



Buy (old: Buy)

Price target: EUR 31.00 (old: EUR 31.00)

Price: EUR 17.50 **Next result:** FY 2019 tba
Bloomberg: V3S GR **Market cap:** EUR 127.3 m
Reuters: V3SG.DE **Enterprise Value:** EUR 127.2 m

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Positive x-read: Gastrofix sale underpins attractive upside

German Gastrofix announced that it will be bought out by Lightspeed POS Inc. for USD at least 126m or roughly 10x sales. The company is a cash register provider in Germany with 8,000 customers and USD 12.5m revenues. Lightspeed is a Canadian cloud-POS service provider targeting retail and hospitality. **Key takeaways:**

- **The deal emphasizes Vectron's undervaluation** trading at only 5.0x sales 2019E and 2.5x sales 2020E. A 10x sales multiple would yield a price target of € 70 per share for Vectron on 2020 estimates and of € 35 per share on 2019. In fact, Vectron should deserve a valuation premium, considering its large installed base (80,000 vs 8,000), which opens up stronger monetization opportunities.
- **The acquisition reveals the strategic value of an installed POS base** which for instance allows to gather and evaluate valuable Big Data (e.g. what beer brands do Germans drink where and when?) and cross-sell digital services. Against this backdrop, its installed base can be seen as a prized asset, and Vectron should itself be a sought-after take-over target.

In fact, the strategy to monetize its asset should **evoke highly dynamic top- and bottom-line growth** (sales +34% CAGR '18-'22E; eH&A), transforming Vectron into a much more profitable company with a rising share of repeat business. Two main thrusts:

- Vectron is set to thrive on a replacement demand super-cycle as fiscal regulation will require all cash registers to be tamper-proof from Jan. 1, 2020, **yielding total revenues for Vectron of € 66m over a three-year-span** (eH&A).
- Vectron's strategy to cross-sell a portfolio of digital services (loyalty, payment, table reservation) should return a high-margin fee per transaction of which Vectron will keep roughly 50% to itself. By 2022E, **the digital business should dominate** and explain 64% of our € 79m revenue estimate.

Must-have stock for 2020: Valuation looks cheap neither fully accounting for the margin-rich digital business nor the windfall opportunity from the German cash register legislation. As such, the time looks right to invest. **Reiterate BUY with an unchanged PT of € 31** based on DCF.



Source: Company data, Hauck & Aufhäuser

High/low 52 weeks: 19.60 / 9.02
Price/Book Ratio: 11.8
Relative performance (SDAX):
3 months 14.4 %
6 months 71.3 %
12 months -

Changes in estimates

		Sales	EBIT	EPS
2019	old:	25.5	-5.0	-0.52
	Δ	-	-	-
2020	old:	51.8	6.7	0.60
	Δ	-	-	-
2021	old:	56.2	10.3	0.93
	Δ	-	-	-

Key share data:

Number of shares: (in m pcs) 6.9
Authorised capital: (in € m) 3.3
Book value per share: (in €) 1.5
Ø trading volume: (12 months) 10,500

Major shareholders:

Management 46.0 %
Free Float 44.0 %
Primepulse SE 10.0 %

Company description:

German market leader for POS systems looking to monetise its installed base

Y/E 31.12 (EUR m)	2015	2016	2017	2018	2019E	2020E	2021E
Sales	25.9	33.7	32.4	24.8	25.5	51.8	56.2
Sales growth	15 %	30 %	-4 %	-23 %	3 %	103 %	8 %
EBITDA	2.6	3.6	2.3	-3.8	-3.3	8.5	12.1
EBIT	2.1	3.1	1.7	-5.4	-5.0	6.7	10.3
Net income	1.2	2.0	1.1	-3.9	-3.7	4.3	6.8
Net debt	-4.2	-7.2	-1.7	1.2	-1.0	2.4	-0.3
Net gearing	-54.0 %	-48.5 %	-12.1 %	11.9 %	-8.9 %	15.3 %	-1.2 %
Net Debt/EBITDA	0.0	0.0	0.0	-0.3	0.0	0.3	0.0
EPS pro forma	0.20	0.30	0.16	-0.59	-0.52	0.60	0.93
CPS	0.18	0.05	-0.45	-0.39	-0.42	-0.37	0.48
DPS	0.11	0.25	0.06	0.05	0.00	0.00	0.03
Dividend yield	0.6 %	1.4 %	0.3 %	0.3 %	0.0 %	0.0 %	0.2 %
Gross profit margin	54.9 %	54.4 %	55.6 %	53.3 %	54.5 %	61.5 %	62.0 %
EBITDA margin	10.2 %	10.7 %	7.0 %	-15.2 %	-12.8 %	16.4 %	21.5 %
EBIT margin	8.0 %	9.2 %	5.4 %	-22.0 %	-19.5 %	13.0 %	18.4 %
ROCE	15.2 %	16.5 %	8.3 %	-25.0 %	-20.4 %	25.5 %	32.7 %
EV/sales	4.0	3.3	3.6	4.7	5.0	2.5	2.3
EV/EBITDA	38.7	30.6	51.1	-31.3	-39.0	15.4	10.6
EV/EBIT	49.5	35.8	66.0	-21.6	-25.6	19.4	12.4
PER	88.8	58.8	107.6	-29.9	-34.0	29.4	18.8
Adjusted FCF yield	1.6 %	2.0 %	0.1 %	-2.0 %	-2.6 %	3.7 %	5.8 %

Source: Company data, Hauck & Aufhäuser Close price as of: 08.01.2020

Please refer to important disclosures at the end of the report

Financials

Profit and loss (EUR m)	2015	2016	2017	2018	2019E	2020E	2021E
Net sales	25.9	33.7	32.4	24.8	25.5	51.8	56.2
<i>Sales growth</i>	15.4 %	30.4 %	-4.0 %	-23.3 %	2.7 %	103.1 %	8.5 %
Increase/decrease in finished goods and work-in-process	0.1	0.0	0.6	0.2	0.4	0.5	0.6
Total sales	25.9	33.7	33.0	25.0	25.9	52.3	56.8
Other operating income	1.1	0.4	0.6	0.5	0.5	0.9	1.0
Material expenses	11.7	15.4	14.6	11.7	11.8	20.1	21.6
Personnel expenses	7.1	8.6	9.7	10.2	10.4	15.7	15.6
Other operating expenses	5.6	6.6	7.0	7.4	7.5	8.9	8.5
Total operating expenses	23.3	30.1	30.7	28.8	29.1	43.8	44.7
EBITDA	2.6	3.6	2.3	-3.8	-3.3	8.5	12.1
Depreciation	0.3	0.3	0.3	0.3	0.3	0.3	0.4
EBITA	2.3	3.3	1.9	-4.1	-3.6	8.1	11.7
Amortisation of goodwill	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Amortisation of intangible assets	0.2	0.2	0.2	1.4	1.4	1.4	1.4
Impairment charges	0.0	0.0	0.0	0.0	0.0	0.0	0.0
EBIT (inc revaluation net)	2.1	3.1	1.7	-5.4	-5.0	6.7	10.3
Interest income	0.1	0.1	0.1	0.0	0.0	0.0	0.0
Interest expenses	0.3	0.2	0.2	0.2	0.5	0.5	0.6
Other financial result	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Financial result	-0.2	-0.1	-0.1	-0.2	-0.5	-0.5	-0.5
Recurring pretax income from continuing operations	1.8	3.0	1.7	-5.6	-5.4	6.3	9.8
Extraordinary income/loss	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Earnings before taxes	1.8	3.0	1.7	-5.6	-5.4	6.3	9.8
Taxes	0.7	1.0	0.6	-1.7	-1.7	1.9	3.0
Net income from continuing operations	1.2	2.0	1.1	-3.9	-3.7	4.3	6.8
Result from discontinued operations (net of tax)	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net income	1.2	2.0	1.1	-3.9	-3.7	4.3	6.8
Minority interest	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net profit (reported)	1.2	2.0	1.1	-3.9	-3.7	4.3	6.8
Average number of shares	6.0	6.6	6.6	6.6	6.9	7.3	7.3
EPS reported	0.20	0.30	0.16	-0.59	-0.54	0.60	0.93

Profit and loss (common size)	2015	2016	2017	2018	2019E	2020E	2021E
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	0.3 %	0.1 %	1.9 %	0.9 %	1.5 %	1.0 %	1.0 %
Total sales	100.3 %	100.1 %	101.9 %	100.9 %	101.5 %	101.0 %	101.0 %
Other operating income	4.1 %	1.3 %	1.7 %	1.8 %	2.0 %	1.8 %	1.8 %
Material expenses	45.2 %	45.6 %	45.2 %	47.1 %	46.2 %	38.9 %	38.4 %
Personnel expenses	27.3 %	25.6 %	30.0 %	41.1 %	40.7 %	30.4 %	27.8 %
Other operating expenses	21.7 %	19.5 %	21.5 %	29.7 %	29.4 %	17.2 %	15.2 %
Total operating expenses	90.1 %	89.4 %	95.0 %	116.1 %	114.3 %	84.6 %	79.5 %
EBITDA	10.2 %	10.7 %	7.0 %	neg.	neg.	16.4 %	21.5 %
Depreciation	1.3 %	1.0 %	1.1 %	1.2 %	1.2 %	0.6 %	0.6 %
EBITA	8.9 %	9.7 %	5.9 %	neg.	neg.	15.7 %	20.9 %
Amortisation of goodwill	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Amortisation of intangible assets	0.9 %	0.6 %	0.5 %	5.6 %	5.5 %	2.7 %	2.5 %
Impairment charges	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
EBIT (inc revaluation net)	8.0 %	9.2 %	5.4 %	neg.	neg.	13.0 %	18.4 %
Interest income	0.2 %	0.2 %	0.2 %	0.2 %	0.2 %	0.1 %	0.1 %
Interest expenses	1.1 %	0.6 %	0.5 %	0.8 %	2.0 %	1.0 %	1.0 %
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.
Recurring pretax income from continuing operations	7.1 %	8.8 %	5.1 %	neg.	neg.	12.1 %	17.5 %
Extraordinary income/loss	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Earnings before taxes	7.1 %	8.8 %	5.1 %	neg.	neg.	12.1 %	17.5 %
Tax rate	35.6 %	33.7 %	35.2 %	31.0 %	31.0 %	31.0 %	31.0 %
Net income from continuing operations	4.6 %	5.8 %	3.3 %	neg.	neg.	8.4 %	12.1 %
Income from discontinued operations (net of tax)	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Net income	4.6 %	5.8 %	3.3 %	neg.	neg.	8.4 %	12.1 %
Minority interest	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Net profit (reported)	4.6 %	5.8 %	3.3 %	neg.	neg.	8.4 %	12.1 %

Source: Company data, Hauck & Aufhäuser

Balance sheet (EUR m)	2015	2016	2017	2018	2019E	2020E	2021E
Intangible assets	0.5	0.4	1.5	0.2	-0.3	0.2	0.9
Property, plant and equipment	0.8	0.7	0.6	0.6	0.5	0.6	0.8
Financial assets	0.9	0.9	1.8	1.8	1.8	1.8	1.8
FIXED ASSETS	2.2	2.1	4.0	2.6	2.0	2.6	3.5
Inventories	3.8	4.8	7.6	5.8	5.1	10.4	11.2
Accounts receivable	3.4	4.9	3.3	2.3	2.3	4.7	7.2
Other current assets	0.4	1.0	0.8	0.9	0.9	0.9	0.9
Liquid assets	9.5	11.7	5.5	11.6	13.7	10.4	15.5
Deferred taxes	0.1	0.1	0.1	1.7	1.7	1.7	1.7
Deferred charges and prepaid expenses	0.1	0.1	0.2	0.1	0.1	0.1	0.1
CURRENT ASSETS	17.2	22.5	17.5	22.3	23.8	28.2	36.7
TOTAL ASSETS	19.4	24.6	21.5	24.9	25.8	30.8	40.2
SHAREHOLDERS EQUITY	7.7	14.9	14.3	10.1	11.1	15.4	22.2
MINORITY INTEREST	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Long-term debt	5.3	4.4	3.8	12.8	12.8	12.8	12.8
Provisions for pensions and similar obligations	1.5	2.1	1.4	0.9	0.9	0.9	0.9
Other provisions	0.5	1.1	0.2	0.0	0.0	0.0	0.0
Non-current liabilities	7.2	7.6	5.5	13.7	13.7	13.7	13.7
short-term liabilities to banks	0.0	0.0	0.0	0.0	0.0	0.0	2.5
Accounts payable	1.5	1.5	1.4	0.6	0.6	1.3	1.4
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)	2.9	0.6	0.2	0.4	0.4	0.4	0.4
Deferred taxes	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Deferred income	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Current liabilities	4.4	2.0	1.7	1.0	1.0	1.7	4.3
TOTAL LIABILITIES AND SHAREHOLDERS EQUITY	19.4	24.6	21.5	24.9	25.8	30.8	40.2

Balance sheet (common size)	2015	2016	2017	2018	2019E	2020E	2021E
Intangible assets	2.4 %	1.8 %	7.2 %	0.8 %	-1.2 %	0.7 %	2.3 %
Property, plant and equipment	4.0 %	2.9 %	2.8 %	2.3 %	1.9 %	2.0 %	1.9 %
Financial assets	4.6 %	3.7 %	8.4 %	7.3 %	7.0 %	5.9 %	4.5 %
FIXED ASSETS	11.1 %	8.4 %	18.4 %	10.3 %	7.7 %	8.6 %	8.8 %
Inventories	19.6 %	19.4 %	35.4 %	23.4 %	19.8 %	33.6 %	28.0 %
Accounts receivable	17.6 %	19.9 %	15.3 %	9.1 %	9.0 %	15.4 %	18.0 %
Other current assets	1.9 %	3.9 %	3.5 %	3.7 %	3.6 %	3.0 %	2.3 %
Liquid assets	48.8 %	47.5 %	25.8 %	46.5 %	53.2 %	33.8 %	38.6 %
Deferred taxes	0.7 %	0.5 %	0.5 %	6.7 %	6.4 %	5.4 %	4.1 %
Deferred charges and prepaid expenses	0.3 %	0.4 %	1.0 %	0.3 %	0.3 %	0.2 %	0.2 %
CURRENT ASSETS	88.9 %	91.6 %	81.6 %	89.7 %	92.3 %	91.4 %	91.2 %
TOTAL ASSETS	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %
SHAREHOLDERS EQUITY	39.8 %	60.6 %	66.8 %	40.8 %	42.9 %	50.0 %	55.2 %
MINORITY INTEREST	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Long-term debt	27.3 %	18.1 %	17.8 %	51.3 %	49.4 %	41.4 %	31.8 %
Provisions for pensions and similar obligations	7.6 %	8.4 %	6.6 %	3.8 %	3.7 %	3.1 %	2.4 %
Other provisions	2.4 %	4.6 %	1.0 %	0.1 %	0.1 %	0.1 %	0.1 %
Non-current liabilities	37.3 %	31.1 %	25.5 %	55.2 %	53.2 %	44.6 %	34.2 %
short-term liabilities to banks	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	6.2 %
Accounts payable	7.7 %	5.9 %	6.7 %	2.4 %	2.4 %	4.1 %	3.4 %
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)	15.1 %	2.4 %	1.1 %	1.6 %	1.5 %	1.3 %	1.0 %
Deferred taxes	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Deferred income	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Current liabilities	22.8 %	8.3 %	7.8 %	4.0 %	3.9 %	5.4 %	10.6 %
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)	2015	2016	2017	2018	2019E	2020E	2021E
Net profit/loss	1.2	2.0	1.1	-3.9	-3.7	4.3	6.8
Depreciation of fixed assets (incl. leases)	0.3	0.3	0.3	0.3	0.3	0.3	0.4
Amortisation of goodwill	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Amortisation of intangible assets	0.2	0.2	0.2	1.4	1.4	1.4	1.4
Others	0.6	0.8	-1.8	-2.1	0.0	0.0	0.0
Cash flow from operations before changes in w/c	2.3	3.3	-0.2	-4.3	-2.0	6.1	8.5
Increase/decrease in inventory	-0.9	-1.0	-2.8	1.8	0.7	-5.3	-0.9
Increase/decrease in accounts receivable	-0.5	-1.5	1.6	1.0	-0.1	-2.4	-2.5
Increase/decrease in accounts payable	0.6	0.0	0.0	-0.8	0.0	0.6	0.1
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	-0.8	-2.5	-1.3	2.0	0.7	-7.0	-3.3
Cash flow from operating activities	1.5	0.8	-1.5	-2.3	-1.4	-1.0	5.3
CAPEX	0.4	0.4	1.5	0.3	1.1	2.4	2.6
Payments for acquisitions	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Financial investments	0.0	0.0	0.9	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
Cash flow from investing activities	-0.4	-0.4	-2.4	-0.3	-1.1	-2.4	-2.6
Cash flow before financing	1.1	0.3	-3.9	-2.6	-2.5	-3.3	2.6
Increase/decrease in debt position	3.7	-3.3	-0.6	8.9	0.0	0.0	2.5
Purchase of own shares	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Capital measures	0.0	5.9	0.0	0.0	5.0	0.0	0.0
Dividends paid	0.5	0.7	1.6	0.3	0.3	0.0	0.0
Others	0.0	0.0	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
Cash flow from financing activities	3.2	1.9	-2.2	8.6	4.7	0.0	2.5
Increase/decrease in liquid assets	4.3	2.2	-6.1	6.0	2.2	-3.3	5.1
Liquid assets at end of period	9.5	11.7	5.5	11.6	13.7	10.4	15.5

Source: Company data, Hauck & Aufhäuser

Regional split (EUR m)	2015	2016	2017	2018	2019E	2020E	2021E
Domestic	18.0	25.9	23.7	18.2	19.9	42.5	48.0
yoy change	16.0 %	43.7 %	-8.2 %	-23.3 %	9.3 %	113.6 %	13.0 %
Rest of Europe	6.6	7.4	8.2	6.3	5.4	8.9	7.9
yoy change	3.8 %	11.6 %	11.3 %	-23.1 %	-15.4 %	66.4 %	-11.7 %
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	0.6	0.5	0.4	0.3	0.3	0.4	0.3
yoy change	14.3 %	-20.9 %	-8.2 %	-29.7 %	-14.4 %	62.5 %	-18.6 %
TTL	25.9	33.7	32.4	24.8	25.5	51.8	56.2
yoy change	15.4 %	30.4 %	-4.0 %	-23.3 %	2.7 %	103.1 %	8.5 %

Source: Company data, Hauck & Aufhäuser

Key ratios (EUR m)	2015	2016	2017	2018	2019E	2020E	2021E
P&L growth analysis							
Sales growth	15.4 %	30.4 %	-4.0 %	-23.3 %	2.7 %	103.1 %	8.5 %
EBITDA growth	69.3 %	36.7 %	-37.5 %	-267.0 %	-13.4 %	-325.0 %	-470.7 %
EBIT growth	102.3 %	49.3 %	-43.4 %	-411.9 %	-9.0 %	-223.8 %	-308.2 %
EPS growth	127.1 %	51.0 %	-45.4 %	-460.5 %	-7.9 %	-201.7 %	-272.5 %
Efficiency							
Total operating costs / sales	90.1 %	89.4 %	95.0 %	116.1 %	114.3 %	84.6 %	79.5 %
Sales per employee	192.3	221.1	186.6	132.0	124.7	240.9	244.3
EBITDA per employee	19.7	23.7	13.0	-20.0	-15.9	39.4	52.6
Balance sheet analysis							
Avg. working capital / sales	21.1 %	22.1 %	29.0 %	36.0 %	30.0 %	21.6 %	22.2 %
Inventory turnover (sales/inventory)	6.8	7.1	4.3	4.3	5.0	5.0	5.0
Trade debtors in days of sales	48.1	53.0	37.1	33.4	33.4	33.4	47.0
A/P turnover [(A/P*365)/sales]	21.1	15.8	16.2	8.9	8.9	8.9	8.9
Cash conversion cycle (days)	120.4	131.5	190.9	195.6	172.2	198.3	214.1
Cash flow analysis							
Free cash flow	1.1	0.3	-3.0	-2.6	-2.5	-3.3	2.6
Free cash flow/sales	4.2 %	1.0 %	-9.2 %	-10.5 %	-9.8 %	-6.5 %	4.7 %
FCF / net profit	92.2 %	17.6 %	neg.	neg.	neg.	neg.	38.6 %
Capex / depre	72.9 %	82.4 %	473.6 %	16.5 %	66.0 %	137.7 %	150.1 %
Capex / maintenance capex	83.3 %	59.9 %	16.1 %	89.5 %	13.5 %	26.9 %	28.7 %
Capex / sales	1.6 %	1.3 %	7.4 %	1.1 %	4.4 %	4.6 %	4.7 %
Security							
Net debt	-4.2	-7.2	-1.7	1.2	-1.0	2.4	-0.3
Net Debt/EBITDA	0.0	0.0	0.0	-0.3	0.0	0.3	0.0
Net debt / equity	neg.	neg.	neg.	0.1	neg.	0.2	neg.
Interest cover	7.3	16.0	11.5	0.0	0.0	13.2	18.4
Dividend payout ratio	55.8 %	84.0 %	153.4 %	100.0 %	0.0 %	0.0 %	3.2 %
Asset utilisation							
Capital employed turnover	1.7	1.5	1.6	1.0	1.0	1.8	1.5
Operating assets turnover	4.0	3.8	3.2	3.1	3.5	3.6	3.1
Plant turnover	33.1	47.7	53.1	44.3	52.0	82.7	72.8
Inventory turnover (sales/inventory)	6.8	7.1	4.3	4.3	5.0	5.0	5.0
Returns							
ROCE	15.2 %	16.5 %	8.3 %	-25.0 %	-20.4 %	25.5 %	32.7 %
ROE	15.3 %	13.2 %	7.5 %	-38.3 %	-33.8 %	28.1 %	30.5 %
Other							
Interest paid / avg. debt	8.3 %	4.0 %	3.7 %	2.5 %	4.0 %	4.0 %	4.0 %
No. employees (average)	135	153	174	188	205	215	230
Number of shares	6.0	6.6	6.6	6.6	6.9	7.3	7.3
DPS	0.1	0.3	0.1	0.1	0.0	0.0	0.0
EPS reported	0.20	0.30	0.16	-0.59	-0.54	0.60	0.93
Valuation ratios							
P/BV	13.6	7.8	8.1	11.4	11.5	8.3	5.7
EV/sales	4.0	3.3	3.6	4.7	5.0	2.5	2.3
EV/EBITDA	38.7	30.6	51.1	-31.3	-39.0	15.4	10.6
EV/EBITA	44.5	33.7	60.3	-29.1	-35.7	16.0	10.9
EV/EBIT	49.5	35.8	66.0	-21.6	-25.6	19.4	12.4
EV/FCF	93.8	319.4	-38.6	-45.3	-50.7	-39.1	48.9
Adjusted FCF yield	1.6 %	2.0 %	0.1 %	-2.0 %	-2.6 %	3.7 %	5.8 %
Dividend yield	0.6 %	1.4 %	0.3 %	0.3 %	0.0 %	0.0 %	0.2 %

Source: Company data, Hauck & Aufhäuser

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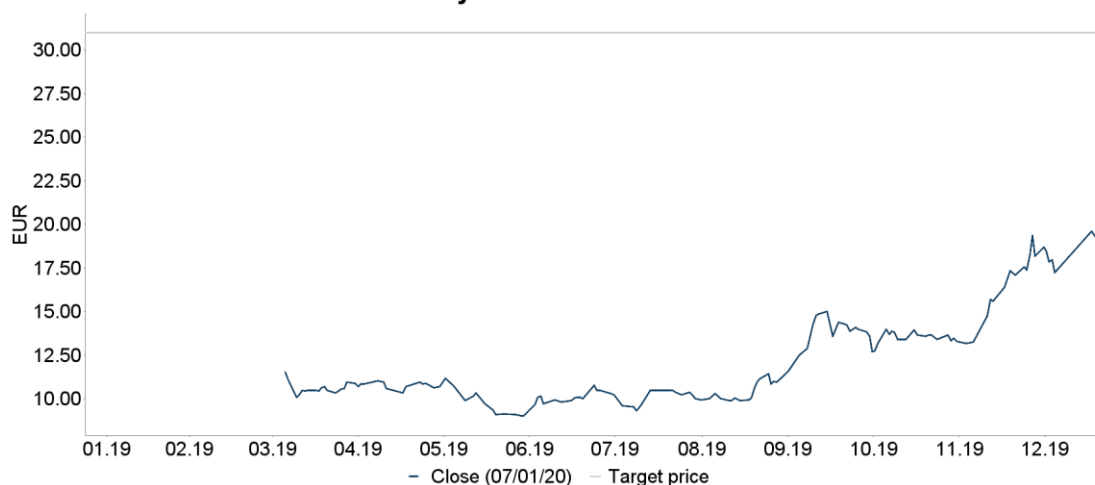
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Company	Disclosure
Vectron Systems AG	

Historical target price and rating changes for Vectron Systems AG in the last 12 months

Price and Rating History Vectron Systems AG as of 08/01/20

Initiation coverage
27-January-16



Company	Date	Analyst	Rating	Target price	Close
Vectron Systems AG	12.12.2019	Wunderlich, CFA, Tim	Buy	EUR 31,00	EUR 19,35

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