Chemicals / Specialty Chemicals - Germany

Buy (old: Buy)

EUR 36.00 (old: EUR 36.00)

Final FY22 out // Q1 prelims muted; chg.

Topic: Nabaltec published final FY22 figures in line with prelims as well as Q1 prelims. As previsouly highlighted and also reflected in the company's FY23 guidance, the start into the year was rather weak.

FY22 sales grew by 17% yoy to \in 219m carried by price effects, unbroken demand for most products and improved utilization rates at its US sites. All that offset a weaker boehmite business (eNuW: 5kt sold vs 7kt in 2021). Despite less high-margin boehmite sales (eNuW: ~30% EBIT margin), the **group's EBIT margin came in at 13.3%.** Notably, input costs (50% of electricity and alumina) were still hedged/previously secured. What's new, Nabaltec **generated FCF of almost \in 22m despite elevated inventory levels** (+35% yoy to \in 46m). Hence, **net debt decreased to \in 3m, while having \in 88m cash on hand.**

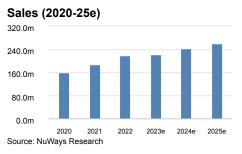
Muted start into the year. Preliminary Q1 sales grew by 4% yoy to € 57m (eNuW: € 55m) as price increases should have been able to to compensate for lower volumes. The key reasons behind the dropped volumes are likely filled customer inventories, a trend towards cash management and some end market weaknesses (i.e. in construction). We hence expect boehmite volumes to be largely in line with previous year's levels. Functional Fillers grew by 8.7% yoy to € 40m and Speciality Alumina declined by 5% yoy to € 17m. **Preliminary Q1 EBIT decreased by 27% yoy to € 5.2m** (eNuW: € 5.3m), a 9.1% margin (-3.9pp yoy) as the company had to face several cost increases since the beginning of the year, including salary increases, the expiry of price hedges for 50% of the used electricity and alumina, the key raw material. **Operational headwinds are also reflected in the FY23 guidance.** Management expects 3-5% yoy sales growth (eNuW: 1.7%) and only a 8-10% EBIT margin (eNuW: 9.9%).

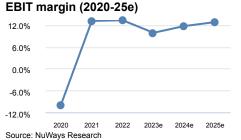
Boehmite remains the mid-term earnings driver. During the next 7-8 years, demand for lithium-ion batteries is seen to skyrocket, driven by the EV trend. Europe alone, is seen to account for 1,300 GWh by 2023. Recent regulatory initiatives should support localized productions across the value chain. In fact, CATL is moving forward with its 24GWh plant in Germany and a 100GWh plant in Hungary (kick-off expected for H2'23). This bodes well with Nabaltec's current boehmite capacity expansion (from 12kt to 24kt by the end of 2024e). A fully utilized German production, which is sufficient for roughly 240GWh of battery cells, would yield € 72m sales and € 22m EBIT.

We reiterate **BUY** with an unchanged € 36 PT, based on FCFY 2024e.

Y/E 31.12 (EUR m)	2020	2021	2022	2023e	2024e	2025e
Sales	159.6	187.0	218.8	222.7	242.9	261.8
Sales growth	-10.9%	17.2%	17.0%	1.7%	9.1%	7.8%
EBITDA	23.6	37.3	42.4	35.2	43.0	49.2
Net debt (if net cash=0)	33.1	7.1	3.2	8.0	4.3	-15.9
FCF	14.0	26.4	21.6	-3.4	6.8	22.9
Net Debt/EBITDA	1.4	0.2	0.1	0.2	0.1	0.0
EPS pro forma	0.64	1.85	2.22	1.62	2.14	2.56
EBITDA margin	14.8%	19.9%	19.4%	15.8%	17.7%	18.8%
ROCE	-8.2%	11.6%	13.4%	9.7%	10.6%	12.5%
EV/sales	1.7	1.3	1.0	1.0	0.9	0.8
EV/EBITDA	11.4	6.5	5.2	6.5	5.2	4.1
PER	33.8	11.7	9.8	13.4	10.1	8.5
Adjusted FCF yield	5.1%	9.5%	16.3%	9.6%	13.4%	16.1%

Source: Company data, NuWays, Close price as of 27.04.2023





Family Heckmann

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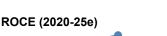
Free Float

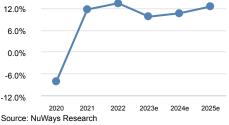
28.04.2023

Estimates changes						
	<u>2023e</u>	<u>2024e</u>	<u>2025e</u>			
Sales	0%	-0%	0.0			
EBIT	-9%	-2%	0.0			
EPS	-14%	-5%	0.0			

Comment on changes

- Final FY22 estimates are reflected
- in our estimates.
 We slightly lower our margin expectations for FY23 to account for the slightly weaker than expected start into the year.
 - FY25 estimates are introduced.





Company description

Nabaltec is a leading producer of environmental friendly, non-hazardous flame retardants used in plastics and industrial applications. With boehmite, a high margin coating solution for EV batteries, the company should strongly benefit from the electrification of the auto industry.

Guidance

- · Sales: 3-5% yoy growth
- EBIT margin: 8-10%





05/22 07/22 09/22 11/22 01/23 03/23

High/low 52 weeks (€)	31.00 / 19.60
3m rel. performance	-23.0%
6m rel. performance	-10.2%
12m rel. performance	-29.9%

Market data					
Share price (in €)	21.70				
Market cap (in € m)	191.0				
Number of shares (in m pcs)	8.8				
Enterprice value (in € m)	227.0				
Ø trading volume (6 months)	2,700				

Identifier						
Bloomberg Reuters	NTG GR NTGG					
WKN	A0KPPR					
ISIN	DE000A0KPPR7					

Key shareholders

28.3%

27.2%

44.0%

in nom the electrication of the acto industry.			
Analyst: Christian Sandherr · E-Mail: christian.sandherr@nuwa	ivs-aq.co	om	

Update - 28.04.2023



Financials

Profit and loss (EUR m)	2020	2021	2022	2023e	2024e	2025e
Net sales	159.6	187.0	218.8	222.7	242.9	261.8
Sales growth	-10.9%	17.2%	17.0%	1.7%	9.1%	7.8%
Increase/decrease in finished goods and work-in-process	-3.9	0.2	4.1	0.0	0.0	0.0
Total sales	155.7	187.2	223.0	222.7	242.9	261.8
Other operating income	2.6	2.7	3.5	2.2	2.4	2.6
Material expenses	75.0	88.2	106.4	112.0	120.5	128.8
Personnel expenses	32.0	34.8	39.6	40.1	42.5	44.5
Other operating expenses	27.7	29.6	38.1	37.6	39.3	41.9
Total operating expenses	132.1	149.9	180.6	187.5	199.9	212.6
EBITDA	23.6	37.3	42.4	35.2	43.0	49.2
Depreciation	14.1	12.7	13.2	13.2	14.5	15.7
EBITA	9.4	24.6	29.2	22.0	28.5	33.5
Amortisation of goodwill	0.0	0.0	0.0	0.0	0.0	0.0
Amortisation of intangible assets	0.0	0.0	0.0	0.0	0.0	0.0
Impairment charges	25.3	0.0	0.0	0.0	0.0	0.0
EBIT (inc revaluation net)	-15.9	24.6	29.2	22.0	28.5	33.5
Interest income	0.1	0.1	0.4	0.1	0.1	0.1
Interest expenses	2.0	1.8	2.1	2.1	2.1	2.1
Investment income	0.0	0.0	0.0	0.0	0.0	0.0
Financial result	-2.0	-1.8	-1.7	-2.0	-2.0	-2.0
Recurring pretax income from continuing operations	-17.8	22.8	27.5	19.9	26.4	31.5
Extraordinary income/loss	0.0	0.0	0.0	0.0	0.0	0.0
Earnings before taxes	-17.8	22.8	27.5	19.9	26.4	31.5
Income tax expense	1.8	6.5	1.1	5.7	7.6	9.0
Net income from continuing operations	-19.7	16.3	26.4	14.2	18.9	22.5
Income from discontinued operations (net of tax)	0.0	0.0	0.0	0.0	0.0	0.0
Net income	-19.7	16.3	26.4	14.2	18.9	22.5
Minority interest	0.0	0.0	0.0	0.0	0.0	0.0
Net profit (reported)	-19.7	16.3	26.4	14.2	18.9	22.5
Average number of shares	8.8	8.8	8.8	8.8	8.8	8.8
EPS reported	-2.23	1.85	3.00	1.62	2.14	2.56

Profit and loss (common size)	2020	2021	2022	2023e	2024e	2025e
Net sales	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
Sales growth	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
Increase/decrease in finished goods and work-in-process	-2.5%	0.1%	1.9%	0.0%	0.0%	0.0%
Total sales	97.5%	100.1%	101.9%	100.0%	100.0%	100.0%
Other operating income	1.6%	1.4%	1.6%	1.0%	1.0%	1.0%
Material expenses	47.0%	47.1%	48.6%	50.3%	49.6%	49.2%
Personnel expenses	20.0%	18.6%	18.1%	18.0%	17.5%	17.0%
Other operating expenses	17.4%	15.8%	17.4%	16.9%	16.2%	16.0%
Total operating expenses	82.8%	80.2%	82.5%	84.2%	82.3%	81.2%
EBITDA	14.8%	19.9%	19.4%	15.8%	17.7%	18.8%
Depreciation	8.8%	6.8%	6.0%	5.9%	6.0%	6.0%
EBITA	5.9%	13.1%	13.3%	9.9%	11.7%	12.8%
Amortisation of goodwill	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Amortisation of intangible assets	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Impairment charges	15.9%	0.0%	0.0%	0.0%	0.0%	0.0%
EBIT (inc revaluation net)	-9.9%	13.1%	13.3%	9.9%	11.7%	12.8%
Interest income	0.0%	0.0%	0.2%	0.0%	0.0%	0.0%
Interest expenses	1.3%	1.0%	1.0%	1.0%	0.9%	0.8%
Investment income	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Financial result	neg.	neg.	neg.	neg.	neg.	neg.
Recurring pretax income from continuing operations	-11.2%	12.2%	12.5%	9.0%	10.9%	12.0%
Extraordinary income/loss	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Earnings before taxes	-11.2%	12.2%	12.5%	9.0%	10.9%	12.0%
Income tax expense	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
Net income from continuing operations	-12.3%	8.7%	12.1%	6.4%	7.8%	8.6%
Income from discontinued operations (net of tax)	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Net income	-12.3%	8.7%	12.1%	6.4%	7.8%	8.6%
Minority interest	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Net profit (reported)	-12.3%	8.7%	12.1%	6.4%	7.8%	8.6%
Source: Company data, NuWays						

mpany data, NuWays

Update - 28.04.2023



Balance sheet (EUR m)	2020	2021	2022	2023e	2024e	2025e
Intangible assets	0.5	0.4	0.6	0.4	0.6	0.4
Property, plant and equipment	123.9	119.9	118.8	130.6	141.1	137.4
Financial assets	0.4	0.5	15.9	0.5	15.9	0.5
FIXED ASSETS	124.8	120.8	135.3	131.5	157.6	138.3
Inventories	32.9	33.9	45.7	44.5	46.7	47.6
Accounts receivable	5.3	5.5	6.5	15.3	13.3	14.3
Other assets and short-term financial assets	5.7	6.2	5.1	5.1	5.1	5.1
Liquid assets	26.4	52.2	87.5	81.9	85.7	105.8
Deferred taxes	3.7	2.1	1.0	1.0	1.0	1.0
Deferred charges and prepaid expenses	0.0	2.1	0.0	0.0	0.0	0.0
CURRENT ASSETS	73.9	99.9	145.8	147.8	151.8	173.9
TOTAL ASSETS	198.6	220.7	281.1	279.3	309.4	312.2
SHAREHOLDERS EQUITY	76.8	96.5	133.5	136.4	165.2	166.5
MINORITY INTEREST	0.0	0.0	0.0	0.0	0.0	0.0
Provisions for pensions and similar obligations	44.5	43.3	28.0	28.0	28.0	28.0
Other provisions and accrued liabilities	1.8	1.8	1.9	0.0	0.0	0.0
short-term liabilities to banks	0.5	59.3	0.8	0.0	0.0	0.0
Accounts payable	11.6	10.7	15.1	15.4	16.7	18.0
Accounts receivable	5.3	5.5	6.5	15.3	13.3	14.3
Other liabilities (incl. from lease and rental contracts)	4.4	5.5	5.5	5.5	5.5	5.5
Deferred taxes	0.0	3.7	2.9	2.9	2.9	2.9
Deferred income	0.0	0.0	3.5	0.0	0.0	0.0
Current liabilities	16.0	16.2	20.6	20.9	22.3	23.6
TOTAL LIABILITIES AND SHAREHOLDERS EQUITY	198.6	220.7	281.1	278.2	308.3	311.0
Balance sheet (common size)	2020	2021	2022	2023e	2024e	2025e
Intangible assets	0.2%	0.2%	0.2%	0.1%	0.2%	0.1%
Property, plant and equipment	62.4%	54.3%	42.3%	46.8%	45.6%	44.0%
Financial assets	0.2%	0.2%	5.7%	0.2%	5.1%	0.2%
FIXED ASSETS	62.8%	54.7%	48.1%	47.1%	50.9%	44.3%
Inventories	16.6%	15.4%	16.3%	15.9%	15.1%	15.2%
Accounts receivable	2.7%	2.5%	2.3%	5.5%	4.3%	4.6%
Other assets and short-term financial assets	2.9%	2.8%	1.8%	1.8%	1.7%	1.6%
Liquid assets	13.3%	23.7%	31.1%	29.3%	27.7%	33.9%
Deferred taxes	1.8%	1.0%	0.3%	0.3%	0.3%	0.3%
Deferred charges and prepaid expenses	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
CURRENT ASSETS	37.2%	45.3%	51.9%	52.9%	49.1%	55.7%
TOTAL ASSETS	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
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SHAREHOLDERS EQUITY	38.7%	43.7%	47.5%	49.0%	53.6%	53.5%
MINORITY INTEREST	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Provisions for pensions and similar obligations	22.4%	19.6%	10.0%	10.1%	9.1%	9.0%
Other provisions and accrued liabilities	0.9%	0.8%	0.7%	0.0%	0.0%	0.0%
short-term liabilities to banks	0.3%	26.9%	0.3%	0.0%	0.0%	0.0%
Accounts payable	5.8%	4.8%	5.4%	5.5%	5.4%	5.8%
Accounts receivable	2.7%	2.5%	2.3%	5.5%	4.3%	4.6%
Other liabilities (incl. from lease and rental contracts)	2.2%	2.5%	2.0%	2.0%	1.8%	1.8%
Deferred taxes	0.0%	1.7%	1.0%	1.1%	1.0%	0.9%
Deferred income	0.0%	0.0%	1.2%	0.0%	0.0%	0.0%
Current liabilities	8.1%	7.3%	7.3%	7.5%	7.2%	7.6%
TOTAL LIABILITIES AND SHAREHOLDERS EQUITY	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Source: Company data, NuWays

Update - 28.04.2023



Cash flow statement (EUR m) Net profit/loss	2020 -19.7	2021 16.3	2022 26.4	2023e 14.2	2024e 18.9	2025e 22.5
Depreciation of fixed assets (incl. leases)	-19.7 37.1	10.3	13.2	14.2	16.9	15.7
Amortisation of goodwill & intangible assets	0.0	0.0	0.0	0.0	0.0	0.0
Others	0.0	-1.4	-0.8	0.0	0.0	0.0
Cash flow from operating activities	16.3	25.1	24.4	13.6	23.8	26.9
Increase/decrease in inventory	7.6	-1.0	-11.8	1.2	-2.2	-0.9
Increase/decrease in accounts receivable	0.3	-0.2	-1.0	-8.8	1.9	-1.0
Increase/decrease in accounts payable	1.8	0.9	-4.4	-0.3	-1.4	-1.3
Increase/decrease in other working capital positions	-1.0	5.7	25.3	2.0	0.0	0.0
Increase/decrease in working capital	8.7	5.4	8.1	-5.9	-1.6	-3.2
Cash flow from operating activities	24.3	33.1	32.4	21.6	31.8	34.9
CAPEX	10.3	6.7	10.8	25.0	25.0	12.0
Payments for acquisitions	0.0	0.0	0.0	0.0	0.0	0.0
Financial investments	0.0	0.0	15.0	0.0	0.0	0.0
Income from asset disposals	0.0	0.0	0.1	0.0	0.0	0.0
Cash flow from investing activities	-10.3	-6.7	-25.7	-25.0	-25.0	-12.0
Cash flow before financing	12.7	26.4	4.5	-5.9	4.0	19.9
Increase/decrease in debt position	-13.3	0.0	31.0	-0.8	0.0	0.0
Purchase of own shares	0.0	0.0	0.0	0.0	0.0	0.0
Capital measures	0.0	0.0	0.0	0.0	0.0	0.0
Dividends paid	1.3	0.0	2.2	2.5	2.7	3.0
Others	0.0	-1.4	-0.8	0.0	0.0	0.0
Effects of exchange rate changes on cash	-2.0	0.8	0.6	0.0	0.0	0.0
Cash flow from financing activities	-14.6	-1.4	28.0	-3.2	-2.7	-3.0
Increase/decrease in liquid assets	-2.7	25.8	35.3	-6.7	4.0	19.9
Liquid assets at end of period	26.2	52.2	87.5	80.8	84.8	104.8
Key ratios (EUR m)	2020	2021	2022	2023e	2024e	2025
P&L growth analysis						
Sales growth	-10.9%	17.2%	17.0%	1.7%	9.1%	7.8%
EBITDA growth	-23.0%	15.3%	79.9%	-5.6%	1.5%	39.9%
EBIT growth	-185.8%	31.8%	-283.9%	-10.5%	-2.4%	52.6%
EPS growth	-290.8%	52.0%	-234.2%	-12.5%	-28.5%	58.1%
Efficiency						
Sales per employee	309.9	356.2	409.0	408.6	437.6	463.4
EBITDA per employee	45.7	71.0	79.2	64.6	77.5	87.
No. employees (average)	515	525	535	545	555	56
Balance sheet analysis						
Avg. working capital / sales	16.6%	16.4%	14.5%	16.4%	16.5%	16.9%
Inventory turnover (sales/inventory)	4.9	5.5	4.8	5.0	5.2	5.5
Accounts receivable turnover	12.1	10.7	10.8	25.0	20.0	20.0
Accounts payable turnover	26.6	20.8	25.2	25.2	25.2	25.2
Cash flow analysis						
Free cash flow	14.0	26.4	21.6	-3.4	6.8	22.9
Free cash flow/sales	8.8%	14.1%	9.9%	-1.5%	2.8%	8.8%
FCF / net profit	neg.	162.4%	82.0%	neg.	35.8%	102.0%
Capex / sales	6.5%	3.6%	11.8%	11.2%	10.3%	4.6%
Solvency						
Net debt	33.1	7.1	3.2	8.0	4.3	-15.9
Net Debt/EBITDA	1.4	0.2	0.1	0.2	0.1	0.0
Dividend payout ratio	0.0%	13.5%	9.3%	19.2%	15.9%	14.5%
Interest paid / avg. debt	3.1%	2.8%	2.8%	2.8%	2.4%	2.4%
Returns						
ROCE	-8.2%	11.6%	13.4%	9.7%	10.6%	12.5%
ROE	-25.6%	16.9%	19.8%	10.4%	11.4%	13.5%
Adjusted FCF yield	5.1%	9.5%	16.3%	9.6%	13.4%	16.1%
Dividend yield	0.0%	1.2%	1.3%	1.4%	1.6%	1.7%
DPS	0.0	0.2	0.3	0.3	0.3	0.4
EPS reported	-2.23	1.85	3.00	1.62	2.14	2.56
Average number of shares	8.8	8.8	8.8	8.8	8.8	8.8
Valuation ratios						
P/BV	2.5	2.0	1.4	1.4	1.2	1.1
EV/sales	1.7	1.3	1.0	1.0	0.9	0.8
EV/EBITDA	11.4	6.5	5.2	6.5	5.2	4.1
EV/EBIT	-16.9	9.8	7.6	10.3	7.8	6.1

Update - 28.04.2023



Disclosures

Disclosures regarding research publications of NuWays AG pursuant to section 85 of the German Securities Trading Act (WpHG)

Indication of conflict of interest

It is essential that any research recommendation is fairly presented and discloses interests of indicates relevant conflicts of interest. Pursuant to section 85 of the German Securities Trading Act (WpHG) a research report has to point out possible conflicts of interest in connection with the analysed company. A conflict of interest is presumed to exist in particular if NuWays AG

- (1) or any other person belonging to the same group with it was part of a consortium within the past twelve months that issued the financial instruments of the analysed company by way of a public offer.
- (2) or any other person belonging to the same group with it has entered into an agreement on the production of the research report with the analysed company.
- (3) or any other person belonging to the same group with it has been party to an agreement on the provision of investment banking services with the analysed company or have received services or a promise of services under the term of such an agreement within the past twelve month.
- (4) The analysed company holds 5% or more of the share capital of NuWays AG.
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Company	Disclosures
Nabaltec AG	2

Historical target p	price and rating changes f	or Nabaltec AG			
Company	Date	Analyst	Rating	Target Price	Close
Nabaltec AG	01.12.2022	Sandherr, Christian	Buy	EUR 39.00	EUR 22.00

Update - 28.04.2023

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According to Article 4(1) No. i of the delegated regulation 2016/958 supplementing regulation 596/2014 of the European Parliament, further information regarding investment recommendations of the last 12 months are published under:

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