

# IBU-tec advanced materials AG

## Germany - Chemicals/ Specialty Chemicals



HAUCK  
AUFHÄUSER  
INVESTMENT BANKING

**Buy** (old: Buy)

**Price target: EUR 58.00** (old: EUR 58.00)

**Price:** EUR 31.50      **Next result:** FY 2022 15.03.23  
**Bloomberg:** IBU GR      **Market cap:** EUR 149.6 m  
**Reuters:** IBU.DE      **Enterprise Value:** EUR 147.5 m

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**Marie-Therese Gruebner**  
Analyst

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

### Major LFP cooperation agreement announced

The company is delivering on the promise made in our latest September roadshow of **delivering to the market significant LFP cooperation agreements by year-end** and recently announced a major contract with an unnamed renowned commercial vehicle manufacturer. Here what the press release, which is short of details due to very strict NDAs, is telling us:

- "Significant" order in the battery sector;
- Development of a cathode active material featuring IBU-tec proprietary LFP products;
- Development cooperation first, opening the possibility of industrial-scale production.

This a landmark announcement for the story, in our view, as it could represent the blueprint for future contracts that would be part of a European supply chain set-up for EV battery producers and OEMs.

Having spoken to the company and knowing how it typically combines R&D projects with industrial production particularly in the battery segment, here is what we infer:

The development agreements should be running for a couple of years as of now with an HAIB-estimated annual revenue impact in the low to mid single digit million €, mostly R&D services.

The ensuing production volumes could be north of 4,000 t (i.e. north of € 80m revenue impact at current market prices featuring high lithium prices; eHAIB € 50 – 60m revenue potential at normalized prices) and those should be starting to ramp up as of Q4 2024, i.e. at a time when IBU-tec will have c. 7,500 t of installed production capacity (drying tower and new kiln in place).

Although un-named, **everything indicates we are dealing with a very large player and a first major foray into LFP for EVs, meaning that the announcement is a game changer** vs. all previous small announcements for specialist applications in the hundred tons range.

**This is the kind of news flow investors had been expecting, as it validates the strategic importance of the company as the sole provider of LFP in Europe.** It also indicate that this "back-end loaded story" is on track, there could be more announcements in the pipeline.

**Reiterate our BUY rating with a PT of € 58** based on DCF

Y/E 31.12 (EUR m)	2019	2020	2021	2022E	2023E	2024E	2025E
Sales	48.5	33.0	44.1	56.7	68.9	94.3	115.4
Sales growth	49 %	-32 %	34 %	29 %	22 %	37 %	22 %
EBITDA	7.1	7.0	5.5	6.9	10.2	18.1	24.2
EBIT	1.9	2.1	0.9	1.4	4.2	11.6	17.2
Net income	0.9	1.0	-0.2	0.6	2.5	7.6	11.4
Net debt	14.6	11.3	-9.8	-2.2	-3.2	-2.7	-9.0
Net gearing	45.7 %	34.5 %	-16.9 %	-3.7 %	-5.2 %	-3.9 %	-11.2 %
Net Debt/EBITDA	2.0	1.6	0.0	0.0	0.0	0.0	0.0
EPS pro forma	0.22	0.25	-0.05	0.13	0.53	1.60	2.40
CPS	0.03	0.64	-0.76	-1.17	0.96	0.52	1.81
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 %	48.8 %	49.0 %	49.5 %	50.0 %
EBITDA margin	14.7 %	21.2 %	12.5 %	12.2 %	14.7 %	19.2 %	21.0 %
EBIT margin	4.0 %	6.5 %	2.1 %	2.5 %	6.0 %	12.3 %	14.9 %
ROCE	4.1 %	6.3 %	1.6 %	2.1 %	5.9 %	15.5 %	20.4 %
EV/sales	2.9	4.2	3.2	2.6	2.1	1.6	1.2
EV/EBITDA	19.7	19.7	25.3	21.4	14.4	8.1	5.8
EV/EBIT	72.1	64.4	149.0	105.1	35.2	12.6	8.2
PER	72.5	57.9	-905.1	237.1	59.8	19.7	13.1
Adjusted FCF yield	3.1 %	6.2 %	1.2 %	2.4 %	3.7 %	7.2 %	10.4 %

Source: Company data, Hauck Aufhäuser Investment Banking Close price as of: 29.11.2022



Source: Company data, Hauck Aufhäuser Investment Banking

**High/low 52 weeks:** 50.80 / 15.52

**Price/Book Ratio:** 2.4

**Relative performance (SDAX):**

3 months 19.7 %

6 months -1.5 %

12 months -6.2 %

### Changes in estimates

		Sales	EBIT	EPS
2022	old:	56.7	1.4	0.13
	Δ	-	-	-
2023	old:	68.9	4.2	0.53
	Δ	-	-	-
2024	old:	94.3	11.6	1.60
	Δ	-	-	-

### 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.

## Financials

Profit and loss (EUR m)	2019	2020	2021	2022E	2023E	2024E	2025E
<b>Net sales</b>	<b>48.5</b>	<b>33.0</b>	<b>44.1</b>	<b>56.7</b>	<b>68.9</b>	<b>94.3</b>	<b>115.4</b>
Sales growth	48.8 %	-32.0 %	33.8 %	28.5 %	21.6 %	36.7 %	22.5 %
Increase/decrease in finished goods and work-in-process	-0.1	-1.4	1.6	0.1	0.1	0.1	0.0
<b>Total sales</b>	<b>48.4</b>	<b>31.6</b>	<b>45.7</b>	<b>56.8</b>	<b>69.0</b>	<b>94.3</b>	<b>115.4</b>
Other operating income	2.2	9.2	3.1	2.0	2.0	2.0	2.0
Material expenses	23.7	16.0	23.3	29.1	35.2	47.6	57.7
Personnel expenses	12.7	11.5	12.0	13.0	14.0	16.0	18.0
Other operating expenses	7.0	6.3	8.0	9.8	11.6	14.5	17.5
Total operating expenses	41.3	24.6	40.1	49.9	58.8	76.2	91.2
<b>EBITDA</b>	<b>7.1</b>	<b>7.0</b>	<b>5.5</b>	<b>6.9</b>	<b>10.2</b>	<b>18.1</b>	<b>24.2</b>
Depreciation	5.2	4.1	4.1	5.0	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>4.7</b>	<b>12.1</b>	<b>17.7</b>
Amortisation of goodwill	0.0	0.8	0.5	0.5	0.5	0.5	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>1.9</b>	<b>2.1</b>	<b>0.9</b>	<b>1.4</b>	<b>4.2</b>	<b>11.6</b>	<b>17.2</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	0.5	0.5	0.5	0.5
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	-0.5	-0.5	-0.5	-0.5
<b>Recurring pretax income from continuing operations</b>	<b>1.5</b>	<b>1.7</b>	<b>0.5</b>	<b>0.9</b>	<b>3.7</b>	<b>11.2</b>	<b>16.8</b>
Extraordinary income/loss	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>Earnings before taxes</b>	<b>1.5</b>	<b>1.7</b>	<b>0.5</b>	<b>0.9</b>	<b>3.7</b>	<b>11.2</b>	<b>16.8</b>
Taxes	0.7	0.6	0.7	0.3	1.2	3.6	5.4
<b>Net income from continuing operations</b>	<b>0.9</b>	<b>1.0</b>	<b>-0.2</b>	<b>0.6</b>	<b>2.5</b>	<b>7.6</b>	<b>11.4</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>0.6</b>	<b>2.5</b>	<b>7.6</b>	<b>11.4</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>0.6</b>	<b>2.5</b>	<b>7.6</b>	<b>11.4</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>0.13</b>	<b>0.53</b>	<b>1.60</b>	<b>2.40</b>

Profit and loss (common size)	2019	2020	2021	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.	3.6 %	0.2 %	0.1 %	0.1 %	0.0 %
<b>Total sales</b>	<b>99.9 %</b>	<b>95.7 %</b>	<b>103.6 %</b>	<b>100.2 %</b>	<b>100.1 %</b>	<b>100.1 %</b>	<b>100.0 %</b>
Other operating income	4.5 %	27.9 %	7.1 %	3.5 %	2.9 %	2.1 %	1.7 %
Material expenses	49.0 %	48.5 %	52.9 %	51.3 %	51.0 %	50.5 %	50.0 %
Personnel expenses	26.2 %	35.0 %	27.2 %	22.9 %	20.3 %	17.0 %	15.6 %
Other operating expenses	14.4 %	19.0 %	18.1 %	17.3 %	16.9 %	15.4 %	15.1 %
Total operating expenses	85.2 %	74.6 %	91.0 %	88.0 %	85.3 %	80.8 %	79.0 %
<b>EBITDA</b>	<b>14.7 %</b>	<b>21.2 %</b>	<b>12.5 %</b>	<b>12.2 %</b>	<b>14.7 %</b>	<b>19.2 %</b>	<b>21.0 %</b>
Depreciation	10.7 %	12.4 %	9.3 %	8.8 %	8.0 %	6.4 %	5.6 %
<b>EBITA</b>	<b>4.0 %</b>	<b>8.8 %</b>	<b>3.3 %</b>	<b>3.4 %</b>	<b>6.8 %</b>	<b>12.9 %</b>	<b>15.4 %</b>
Amortisation of goodwill	0.0 %	2.3 %	1.1 %	0.9 %	0.7 %	0.5 %	0.4 %
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>2.5 %</b>	<b>6.0 %</b>	<b>12.3 %</b>	<b>14.9 %</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 %	0.8 %	0.7 %	0.5 %	0.4 %
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>1.6 %</b>	<b>5.3 %</b>	<b>11.8 %</b>	<b>14.5 %</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>1.6 %</b>	<b>5.3 %</b>	<b>11.8 %</b>	<b>14.5 %</b>
Tax rate	41.8 %	38.4 %	n/a	32.0 %	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>1.1 %</b>	<b>3.6 %</b>	<b>8.1 %</b>	<b>9.9 %</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>1.1 %</b>	<b>3.6 %</b>	<b>8.1 %</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>1.8 %</b>	<b>3.0 %</b>	<b>neg.</b>	<b>1.1 %</b>	<b>3.6 %</b>	<b>8.1 %</b>	<b>9.9 %</b>

Source: Company data, Hauck Aufhäuser Investment Banking

Balance sheet (EUR m)	2019	2020	2021	2022E	2023E	2024E	2025E
<b>Intangible assets</b>	<b>4.9</b>	<b>4.1</b>	<b>3.7</b>	<b>3.2</b>	<b>2.7</b>	<b>2.2</b>	<b>1.7</b>
Property, plant and equipment	33.8	33.3	33.6	33.6	35.1	36.1	36.1
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>36.8</b>	<b>37.8</b>	<b>38.3</b>	<b>37.8</b>
Inventories	8.9	7.3	13.9	21.8	21.5	27.7	32.1
Accounts receivable	6.6	5.0	7.0	9.0	11.0	15.0	18.3
Other current assets	0.0	0.6	0.7	0.8	0.8	0.8	0.8
Liquid assets	0.7	2.5	17.9	10.3	11.3	10.8	17.1
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	0.3	0.3	0.3	0.3	0.3
<b>CURRENT ASSETS</b>	<b>17.0</b>	<b>15.7</b>	<b>39.9</b>	<b>42.2</b>	<b>45.0</b>	<b>54.6</b>	<b>68.7</b>
<b>TOTAL ASSETS</b>	<b>55.6</b>	<b>53.0</b>	<b>77.2</b>	<b>79.0</b>	<b>82.8</b>	<b>92.9</b>	<b>106.5</b>
SHAREHOLDERS EQUITY	31.9	32.8	58.1	58.7	61.2	68.8	80.2
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	1.8	1.8	1.8	1.8
<b>Non-current liabilities</b>	<b>1.7</b>	<b>3.5</b>	<b>1.8</b>	<b>1.8</b>	<b>1.8</b>	<b>1.8</b>	<b>1.8</b>
short-term liabilities to banks	15.3	13.8	8.1	8.1	8.1	8.1	8.1
Accounts payable	2.9	2.1	4.5	5.8	7.0	9.6	11.7
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	3.8	3.8	3.8	3.8
Deferred taxes	0.2	0.2	0.8	0.7	0.7	0.7	0.7
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>17.3</b>	<b>18.5</b>	<b>19.7</b>	<b>22.3</b>	<b>24.5</b>
<b>TOTAL LIABILITIES AND SHAREHOLDERS EQUITY</b>	<b>55.6</b>	<b>53.1</b>	<b>77.2</b>	<b>79.0</b>	<b>82.7</b>	<b>92.9</b>	<b>106.5</b>

Balance sheet (common size)	2019	2020	2021	2022E	2023E	2024E	2025E
<b>Intangible assets</b>	<b>8.8 %</b>	<b>7.8 %</b>	<b>4.9 %</b>	<b>4.1 %</b>	<b>3.3 %</b>	<b>2.4 %</b>	<b>1.6 %</b>
Property, plant and equipment	60.7 %	62.7 %	43.5 %	42.5 %	42.4 %	38.8 %	33.9 %
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>46.6 %</b>	<b>45.7 %</b>	<b>41.2 %</b>	<b>35.5 %</b>
Inventories	16.0 %	13.8 %	18.1 %	27.6 %	26.0 %	29.8 %	30.1 %
Accounts receivable	11.9 %	9.5 %	9.0 %	11.4 %	13.2 %	16.1 %	17.2 %
Other current assets	0.0 %	1.1 %	0.9 %	1.1 %	1.0 %	0.9 %	0.8 %
Liquid assets	1.3 %	4.7 %	23.2 %	13.0 %	13.7 %	11.6 %	16.1 %
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 %	0.4 %	0.4 %	0.3 %	0.3 %
<b>CURRENT ASSETS</b>	<b>30.5 %</b>	<b>29.5 %</b>	<b>51.7 %</b>	<b>53.4 %</b>	<b>54.3 %</b>	<b>58.8 %</b>	<b>64.5 %</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 %	74.4 %	74.0 %	74.1 %	75.4 %
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 %	2.2 %	2.1 %	1.9 %	1.7 %
<b>Non-current liabilities</b>	<b>3.1 %</b>	<b>6.7 %</b>	<b>2.3 %</b>	<b>2.2 %</b>	<b>2.1 %</b>	<b>1.9 %</b>	<b>1.7 %</b>
short-term liabilities to banks	27.4 %	26.1 %	10.5 %	10.3 %	9.8 %	8.8 %	7.6 %
Accounts payable	5.2 %	4.0 %	5.8 %	7.3 %	8.5 %	10.3 %	11.0 %
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 %	4.8 %	4.5 %	4.0 %	3.5 %
Deferred taxes	0.3 %	0.4 %	1.1 %	0.9 %	0.8 %	0.8 %	0.7 %
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>22.4 %</b>	<b>23.4 %</b>	<b>23.8 %</b>	<b>24.0 %</b>	<b>23.0 %</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

Cash flow statement (EUR m)	2019	2020	2021	2022E	2023E	2024E	2025E
Net profit/loss	0.9	1.0	-0.2	0.6	2.5	7.6	11.4
Depreciation of fixed assets (incl. leases)	5.2	4.1	4.1	5.0	5.5	6.0	6.5
Amortisation of goodwill	0.0	0.8	0.5	0.5	0.5	0.5	0.5
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	-0.1	0.0	0.0	0.0
Cash flow from operations before changes in w/c	4.8	2.2	6.0	6.0	8.5	14.1	18.4
Increase/decrease in inventory	0.0	1.5	-6.6	-7.9	0.3	-6.2	-4.3
Increase/decrease in accounts receivable	4.3	1.6	-2.0	-2.0	-1.9	-4.0	-3.4
Increase/decrease in accounts payable	-5.0	-0.7	2.3	1.3	1.2	2.6	2.1
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	-8.6	-0.4	-7.6	-5.6
<b>Cash flow from operating activities</b>	<b>4.2</b>	<b>4.5</b>	<b>-1.1</b>	<b>-2.6</b>	<b>8.1</b>	<b>6.5</b>	<b>12.8</b>
CAPEX	6.2	2.2	4.5	5.0	7.0	7.0	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	0.0	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>-5.0</b>	<b>-7.0</b>	<b>-7.0</b>	<b>-6.5</b>
Cash flow before financing	-3.0	2.4	-16.2	-7.6	1.1	-0.5	6.3
Increase/decrease in debt position	3.9	0.2	-4.0	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	0.0	0.0	0.0	0.0
Others	0.2	-0.7	-0.5	4.0	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>4.0</b>	<b>3.0</b>	<b>2.0</b>	<b>0.0</b>
Increase/decrease in liquid assets	0.3	1.8	4.8	-3.6	4.1	1.5	6.3
<b>Liquid assets at end of period</b>	<b>0.7</b>	<b>2.5</b>	<b>7.3</b>	<b>3.8</b>	<b>7.8</b>	<b>9.3</b>	<b>15.6</b>

Source: Company data, Hauck Aufhäuser Investment Banking

Regional split (EUR m)	2019	2020	2021	2022E	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	10.8	13.0	15.0	20.0
yoy change	15.4 %	226.5 %	-23.0 %	7.0 %	20.4 %	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>56.7</b>	<b>68.9</b>	<b>94.3</b>	<b>115.4</b>
yoy change	173.5 %	-32.0 %	33.8 %	28.5 %	21.6 %	36.7 %	22.5 %

Source: Company data, Hauck Aufhäuser Investment Banking

Key ratios (EUR m)	2019	2020	2021	2022E	2023E	2024E	2025E
<b>P&amp;L growth analysis</b>							
Sales growth	48.8 %	-32.0 %	33.8 %	28.5 %	21.6 %	36.7 %	22.5 %
EBITDA growth	9.4 %	7.1 %	-22.3 %	-1.0 %	83.6 %	162.7 %	138.6 %
EBIT growth	-33.8 %	-27.6 %	-51.9 %	-34.2 %	343.1 %	729.1 %	314.5 %
EPS growth	-53.9 %	-46.7 %	-122.8 %	-47.0 %	-	1102.9 %	355.1 %
<b>Efficiency</b>							
Total operating costs / sales	85.2 %	74.6 %	91.0 %	88.0 %	85.3 %	80.8 %	79.0 %
Sales per employee	184.2	139.1	208.2	226.7	250.7	314.2	360.7
EBITDA per employee	27.1	29.4	26.1	27.6	36.9	60.5	75.7
<b>Balance sheet analysis</b>							
Avg. working capital / sales	28.5 %	38.2 %	32.7 %	30.9 %	30.2 %	30.7 %	27.7 %
Inventory turnover (sales/inventory)	5.5	4.5	3.2	2.6	3.2	3.4	3.6
Trade debtors in days of sales	49.8	55.6	57.8	58.0	58.0	58.0	58.0
A/P turnover [(A/P*365)/sales]	21.8	23.7	37.0	37.0	37.0	37.0	37.0
Cash conversion cycle (days)	141.9	174.5	206.2	259.5	208.9	197.2	186.7
<b>Cash flow analysis</b>							
Free cash flow	-2.0	2.4	-5.7	-7.6	1.1	-0.5	6.3
Free cash flow/sales	-4.1 %	7.2 %	-12.8 %	-13.4 %	1.5 %	-0.6 %	5.5 %
FCF / net profit	neg.	235.7 %	neg.	neg.	42.1 %	neg.	55.6 %
Capex / deprn	138.8 %	45.2 %	327.8 %	90.9 %	116.7 %	107.7 %	92.9 %
Capex / maintenance capex	9.8 %	300.0 %	181.8 %	166.7 %	200.0 %	175.0 %	153.7 %
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	-2.2	-3.2	-2.7	-9.0
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	2.0	3.0	8.7	24.5	36.2
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	1.0	1.2	1.3
Operating assets turnover	1.0	0.8	0.9	1.0	1.1	1.4	1.5
Plant turnover	1.4	1.0	1.3	1.7	2.0	2.6	3.2
Inventory turnover (sales/inventory)	5.5	4.5	3.2	2.6	3.2	3.4	3.6
<b>Returns</b>							
ROCE	4.1 %	6.3 %	1.6 %	2.1 %	5.9 %	15.5 %	20.4 %
ROE	2.7 %	3.1 %	-0.4 %	1.1 %	4.1 %	11.0 %	14.2 %
<b>Other</b>							
Interest paid / avg. debt	3.1 %	3.7 %	4.1 %	4.3 %	5.9 %	5.9 %	5.9 %
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	0.13	0.53	1.60	2.40
<b>Valuation ratios</b>							
P/BV	2.0	1.8	3.7	2.5	2.4	2.2	1.9
EV/sales	2.9	4.2	3.2	2.6	2.1	1.6	1.2
EV/EBITDA	19.7	19.7	25.3	21.4	14.4	8.1	5.8
EV/EBITA	72.1	47.4	97.2	77.5	31.4	12.1	7.9
EV/EBIT	72.1	64.4	149.0	105.1	35.2	12.6	8.2
EV/FCF	-71.4	58.2	-24.7	-19.5	138.8	-271.5	22.2
Adjusted FCF yield	3.1 %	6.2 %	1.2 %	2.4 %	3.7 %	7.2 %	10.4 %
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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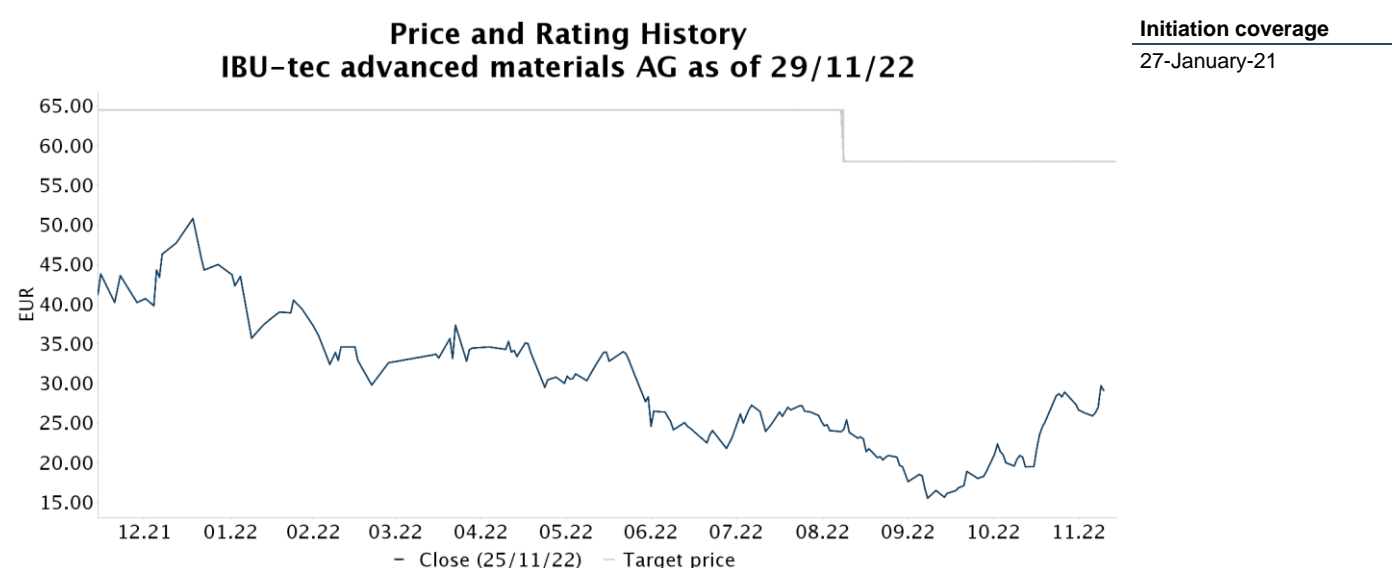
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Company	Disclosure
IBU-tec advanced materials AG	2, 3, 6, 8

### 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	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
	25.02.2022	Gruebner, Marie-Therese	Buy	EUR 64,50	EUR 34,60

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## Contacts: Hauck Aufhäuser Investment Banking

### HAIB Research

Hauck Aufhäuser Investment Banking  
Mittelweg 16/17  
20148 Hamburg  
Germany

Tel.: +49 (0) 40 414 3885 91  
Fax: +49 (0) 40 414 3885 71  
E-Mail: [research@ha-ib.de](mailto:research@ha-ib.de)  
[www.ha-research.de](http://www.ha-research.de)

**Tim Wunderlich, CFA**  
Head of Transactional Research  
Tel.: +49 40 414 3885 81  
E-Mail: [tim.wunderlich@ha-ib.de](mailto: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](mailto:marie-therese.gruebner@ha-ib.de)

**Christian Sandherr**  
Head of Equity Advisory  
Tel.: +49 40 414 3885 79  
E-Mail: [christian.sandherr@ha-ib.de](mailto:christian.sandherr@ha-ib.de)

**Alexander Galitsa**  
Analyst  
Tel.: +49 40 414 3885 83  
E-Mail: [alexander.galitsa@ha-ib.de](mailto:alexander.galitsa@ha-ib.de)

**Christian Glowa**  
Analyst  
Tel.: +49 40 414 3885 95  
E-Mail: [christian.glowa@ha-ib.de](mailto:christian.glowa@ha-ib.de)

**Christian Salis**  
Analyst  
Tel.: +49 40 414 3885 96  
E-Mail: [christian.salis@ha-ib.de](mailto:christian.salis@ha-ib.de)

**Frederik Jarchow**  
Analyst  
Tel.: +49 40 414 3885 76  
E-Mail: [frederik.jarchow@ha-ib.de](mailto:frederik.jarchow@ha-ib.de)

**Jonah Emerson**  
Analyst  
Tel.: +49 40 450 6342 3098  
E-Mail: [jonah.emerson@ha-ib.de](mailto:jonah.emerson@ha-ib.de)

**Jorge González Sadornil**  
Analyst  
Tel.: +49 40 414 3885 84  
E-Mail: [jorge.gonzalez@ha-ib.de](mailto:jorge.gonzalez@ha-ib.de)

**Nicole Winkler**  
Analyst  
Tel.: +49 40 414 3885 97  
E-Mail: [nicole.winkler@ha-ib.de](mailto:nicole.winkler@ha-ib.de)

**Philipp Sennewald**  
Analyst  
Tel.: +49 40 450 6342 3091  
E-Mail: [philipp.sennewald@ha-ib.de](mailto:philipp.sennewald@ha-ib.de)

**Simon Jouck**  
Analyst  
Tel.: +49 40 450 6342 3093  
E-Mail: [simon.jouck@ha-ib.de](mailto:simon.jouck@ha-ib.de)

**Simon Keller**  
Analyst  
Tel.: +49 40 414 388 573  
E-Mail: [simon.keller@ha-ib.de](mailto:simon.keller@ha-ib.de)

### HAIB Sales

**Alexander Lachmann**  
Equity Sales  
Tel.: +41 43 497 30 23  
E-Mail: [alexander.lachmann@ha-ib.de](mailto:alexander.lachmann@ha-ib.de)

**Carlos Becke**  
Equity Sales  
Tel.: +44 203 84 107 97  
E-Mail: [carlos.becke@ha-ib.de](mailto:carlos.becke@ha-ib.de)

**Christian Bybjerg**  
Equity Sales  
Tel.: +49 414 3885 74  
E-Mail: [christian.bybjerg@ha-ib.de](mailto:christian.bybjerg@ha-ib.de)

**Hugues Madelin**  
Equity Sales  
Tel.: +33 1 78 41 40 62  
E-Mail: [hugues.madelin@ha-ib.de](mailto:hugues.madelin@ha-ib.de)

**Imogen Voorspuy**  
Equity Sales  
Tel.: +44 203 84 107 98  
E-Mail: [imogen.voorspuy@ha-ib.de](mailto:imogen.voorspuy@ha-ib.de)

**James Bonsor**  
Equity Sales  
Tel.: +44 203 84 107 96  
E-Mail: [james.bonsor@ha-ib.de](mailto:james.bonsor@ha-ib.de)

**Markus Scharhag**  
Equity Sales  
Tel.: +49 89 23 93 2813  
E-Mail: [markus.scharhag@ha-ib.de](mailto:markus.scharhag@ha-ib.de)

**Vincent Bischoff**  
Equity Sales  
Tel.: +49 40 414 38 85 88  
E-Mail: [vincent.bischoff@ha-ib.de](mailto: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](mailto:info@hal-privatbank.com)  
[www.hal-privatbank.com](http://www.hal-privatbank.com)

**Fin Schaffer**  
Trading  
Tel.: +49 40 414 38 85 98  
E-Mail: [fin.schaffer@hal-privatbank.com](mailto:fin.schaffer@hal-privatbank.com)

**Nils Carstens**  
Trading  
Tel.: +49 40 414 38 85 85  
E-Mail: [nils.carstens@ha-ib.de](mailto:nils.carstens@ha-ib.de)

**Tom Warlich**  
Middle-Office  
Tel.: +49 40 414 3885 78  
E-Mail: [tom.warlich@hal-privatbank.com](mailto:tom.warlich@hal-privatbank.com)

**Martin Aruschanjan**  
Middle-Office  
Tel.: +49 40 450 6342 35 87  
E-Mail: [martin.aruschanjan@hal-privatbank.com](mailto:martin.aruschanjan@hal-privatbank.com)