/decrease in liquid assets	97.0	-48.2	112.6	-10.2	1.9	84.2	87.9
Liquid assets at end of period	216.9	171.8	312.3	281.9	283.9	368.0	456.0

Source: Company data, Hauck Aufhäuser Investment Banking

Regional split (EUR m)	2017	2018	2019	2020	2021E	2022E	2023E
Domestic	108.3	98.4	102.2	106.7	108.0	120.5	131.3
yoy change	80.1 %	-9.1 %	3.8 %	4.4 %	1.3 %	11.6 %	9.0 %
Rest of Europe	242.7	300.0	336.9	373.9	395.6	456.3	497.4
yoy change	46.0 %	23.6 %	12.3 %	11.0 %	5.8 %	15.4 %	9.0 %
NAFTA	132.1	133.2	152.7	178.2	198.5	206.3	224.9
yoy change	n/a	0.8 %	14.7 %	16.7 %	11.4 %	4.0 %	9.0 %
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	398.9	459.4	531.1	596.0	648.0	722.9	787.9
yoy change	43.8 %	15.2 %	15.6 %	12.2 %	8.7 %	11.6 %	9.0 %
TTL	882.0	990.9	1,122.9	1,254.8	1,350.0	1,506.0	1,641.5
yoy change	75.1 %	12.3 %	13.3 %	11.7 %	7.6 %	11.6 %	9.0 %

Source: Company data, Hauck Aufhäuser Investment Banking

Key ratios (EUR m)	2017	2018	2019	2020	2021E	2022E	2023E
P&L growth analysis							
Sales growth	75.1 %	12.3 %	13.3 %	11.7 %	7.6 %	11.6 %	9.0 %
EBITDA growth	97.9 %	33.0 %	23.4 %	43.6 %	16.7 %	21.6 %	42.5 %
EBIT growth	73.1 %	47.3 %	0.4 %	11.5 %	7.5 %	34.9 %	80.4 %
EPS growth	29.9 %	58.9 %	9.2 %	25.7 %	12.0 %	39.2 %	78.1 %
Efficiency							
Total operating costs / sales	93.8 %	92.4 %	91.4 %	91.0 %	91.5 %	90.6 %	89.7 %
Sales per employee	306.0	254.1	259.8	288.9	307.8	339.9	366.8
EBITDA per employee	23.6	23.2	25.9	29.9	29.7	35.7	41.5
Balance sheet analysis							
Avg. working capital / sales	13.6 %	14.0 %	13.8 %	12.4 %	13.3 %	11.7 %	12.6 %
Inventory turnover (sales/inventory)	8.5	7.6	7.7	7.8	6.5	7.5	7.7
Trade debtors in days of sales	71.3	74.6	69.0	59.5	69.0	69.0	69.0
A/P turnover [(A/P*365)/sales]	64.1	65.2	66.6	61.1	70.0	70.0	70.0
Cash conversion cycle (days)	38.6	48.5	39.2	36.6	47.4	35.3	33.0
Cash flow analysis							
Free cash flow	21.9	10.4	56.3	106.9	29.3	108.2	107.6
Free cash flow/sales	2.5 %	1.1 %	5.0 %	8.5 %	2.2 %	7.2 %	6.6 %
FCF / net profit	97.3 %	23.2 %	114.6 %	192.2 %	54.1 %	139.7 %	111.7 %
Capex / depre	109.2 %	82.3 %	62.9 %	61.2 %	61.2 %	64.3 %	64.7 %
Capex / maintenance capex	145.7 %	n/a	74.6 %	70.3 %	67.5 %	73.5 %	79.6 %
Capex / sales	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Security							
Net debt	-101.8	-52.7	91.5	104.1	102.1	18.0	-70.0
Net Debt/EBITDA	0.0	0.0	0.8	0.8	0.8	0.1	0.0
Net debt / equity	neg.	neg.	0.2	0.3	0.2	0.0	neg.
Interest cover	6.0	10.0	6.9	7.4	8.2	11.4	14.8
Dividend payout ratio	36.6 %	23.5 %	0.0 %	35.7 %	30.5 %	25.4 %	22.4 %
Asset utilisation							
Capital employed turnover	1.7	1.9	1.3	1.5	1.5	1.6	1.6
Operating assets turnover	5.7	5.1	4.4	4.3	4.1	4.8	5.1
Plant turnover	27.7	26.7	11.3	9.3	10.8	12.9	14.9
Inventory turnover (sales/inventory)	8.5	7.6	7.7	7.8	6.5	7.5	7.7
Returns							
ROCE	9.4 %	11.9 %	8.8 %	9.9 %	7.5 %	10.2 %	12.4 %
ROE	7.4 %	12.6 %	13.2 %	13.8 %	12.4 %	15.6 %	16.8 %
Other							
Interest paid / avg. debt	6.6 %	5.3 %	3.4 %	3.7 %	2.1 %	2.1 %	2.1 %
No. employees (average)	2882	3900	4322	4343	4387	4431	4475
Number of shares	52.5	66.1	66.1	65.0	65.0	65.0	65.0
DPS	0.1	0.2	0.0	0.3	0.2	0.3	0.3
EPS reported	0.43	0.68	0.74	0.86	0.83	1.19	1.48
Valuation ratios							
P/BV	2.4	2.2	2.1	1.9	1.8	1.5	1.3
EV/sales	0.7	0.7	0.8	0.7	0.7	0.5	0.4
EV/EBITDA	9.6	8.0	8.0	6.9	6.9	5.1	3.9
EV/EBITA	10.8	11.8	10.4	9.1	9.0	6.5	4.7
EV/EBIT	15.7	11.8	14.4	13.1	13.5	8.8	6.0
EV/FCF	29.9	69.8	15.8	8.4	30.6	7.5	6.7
Adjusted FCF yield	6.8 %	9.0 %	9.6 %	10.8 %	10.8 %	15.1 %	19.9 %
Dividend yield	1.1 %	1.4 %	0.0 %	2.6 %	2.2 %	2.6 %	2.8 %

Source: Company data, Hauck Aufhäuser Investment Banking

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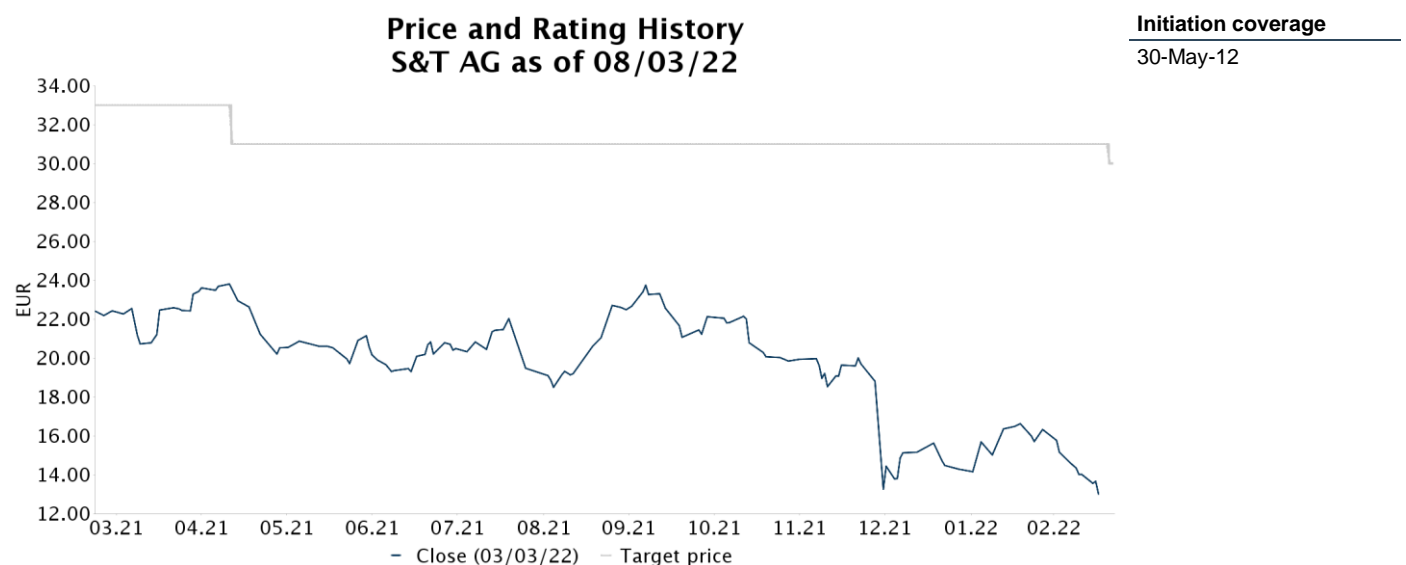
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Company	Disclosure
S&T AG	

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



Company	Date	Analyst	Rating	Target price	Close
S&T AG	15.02.2022	Wunderlich, CFA, Tim	Buy	EUR 31,00	EUR 16,32
	01.02.2022	Wunderlich, CFA, Tim	Buy	EUR 31,00	EUR 16,48
	26.01.2022	Wunderlich, CFA, Tim	Buy	EUR 31,00	EUR 15,01
	18.01.2022	Wunderlich, CFA, Tim	Buy	EUR 31,00	EUR 14,66
	11.01.2022	Wunderlich, CFA, Tim	Buy	EUR 31,00	EUR 14,47
	10.01.2022	Wunderlich, CFA, Tim	Buy	EUR 31,00	EUR 14,47

03.01.2022	Wunderlich, CFA, Tim	Buy	EUR 31,00	EUR 15,62
24.12.2021	Wunderlich, CFA, Tim	Buy	EUR 31,00	EUR 15,12
23.12.2021	Wunderlich, CFA, Tim	Buy	EUR 31,00	EUR 15,12
22.12.2021	Wunderlich, CFA, Tim	Buy	EUR 31,00	EUR 14,85
20.12.2021	Wunderlich, CFA, Tim	Buy	EUR 31,00	EUR 13,78
17.12.2021	Wunderlich, CFA, Tim	Buy	EUR 31,00	EUR 14,43
10.11.2021	Wunderlich, CFA, Tim	Buy	EUR 31,00	EUR 20,02
26.10.2021	Wunderlich, CFA, Tim	Buy	EUR 31,00	EUR 21,82
12.10.2021	Wunderlich, CFA, Tim	Buy	EUR 31,00	EUR 21,22
10.09.2021	Wunderlich, CFA, Tim	Buy	EUR 31,00	EUR 22,70
07.09.2021	Wunderlich, CFA, Tim	Buy	EUR 31,00	EUR 21,04
07.09.2021	Wunderlich, CFA, Tim	Buy	EUR 31,00	EUR 21,04
07.09.2021	Wunderlich, CFA, Tim	Buy	EUR 31,00	EUR 21,04
07.09.2021	Wunderlich, CFA, Tim	Buy	EUR 31,00	EUR 21,04
07.09.2021	Wunderlich, CFA, Tim	Buy	EUR 31,00	EUR 21,04
07.09.2021	Wunderlich, CFA, Tim	Buy	EUR 31,00	EUR 21,04
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07.09.2021	Wunderlich, CFA, Tim	Buy	EUR 31,00	EUR 21,04
07.09.2021	Wunderlich, CFA, Tim	Buy	EUR 31,00	EUR 21,04
06.08.2021	Wunderlich, CFA, Tim	Buy	EUR 31,00	EUR 22,02
03.08.2021	Wunderlich, CFA, Tim	Buy	EUR 31,00	EUR 21,46
11.05.2021	Wunderlich, CFA, Tim	Buy	EUR 31,00	EUR 21,22
11.05.2021	Wunderlich, CFA, Tim	Buy	EUR 31,00	EUR 21,22
07.05.2021	Wunderlich, CFA, Tim	Buy	EUR 31,00	EUR 21,22
28.04.2021	Wunderlich, CFA, Tim	Buy	EUR 31,00	EUR 23,80

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Sell	3.75 %	0.00 %
Hold	14.38 %	3.57 %

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