



Buy (old: Buy)

Price target: EUR 49.00 (old: EUR 46.00)

Price:	EUR 41.49	Next result:	Q4 2017/18 24.10.2018
Bloomberg:	S9I@GR	Market cap:	EUR 269.7 m
Reuters:	S9I.DE	Enterprise Value:	EUR 213.8 m

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Acquisition propelling Stemmer to clear no. 1 in France; chg est

STEMMER continues to deliver on its targets as communicated during the IPO with the latest significant M&A deal coming on top of its sound organic sales and earnings growth.

Yesterday the company announced the **acquisition of ELVITEC S.A.S.** from Pertuis, near Aix-en-Provence, which is the number one imaging solutions provider in France. **Generating c. € 9m in annual sales at an excellent 11% EBITDA margin** ELVITEC is a highly attractive target. Importantly, by integrating ELVITEC, STEMMER should generate annual sales of € 15-16m in France as of 2018/19 making it the clear market leader being 2-3x larger than the no. 2 player.

ELVITEC, different than STEMMER, is a distributor but still generates very attractive margins. The reason is seen in a very lean structure as well as a **high exposure to special end markets such as surveillance**, a field in which STEMMER has been underrepresented up until now. Hence, the acquisition should yield **considerable synergies by transferring ELVITEC's offering to other regions** as well as optimizing procurement, logistics and R&D costs. Therefore, we expect STEMMER to further expand the margin profile of the French activities going forward.

Given the highly profitable business, the purchase price is seen to be higher than the 0.5-0.6x EV/sales which STEMMER typically pays for distributors. Nevertheless, **we still estimate the price to be modest at c. 0.7x EV/sales or 6x EV/EBITDA**, i.e. around € 6m.

Given that STEMMER is financing the deal out of its substantial net cash position following the IPO the **EPS accretion should amount to c. 8% already in 2018/19** adjusted for Goodwill amortisation (eH&A € 0.4-0.5m) under German Commercial Code accounting. The latter might become obsolete soon as STEMMER has indicated to consider changing to IFRS accounting. Overall, the **transaction is seen highly value accretive** and confirms a key element of the investment case.

Action: Estimates are increased for the contribution from ELVITEC which is expected to be fully consolidated in the entire FY 2018/19.

Buy with a new PT of €49 based on DCF.

Y/E 30.6 (EUR m)	2014/15	2015/16	2016/17	2017/18E*	2018/19E	2019/20E	2020/21E
Sales	75.7	83.6	88.3	101.3	122.9	137.9	154.5
Sales growth	17 %	10 %	6 %	15 %	21 %	12 %	12 %
EBITDA	5.4	6.0	6.0	10.7	14.2	17.5	20.9
EBIT	4.1	4.1	4.2	8.6	11.2	14.8	18.1
Net income	1.8	2.2	2.8	6.6	8.5	11.1	13.6
Net debt	-9.9	-13.1	-5.5	-55.9	-56.2	-66.0	-77.8
Net gearing	-46.6 %	-56.5 %	-37.7 %	-79.6 %	-71.4 %	-73.4 %	-75.2 %
Net Debt/EBITDA	0.0	0.0	0.0	0.0	0.0	0.0	0.0
EPS pro forma	0.64	0.73	0.73	1.11	1.47	1.84	2.21
CPS	0.20	0.68	0.72	0.92	1.23	1.76	2.08
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	34.3 %	35.2 %	34.9 %	36.6 %	37.1 %	37.8 %	38.0 %
EBITDA margin	7.2 %	7.2 %	6.8 %	10.5 %	11.5 %	12.7 %	13.6 %
EBIT margin	5.4 %	4.9 %	4.8 %	8.4 %	9.1 %	10.7 %	11.7 %
ROCE	15.9 %	15.1 %	22.9 %	41.8 %	40.1 %	39.2 %	36.1 %
EV/sales	3.4	3.1	3.0	2.1	1.7	1.5	1.2
EV/EBITDA	47.8	42.7	43.9	20.1	15.1	11.6	9.2
EV/EBIT	63.4	63.0	40.5	22.6	16.8	12.8	10.0
PER	65.0	56.9	56.5	37.4	28.2	22.6	18.8
Adjusted FCF yield	1.1 %	1.5 %	1.6 %	3.5 %	4.7 %	6.1 %	7.7 %

Source: Company data, Hauck & Aufhäuser Close price as of: 10.07.2018 *2017/18 adj. for € 3.7m IPO costs



Source: Company data, Hauck & Aufhäuser

High/low 52 weeks: 47.80 / 33.95
Price/Book Ratio: 3.7
Relative performance (SDAX):
 3 months 10.8 %
 6 months -
 12 months -

Changes in estimates

		Sales	EBIT	EPS
2017	old:	101.3	8.6	1.11
	Δ	-	-	-
2018	old:	114.2	10.7	1.37
	Δ	7.6%	4.7%	7.6%
2019	old:	128.2	14.1	1.71
	Δ	7.6%	5.3%	7.7%

Key share data:

Number of shares: (in m pcs) 42.3
 Authorised capital: (in € m) -
 Book value per share: (in €) 10.8
 Ø trading volume: (12 months) -

Major shareholders:

SI Holding GmbH 54.0 %
 Freefloat 46.0 %

Company description:

STEMMER IMAGING is a leading independent provider of bespoke imaging solutions which help customers boost production efficiency, save costs and improve their environmental footprint.

Financials

Profit and loss (EUR m)	2014/15	2015/16	2016/17	2017/18E	2018/19E	2019/20E	2020/21E
Net sales	75.7	83.6	88.3	101.3	122.9	137.9	154.5
<i>Sales growth</i>	16.5 %	10.4 %	5.6 %	14.7 %	21.4 %	12.2 %	12.0 %
Increase/decrease in finished goods and work-in-process	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Total sales	75.7	83.6	88.3	101.3	122.9	137.9	154.5
Other operating income	1.3	0.7	2.6	1.0	1.1	1.2	1.2
Material expenses	49.7	54.2	57.5	64.2	77.3	85.9	95.8
Personnel expenses	15.0	16.6	19.6	18.8	22.5	24.8	27.3
Other operating expenses	7.0	7.5	7.8	8.6	10.1	10.9	11.6
Total operating expenses	70.3	77.6	82.3	90.6	108.8	120.4	133.5
EBITDA	5.4	6.0	6.0	10.7	14.2	17.5	20.9
Depreciation	0.6	0.8	0.8	0.9	1.1	1.2	1.3
EBITA	4.8	5.2	5.2	9.8	13.1	16.3	19.7
Amortisation of goodwill	0.7	0.9	0.7	0.9	1.5	1.1	1.1
Amortisation of intangible assets	0.0	0.1	0.2	0.3	0.4	0.4	0.5
Impairment charges	0.0	0.1	0.0	0.0	0.0	0.0	0.0
EBIT (inc revaluation net)	4.1	4.1	4.2	8.6	11.2	14.8	18.1
Interest income	0.0	0.0	0.0	0.6	0.6	0.7	0.8
Interest expenses	0.1	0.1	0.1	0.0	0.0	0.0	0.0
Other financial result	0.1	0.0	0.1	0.0	0.0	0.0	0.0
Financial result	-0.1	-0.1	0.0	0.6	0.6	0.7	0.8
Recurring pretax income from continuing operations	4.0	4.0	4.3	9.1	11.8	15.5	18.9
Extraordinary income/loss	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Earnings before taxes	4.0	4.0	4.3	9.1	11.8	15.5	18.9
Taxes	1.7	1.5	1.1	2.6	3.3	4.3	5.3
Net income from continuing operations	2.3	2.5	3.1	6.6	8.5	11.1	13.6
Result from discontinued operations (net of tax)	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net income	2.3	2.5	3.1	6.6	8.5	11.1	13.6
Minority interest	0.5	0.3	0.3	0.0	0.0	0.0	0.0
Net profit (reported)	1.8	2.2	2.8	6.6	8.5	11.1	13.6
Average number of shares	6.5	6.5	6.5	6.5	6.5	6.5	6.5
EPS reported	0.28	0.34	0.43	1.01	1.30	1.71	2.09

Profit and loss (common size)	2014/15	2015/16	2016/17	2017/18E	2018/19E	2019/20E	2020/21E
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	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Total sales	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %
Other operating income	1.8 %	0.9 %	2.9 %	1.0 %	0.9 %	0.9 %	0.8 %
Material expenses	65.7 %	64.8 %	65.1 %	63.4 %	62.9 %	62.3 %	62.0 %
Personnel expenses	19.8 %	19.8 %	22.2 %	18.6 %	18.3 %	18.0 %	17.7 %
Other operating expenses	9.2 %	9.0 %	8.8 %	8.5 %	8.2 %	7.9 %	7.5 %
Total operating expenses	92.8 %	92.8 %	93.2 %	89.5 %	88.5 %	87.3 %	86.4 %
EBITDA	7.2 %	7.2 %	6.8 %	10.5 %	11.5 %	12.7 %	13.6 %
Depreciation	0.8 %	1.0 %	0.9 %	0.9 %	0.9 %	0.9 %	0.8 %
EBITA	6.4 %	6.2 %	5.9 %	9.6 %	10.6 %	11.8 %	12.7 %
Amortisation of goodwill	0.9 %	1.0 %	0.8 %	0.9 %	1.2 %	0.8 %	0.7 %
Amortisation of intangible assets	0.0 %	0.2 %	0.3 %	0.3 %	0.3 %	0.3 %	0.3 %
Impairment charges	0.0 %	0.1 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
EBIT (inc revaluation net)	5.4 %	4.9 %	4.8 %	8.4 %	9.1 %	10.7 %	11.7 %
Interest income	0.0 %	0.0 %	0.0 %	0.6 %	0.5 %	0.5 %	0.5 %
Interest expenses	0.1 %	0.1 %	0.1 %	0.0 %	0.0 %	0.0 %	0.0 %
Other financial result	0.0 %	0.0 %	0.1 %	0.0 %	0.0 %	0.0 %	0.0 %
Financial result	-0.2 %	-0.1 %	0.0 %	0.6 %	0.5 %	0.5 %	0.5 %
Recurring pretax income from continuing operations	5.3 %	4.8 %	4.8 %	9.0 %	9.6 %	11.2 %	12.2 %
Extraordinary income/loss	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Earnings before taxes	5.3 %	4.8 %	4.8 %	9.0 %	9.6 %	11.2 %	12.2 %
Tax rate	41.9 %	38.2 %	27.0 %	28.0 %	28.0 %	28.0 %	28.0 %
Net income from continuing operations	3.1 %	3.0 %	3.5 %	6.5 %	6.9 %	8.1 %	8.8 %
Income from discontinued operations (net of tax)	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Net income	3.1 %	3.0 %	3.5 %	6.5 %	6.9 %	8.1 %	8.8 %
Minority interest	0.7 %	0.3 %	0.4 %	0.0 %	0.0 %	0.0 %	0.0 %
Net profit (reported)	2.4 %	2.6 %	3.2 %	6.5 %	6.9 %	8.1 %	8.8 %

Source: Company data, Hauck & Aufhäuser

Balance sheet (EUR m)	2014/15	2015/16	2016/17	2017/18E	2018/19E	2019/20E	2020/21E
Intangible assets	3.1	2.2	1.4	3.5	7.6	6.5	5.3
Property, plant and equipment	2.1	2.5	2.9	3.7	5.3	6.2	7.1
Financial assets	0.0	0.0	0.0	0.0	0.0	0.0	0.0
FIXED ASSETS	5.3	4.6	4.3	7.2	12.8	12.6	12.3
Inventories	5.1	5.5	6.2	7.0	8.3	9.1	10.0
Accounts receivable	10.8	10.1	11.6	13.0	15.5	17.0	18.6
Other current assets	0.6	0.4	0.6	0.6	0.6	0.6	0.6
Liquid assets	10.3	13.4	5.5	55.9	56.2	66.0	77.8
Deferred taxes	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Deferred charges and prepaid expenses	0.3	0.3	0.5	0.5	0.5	0.5	0.5
CURRENT ASSETS	27.2	29.7	24.4	76.9	81.1	93.1	107.4
TOTAL ASSETS	32.4	34.3	28.7	84.1	93.9	105.7	119.8
SHAREHOLDERS EQUITY	21.2	23.1	14.6	70.2	78.7	89.8	103.4
MINORITY INTEREST	2.1	1.9	0.0	0.0	0.0	0.0	0.0
Long-term debt	0.4	0.3	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	2.4	2.6	2.6	2.6	2.6	2.6	2.6
Non-current liabilities	2.8	2.9	2.6	2.6	2.6	2.6	2.6
short-term liabilities to banks	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Accounts payable	3.4	4.0	5.8	5.8	6.9	7.6	8.0
Advance payments received on orders	0.1	0.0	0.2	0.2	0.2	0.2	0.2
Other liabilities (incl. from lease and rental contracts)	2.7	2.4	5.4	5.4	5.4	5.4	5.4
Deferred taxes	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Deferred income	0.0	0.1	0.2	0.2	0.2	0.2	0.2
Current liabilities	6.3	6.5	11.5	11.6	12.7	13.3	13.8
TOTAL LIABILITIES AND SHAREHOLDERS EQUITY	32.4	34.3	28.7	84.3	93.9	105.7	119.8

Balance sheet (common size)	2014/15	2015/16	2016/17	2017/18E	2018/19E	2019/20E	2020/21E
Intangible assets	9.7 %	6.5 %	4.9 %	4.2 %	8.1 %	6.1 %	4.4 %
Property, plant and equipment	6.6 %	7.2 %	10.1 %	4.4 %	5.7 %	5.8 %	5.9 %
Financial assets	0.0 %	-0.1 %	-0.1 %	0.0 %	0.0 %	0.0 %	0.0 %
FIXED ASSETS	16.2 %	13.5 %	14.9 %	8.5 %	13.7 %	11.9 %	10.3 %
Inventories	15.8 %	16.0 %	21.6 %	8.3 %	8.8 %	8.6 %	8.3 %
Accounts receivable	33.4 %	29.4 %	40.6 %	15.5 %	16.5 %	16.1 %	15.6 %
Other current assets	1.8 %	1.2 %	2.0 %	0.7 %	0.6 %	0.5 %	0.5 %
Liquid assets	31.9 %	38.9 %	19.2 %	66.2 %	59.8 %	62.4 %	64.9 %
Deferred taxes	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Deferred charges and prepaid expenses	0.8 %	0.9 %	1.6 %	0.6 %	0.5 %	0.5 %	0.4 %
CURRENT ASSETS	83.8 %	86.4 %	84.9 %	91.2 %	86.3 %	88.1 %	89.7 %
TOTAL ASSETS	100.0 %	99.9 %	99.9 %	99.8 %	100.0 %	100.0 %	100.0 %
SHAREHOLDERS EQUITY	65.5 %	67.3 %	50.9 %	83.2 %	83.8 %	85.0 %	86.3 %
MINORITY INTEREST	6.4 %	5.4 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Long-term debt	1.4 %	0.8 %	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	7.3 %	7.6 %	8.9 %	3.0 %	2.7 %	2.4 %	2.1 %
Non-current liabilities	8.7 %	8.4 %	8.9 %	3.0 %	2.7 %	2.4 %	2.1 %
short-term liabilities to banks	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Accounts payable	10.6 %	11.7 %	20.1 %	6.9 %	7.4 %	7.2 %	6.7 %
Advance payments received on orders	0.4 %	0.0 %	0.6 %	0.2 %	0.2 %	0.2 %	0.1 %
Other liabilities (incl. from lease and rental contracts)	8.3 %	6.9 %	18.9 %	6.4 %	5.8 %	5.1 %	4.5 %
Deferred taxes	0.1 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Deferred income	0.0 %	0.2 %	0.6 %	0.2 %	0.2 %	0.2 %	0.1 %
Current liabilities	19.5 %	18.9 %	40.2 %	13.8 %	13.5 %	12.6 %	11.5 %
TOTAL LIABILITIES AND SHAREHOLDERS EQUITY	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %

Source: Company data, Hauck & Aufhäuser

Cash flow statement (EUR m)	2014/15	2015/16	2016/17	2017/18E	2018/19E	2019/20E	2020/21E
Net profit/loss	2.3	2.5	3.1	6.6	8.5	11.1	13.6
Depreciation of fixed assets (incl. leases)	0.6	0.8	0.8	0.9	1.1	1.2	1.3
Amortisation of goodwill	0.7	0.9	0.7	0.9	1.5	1.1	1.1
Amortisation of intangible assets	0.0	0.1	0.2	0.3	0.4	0.4	0.5
Others	0.0	0.1	0.5	0.0	0.0	0.0	0.0
Cash flow from operations before changes in w/c	3.7	4.4	5.3	8.7	11.4	13.8	16.4
Increase/decrease in inventory	-0.1	0.0	-0.7	-0.8	-1.3	-0.8	-0.9
Increase/decrease in accounts receivable	-2.0	0.0	-1.5	-1.4	-2.4	-1.5	-1.6
Increase/decrease in accounts payable	0.1	0.4	1.7	0.1	1.1	0.7	0.5
Increase/decrease in other working capital positions	0.0	0.0	0.4	0.0	0.0	0.0	0.0
Increase/decrease in working capital	-2.1	0.5	-0.2	-2.1	-2.7	-1.6	-2.0
Cash flow from operating activities	1.6	4.9	5.2	6.6	8.7	12.2	14.4
CAPEX	0.8	1.3	1.5	2.0	2.3	2.5	2.6
Payments for acquisitions	0.7	0.0	4.4	3.0	6.3	0.0	0.0
Financial investments	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Income from asset disposals	0.1	0.1	0.1	0.0	0.0	0.0	0.0
Cash flow from investing activities	-1.4	-1.2	-5.7	-5.0	-8.6	-2.5	-2.6
Cash flow before financing	0.2	3.7	-0.5	1.6	0.1	9.8	11.8
Increase/decrease in debt position	-1.9	-0.2	0.1	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	0.0	49.0	0.0	0.0	0.0
Dividends paid	0.1	0.2	8.9	0.0	0.0	0.0	0.0
Others	-0.1	-0.1	-0.1	0.0	0.0	0.0	0.0
Effects of exchange rate changes on cash	0.3	-0.3	-0.1	0.0	0.0	0.0	0.0
Cash flow from financing activities	-2.1	-0.5	-8.9	49.0	0.0	0.0	0.0
Increase/decrease in liquid assets	-1.6	2.9	-9.6	50.6	0.1	9.8	11.8
Liquid assets at end of period	10.3	13.2	3.8	56.1	56.2	66.0	77.8

Source: Company data, Hauck & Aufhäuser

Regional split (EUR m)	2014/15	2015/16	2016/17	2017/18E	2018/19E	2019/20E	2020/21E
Domestic	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 Europe	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
NAFTA	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
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
TTL	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

Source: Company data, Hauck & Aufhäuser

Key ratios (EUR m)	2014/15	2015/16	2016/17	2017/18E	2018/19E	2019/20E	2020/21E
P&L growth analysis							
Sales growth	16.5 %	10.4 %	5.6 %	14.7 %	21.4 %	12.2 %	12.0 %
EBITDA growth	4.8 %	10.6 %	0.1 %	77.0 %	33.0 %	64.5 %	47.8 %
EBIT growth	-4.9 %	-0.5 %	4.1 %	101.5 %	31.2 %	73.3 %	61.2 %
EPS growth	-90.2 %	20.5 %	28.3 %	134.2 %	29.3 %	69.9 %	60.1 %
Efficiency							
Total operating costs / sales	92.8 %	92.8 %	93.2 %	89.5 %	88.5 %	87.3 %	86.4 %
Sales per employee	341.1	355.8	356.1	376.8	424.3	464.2	495.2
EBITDA per employee	24.5	25.6	24.3	39.6	48.9	59.0	67.1
Balance sheet analysis							
Avg. working capital / sales	14.7 %	14.3 %	13.3 %	12.8 %	12.5 %	11.7 %	12.0 %
Inventory turnover (sales/inventory)	14.7	15.2	14.2	14.5	14.8	15.2	15.5
Trade debtors in days of sales	52.2	44.1	48.1	47.0	46.0	45.0	44.0
A/P turnover [(A/P*365)/sales]	16.6	17.5	23.8	21.0	20.5	20.0	19.0
Cash conversion cycle (days)	64.7	54.0	51.0	53.6	52.6	51.4	51.3
Cash flow analysis							
Free cash flow	0.8	3.6	3.7	4.6	6.4	9.8	11.8
Free cash flow/sales	1.1 %	4.3 %	4.2 %	4.5 %	5.2 %	7.1 %	7.6 %
FCF / net profit	44.0 %	164.9 %	131.8 %	69.4 %	75.9 %	87.6 %	86.9 %
Capex / deprec	60.0 %	71.6 %	83.5 %	95.2 %	78.0 %	90.8 %	91.5 %
Capex / maintenance capex	190.1 %	222.4 %	242.2 %	283.3 %	262.1 %	256.5 %	251.8 %
Capex / sales	1.1 %	1.6 %	1.7 %	2.0 %	1.9 %	1.8 %	1.7 %
Security							
Net debt	-9.9	-13.1	-5.5	-55.9	-56.2	-66.0	-77.8
Net Debt/EBITDA	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net debt / equity	-0.5	-0.6	-0.4	-0.8	-0.7	-0.7	-0.8
Interest cover	45.0	49.7	44.7	999.0	999.0	999.0	999.0
Dividend payout ratio	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Asset utilisation							
Capital employed turnover	2.9	3.0	5.1	4.3	3.8	3.2	2.7
Operating assets turnover	5.2	6.0	5.9	5.7	5.6	5.6	5.6
Plant turnover	35.6	34.0	30.4	27.3	23.2	22.4	21.7
Inventory turnover (sales/inventory)	14.7	15.2	14.2	14.5	14.8	15.2	15.5
Returns							
ROCE	15.9 %	15.1 %	22.9 %	41.8 %	40.1 %	39.2 %	36.1 %
ROE	8.5 %	9.4 %	19.2 %	9.3 %	10.8 %	12.4 %	13.1 %
Other							
Interest paid / avg. debt	6.6 %	22.6 %	67.9 %	n/a	n/a	n/a	n/a
No. employees (average)	222	235	248	269	290	297	312
Number of shares	42.3	42.3	42.3	42.3	42.3	42.3	42.3
DPS	0.0	0.0	0.0	0.0	0.0	0.0	0.0
EPS reported	0.28	0.34	0.43	1.01	1.30	1.71	2.09
Valuation ratios							
P/BV	12.7	11.7	18.4	3.8	3.4	3.0	2.6
EV/sales	3.4	3.1	3.0	2.1	1.7	1.5	1.2
EV/EBITDA	47.8	42.7	43.9	20.1	15.1	11.6	9.2
EV/EBITA	53.8	49.5	50.9	21.9	16.3	12.5	9.7
EV/EBIT	63.4	63.0	40.5	22.6	16.8	12.8	10.0
EV/FCF	326.4	71.3	71.6	47.0	33.2	20.9	16.3
Adjusted FCF yield	1.1 %	1.5 %	1.6 %	3.5 %	4.7 %	6.1 %	7.7 %
Dividend yield	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %

Source: Company data, Hauck & Aufhäuser

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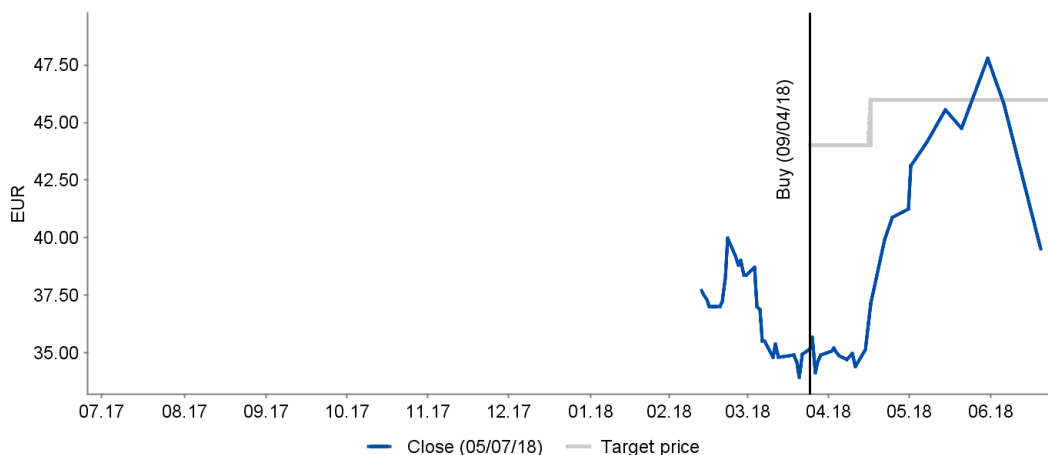
Company	Disclosure
STEMMER IMAGING AG	2, 3, 6, 8

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

Price and Rating History STEMMER IMAGING AG as of 10/07/18

Initiation coverage

10-April-18



Company	Date	Analyst	Rating	Target price	Close
STEMMER IMAGING AG	03.05.2018	Breiter, Henning	Buy	EUR 46,00	EUR 37,14
	25.04.2018	Breiter, Henning	Buy	EUR 44,00	EUR 34,96
	10.04.2018	Breiter, Henning	Buy	EUR 44,00	EUR 35,68
	10.04.2018	Breiter, Henning	Buy	EUR 44,00	EUR 35,68

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