

# IBU-tec advanced materials AG

## Germany - Chemicals/ Specialty Chemicals



HAUCK  
AUFHÄUSER  
INVESTMENT BANKING

**Buy** (old: Buy)

**Price target: EUR 64.50** (old: EUR 64.50)

**Price:** EUR 32.90      **Next result:** FY 2021 27.04.22  
**Bloomberg:** IBU GR      **Market cap:** EUR 153.9 m  
**Reuters:** IBU.DE      **Enterprise Value:** EUR 145.0 m

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### 2021p in line, 2025 outlook upgraded, chg.

**2021 revenues of € 44m, are up 34% yoy** and 7% ahead of eH&A, on higher tin prices (2/3) and new product launches (1/3). On a pure operating level, Adjusted EBITDA excluding IPO **and** insurance payments for the 2019 fire at BNT Chemicals amounted to € 4.7m, **over doubling yoy** (FY 2020 € 2.3m) with the margin gaining 3.6 pts yoy at 10.6%, in line with eH&A.

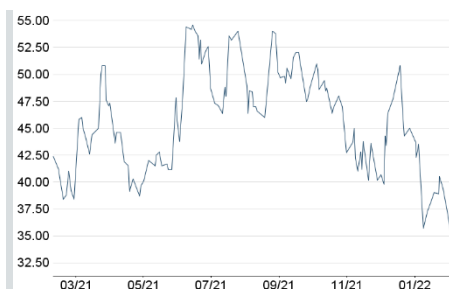
**The company is guiding for 2022 revenues of € 55 - € 57m**, 17% below eH&A of € 67.4m. **The 2022 operative EBITDA guidance of over € 6.8m implies a 45% yoy increase with a c. 12.1% margin, + 1.5 pts yoy.** The figure is below eH&A of € 13.4m with a 20% margin. We were expecting a faster revenue ramp-up in LFP battery materials. Management has in conversations indicated triple digit tonnage in 2022 (eH&A 500t) and, encouragingly, 4-digit tonnage for 2023E already (eH&A 2,000t). Total FY 2022 output on the other hand should be in the € 62 - 64m range driven by ramped up LFP production. The € 8m incremental costs will be fully recognized in cost of materials, hence more than closing the gap to our assumptions.

**More importantly, the 2025 strategic outlook was upgraded to a sales range of € 102 - 130m, more in line with our projections, vs. € 80 - 100m previously:** better pricing on LFP and glass coating and higher confidence on LFP demand in light of ongoing discussions with potential customers are the main reasons. The goal of EBITDA margins in excess of 20% is unchanged. **We view this outlook as conservative in light of strong structural demand for LFP in Europe by 2025.** The EV market should alone require some 48,000 tons by then. IBU-tec anticipates 2025 sales of circa € 30 - 60 million from LFP conservatively based on the current 4,000 tons of capacity. The company intends to significantly ramp up production capacities to a multiple of the latter, also in order to address eventually the EV market. In order to be considered a reliable player in that market segment, we believe the company would need north of 10,000 t of capacity. Our current estimates for 2025 are based on 7,000 t of LFP volumes, € 91m in revenues, ahead of management guidance.

Action: we are changing estimates to reflect a more back-end loaded LFP ramp up schedule and largely better pricing (2022E & 2023E EBITDA cut by 40%, 2024E & 2025E EBITDA cut by 6% on average). At current levels and following the most recent correction, it is also now looking attractive on 2024E trading multiples **Remains a BUY, PT € 64.5 on DCF.**

Y/E 31.12 (EUR m)	2019	2020	2021p	2022E	2023E	2024E	2025E
Sales	48.5	33.0	44.1	56.7	79.0	123.8	154.1
Sales growth	49 %	-32 %	38 %	38 %	39 %	57 %	24 %
EBITDA*	7.1	2.3	4.7	6.9	12.9	27.0	36.3
EBIT	1.9	2.1	1.5	0.8	6.2	20.3	29.4
Net income	0.9	1.0	0.8	0.4	4.1	13.7	19.8
Net debt	14.6	11.3	-9.0	-3.0	-0.6	-1.8	-16.0
Net gearing	45.7 %	34.5 %	-15.2 %	-5.1 %	-1.0 %	-2.4 %	-17.2 %
Net Debt/EBITDA	2.0	1.6	0.0	0.0	0.0	0.0	0.0
EPS pro forma	0.22	0.25	0.17	0.09	0.86	2.87	4.18
CPS	0.03	0.64	-1.09	0.37	0.63	1.29	3.68
DPS	0.00	0.00	0.15	0.18	0.20	0.30	0.45
Dividend yield	0.0 %	0.0 %	0.5 %	0.6 %	0.6 %	0.9 %	1.4 %
Gross profit margin	50.9 %	49.4 %	51.5 %	53.0 %	56.4 %	56.6 %	56.8 %
EBITDA margin*	14.7 %	6.9 %	10.6 %	12.2 %	16.3 %	21.8 %	23.5 %
EBIT margin	4.0 %	6.5 %	3.6 %	1.4 %	7.9 %	16.4 %	19.1 %
ROCE	4.1 %	6.3 %	2.5 %	1.1 %	8.7 %	25.5 %	30.9 %
EV/sales	3.0	4.3	3.6	2.7	2.0	1.2	0.9
EV/EBITDA	20.5	20.5	21.1	22.2	12.1	5.7	3.9
EV/EBIT	75.0	67.0	99.1	190.7	25.1	7.6	4.8
PER	151.8	131.4	188.6	375.0	38.2	11.4	7.9
Adjusted FCF yield	1.6 %	3.0 %	2.8 %	2.4 %	4.8 %	10.8 %	16.3 %

Source: Company data, Hauck Aufhäuser Investment Banking Close price as of: 24.02.2022; \*Adj. for one-offs



Source: Company data, Hauck Aufhäuser Investment Banking

**High/low 52 weeks:** 54.60 / 32.40

**Price/Book Ratio:** 2.6

**Relative performance (SDAX):**

3 months -13.5 %

6 months -17.3 %

12 months -15.4 %

### Changes in estimates

		Sales	EBIT	EPS
2021	old:	41.1	1.5	0.16
	Δ	-	-	-
2022	old:	67.4	7.3	1.00
	Δ	-15.9%	-89.1%	-93.5%
2023	old:	84.6	11.9	1.65
	Δ	-6.7%	-47.8%	-49.2%

### Key share data:

Number of shares: (in m pcs) 4.8

Authorised capital: (in € m) -

Book value per share: (in €) 12.4

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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<i>EUR</i>	FY 2021	FY 2021E	FY 2020	yoy
<b>Sales</b>	<b>44.1</b>	<b>41.1</b>	<b>33.0</b>	<b>33.8%</b>
<b>EBITDA</b>	<b>6.7</b>	<b>7.0</b>	<b>7.0</b>	<b>-3.9%</b>
<i>EBITDA margin</i>	<i>15.2%</i>	<i>17.0%</i>	<i>21.2%</i>	<i>- 6.0 pts</i>
<b>Adj. EBITDA</b>	<b>4.7</b>	<b>5.0</b>	<b>2.3</b>	<b>104.3%</b>
<i>Adj. EBITDA margin</i>	<i>10.7%</i>	<i>12.2%</i>	<i>7.0%</i>	<i>3.7 pts</i>

Source: Company data; Hauck & Aufhäuser

Financials

Profit and loss (EUR m)	2019	2020	2021E	2022E	2023E	2024E	2025E
<b>Net sales</b>	<b>48.5</b>	<b>33.0</b>	<b>41.1</b>	<b>56.7</b>	<b>79.0</b>	<b>123.8</b>	<b>154.1</b>
<i>Sales growth</i>	48.8 %	-32.0 %	24.8 %	37.8 %	39.3 %	56.8 %	24.4 %
Increase/decrease in finished goods and work-in-process	-0.1	-1.4	-1.5	0.1	0.1	0.1	0.0
<b>Total sales</b>	<b>48.4</b>	<b>31.6</b>	<b>39.6</b>	<b>56.8</b>	<b>79.0</b>	<b>123.9</b>	<b>154.1</b>
Other operating income	2.2	9.2	1.5	0.5	0.5	0.5	0.6
Material expenses	23.7	16.0	19.2	26.7	34.4	53.8	66.6
Personnel expenses	12.7	11.5	12.3	14.1	15.3	16.4	17.5
Other operating expenses	7.0	6.3	2.7	9.6	16.8	27.3	34.4
Total operating expenses	41.3	24.6	32.6	49.9	66.1	96.9	117.8
<b>EBITDA</b>	<b>7.1</b>	<b>7.0</b>	<b>7.0</b>	<b>6.9</b>	<b>12.9</b>	<b>27.0</b>	<b>36.3</b>
Depreciation	5.2	4.1	4.7	5.3	5.9	5.9	6.1
<b>EBITA</b>	<b>1.9</b>	<b>2.9</b>	<b>2.3</b>	<b>1.6</b>	<b>7.0</b>	<b>21.1</b>	<b>30.2</b>
Amortisation of goodwill	0.0	0.8	0.8	0.8	0.8	0.8	0.8
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>1.5</b>	<b>0.8</b>	<b>6.2</b>	<b>20.3</b>	<b>29.4</b>
Interest income	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Interest expenses	0.4	0.5	0.3	0.3	0.3	0.3	0.3
Other financial result	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Financial result	-0.4	-0.5	-0.3	-0.3	-0.3	-0.3	-0.3
<b>Recurring pretax income from continuing operations</b>	<b>1.5</b>	<b>1.7</b>	<b>1.1</b>	<b>0.5</b>	<b>5.9</b>	<b>19.9</b>	<b>29.0</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>1.1</b>	<b>0.5</b>	<b>5.9</b>	<b>19.9</b>	<b>29.0</b>
Taxes	0.7	0.6	0.4	0.1	1.9	6.4	9.3
<b>Net income from continuing operations</b>	<b>0.9</b>	<b>1.0</b>	<b>0.8</b>	<b>0.3</b>	<b>4.0</b>	<b>13.5</b>	<b>19.7</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>0.8</b>	<b>0.3</b>	<b>4.0</b>	<b>13.5</b>	<b>19.7</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>0.8</b>	<b>0.3</b>	<b>4.0</b>	<b>13.5</b>	<b>19.7</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>0.16</b>	<b>0.07</b>	<b>0.84</b>	<b>2.85</b>	<b>4.16</b>

Profit and loss (common size)	2019	2020	2021E	2022E	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.	neg.	0.2 %	0.1 %	0.0 %	0.0 %
<b>Total sales</b>	<b>99.9 %</b>	<b>95.7 %</b>	<b>96.4 %</b>	<b>100.2 %</b>	<b>100.1 %</b>	<b>100.0 %</b>	<b>100.0 %</b>
Other operating income	4.5 %	27.9 %	3.6 %	0.9 %	0.6 %	0.4 %	0.4 %
Material expenses	49.0 %	48.5 %	46.7 %	47.1 %	43.6 %	43.4 %	43.2 %
Personnel expenses	26.2 %	35.0 %	29.8 %	24.8 %	19.4 %	13.2 %	11.3 %
Other operating expenses	14.4 %	19.0 %	6.5 %	17.0 %	21.3 %	22.0 %	22.3 %
Total operating expenses	85.2 %	74.6 %	79.4 %	88.0 %	83.7 %	78.3 %	76.5 %
<b>EBITDA</b>	<b>14.7 %</b>	<b>21.2 %</b>	<b>17.0 %</b>	<b>12.2 %</b>	<b>16.3 %</b>	<b>21.8 %</b>	<b>23.5 %</b>
Depreciation	10.7 %	12.4 %	11.4 %	9.4 %	7.5 %	4.8 %	4.0 %
<b>EBITA</b>	<b>4.0 %</b>	<b>8.8 %</b>	<b>5.6 %</b>	<b>2.8 %</b>	<b>8.9 %</b>	<b>17.0 %</b>	<b>19.6 %</b>
Amortisation of goodwill	0.0 %	2.3 %	1.9 %	1.4 %	1.0 %	0.6 %	0.5 %
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>3.6 %</b>	<b>1.4 %</b>	<b>7.9 %</b>	<b>16.4 %</b>	<b>19.1 %</b>
Interest income	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Interest expenses	0.8 %	1.4 %	0.8 %	0.6 %	0.4 %	0.3 %	0.2 %
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>2.8 %</b>	<b>0.8 %</b>	<b>7.4 %</b>	<b>16.1 %</b>	<b>18.8 %</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>2.8 %</b>	<b>0.8 %</b>	<b>7.4 %</b>	<b>16.1 %</b>	<b>18.8 %</b>
Tax rate	41.8 %	38.4 %	32.0 %	32.0 %	32.0 %	32.0 %	32.0 %
<b>Net income from continuing operations</b>	<b>1.8 %</b>	<b>3.1 %</b>	<b>1.9 %</b>	<b>0.5 %</b>	<b>5.0 %</b>	<b>10.9 %</b>	<b>12.8 %</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>1.9 %</b>	<b>0.5 %</b>	<b>5.0 %</b>	<b>10.9 %</b>	<b>12.8 %</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>1.9 %</b>	<b>0.5 %</b>	<b>5.0 %</b>	<b>10.9 %</b>	<b>12.8 %</b>

Source: Company data, Hauck Aufhäuser Investment Banking

Balance sheet (EUR m)	2019	2020	2021E	2022E	2023E	2024E	2025E
<b>Intangible assets</b>	<b>4.9</b>	<b>4.1</b>	<b>3.3</b>	<b>2.5</b>	<b>1.7</b>	<b>0.9</b>	<b>0.1</b>
Property, plant and equipment	33.8	33.3	31.1	30.8	32.9	35.0	35.0
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>34.4</b>	<b>33.3</b>	<b>34.6</b>	<b>35.9</b>	<b>35.1</b>
Inventories	8.9	7.3	13.7	14.2	18.6	20.6	22.0
Accounts receivable	6.6	5.0	7.9	10.2	13.8	21.7	25.3
Other current assets	0.0	0.6	0.6	0.7	0.7	0.7	0.7
Liquid assets	0.7	2.5	22.8	21.4	16.4	20.3	36.1
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	0.2	0.2	0.2	0.2	0.2
<b>CURRENT ASSETS</b>	<b>17.0</b>	<b>15.7</b>	<b>45.1</b>	<b>46.7</b>	<b>49.7</b>	<b>63.5</b>	<b>84.3</b>
<b>TOTAL ASSETS</b>	<b>55.6</b>	<b>53.0</b>	<b>79.5</b>	<b>80.0</b>	<b>84.3</b>	<b>99.4</b>	<b>119.4</b>
SHAREHOLDERS EQUITY	31.9	32.8	59.1	58.7	61.8	74.4	92.8
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	3.5	3.5	3.5	3.5	3.5
<b>Non-current liabilities</b>	<b>1.7</b>	<b>3.5</b>	<b>3.5</b>	<b>3.5</b>	<b>3.5</b>	<b>3.5</b>	<b>3.5</b>
short-term liabilities to banks	15.3	13.8	13.8	13.8	13.8	13.8	13.8
Accounts payable	2.9	2.1	2.3	3.1	4.3	6.8	8.4
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	0.4	0.4	0.4	0.4	0.4
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
<b>Current liabilities</b>	<b>22.1</b>	<b>16.7</b>	<b>16.9</b>	<b>17.7</b>	<b>19.0</b>	<b>21.4</b>	<b>23.1</b>
<b>TOTAL LIABILITIES AND SHAREHOLDERS EQUITY</b>	<b>55.6</b>	<b>53.1</b>	<b>79.5</b>	<b>80.0</b>	<b>84.3</b>	<b>99.4</b>	<b>119.4</b>

Balance sheet (common size)	2019	2020	2021E	2022E	2023E	2024E	2025E
<b>Intangible assets</b>	<b>8.8 %</b>	<b>7.8 %</b>	<b>4.2 %</b>	<b>3.2 %</b>	<b>2.1 %</b>	<b>0.9 %</b>	<b>0.1 %</b>
Property, plant and equipment	60.7 %	62.7 %	39.0 %	38.4 %	39.0 %	35.2 %	29.3 %
Financial assets	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
<b>FIXED ASSETS</b>	<b>69.4 %</b>	<b>70.5 %</b>	<b>43.2 %</b>	<b>41.6 %</b>	<b>41.0 %</b>	<b>36.1 %</b>	<b>29.4 %</b>
Inventories	16.0 %	13.8 %	17.2 %	17.7 %	22.0 %	20.8 %	18.4 %
Accounts receivable	11.9 %	9.5 %	9.9 %	12.8 %	16.4 %	21.8 %	21.2 %
Other current assets	0.0 %	1.1 %	0.7 %	0.9 %	0.8 %	0.7 %	0.6 %
Liquid assets	1.3 %	4.7 %	28.6 %	26.7 %	19.5 %	20.4 %	30.2 %
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 %	0.2 %	0.2 %	0.2 %	0.2 %	0.2 %
<b>CURRENT ASSETS</b>	<b>30.5 %</b>	<b>29.5 %</b>	<b>56.8 %</b>	<b>58.4 %</b>	<b>59.0 %</b>	<b>63.9 %</b>	<b>70.6 %</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 %	74.3 %	73.4 %	73.3 %	74.9 %	77.7 %
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 %	4.4 %	4.4 %	4.2 %	3.6 %	3.0 %
<b>Non-current liabilities</b>	<b>3.1 %</b>	<b>6.7 %</b>	<b>4.4 %</b>	<b>4.4 %</b>	<b>4.2 %</b>	<b>3.6 %</b>	<b>3.0 %</b>
short-term liabilities to banks	27.4 %	26.1 %	17.4 %	17.3 %	16.4 %	13.9 %	11.6 %
Accounts payable	5.2 %	4.0 %	2.8 %	3.9 %	5.1 %	6.8 %	7.1 %
Advance payments received on orders	0.1 %	0.3 %	0.2 %	0.2 %	0.2 %	0.1 %	0.1 %
Other liabilities (incl. from lease and rental contracts)	6.6 %	0.6 %	0.6 %	0.6 %	0.5 %	0.4 %	0.4 %
Deferred taxes	0.3 %	0.4 %	0.3 %	0.3 %	0.3 %	0.2 %	0.2 %
Deferred income	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
<b>Current liabilities</b>	<b>39.6 %</b>	<b>31.4 %</b>	<b>21.2 %</b>	<b>22.2 %</b>	<b>22.5 %</b>	<b>21.6 %</b>	<b>19.3 %</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

Cash flow statement (EUR m)	2019	2020	2021E	2022E	2023E	2024E	2025E
Net profit/loss	0.9	1.0	0.8	0.3	4.0	13.5	19.7
Depreciation of fixed assets (incl. leases)	5.2	4.1	4.7	5.3	5.9	5.9	6.1
Amortisation of goodwill	0.0	0.8	0.8	0.8	0.8	0.8	0.8
Amortisation of intangible assets	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Others	-1.2	-3.7	0.1	-0.1	0.0	0.0	0.0
Cash flow from operations before changes in w/c	4.8	2.2	6.4	6.3	10.7	20.2	26.6
Increase/decrease in inventory	0.0	1.5	-6.4	-0.5	-4.4	-2.1	-1.4
Increase/decrease in accounts receivable	4.3	1.6	-2.9	-2.4	-3.6	-7.9	-3.6
Increase/decrease in accounts payable	-5.0	-0.7	0.1	0.9	1.2	2.5	1.7
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	2.4	-9.1	-2.0	-6.8	-7.5	-3.3
<b>Cash flow from operating activities</b>	<b>4.2</b>	<b>4.5</b>	<b>-2.7</b>	<b>4.3</b>	<b>3.9</b>	<b>12.8</b>	<b>23.3</b>
CAPEX	6.2	2.2	2.5	5.0	8.0	8.0	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
<b>Cash flow from investing activities</b>	<b>-7.2</b>	<b>-2.2</b>	<b>-2.5</b>	<b>-5.0</b>	<b>-8.0</b>	<b>-8.0</b>	<b>-6.1</b>
Cash flow before financing	-3.0	2.4	-5.2	-0.7	-4.1	4.8	17.2
Increase/decrease in debt position	3.9	0.2	0.0	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	25.5	0.0	0.0	0.0	0.0
Dividends paid	0.8	0.0	0.0	0.7	0.9	1.0	1.4
Others	0.2	-0.7	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
<b>Cash flow from financing activities</b>	<b>3.3</b>	<b>-0.5</b>	<b>25.5</b>	<b>-0.7</b>	<b>-0.9</b>	<b>-1.0</b>	<b>-1.4</b>
Increase/decrease in liquid assets	0.3	1.8	20.3	-1.4	-5.0	3.8	15.8
<b>Liquid assets at end of period</b>	<b>0.7</b>	<b>2.5</b>	<b>22.8</b>	<b>21.4</b>	<b>16.4</b>	<b>20.3</b>	<b>36.1</b>

Source: Company data, Hauck Aufhäuser Investment Banking

Regional split (EUR m)	2019	2020	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	9.3	9.6	13.0	0.0	0.0
yoy change	15.4 %	199.7 %	-22.8 %	3.6 %	35.0 %	n/a	n/a
NAFTA	30.1	4.9	11.8	23.0	37.1	0.0	0.0
yoy change	1721.2 %	-83.7 %	140.8 %	94.9 %	61.3 %	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
<b>TTL</b>	<b>48.5</b>	<b>33.0</b>	<b>41.1</b>	<b>56.7</b>	<b>79.0</b>	<b>123.8</b>	<b>0.0</b>
yoy change	173.5 %	-32.0 %	24.8 %	37.8 %	39.3 %	56.8 %	n/a

Source: Company data, Hauck Aufhäuser Investment Banking

Key ratios (EUR m)	2019	2020	2021E	2022E	2023E	2024E	2025E
<b>P&amp;L growth analysis</b>							
Sales growth	48.8 %	-32.0 %	24.8 %	37.8 %	39.3 %	56.8 %	24.4 %
EBITDA growth	9.4 %	7.1 %	-1.9 %	-1.0 %	84.6 %	290.7 %	181.2 %
EBIT growth	-33.8 %	-27.6 %	-23.7 %	-62.3 %	317.0 %	2422.0 %	373.7 %
EPS growth	-53.9 %	-46.7 %	-24.6 %	-73.8 %	413.1 %	4251.9 %	395.8 %
<b>Efficiency</b>							
Total operating costs / sales	85.2 %	74.6 %	79.4 %	88.0 %	83.7 %	78.3 %	76.5 %
Sales per employee	184.2	139.1	137.1	179.9	239.3	353.7	427.9
EBITDA per employee	27.1	29.4	23.3	21.9	39.1	77.1	100.8
<b>Balance sheet analysis</b>							
Avg. working capital / sales	28.5 %	38.2 %	38.6 %	27.6 %	29.9 %	22.9 %	21.6 %
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	55.6	70.0	66.0	64.0	64.0	60.0
A/P turnover [(A/P*365)/sales]	21.8	23.7	20.0	20.0	20.0	20.0	20.0
Cash conversion cycle (days)	141.9	174.5	287.8	217.3	215.0	158.0	134.4
<b>Cash flow analysis</b>							
Free cash flow	-2.0	2.4	-5.2	-0.7	-4.1	4.8	17.2
Free cash flow/sales	-4.1 %	7.2 %	-12.8 %	-1.2 %	-5.2 %	3.9 %	11.2 %
FCF / net profit	neg.	235.7 %	neg.	neg.	neg.	35.3 %	87.2 %
Capex / depre	138.8 %	45.2 %	45.5 %	82.0 %	119.4 %	119.4 %	88.4 %
Capex / maintenance capex	9.8 %	300.0 %	100.0 %	166.7 %	228.6 %	200.0 %	144.2 %
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	-8.9	-7.6	-2.6	-6.4	-22.2
Net Debt/EBITDA	2.0	1.6	0.0	0.0	0.0	0.0	0.0
Net debt / equity	0.5	0.3	neg.	neg.	neg.	neg.	neg.
Interest cover	4.7	4.6	4.3	2.3	17.9	58.6	84.9
Dividend payout ratio	0.0 %	0.0 %	91.8 %	274.6 %	23.9 %	10.5 %	10.8 %
<b>Asset utilisation</b>							
Capital employed turnover	1.0	0.7	0.5	0.7	1.0	1.3	1.4
Operating assets turnover	1.0	0.8	0.8	1.1	1.3	1.8	2.1
Plant turnover	1.4	1.0	1.3	1.8	2.4	3.5	4.4
Inventory turnover (sales/inventory)	5.5	4.5	3.0	4.0	4.3	6.0	7.0
<b>Returns</b>							
ROCE	4.1 %	6.3 %	2.3 %	1.1 %	8.0 %	23.7 %	29.1 %
ROE	2.7 %	3.1 %	1.3 %	0.5 %	6.4 %	18.2 %	21.3 %
<b>Other</b>							
Interest paid / avg. debt	3.1 %	3.7 %	2.4 %	2.5 %	2.5 %	2.5 %	2.5 %
No. employees (average)	263	237	300	315	330	350	360
Number of shares	4.0	4.0	4.8	4.8	4.8	4.8	4.8
DPS	0.0	0.0	0.2	0.2	0.2	0.3	0.5
EPS reported	0.22	0.25	0.16	0.07	0.84	2.85	4.16
<b>Valuation ratios</b>							
P/BV	4.1	4.0	2.6	2.7	2.5	2.1	1.7
EV/sales	3.0	4.3	3.6	2.7	2.0	1.2	0.9
EV/EBITDA	20.5	20.5	21.1	22.2	12.1	5.7	3.9
EV/EBITA	75.0	49.4	64.4	95.6	22.2	7.3	4.6
EV/EBIT	75.0	67.0	99.1	190.7	25.1	7.6	4.8
EV/FCF	-74.2	60.5	-28.4	-29.2	-102.1	73.3	9.0
Adjusted FCF yield	1.6 %	3.0 %	2.8 %	2.4 %	4.8 %	10.8 %	16.3 %
Dividend yield	0.0 %	0.0 %	0.5 %	0.5 %	0.6 %	0.9 %	1.4 %

Source: Company data, Hauck Aufhäuser Investment Banking

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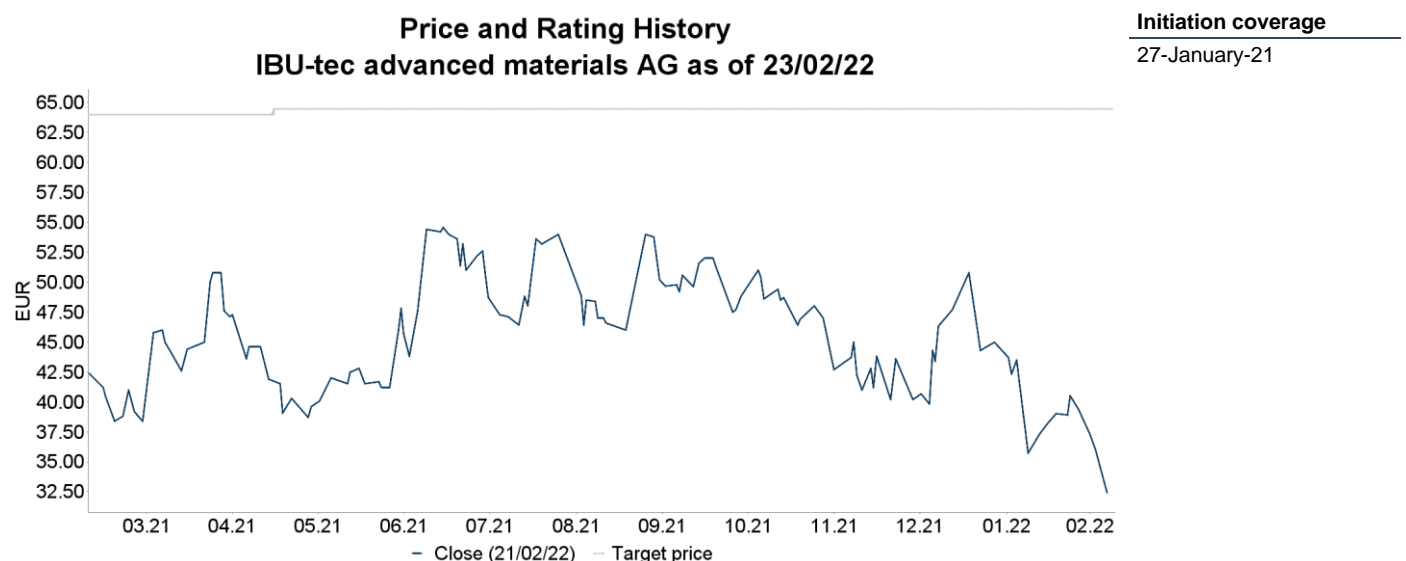
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Company	Disclosure
IBU-tec advanced materials AG	2, 3, 6, 8

### 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	26.10.2021	Gruebner, Marie-Therese	Buy	EUR 64,50	EUR 48,60
	03.08.2021	Gruebner, Marie-Therese	Buy	EUR 64,50	EUR 53,60
	02.07.2021	Gruebner, Marie-Therese	Buy	EUR 64,50	EUR 54,00
	17.06.2021	Gruebner, Marie-Therese	Buy	EUR 64,50	EUR 45,70
	05.05.2021	Gruebner, Marie-Therese	Buy	EUR 64,50	EUR 39,10

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