

Buy (old: Buy)

Price target: EUR 8.50 (old: EUR 7.70)

Price:	EUR 6.61	Next result:	Q1 '16: tba
Bloomberg:	SANT GR	Market cap:	EUR 285.2 m
Reuters:	SANT1.DE	Enterprise Value:	EUR 264.2 m

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Appliances remain on strong growth track; Adj. Est. & PT

Discussions during the London roadshow with the CEO centred on the strong prospects of the Appliances business as well as cash usage. Key takeaways in detail:

- **Appliances Security (2015: € 82m sales / 17% EBITDA margin).** S&T is looking for 20-25% yoy organic segment sales growth in 2016. It has won several new clients which have started contributing to growth in Q4 and will accelerate in 2016. This includes e.g. a leader in visualisation technology, a German multinational engineering and electronics company and three leading Medtech companies. This coupled with the large recurring revenue base (50% of segment sales) should provide strong visibility on growth this year. The company sees no price pressure given niche focus and customisation supported by a fragmented client base: Leading client Siemens was less than 10% of new Appliances Security sales in 2015.
- **Appliances Smart Energy (2015: € 51m sales / 2.5% EBITDA margin).** Management sees segment sales growing by 50% yoy organically to € 60m this year (note: growth rate is adjusted for US divestment). Visibility is granted by a backlog of € 180m boosted by recent project wins in Austria, Poland and Switzerland. Large projects in Poland and Romania (potential sales of € 80m for S&T) will be tendered in H2 '16; the chance of winning should be high as S&T has already implemented the pilots for both projects. The EBITDA margin is seen to rise to 5% in 2016 thanks to the US divestment and a strict focus on higher-margin software and service revenues. Management targets mid-term segment growth rates of 25% p.a. and a 10% EBITDA margin (not reflected in eH&A).
- **Cash usage.** Given gross cash of € 60m, S&T plans to trim debt by € 20m which should yield c. € 1m interest expense savings boosting net income by 6%. Further, high tax loss carry forwards should ensure a tax rate of 6-7% at a max (eH&A "old": 10%) in the next five years.

Action: EPS estimates are upped 10% (2016) and 12% (2017) accounting for a lower tax rate (7% vs. 10%) and lower interest expenses due to debt reduction. **Conclusion:** S&T remains on a strong and visible growth track in its Appliances businesses and looks set to turn Smart Energy profitable this year thanks to the US divestment announced in early 2016. **BUY with a new € 8.50 PT based on FCFY 2017E** reflecting higher EPS estimates as well as somewhat lower maintenance capex (to account for € 3.5m PPA amortisation).

Y/E 31.12 (EUR m)	2012	2013	2014	2015	2016E	2017E	2018E
Sales	339.5	337.9	385.5	468.2	500.0	530.0	561.8
Sales growth	122 %	0 %	14 %	21 %	7 %	6 %	6 %
EBITDA	16.6	20.1	22.9	28.4	32.5	36.0	40.3
EBIT	11.1	14.3	16.6	20.6	23.7	27.0	31.3
Net income	7.7	11.7	13.0	15.8	17.8	21.1	25.1
Net debt	19.4	9.3	1.5	-9.4	-23.5	-40.7	-62.1
Net gearing	31.4 %	13.5 %	1.7 %	-9.4 %	-20.4 %	-30.7 %	-40.3 %
Net Debt/EBITDA	1.2	0.5	0.1	0.0	0.0	0.0	0.0
EPS pro forma	0.20	0.30	0.30	0.36	0.40	0.48	0.57
CPS	0.16	0.15	0.35	0.47	0.42	0.51	0.60
DPS	0.00	0.06	0.07	0.08	0.09	0.10	0.12
Dividend yield	0.0 %	0.9 %	1.1 %	1.2 %	1.4 %	1.5 %	1.8 %
Gross profit margin	34.4 %	33.1 %	33.2 %	34.3 %	33.9 %	34.2 %	34.5 %
EBITDA margin	4.9 %	5.9 %	5.9 %	6.1 %	6.5 %	6.8 %	7.2 %
EBIT margin	3.3 %	4.2 %	4.3 %	4.4 %	4.7 %	5.1 %	5.6 %
ROCE	8.3 %	10.8 %	12.4 %	13.8 %	14.9 %	16.3 %	16.9 %
EV/sales	0.8	0.8	0.7	0.6	0.5	0.5	0.4
EV/EBITDA	16.8	13.4	12.5	9.7	8.1	6.9	5.6
EV/EBIT	25.0	18.8	17.2	13.3	11.2	9.1	7.2
PER	33.0	21.8	21.7	18.1	16.1	13.6	11.4
Adjusted FCF yield	3.7 %	5.5 %	5.6 %	7.2 %	8.6 %	10.3 %	13.0 %

Source: Company data, Hauck & Aufhäuser Close price as of: 04.04.2016



Source: Company data, Hauck & Aufhäuser

High/low 52 weeks:	6.54 / 4.10
Price/Book Ratio:	2.5
Relative performance (TecDAX):	
3 months	21.4 %
6 months	49.0 %
12 months	51.4 %

Changes in estimates

		Sales	EBIT	EPS
2016	<i>old:</i>	500.0	23.7	0.37
	Δ	-	-	10.2%
2017	<i>old:</i>	530.0	27.0	0.43
	Δ	-	-	12.2%
2018	<i>old:</i>	561.8	31.3	0.52
	Δ	-	-	10.5%

Key share data:

Number of shares: (in m pcs)	43.8
Authorised capital: (in € m)	12.1
Book value per share: (in €)	2.6
Ø trading volume: (12 months)	60,000

Major shareholders:

Free Float	86.0 %
Grosso	14.0 %
CEO (incl. in Free Float)	5.0 %

Company description:

S&T combines an IT system house business with a portfolio of security appliances targeting Cloud Computing applications.

Financials

Profit and loss (EUR m)	2012	2013	2014	2015	2016E	2017E	2018E
Net sales	339.5	337.9	385.5	468.2	500.0	530.0	561.8
<i>Sales growth</i>	121.5 %	-0.5 %	14.1 %	21.4 %	6.8 %	6.0 %	6.0 %
Increase/decrease in finished goods and work-in-process	0.3	0.9	1.2	2.7	1.0	1.0	1.1
Total sales	339.8	338.8	386.8	470.9	501.0	531.0	562.9
Other operating income	6.4	6.7	5.0	6.3	4.0	4.1	4.1
Material expenses	222.9	226.7	258.3	309.3	331.0	349.3	368.9
Personnel expenses	71.9	66.2	72.4	89.5	95.9	102.1	107.7
Other operating expenses	34.9	32.5	38.2	50.0	45.6	47.7	50.1
Total operating expenses	323.3	318.7	363.9	442.6	468.5	495.0	522.6
EBITDA	16.6	20.1	22.9	28.4	32.5	36.0	40.3
Depreciation	2.7	2.3	2.2	7.7	4.3	4.8	5.0
EBITA	13.8	17.8	20.7	20.6	28.2	31.2	35.3
Amortisation of goodwill	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Amortisation of intangible assets	2.7	3.5	4.1	0.0	4.5	4.2	4.0
Impairment charges	0.0	0.0	0.0	0.0	0.0	0.0	0.0
EBIT	11.1	14.3	16.6	20.6	23.7	27.0	31.3
Interest income	0.6	0.5	1.6	0.3	0.3	0.3	0.4
Interest expenses	2.0	2.7	3.2	3.0	2.6	2.0	2.0
Other financial result	0.0	0.0	-0.3	0.5	-0.2	-0.1	0.0
Financial result	-1.4	-2.2	-1.8	-2.2	-2.5	-1.7	-1.5
Recurring pretax income from continuing operations	9.8	12.1	14.8	18.4	21.1	25.3	29.8
Extraordinary income/loss	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Earnings before taxes	9.8	12.1	14.8	18.4	21.1	25.3	29.8
Taxes	0.3	0.1	0.8	0.8	1.5	1.8	2.1
Net income from continuing operations	9.4	11.9	14.0	17.6	19.6	23.5	27.7
Result from discontinued operations (net of tax)	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net income	9.4	11.9	14.0	17.6	19.6	23.5	27.7
Minority interest	1.7	0.2	1.0	1.8	1.9	2.4	2.5
Net income (net of minority interest)	7.7	11.7	13.0	15.8	17.8	21.1	25.1
Average number of shares	28.3	39.2	41.2	43.5	43.8	43.8	43.8
EPS reported	0.27	0.30	0.32	0.36	0.41	0.48	0.57

Profit and loss (common size)	2012	2013	2014	2015	2016E	2017E	2018E
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	0.1 %	0.3 %	0.3 %	0.6 %	0.2 %	0.2 %	0.2 %
Total sales	100.1 %	100.3 %	100.3 %	100.6 %	100.2 %	100.2 %	100.2 %
Other operating income	1.9 %	2.0 %	1.3 %	1.3 %	0.8 %	0.8 %	0.7 %
Material expenses	65.6 %	67.1 %	67.0 %	66.1 %	66.2 %	65.9 %	65.7 %
Personnel expenses	21.2 %	19.6 %	18.8 %	19.1 %	19.2 %	19.3 %	19.2 %
Other operating expenses	10.3 %	9.6 %	9.9 %	10.7 %	9.1 %	9.0 %	8.9 %
Total operating expenses	95.2 %	94.3 %	94.4 %	94.5 %	93.7 %	93.4 %	93.0 %
EBITDA	4.9 %	5.9 %	5.9 %	6.1 %	6.5 %	6.8 %	7.2 %
Depreciation	0.8 %	0.7 %	0.6 %	1.7 %	0.9 %	0.9 %	0.9 %
EBITA	4.1 %	5.3 %	5.4 %	4.4 %	5.6 %	5.9 %	6.3 %
Amortisation of goodwill	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Amortisation of intangible assets	0.8 %	1.0 %	1.1 %	0.0 %	0.9 %	0.8 %	0.7 %
Impairment charges	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
EBIT	3.3 %	4.2 %	4.3 %	4.4 %	4.7 %	5.1 %	5.6 %
Interest income	0.2 %	0.1 %	0.4 %	0.1 %	0.1 %	0.1 %	0.1 %
Interest expenses	0.6 %	0.8 %	0.8 %	0.6 %	0.5 %	0.4 %	0.3 %
Other financial result	0.0 %	0.0 %	-0.1 %	0.1 %	0.0 %	0.0 %	0.0 %
Financial result	-0.4 %	-0.7 %	-0.5 %	-0.5 %	-0.5 %	-0.3 %	-0.3 %
Recurring pretax income from continuing operations	2.9 %	3.6 %	3.8 %	3.9 %	4.2 %	4.8 %	5.3 %
Extraordinary income/loss	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Earnings before taxes	2.9 %	3.6 %	3.8 %	3.9 %	4.2 %	4.8 %	5.3 %
Tax rate	3.4 %	1.1 %	5.2 %	4.3 %	7.0 %	7.0 %	7.0 %
Net income from continuing operations	2.8 %	3.5 %	3.6 %	3.8 %	3.9 %	4.4 %	4.9 %
Income from discontinued operations (net of tax)	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Net income	2.8 %	3.5 %	3.6 %	3.8 %	3.9 %	4.4 %	4.9 %
Minority interest	0.5 %	0.1 %	0.3 %	0.4 %	0.4 %	0.5 %	0.5 %
Net income (net of minority interest)	2.3 %	3.5 %	3.4 %	3.4 %	3.6 %	4.0 %	4.5 %

Source: Company data, Hauck & Aufhäuser

Balance sheet (EUR m)	2012	2013	2014	2015	2016E	2017E	2018E
Intangible assets	39.7	44.8	57.1	72.8	74.5	73.5	72.3
Property, plant and equipment	9.9	9.0	11.4	15.2	13.4	13.9	13.9
Financial assets	3.8	2.8	3.8	3.1	3.1	3.1	3.1
FIXED ASSETS	53.4	56.5	72.3	91.0	91.0	90.5	89.3
Inventories	23.4	22.7	30.0	28.7	30.7	32.5	34.5
Accounts receivable	81.9	71.6	95.7	86.4	92.3	97.8	103.7
Other current assets	15.4	15.2	22.0	36.7	37.6	38.5	39.5
Liquid assets	29.9	42.9	39.5	60.3	53.5	70.7	92.1
Deferred taxes	9.9	11.1	13.6	15.9	15.9	15.9	15.9
Deferred charges and prepaid expenses	0.0	0.0	0.0	0.0	0.0	0.0	0.0
CURRENT ASSETS	160.5	163.6	200.8	228.0	230.0	255.5	285.7
TOTAL ASSETS	214.0	220.1	273.1	319.1	321.0	346.0	375.0
SHAREHOLDERS EQUITY	61.8	69.2	86.9	99.8	115.1	132.8	154.1
MINORITY INTEREST	2.2	2.1	2.8	2.4	2.4	2.4	2.4
Long-term debt	11.5	23.9	26.1	28.1	15.0	15.0	15.0
Provisions for pensions and similar obligations	3.0	2.9	2.3	2.5	2.5	2.5	2.6
Other provisions	17.2	3.9	4.6	6.0	6.1	6.3	6.5
Non-current liabilities	31.7	30.7	33.0	36.5	23.7	23.9	24.1
short-term liabilities to banks	37.8	28.4	14.8	22.9	15.0	15.0	15.0
Accounts payable	53.7	46.6	74.2	70.1	74.9	79.3	84.1
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)	25.6	41.8	59.9	85.9	88.5	91.1	93.8
Deferred taxes	1.2	1.4	1.5	1.4	1.4	1.4	1.4
Deferred income	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Current liabilities	118.3	118.1	150.3	180.3	179.8	186.9	194.4
TOTAL LIABILITIES AND SHAREHOLDERS EQUITY	214.0	220.1	273.1	319.1	321.0	346.0	375.0

Balance sheet (common size)	2012	2013	2014	2015	2016E	2017E	2018E
Intangible assets	18.6 %	20.3 %	20.9 %	22.8 %	23.2 %	21.2 %	19.3 %
Property, plant and equipment	4.6 %	4.1 %	4.2 %	4.7 %	4.2 %	4.0 %	3.7 %
Financial assets	1.8 %	1.3 %	1.4 %	1.0 %	1.0 %	0.9 %	0.8 %
FIXED ASSETS	25.0 %	25.7 %	26.5 %	28.5 %	28.3 %	26.1 %	23.8 %
Inventories	10.9 %	10.3 %	11.0 %	9.0 %	9.6 %	9.4 %	9.2 %
Accounts receivable	38.3 %	32.6 %	35.0 %	27.1 %	28.8 %	28.3 %	27.7 %
Other current assets	7.2 %	6.9 %	8.1 %	11.5 %	11.7 %	11.1 %	10.5 %
Liquid assets	14.0 %	19.5 %	14.5 %	18.9 %	16.7 %	20.4 %	24.6 %
Deferred taxes	4.6 %	5.1 %	5.0 %	5.0 %	5.0 %	4.6 %	4.2 %
Deferred charges and prepaid expenses	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
CURRENT ASSETS	75.0 %	74.3 %	73.5 %	71.5 %	71.7 %	73.9 %	76.2 %
TOTAL ASSETS	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %
SHAREHOLDERS EQUITY	28.9 %	31.4 %	31.8 %	31.3 %	35.9 %	38.4 %	41.1 %
MINORITY INTEREST	1.0 %	0.9 %	1.0 %	0.8 %	0.8 %	0.7 %	0.6 %
Long-term debt	5.4 %	10.9 %	9.6 %	8.8 %	4.7 %	4.3 %	4.0 %
Provisions for pensions and similar obligations	1.4 %	1.3 %	0.8 %	0.8 %	0.8 %	0.7 %	0.7 %
Other provisions	8.0 %	1.8 %	1.7 %	1.9 %	1.9 %	1.8 %	1.7 %
Non-current liabilities	14.8 %	14.0 %	12.1 %	11.5 %	7.4 %	6.9 %	6.4 %
short-term liabilities to banks	17.7 %	12.9 %	5.4 %	7.2 %	4.7 %	4.3 %	4.0 %
Accounts payable	25.1 %	21.2 %	27.2 %	22.0 %	23.3 %	22.9 %	22.4 %
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)	11.9 %	19.0 %	21.9 %	26.9 %	27.6 %	26.3 %	25.0 %
Deferred taxes	0.6 %	0.6 %	0.5 %	0.5 %	0.4 %	0.4 %	0.4 %
Deferred income	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Current liabilities	55.3 %	53.7 %	55.1 %	56.5 %	56.0 %	54.0 %	51.8 %
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)	2012	2013	2014	2015	2016E	2017E	2018E
Net profit/loss	9.4	11.9	14.0	17.6	19.6	23.5	27.7
Depreciation of fixed assets (incl. leases)	2.7	2.3	2.2	7.7	4.3	4.8	5.0
Amortisation of goodwill	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Amortisation of intangible assets	2.7	3.5	4.1	0.0	4.5	4.2	4.0
Others	2.3	-10.6	4.1	-5.2	0.0	0.0	0.0
Cash flow from operations before changes in w/c	17.2	7.2	24.4	20.2	28.5	32.5	36.7
Increase/decrease in inventory	-2.8	0.7	-7.4	1.3	-2.0	-1.8	-2.0
Increase/decrease in accounts receivable	3.1	10.3	-24.0	9.2	-5.9	-5.5	-5.9
Increase/decrease in accounts payable	-6.9	-7.1	27.6	-4.1	4.8	4.5	4.8
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	-6.6	3.9	-3.8	6.5	-3.1	-2.9	-3.1
Cash flow from operating activities	10.6	11.1	20.6	26.7	25.4	29.6	33.6
CAPEX	3.2	5.8	5.8	9.5	8.8	8.5	7.9
Payments for acquisitions	0.2	-4.6	5.5	0.4	0.0	0.0	0.0
Financial investments	-0.6	0.2	1.7	0.6	0.0	0.0	0.0
Income from asset disposals	0.5	1.4	0.4	0.9	1.0	0.0	0.0
Cash flow from investing activities	-2.2	0.0	-12.6	-9.6	-7.8	-8.5	-7.9
Cash flow before financing	8.4	11.1	8.0	17.1	17.6	21.2	25.8
Increase/decrease in debt position	-13.2	1.9	3.1	6.1	-21.0	0.0	0.0
Purchase of own shares	0.0	1.3	0.0	n/a	0.0	0.0	0.0
Capital measures	1.7	-0.1	10.5	0.0	0.0	0.0	0.0
Dividends paid	0.0	0.0	2.4	3.1	3.5	3.9	4.4
Others	-0.3	-2.1	1.3	-3.8	0.0	0.0	0.0
Effects of exchange rate changes on cash	0.5	-0.5	-1.1	0.5	0.0	0.0	0.0
Cash flow from financing activities	-11.8	-1.6	12.5	-0.7	-24.4	-3.9	-4.4
Increase/decrease in liquid assets	-2.9	9.1	19.5	16.8	-6.8	17.2	21.4
Liquid assets at end of period	29.9	42.9	39.5	60.3	53.5	70.7	92.1

Source: Company data, Hauck & Aufhäuser

Regional split (EUR m)	2012	2013	2014	2015	2016E	2017E	2018E
Domestic	70.0	68.4	65.1	65.5	65.0	68.9	73.0
yoy change	62.2 %	-2.4 %	-4.8 %	0.7 %	-0.8 %	6.0 %	6.0 %
Rest of Europe	269.5	269.6	320.5	402.6	435.0	461.1	488.8
yoy change	144.8 %	0.0 %	18.9 %	25.6 %	8.0 %	6.0 %	6.0 %
NAFTA	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
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	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
TTL	339.5	337.9	385.5	468.2	500.0	530.0	561.8
yoy change	121.5 %	-0.5 %	14.1 %	21.4 %	6.8 %	6.0 %	6.0 %

Source: Company data, Hauck & Aufhäuser

Key ratios (EUR m)	2012	2013	2014	2015	2016E	2017E	2018E
P&L growth analysis							
Sales growth	121.5 %	-0.5 %	14.1 %	21.4 %	6.8 %	6.0 %	6.0 %
EBITDA growth	35.1 %	21.3 %	14.0 %	23.9 %	14.4 %	10.9 %	11.9 %
EBIT growth	17.4 %	28.2 %	16.2 %	24.1 %	14.7 %	14.2 %	15.9 %
EPS growth	-6.6 %	9.3 %	5.4 %	15.3 %	11.5 %	18.7 %	19.1 %
Efficiency							
Total operating costs / sales	95.2 %	94.3 %	94.4 %	94.5 %	93.7 %	93.4 %	93.0 %
Sales per employee	203.6	211.9	203.5	209.9	222.0	233.0	244.5
EBITDA per employee	9.9	12.6	12.1	12.7	14.4	15.8	17.5
Balance sheet analysis							
Avg. working capital / sales	14.2 %	14.7 %	12.9 %	10.3 %	9.3 %	9.4 %	9.4 %
Inventory turnover (sales/inventory)	14.5	14.9	12.8	16.3	16.3	16.3	16.3
Trade debtors in days of sales	88.1	77.4	90.6	67.4	67.4	67.4	67.4
A/P turnover [(A/P*365)/sales]	57.7	50.3	70.2	54.6	54.6	54.6	54.6
Cash conversion cycle (days)	38.5	38.9	28.2	18.6	18.7	18.4	18.3
Cash flow analysis							
Free cash flow	7.5	5.3	14.8	17.2	16.6	21.2	25.8
Free cash flow/sales	2.2 %	1.6 %	3.8 %	3.7 %	3.3 %	4.0 %	4.6 %
FCF / net profit	96.4 %	45.3 %	114.1 %	108.6 %	93.6 %	100.2 %	102.5 %
Capex / depre	46.9 %	103.4 %	119.1 %	130.9 %	99.4 %	94.2 %	87.4 %
Capex / maintenance capex	n/a	78.4 %	37.3 %	36.0 %	35.7 %	73.6 %	68.3 %
Capex / sales	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Security							
Net debt	19.4	9.3	1.5	-9.4	-23.5	-40.7	-62.1
Net Debt/EBITDA	1.2	0.5	0.1	0.0	0.0	0.0	0.0
Net debt / equity	0.3	0.1	0.0	-0.1	-0.2	-0.3	-0.4
Interest cover	5.6	5.3	5.2	6.9	9.0	13.8	16.1
Dividend payout ratio	0.0 %	20.1 %	23.3 %	21.9 %	22.2 %	20.8 %	20.9 %
Asset utilisation							
Capital employed turnover	2.5	2.6	2.8	2.9	3.2	3.0	2.9
Operating assets turnover	5.5	6.0	6.1	7.8	8.1	8.2	8.3
Plant turnover	34.2	37.6	33.7	30.9	37.4	38.3	40.4
Inventory turnover (sales/inventory)	14.5	14.9	12.8	16.3	16.3	16.3	16.3
Returns							
ROCE	8.3 %	10.8 %	12.4 %	13.8 %	14.9 %	16.3 %	16.9 %
ROE	12.5 %	17.0 %	14.9 %	15.9 %	15.4 %	15.9 %	16.3 %
Other							
Interest paid / avg. debt	3.7 %	5.3 %	6.8 %	6.5 %	6.5 %	6.5 %	6.5 %
No. employees (average)	1668	1595	1895	2230	2252	2275	2298
Number of shares	28.3	39.2	41.2	43.5	43.8	43.8	43.8
DPS	0.0	0.1	0.1	0.1	0.1	0.1	0.1
EPS reported	0.27	0.30	0.32	0.36	0.41	0.48	0.57
Valuation ratios							
P/BV	4.1	3.7	3.2	2.9	2.5	2.2	1.9
EV/sales	0.8	0.8	0.7	0.6	0.5	0.5	0.4
EV/EBITDA	16.8	13.4	12.5	9.7	8.1	6.9	5.6
EV/EBITA	20.1	15.1	13.8	13.3	9.4	7.9	6.4
EV/EBIT	25.0	18.8	17.2	13.3	11.2	9.1	7.2
EV/FCF	37.3	50.4	19.2	16.0	15.9	11.7	8.8
Adjusted FCF yield	3.7 %	5.5 %	5.6 %	7.2 %	8.6 %	10.3 %	13.0 %
Dividend yield	0.0 %	0.9 %	1.1 %	1.2 %	1.4 %	1.5 %	1.8 %

Source: Company data, Hauck & Aufhäuser

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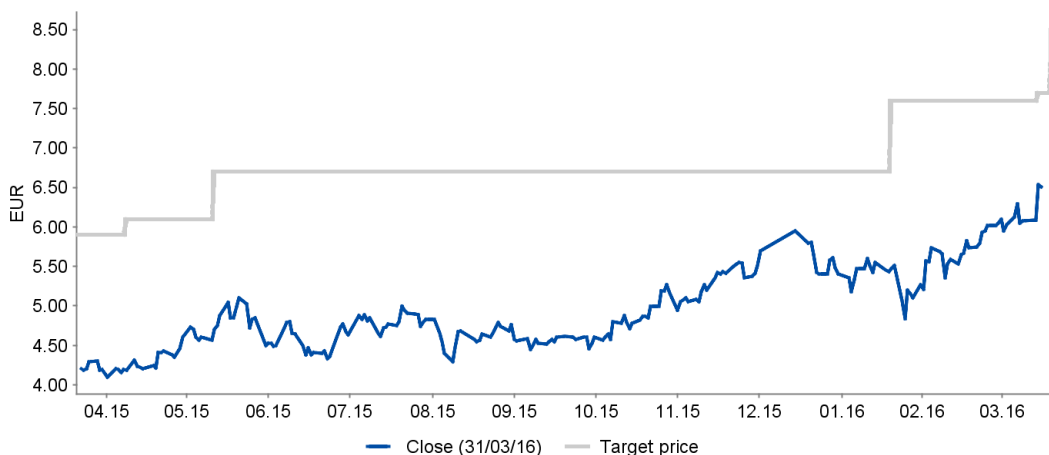
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Company	Disclosure
S&T AG	2, 3, 5

Historical target price and rating changes for S&T AG in the last 12 months

**Price and Rating History
S&T AG as of 05/04/16**

Initiation coverage
30-May-12



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