

Buy (old: Buy)

Price target: EUR 28.00 (old: EUR 28.00)

Price:	EUR 19.50	Next result:	Q4'22 29.03.23
Bloomberg:	KTN GR	Market cap:	EUR 1,142.8 m
Reuters:	KTN.DE	Enterprise Value:	EUR 1,118.9 m

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Tim Wunderlich, CFA
Analyst

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

Small buyback implies more cash earmarked for M&A, dividends

In a first step of returning cash to shareholders, **Kontron on Friday announced a share buyback program with a total volume of up to € 10m** and a ceiling of € 20.00 per share. The program has started on February 6 and will run for a maximum of six months.

During its Capital Markets Day in 2022, management announced that it would earmark **€ 150m of divestment proceeds for dividends and share buybacks**, while € 250m should be spent on M&A. Against this backdrop, the announced € 10m buyback program looks surprisingly small. Here's our take:

- The initial share buyback program could be followed by a second and larger one, **depending on the share price performance**. That is: in the case of share price weakness, we would expect management to become more aggressive, quickly (eHAIB: at a share price of below € 16.00 / 17.00). With this, the cash on hand is seen to provide a form of **downside cushion** for shareholders, "just in case".
- A lower buyback program should mean **more cash available for dividend payments**, which should be welcomed by shareholders Ennoconn (28% stake / represented in the supervisory board) and management (ie Grosso Tec / 6.5% stake). We now think a **dividend of € 1.00 per share is the minimum amount** to be paid out for FY'22E.
- A lower buyback program should also imply a **stronger focus on M&A**, and more cash dedicated towards it. This would be a positive, considering management's **track record of creating value through acquisitions**. The company should be in advanced negotiations with several targets: a first announcement could already happen in Q1'23E, in our view.

Current trading should have remained strong in recent weeks, helped by easing supply chains. In this regards, AMD's Q4 results released last week provide a favourable cross-read: the company announced 7% sequential growth for its Embedded division (ie ex Xilinx) and forecasts single digit sequential growth for Q1'23E, while citing good visibility into H1'23 thanks to a strong backlog.

As a reminder, in early 2022, AMD acquired Xilinx, which is a leader in FPGAs*: configurable integrated circuits that play an important role in embedded systems. Kontron's management repeatedly highlighted Xilinx' products as being in scarce supply, contributing to the backlog overhang, **which reached € 124m in Q3'22**. This should have **eased considerably** already in Q4, suggesting Kontron's 2023E results should see substantial tailwind from a supply chain normalisation. **Reiterate BUY with a€ 28.00 PT based on DCF.**

Y/E 31.12 (EUR m)	2018	2019	2020	2021	2022E	2023E	2024E
Sales	990.9	1,122.9	1,254.8	1,005.0	1,083.0	1,161.0	1,295.3
Sales growth	12 %	13 %	12 %	-20 %	8 %	7 %	12 %
EBITDA	90.5	111.7	130.0	88.0	94.8	113.2	138.6
EBIT	61.5	61.8	68.6	35.0	40.4	68.1	92.7
Net income	45.0	49.1	55.6	48.0	179.2	58.8	82.0
Net debt	-52.7	91.5	104.1	116.0	-49.0	-161.5	-206.4
EPS pro forma	0.68	0.74	0.84	0.44	0.46	0.92	1.29
DPS	0.16	0.00	0.30	0.35	1.00	0.60	0.60
Dividend yield	0.9 %	0.0 %	1.7 %	1.9 %	5.6 %	3.3 %	3.3 %
Gross profit margin	36.0 %	37.2 %	37.2 %	36.7 %	37.6 %	39.2 %	39.5 %
EBITDA margin	9.1 %	9.9 %	10.4 %	8.8 %	8.8 %	9.8 %	10.7 %
EBIT margin	6.2 %	5.5 %	5.5 %	3.5 %	3.7 %	5.9 %	7.2 %
ROCE	11.9 %	8.8 %	9.9 %	4.0 %	4.6 %	7.8 %	10.5 %
EV/sales	1.2	1.2	1.1	1.3	1.0	0.9	0.7
EV/EBITDA	12.7	11.7	10.1	15.1	11.8	8.9	6.9
EV/EBIT	18.7	21.2	19.2	37.9	27.7	14.8	10.4
PER	26.4	24.2	21.3	40.9	39.1	19.4	13.9
Adjusted FCF yield	5.7 %	6.4 %	7.3 %	3.8 %	4.8 %	7.8 %	10.4 %

Source: Company data, HAIB Close price as of: 06.02.2023 * Field Programmable Gate Array



Source: Company data, Hauck Aufhäuser Investment Banking

High/low 52 weeks: 18.97 / 11.46

Price/Book Ratio: 2.9

Relative performance (TecDAX):

3 months 13.3 %

6 months 18.1 %

12 months 16.0 %

Changes in estimates

		Sales	EBIT	EPS
2022	old:	1,083.0	40.4	0.46
	Δ	-	-	-
2023	old:	1,161.0	68.1	0.92
	Δ	-	-	-
2024	old:	1,295.3	92.7	1.29
	Δ	-	-	-

Key share data:

Number of shares: (in m pcs) 63.6
 Authorised capital: (in € m) 12.1
 Book value per share: (in €) 6.6
 Ø trading volume: (12 months) 155,000

Major shareholders:

Free Float 55.2 %
 Ennoconn 27.6 %
 Management 6.5 %
 Amiral Gestion 5.4 %
 Naneva BV 5.3 %

Company description:

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

Financials

Profit and loss (EUR m)	2018	2019	2020	2021	2022E	2023E	2024E
Net sales	990.9	1,122.9	1,254.8	1,005.0	1,083.0	1,161.0	1,295.3
Sales growth	12.3 %	13.3 %	11.7 %	-19.9 %	7.8 %	7.2 %	11.6 %
Increase/decrease in finished goods and work-in-process	15.1	15.5	17.6	14.5	11.9	12.2	13.0
Total sales	1,006.0	1,138.4	1,272.4	1,019.5	1,094.9	1,173.2	1,308.3
Other operating income	7.5	8.0	8.8	13.5	16.2	5.8	6.5
Material expenses	644.3	715.4	799.0	645.0	683.4	712.8	791.4
Personnel expenses	194.6	245.2	273.3	238.0	255.6	271.7	296.6
Other operating expenses	84.0	74.2	78.8	62.0	77.4	81.3	88.1
Total operating expenses	915.4	1,026.7	1,142.4	931.5	1,000.2	1,060.0	1,169.7
EBITDA	90.5	111.7	130.0	88.0	94.8	113.2	138.6
Depreciation	29.0	25.9	30.9	29.6	30.9	26.6	27.4
EBITA	61.5	85.8	99.1	58.4	63.9	86.6	111.2
Amortisation of goodwill	n/a	0.0	0.0	0.0	0.0	0.0	0.0
Amortisation of intangible assets	n/a	24.0	30.5	23.4	23.5	18.5	18.5
Impairment charges	n/a	0.0	0.0	0.0	0.0	0.0	0.0
EBIT (inc revaluation net)	61.5	61.8	68.6	35.0	40.4	68.1	92.7
Interest income	1.0	1.3	1.6	1.6	1.6	6.9	7.0
Interest expenses	6.2	9.0	9.3	7.6	9.5	8.1	6.6
Other financial result	0.0	0.0	-0.2	0.0	0.0	0.0	0.0
Financial result	-5.2	-7.7	-7.9	-6.0	-7.9	-1.3	0.5
Recurring pretax income from continuing operations	56.3	54.1	60.7	29.0	32.5	66.8	93.2
Extraordinary income/loss	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Earnings before taxes	56.3	54.1	60.7	29.0	32.5	66.8	93.2
Taxes	7.9	4.6	6.1	0.0	3.2	8.0	11.2
Net income from continuing operations	48.5	49.5	54.6	29.0	29.2	58.8	82.0
Result from discontinued operations (net of tax)	0.0	0.0	0.0	-19.0	-150.0	0.0	0.0
Net income	48.5	49.5	54.6	48.0	179.2	58.8	82.0
Minority interest	3.5	0.4	-1.0	0.0	0.0	0.0	0.0
Net profit (reported)	45.0	49.1	55.6	48.0	179.2	58.8	82.0
Average number of shares	66.1	66.1	65.0	65.0	63.6	63.6	63.6
EPS reported	0.68	0.74	0.86	0.74	2.82	0.92	1.29

Profit and loss (common size)	2018	2019	2020	2021	2022E	2023E	2024E
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 %	1.4 %	1.4 %	1.4 %	1.1 %	1.1 %	1.0 %
Total sales	101.5 %	101.4 %	101.4 %	101.4 %	101.1 %	101.1 %	101.0 %
Other operating income	0.8 %	0.7 %	0.7 %	1.3 %	1.5 %	0.5 %	0.5 %
Material expenses	65.0 %	63.7 %	63.7 %	64.2 %	63.1 %	61.4 %	61.1 %
Personnel expenses	19.6 %	21.8 %	21.8 %	23.7 %	23.6 %	23.4 %	22.9 %
Other operating expenses	8.5 %	6.6 %	6.3 %	6.2 %	7.2 %	7.0 %	6.8 %
Total operating expenses	92.4 %	91.4 %	91.0 %	92.7 %	92.4 %	91.3 %	90.3 %
EBITDA	9.1 %	9.9 %	10.4 %	8.8 %	8.8 %	9.8 %	10.7 %
Depreciation	2.9 %	2.3 %	2.5 %	2.9 %	2.9 %	2.3 %	2.1 %
EBITA	6.2 %	7.6 %	7.9 %	5.8 %	5.9 %	7.5 %	8.6 %
Amortisation of goodwill	n/a	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Amortisation of intangible assets	n/a	2.1 %	2.4 %	2.3 %	2.2 %	1.6 %	1.4 %
Impairment charges	n/a	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
EBIT (inc revaluation net)	6.2 %	5.5 %	5.5 %	3.5 %	3.7 %	5.9 %	7.2 %
Interest income	0.1 %	0.1 %	0.1 %	0.2 %	0.1 %	0.6 %	0.5 %
Interest expenses	0.6 %	0.8 %	0.7 %	0.8 %	0.9 %	0.7 %	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.	0.0 %
Recurring pretax income from continuing operations	5.7 %	4.8 %	4.8 %	2.9 %	3.0 %	5.8 %	7.2 %
Extraordinary income/loss	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Earnings before taxes	5.7 %	4.8 %	4.8 %	2.9 %	3.0 %	5.8 %	7.2 %
Tax rate	14.0 %	8.4 %	10.0 %	0.0 %	10.0 %	12.0 %	12.0 %
Net income from continuing operations	4.9 %	4.4 %	4.4 %	2.9 %	2.7 %	5.1 %	6.3 %
Income from discontinued operations (net of tax)	0.0 %	0.0 %	0.0 %	-1.9 %	-13.9 %	0.0 %	0.0 %
Net income	4.9 %	4.4 %	4.4 %	4.8 %	16.5 %	5.1 %	6.3 %
Minority interest	0.4 %	0.0 %	neg.	0.0 %	0.0 %	0.0 %	0.0 %
Net profit (reported)	4.5 %	4.4 %	4.4 %	4.8 %	16.5 %	5.1 %	6.3 %

Source: Company data, Hauck Aufhäuser Investment Banking

Balance sheet (EUR m)	2018	2019	2020	2021	2022E	2023E	2024E
Intangible assets	207.6	294.9	302.3	312.5	87.9	62.9	58.9
Property, plant and equipment	37.1	99.8	135.1	132.5	110.5	94.4	80.5
Financial assets	0.3	22.8	22.1	32.5	32.5	32.5	32.5
FIXED ASSETS	244.9	417.5	459.5	477.5	230.8	189.8	171.9
Inventories	130.8	146.8	159.9	187.3	240.7	241.9	259.1
Accounts receivable	202.7	212.2	204.5	232.5	204.7	219.5	244.9
Other current assets	68.0	102.6	104.2	118.1	121.0	124.0	127.1
Liquid assets	171.8	312.3	281.9	296.5	461.5	456.5	481.4
Deferred taxes	29.8	34.4	36.6	40.2	40.2	40.2	40.2
Deferred charges and prepaid expenses	0.0	0.0	0.0	0.0	0.0	0.0	0.0
CURRENT ASSETS	603.0	808.2	787.1	874.6	1,068.1	1,082.1	1,152.6
TOTAL ASSETS	847.9	1,225.7	1,246.6	1,352.1	1,298.9	1,271.9	1,324.5
SHAREHOLDERS EQUITY	356.0	372.7	404.0	418.6	422.3	497.1	538.3
MINORITY INTEREST	11.3	12.4	5.4	4.7	4.7	0.0	0.0
Long-term debt	79.4	341.0	343.2	340.2	340.2	270.0	260.0
Provisions for pensions and similar obligations	14.6	30.0	26.8	25.1	25.1	25.1	25.1
Other provisions	28.0	54.4	40.5	31.4	31.4	31.4	31.4
Non-current liabilities	122.0	425.4	410.5	396.7	396.7	326.5	316.5
short-term liabilities to banks	39.6	62.8	42.8	72.3	72.3	25.0	15.0
Accounts payable	177.0	205.0	210.0	270.0	207.7	222.7	248.4
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)	129.4	134.2	160.6	176.7	182.0	187.5	193.1
Deferred taxes	12.6	13.4	13.3	13.2	13.2	13.2	13.2
Deferred income	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Current liabilities	358.6	415.3	426.6	532.2	475.2	448.3	469.7
TOTAL LIABILITIES AND SHAREHOLDERS EQUITY	847.9	1,225.7	1,246.6	1,352.1	1,298.9	1,271.9	1,324.5

Balance sheet (common size)	2018	2019	2020	2021	2022E	2023E	2024E
Intangible assets	24.5 %	24.1 %	24.2 %	23.1 %	6.8 %	4.9 %	4.4 %
Property, plant and equipment	4.4 %	8.1 %	10.8 %	9.8 %	8.5 %	7.4 %	6.1 %
Financial assets	0.0 %	1.9 %	1.8 %	2.4 %	2.5 %	2.6 %	2.5 %
FIXED ASSETS	28.9 %	34.1 %	36.9 %	35.3 %	17.8 %	14.9 %	13.0 %
Inventories	15.4 %	12.0 %	12.8 %	13.9 %	18.5 %	19.0 %	19.6 %
Accounts receivable	23.9 %	17.3 %	16.4 %	17.2 %	15.8 %	17.3 %	18.5 %
Other current assets	8.0 %	8.4 %	8.4 %	8.7 %	9.3 %	9.8 %	9.6 %
Liquid assets	20.3 %	25.5 %	22.6 %	21.9 %	35.5 %	35.9 %	36.3 %
Deferred taxes	3.5 %	2.8 %	2.9 %	3.0 %	3.1 %	3.2 %	3.0 %
Deferred charges and prepaid expenses	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
CURRENT ASSETS	71.1 %	65.9 %	63.1 %	64.7 %	82.2 %	85.1 %	87.0 %
TOTAL ASSETS	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %
SHAREHOLDERS EQUITY	42.0 %	30.4 %	32.4 %	31.0 %	32.5 %	39.1 %	40.6 %
MINORITY INTEREST	1.3 %	1.0 %	0.4 %	0.3 %	0.4 %	0.0 %	0.0 %
Long-term debt	9.4 %	27.8 %	27.5 %	25.2 %	26.2 %	21.2 %	19.6 %
Provisions for pensions and similar obligations	1.7 %	2.4 %	2.2 %	1.9 %	1.9 %	2.0 %	1.9 %
Other provisions	3.3 %	4.4 %	3.2 %	2.3 %	2.4 %	2.5 %	2.4 %
Non-current liabilities	14.4 %	34.7 %	32.9 %	29.3 %	30.5 %	25.7 %	23.9 %
short-term liabilities to banks	4.7 %	5.1 %	3.4 %	5.3 %	5.6 %	2.0 %	1.1 %
Accounts payable	20.9 %	16.7 %	16.8 %	20.0 %	16.0 %	17.5 %	18.8 %
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)	15.3 %	10.9 %	12.9 %	13.1 %	14.0 %	14.7 %	14.6 %
Deferred taxes	1.5 %	1.1 %	1.1 %	1.0 %	1.0 %	1.0 %	1.0 %
Deferred income	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Current liabilities	42.3 %	33.9 %	34.2 %	39.4 %	36.6 %	35.2 %	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)	2018	2019	2020	2021	2022E	2023E	2024E
Net profit/loss	48.5	49.5	54.6	48.0	179.2	58.8	82.0
Depreciation of fixed assets (incl. leases)	29.9	49.9	30.9	63.6	30.9	26.6	27.4
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	30.5	0.0	23.5	18.5	18.5
Others	-17.7	3.7	-8.5	-1.8	-150.0	0.0	0.0
Cash flow from operations before changes in w/c	60.7	103.1	107.5	109.8	83.6	103.9	127.9
Increase/decrease in inventory	-4.1	-16.0	-13.1	-27.5	-53.3	-1.2	-17.2
Increase/decrease in accounts receivable	-23.1	-30.0	41.4	-28.1	27.8	-14.7	-25.4
Increase/decrease in accounts payable	2.1	49.7	5.0	60.0	-62.3	15.0	25.8
Increase/decrease in other working capital positions	0.0	-23.5	0.0	-19.9	0.0	0.0	0.0
Increase/decrease in working capital	-25.1	-19.8	33.3	-15.5	-87.8	-1.0	-16.8
Cash flow from operating activities	35.5	83.4	140.8	94.3	-4.2	102.9	111.1
CAPEX	25.1	27.1	33.9	47.0	42.2	44.1	47.9
Payments for acquisitions	39.6	27.2	41.0	13.9	20.5	0.0	0.0
Financial investments	-0.5	4.3	3.6	8.2	0.0	0.0	0.0
Income from asset disposals	1.1	2.9	1.3	2.8	255.0	117.3	20.0
Cash flow from investing activities	-63.1	-55.7	-77.2	-66.3	192.3	73.2	-27.9
Cash flow before financing	-27.6	27.7	63.6	28.0	188.1	176.1	83.1
Increase/decrease in debt position	1.2	128.1	-40.9	28.8	0.0	-117.5	-20.0
Purchase of own shares	0.0	14.6	12.2	20.6	0.0	0.0	0.0
Capital measures	2.2	0.0	1.4	0.0	0.0	0.0	0.0
Dividends paid	8.3	10.6	0.0	19.2	23.1	63.6	38.2
Others	-15.9	-19.1	-14.1	-9.3	0.0	0.0	0.0
Effects of exchange rate changes on cash	0.3	1.1	-8.1	4.3	0.0	0.0	0.0
Cash flow from financing activities	-20.9	83.8	-65.8	-20.2	-23.1	-181.1	-58.2
Increase/decrease in liquid assets	-48.2	112.6	-10.2	12.0	165.0	-5.0	25.0
Liquid assets at end of period	171.8	312.3	281.9	296.5	461.5	456.5	481.4

Source: Company data, Hauck Aufhäuser Investment Banking

Regional split (EUR m)	2018	2019	2020	2021	2022E	2023E	2024E
Domestic	98.4	102.2	106.7	80.4	86.6	92.9	103.6
yoy change	-9.1 %	3.8 %	4.4 %	-24.6 %	7.8 %	7.2 %	11.6 %
Rest of Europe	300.0	336.9	373.9	294.5	328.1	351.8	392.5
yoy change	23.6 %	12.3 %	11.0 %	-21.3 %	11.4 %	7.2 %	11.6 %
NAFTA	133.2	152.7	178.2	147.7	148.4	159.1	177.5
yoy change	0.8 %	14.7 %	16.7 %	-17.1 %	0.4 %	7.2 %	11.6 %
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	459.4	531.1	596.0	482.4	519.8	557.3	621.7
yoy change	15.2 %	15.6 %	12.2 %	-19.1 %	7.8 %	7.2 %	11.6 %
TTL	990.9	1,122.9	1,254.8	1,005.0	1,083.0	1,161.0	1,295.3
yoy change	12.3 %	13.3 %	11.7 %	-19.9 %	7.8 %	7.2 %	11.6 %

Source: Company data, Hauck Aufhäuser Investment Banking

Key ratios (EUR m)	2018	2019	2020	2021	2022E	2023E	2024E
P&L growth analysis							
Sales growth	12.3 %	13.3 %	11.7 %	-19.9 %	7.8 %	7.2 %	11.6 %
EBITDA growth	33.0 %	23.4 %	43.6 %	-21.2 %	-27.1 %	28.6 %	46.3 %
EBIT growth	47.3 %	0.4 %	11.5 %	-43.3 %	-41.1 %	94.5 %	129.7 %
EPS growth	58.9 %	9.2 %	25.7 %	-0.6 %	229.2 %	25.2 %	-54.3 %
Efficiency							
Total operating costs / sales	92.4 %	91.4 %	91.0 %	92.7 %	92.4 %	91.3 %	90.3 %
Sales per employee	254.1	259.8	242.1	190.5	215.2	226.6	320.6
EBITDA per employee	23.2	25.9	25.1	16.7	18.8	22.1	34.3
Balance sheet analysis							
Avg. working capital / sales	14.0 %	13.8 %	12.4 %	15.1 %	18.1 %	16.7 %	19.0 %
Inventory turnover (sales/inventory)	7.6	7.7	7.8	5.4	4.5	4.8	5.0
Trade debtors in days of sales	74.6	69.0	59.5	84.5	69.0	69.0	69.0
A/P turnover [(A/P*365)/sales]	65.2	66.6	61.1	98.1	70.0	70.0	70.0
Cash conversion cycle (days)	48.5	39.2	36.6	37.7	86.6	78.8	73.9
Cash flow analysis							
Free cash flow	10.4	56.3	106.9	47.3	-46.4	58.8	63.1
Free cash flow/sales	1.1 %	5.0 %	8.5 %	4.7 %	-4.3 %	5.1 %	4.9 %
FCF / net profit	23.2 %	114.6 %	192.2 %	98.6 %	neg.	100.0 %	77.0 %
Capex / deprn	82.3 %	62.9 %	61.2 %	86.7 %	77.6 %	97.8 %	104.4 %
Capex / maintenance capex	n/a	74.6 %	114.5 %	89.0 %	58.4 %	75.5 %	82.8 %
Capex / sales	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Security							
Net debt	-52.7	91.5	104.1	116.0	-49.0	-161.5	-206.4
Net Debt/EBITDA	0.0	0.8	0.8	1.3	0.0	0.0	0.0
Net debt / equity	neg.	0.2	0.3	0.3	neg.	neg.	neg.
Interest cover	10.0	6.9	7.4	4.6	4.3	8.4	14.1
Dividend payout ratio	23.5 %	0.0 %	35.7 %	48.2 %	35.5 %	64.9 %	46.6 %
Asset utilisation							
Capital employed turnover	1.9	1.3	1.5	1.1	1.2	1.4	1.5
Operating assets turnover	5.1	4.4	4.3	3.6	3.1	3.5	3.9
Plant turnover	26.7	11.3	9.3	7.6	9.8	12.3	16.1
Inventory turnover (sales/inventory)	7.6	7.7	7.8	5.4	4.5	4.8	5.0
Returns							
ROCE	11.9 %	8.8 %	9.9 %	4.0 %	4.6 %	7.8 %	10.5 %
ROE	12.6 %	13.2 %	13.8 %	11.5 %	42.4 %	11.8 %	15.2 %
Other							
Interest paid / avg. debt	5.3 %	3.4 %	3.7 %	1.9 %	2.4 %	2.3 %	1.9 %
No. employees (average)	3900	4322	5184	5275	5034	5123	4040
Number of shares	66.1	66.1	65.0	65.0	63.6	63.6	63.6
DPS	0.2	0.0	0.3	0.4	1.0	0.6	0.6
EPS reported	0.68	0.74	0.86	0.74	2.82	0.92	1.29
Valuation ratios							
P/BV	3.3	3.2	2.9	2.8	2.7	2.3	2.1
EV/sales	1.2	1.2	1.1	1.3	1.0	0.9	0.7
EV/EBITDA	12.7	11.7	10.1	15.1	11.8	8.9	6.9
EV/EBITA	18.7	15.3	13.3	22.7	17.5	11.6	8.6
EV/EBIT	18.7	21.2	19.2	37.9	27.7	14.8	10.4
EV/FCF	110.1	23.2	12.3	28.1	-24.1	17.1	15.2
Adjusted FCF yield	5.7 %	6.4 %	7.3 %	3.8 %	4.8 %	7.8 %	10.4 %
Dividend yield	0.9 %	0.0 %	1.7 %	1.9 %	5.6 %	3.3 %	3.3 %

Source: Company data, Hauck Aufhäuser Investment Banking

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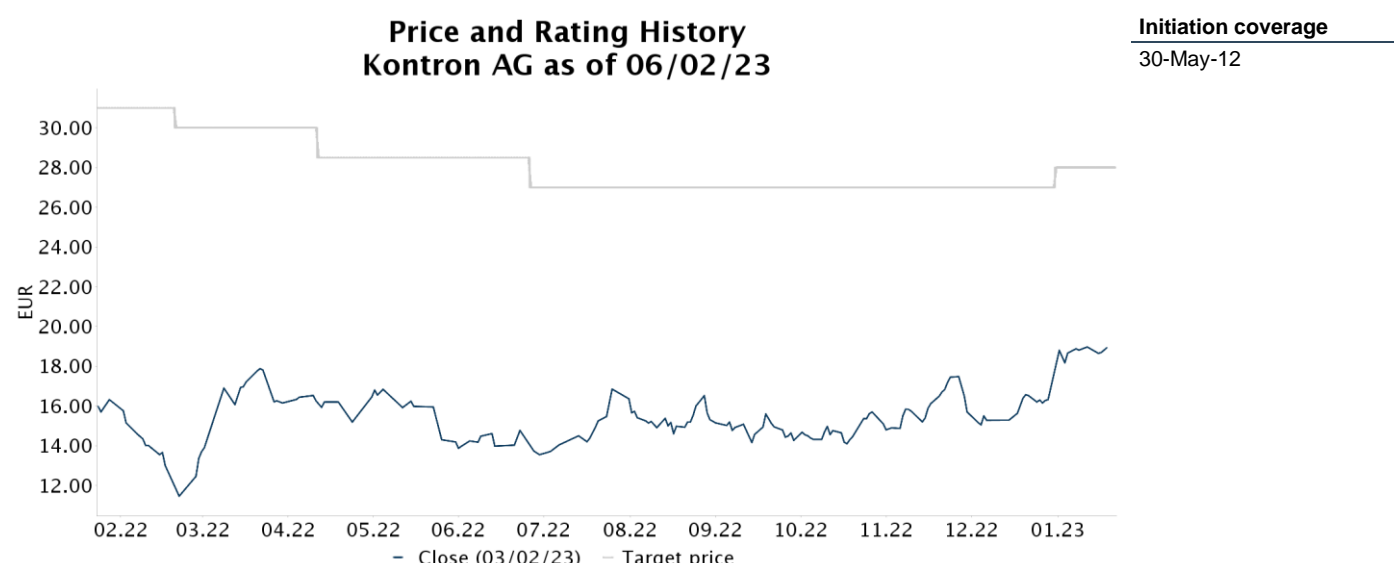
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Company	Disclosure
Kontron AG	

Historical target price and rating changes for Kontron AG in the last 12 months



Company	Date	Analyst	Rating	Target price	Close
Kontron AG	17.01.2023	Wunderlich, CFA, Tim	Buy	EUR 28,00	EUR 18,80
	12.01.2023	Wunderlich, CFA, Tim	Buy	EUR 27,00	EUR 16,28
	12.01.2023	Wunderlich, CFA, Tim	Buy	EUR 27,00	EUR 16,28
	12.01.2023	Wunderlich, CFA, Tim	Buy	EUR 27,00	EUR 16,28
	12.01.2023	Wunderlich, CFA, Tim	Buy	EUR 27,00	EUR 16,28

12.01.2023	Wunderlich, CFA, Tim	Buy	EUR 27,00	EUR 16,28
12.01.2023	Wunderlich, CFA, Tim	Buy	EUR 27,00	EUR 16,28
12.01.2023	Wunderlich, CFA, Tim	Buy	EUR 27,00	EUR 16,28
12.01.2023	Wunderlich, CFA, Tim	Buy	EUR 27,00	EUR 16,28
12.01.2023	Wunderlich, CFA, Tim	Buy	EUR 27,00	EUR 16,28
09.01.2023	Wunderlich, CFA, Tim	Buy	EUR 27,00	EUR 16,20
11.08.2022	Wunderlich, CFA, Tim	Buy	EUR 27,00	EUR 16,85
28.07.2022	Wunderlich, CFA, Tim	Buy	EUR 27,00	EUR 14,04
13.07.2022	Wunderlich, CFA, Tim	Buy	EUR 27,00	EUR 13,73
17.05.2022	Wunderlich, CFA, Tim	Buy	EUR 28,50	EUR 16,80
28.04.2022	Wunderlich, CFA, Tim	Buy	EUR 28,50	EUR 15,93
05.04.2022	Wunderlich, CFA, Tim	Buy	EUR 30,00	EUR 17,77
22.03.2022	Wunderlich, CFA, Tim	Buy	EUR 30,00	EUR 13,90
09.03.2022	Wunderlich, CFA, Tim	Buy	EUR 30,00	EUR 11,46
15.02.2022	Wunderlich, CFA, Tim	Buy	EUR 31,00	EUR 16,32

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Buy	74.85 %	90.91 %
Sell	5.26 %	0.00 %
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Contacts: Hauck Aufhäuser Investment Banking

HAIB Research

Hauck Aufhäuser Investment Banking
Mittelweg 16/17
20148 Hamburg
Germany

Hauck Aufhäuser Investment Banking
Goetheplaza 9-11
60311 Frankfurt am Main
Germany

Tel.: +49 (0) 40 414 3885 91
Fax: +49 (0) 40 414 3885 71
E-Mail: 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

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

Alexander Galitsa
Analyst
Tel.: +49 40 414 3885 83
E-Mail: alexander.galitsa@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

Jonah Emerson
Analyst
Tel.: +49 69 2161 1825
E-Mail: jonah.emerson@ha-ib.de

Jorge González Sadornil
Analyst
Tel.: +49 40 414 3885 84
E-Mail: jorge.gonzalez@ha-ib.de

Nicole Winkler
Analyst
Tel.: +49 69 2161 1856
E-Mail: nicole.winkler@ha-ib.de

Simon Jouck
Analyst
Tel.: +49 40 450 6342 3093
E-Mail: simon.jouck@ha-ib.de

Simon Keller
Analyst
Tel.: +49 40 414 388 573
E-Mail: simon.keller@ha-ib.de

HAIB 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 84 107 97
E-Mail: carlos.becke@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

Imogen Voorspuy
Equity Sales
Tel.: +44 203 84 107 98
E-Mail: imogen.voorspuy@ha-ib.de

James Bonsor
Equity Sales
Tel.: +44 203 84 107 96
E-Mail: james.bonsor@ha-ib.de

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

Vincent Bischoff
Equity Sales
Tel.: +49 40 414 38 85 88
E-Mail: vincent.bischoff@ha-ib.de

HAIB Trading

Hauck Aufhäuser Investment Banking
Privatbank AG
Mittelweg 16/17
20148 Hamburg
Germany

Tel.: +49 40 414 3885 78
Fax: +49 40 414 3885 71
E-Mail: info@hal-privatbank.com
www.hal-privatbank.com

Fin Schaffer
Trading
Tel.: +49 40 414 38 85 98
E-Mail: fin.schaffer@hal-privatbank.com

Nils Carstens
Trading
Tel.: +49 40 414 38 85 85
E-Mail: nils.carstens@ha-ib.de

Tom Warlich
Middle-Office
Tel.: +49 40 414 3885 78
E-Mail: tom.warlich@hal-privatbank.com

Martin Aruschanjan
Middle-Office
Tel.: +49 40 450 6342 35 87
E-Mail: martin.aruschanjan@hal-privatbank.com