

Buy (old: Buy)

Price target: EUR 31.00 (old: EUR 31.00)

Price:	EUR 11.22	Next result:	Q3 2018 tba
Bloomberg:	V3S@GR	Market cap:	EUR 76.2 m
Reuters:	V3SG.DE	Enterprise Value:	EUR 77.3 m

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A growing appetite for data – x-read from METRO

German METRO has launched its new online platform “Digital Innovations and Solutions for Hospitality”, in short DISH. With this, the wholesale and retail giant **looks set to ambitiously pursue its digitalization strategy** with the goal of offering new services for the hospitality sector (e.g. automatic ordering).

This represents a big opportunity as the fragmented European hospitality industry (€ 420bn sales p.a.) is largely not yet digitized. Little surprising, METRO has seen strong demand for its new offering: in the past nine months, it has equipped >100k restaurants in 14 countries with **free websites** – 50k more than initially expected.

In exchange for the digital services, **METRO plans to collect data from the hospitality sector** to improve efficiency of its wholesale supply logistics, in our view. **This is where Vectron comes into play.** To collect real-time transaction data, METRO would need to have access to the cash register at the POS. We consider Vectron to be the **ideal partner** in this regard given its unmatched reach thanks to 120,000 POS installations in Germany.

And in fact, Vectron has just recently **launched a pilot project with the digital unit of METRO** to give away cash registers to restaurateurs and receive transaction data in return. Notably, we would expect METRO to pay a high-margin, recurring fee for this data which would directly benefit Vectron.

As such, Vectron is seen well on track to execute on its strategy i.e. **monetizing its installed base**. Two main thrusts:

- Leveraging one of Germany’s leading loyalty programs i.e. DeutschlandCard to its installed based, grabbing a high-margin share of each transaction.
- **Big Data monetization** – Establish itself as the dominant platform for data services allowing clients such as METRO to gather, analyse and act upon Big Data from the fragmented hospitality sector.

We expect Big Data monetization alone to yield some **€ 7m of sales by 2021E at strong 75% EBIT margins**. This, together with replacement demand arising from legislation and the DeutschlandCard cooperation explain the **expected highly dynamic growth profile** in the coming years which is not at all reflected in valuation. **BUY with a PT of € 31** based on DCF.

Y/E 31.12 (EUR m)	2014	2015	2016	2017	2018E	2019E	2020E
Sales	22.4	25.9	33.7	32.4	25.5	38.0	57.2
Sales growth	5 %	15 %	30 %	-4 %	-21 %	49 %	51 %
EBITDA	1.6	2.6	3.6	2.3	-1.8	4.1	9.7
EBIT	1.0	2.1	3.1	1.7	-2.5	3.1	8.3
Net income	0.5	1.2	2.0	1.1	-1.7	1.8	5.2
Net debt	-3.6	-4.2	-7.2	-1.7	-0.2	2.4	4.2
Net gearing	-37.0 %	-54.0 %	-48.5 %	-12.1 %	-2.3 %	19.8 %	24.5 %
Net Debt/EBITDA	0.0	0.0	0.0	0.0	0.0	0.6	0.4
EPS pro forma	0.09	0.20	0.30	0.16	-0.26	0.27	0.79
CPS	0.26	0.18	0.05	-0.45	0.03	-0.25	-0.02
DPS	0.08	0.11	0.25	0.06	0.06	0.06	0.08
Dividend yield	0.7 %	1.0 %	2.2 %	0.5 %	0.5 %	0.5 %	0.7 %
Gross profit margin	55.6 %	54.9 %	54.4 %	55.6 %	54.0 %	57.0 %	58.0 %
EBITDA margin	7.0 %	10.2 %	10.7 %	7.0 %	-7.1 %	10.9 %	17.0 %
EBIT margin	4.6 %	8.0 %	9.2 %	5.4 %	-9.7 %	8.1 %	14.5 %
ROCE	8.5 %	15.2 %	16.5 %	8.3 %	-12.0 %	13.9 %	33.8 %
EV/sales	3.0	2.6	2.1	2.3	3.0	2.1	1.4
EV/EBITDA	42.5	25.1	19.7	33.6	-42.7	19.4	8.4
EV/EBIT	65.0	32.2	23.0	43.4	-31.3	26.0	9.9
PER	132.7	58.4	38.7	70.8	-44.2	42.2	14.7
Adjusted FCF yield	1.1 %	2.4 %	3.1 %	0.2 %	-2.7 %	2.7 %	6.9 %

Source: Company data, Hauck & Aufhäuser Close price as of: 12.11.2018



Source: Company data, Hauck & Aufhäuser

High/low 52 weeks: 28.05 / 11.52

Price/Book Ratio: 6.9

Relative performance (SDAX):

3 months	-
6 months	-
12 months	-

Changes in estimates

		Sales	EBIT	EPS
2018	old:	25.5	-2.5	-0.26
	Δ	-	-	-
2019	old:	38.0	3.1	0.27
	Δ	-	-	-
2020	old:	57.2	8.3	0.79
	Δ	-	-	-

Key share data:

Number of shares: (in m pcs)	6.6
Authorised capital: (in € m)	3.3
Book value per share: (in €)	1.7
Ø trading volume: (12 months)	10,500

Major shareholders:

Free Float	44.0 %
Jens Reckendorf	28.1 %
Thomas Stümmeler	28.0 %

Company description:

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

Financials

Profit and loss (EUR m)	2014	2015	2016	2017	2018E	2019E	2020E
Net sales	22.4	25.9	33.7	32.4	25.5	38.0	57.2
<i>Sales growth</i>	4.7 %	15.4 %	30.4 %	-4.0 %	-21.3 %	49.0 %	50.5 %
Increase/decrease in finished goods and work-in-process	0.2	0.1	0.0	0.6	0.4	0.6	0.6
Total sales	22.6	25.9	33.7	33.0	25.9	38.6	57.8
Other operating income	0.9	1.1	0.4	0.6	0.5	0.8	1.0
Material expenses	10.0	11.7	15.4	14.6	11.9	16.6	24.3
Personnel expenses	6.3	7.1	8.6	9.7	9.6	11.2	15.3
Other operating expenses	5.6	5.6	6.6	7.0	6.7	7.4	9.5
Total operating expenses	21.0	23.3	30.1	30.7	27.7	34.4	48.1
EBITDA	1.6	2.6	3.6	2.3	-1.8	4.1	9.7
Depreciation	0.3	0.3	0.3	0.3	0.4	0.5	0.5
EBITA	1.2	2.3	3.3	1.9	-2.2	3.7	9.2
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	0.2	0.3	0.6	0.9
Impairment charges	0.0	0.0	0.0	0.0	0.0	0.0	0.0
EBIT (inc revaluation net)	1.0	2.1	3.1	1.7	-2.5	3.1	8.3
Interest income	0.1	0.1	0.1	0.1	0.1	0.1	0.1
Interest expenses	0.0	0.3	0.2	0.2	0.3	0.4	0.4
Other financial result	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Financial result	0.1	-0.2	-0.1	-0.1	-0.2	-0.3	-0.3
Recurring pretax income from continuing operations	1.1	1.8	3.0	1.7	-2.7	2.8	8.0
Extraordinary income/loss	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Earnings before taxes	1.1	1.8	3.0	1.7	-2.7	2.8	8.0
Taxes	0.3	0.7	1.0	0.6	-0.9	1.0	2.8
Net income from continuing operations	0.8	1.2	2.0	1.1	-1.7	1.8	5.2
Result from discontinued operations (net of tax)	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net income	0.8	1.2	2.0	1.1	-1.7	1.8	5.2
Minority interest	0.2	0.0	0.0	0.0	0.0	0.0	0.0
Net profit (reported)	0.5	1.2	2.0	1.1	-1.7	1.8	5.2
Average number of shares	6.0	6.0	6.6	6.6	6.6	6.6	6.6
EPS reported	0.09	0.20	0.30	0.16	-0.26	0.27	0.79

Profit and loss (common size)	2014	2015	2016	2017	2018E	2019E	2020E
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	0.9 %	0.3 %	0.1 %	1.9 %	1.5 %	1.5 %	1.0 %
Total sales	100.9 %	100.3 %	100.1 %	101.9 %	101.5 %	101.5 %	101.0 %
Other operating income	3.9 %	4.1 %	1.3 %	1.7 %	2.0 %	2.0 %	1.8 %
Material expenses	44.8 %	45.2 %	45.6 %	45.2 %	46.7 %	43.6 %	42.4 %
Personnel expenses	28.2 %	27.3 %	25.6 %	30.0 %	37.6 %	29.4 %	26.8 %
Other operating expenses	24.8 %	21.7 %	19.5 %	21.5 %	26.4 %	19.6 %	16.7 %
Total operating expenses	93.9 %	90.1 %	89.4 %	95.0 %	108.6 %	90.6 %	84.0 %
EBITDA	7.0 %	10.2 %	10.7 %	7.0 %	neg.	10.9 %	17.0 %
Depreciation	1.5 %	1.3 %	1.0 %	1.1 %	1.4 %	1.2 %	0.9 %
EBITA	5.4 %	8.9 %	9.7 %	5.9 %	neg.	9.7 %	16.1 %
Amortisation of goodwill	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Amortisation of intangible assets	0.9 %	0.9 %	0.6 %	0.5 %	1.2 %	1.6 %	1.6 %
Impairment charges	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
EBIT (inc revaluation net)	4.6 %	8.0 %	9.2 %	5.4 %	neg.	8.1 %	14.5 %
Interest income	0.4 %	0.2 %	0.2 %	0.2 %	0.2 %	0.2 %	0.1 %
Interest expenses	0.1 %	1.1 %	0.6 %	0.5 %	1.0 %	0.9 %	0.6 %
Other financial result	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Financial result	0.3 %	neg.	neg.	neg.	neg.	neg.	neg.
Recurring pretax income from continuing operations	4.8 %	7.1 %	8.8 %	5.1 %	neg.	7.3 %	14.0 %
Extraordinary income/loss	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Earnings before taxes	4.8 %	7.1 %	8.8 %	5.1 %	neg.	7.3 %	14.0 %
Tax rate	29.7 %	35.6 %	33.7 %	35.2 %	35.2 %	35.2 %	35.2 %
Net income from continuing operations	3.4 %	4.6 %	5.8 %	3.3 %	neg.	4.8 %	9.1 %
Income from discontinued operations (net of tax)	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Net income	3.4 %	4.6 %	5.8 %	3.3 %	neg.	4.8 %	9.1 %
Minority interest	1.1 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Net profit (reported)	2.3 %	4.6 %	5.8 %	3.3 %	neg.	4.8 %	9.1 %

Source: Company data, Hauck & Aufhäuser

Balance sheet (EUR m)	2014	2015	2016	2017	2018E	2019E	2020E
Intangible assets	0.6	0.5	0.4	1.5	2.1	2.9	4.1
Property, plant and equipment	0.8	0.8	0.7	0.6	0.5	0.4	0.4
Financial assets	0.9	0.9	0.9	1.8	1.8	1.8	1.8
FIXED ASSETS	2.3	2.2	2.1	4.0	4.4	5.0	6.3
Inventories	2.9	3.8	4.8	7.6	5.1	7.6	11.4
Accounts receivable	2.9	3.4	4.9	3.3	3.1	4.7	7.1
Other current assets	0.1	0.4	1.0	0.8	0.8	0.8	0.8
Liquid assets	5.1	9.5	11.7	5.5	9.1	6.4	4.6
Deferred taxes	0.1	0.1	0.1	0.1	0.1	0.1	0.1
Deferred charges and prepaid expenses	0.1	0.1	0.1	0.2	0.2	0.2	0.2
CURRENT ASSETS	11.2	17.2	22.5	17.5	18.4	19.7	24.2
TOTAL ASSETS	13.5	19.4	24.6	21.5	22.8	24.8	30.4
SHAREHOLDERS EQUITY	9.8	7.7	14.9	14.3	11.0	12.4	17.2
MINORITY INTEREST	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Long-term debt	1.5	5.3	4.4	3.8	3.8	3.8	3.8
Provisions for pensions and similar obligations	0.8	1.5	2.1	1.4	1.4	1.4	1.4
Other provisions	0.1	0.5	1.1	0.2	0.2	0.2	0.2
Non-current liabilities	2.4	7.2	7.6	5.5	5.5	5.5	5.5
short-term liabilities to banks	0.0	0.0	0.0	0.0	5.0	5.0	5.0
Accounts payable	0.9	1.5	1.5	1.4	1.1	1.7	2.5
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)	0.5	2.9	0.6	0.2	0.2	0.2	0.2
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	1.3	4.4	2.0	1.7	6.4	6.9	7.8
TOTAL LIABILITIES AND SHAREHOLDERS EQUITY	13.5	19.4	24.6	21.5	22.8	24.8	30.4

Balance sheet (common size)	2014	2015	2016	2017	2018E	2019E	2020E
Intangible assets	4.7 %	2.4 %	1.8 %	7.2 %	9.4 %	11.6 %	13.4 %
Property, plant and equipment	5.9 %	4.0 %	2.9 %	2.8 %	2.1 %	1.5 %	1.3 %
Financial assets	6.7 %	4.6 %	3.7 %	8.4 %	7.9 %	7.3 %	5.9 %
FIXED ASSETS	17.2 %	11.1 %	8.4 %	18.4 %	19.4 %	20.4 %	20.6 %
Inventories	21.3 %	19.6 %	19.4 %	35.4 %	22.4 %	30.7 %	37.6 %
Accounts receivable	21.4 %	17.6 %	19.9 %	15.3 %	13.8 %	18.9 %	23.2 %
Other current assets	0.7 %	1.9 %	3.9 %	3.5 %	3.3 %	3.1 %	2.5 %
Liquid assets	37.8 %	48.8 %	47.5 %	25.8 %	39.8 %	25.7 %	15.1 %
Deferred taxes	1.0 %	0.7 %	0.5 %	0.5 %	0.4 %	0.4 %	0.3 %
Deferred charges and prepaid expenses	0.5 %	0.3 %	0.4 %	1.0 %	0.9 %	0.9 %	0.7 %
CURRENT ASSETS	82.7 %	88.9 %	91.6 %	81.6 %	80.6 %	79.6 %	79.4 %
TOTAL ASSETS	99.9 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.1 %
SHAREHOLDERS EQUITY	72.2 %	39.8 %	60.6 %	66.8 %	48.1 %	50.0 %	56.5 %
MINORITY INTEREST	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Long-term debt	11.1 %	27.3 %	18.1 %	17.8 %	16.7 %	15.4 %	12.5 %
Provisions for pensions and similar obligations	6.2 %	7.6 %	8.4 %	6.6 %	6.3 %	5.8 %	4.7 %
Other provisions	0.6 %	2.4 %	4.6 %	1.0 %	1.0 %	0.9 %	0.7 %
Non-current liabilities	17.9 %	37.3 %	31.1 %	25.5 %	24.0 %	22.1 %	18.0 %
short-term liabilities to banks	0.0 %	0.0 %	0.0 %	0.0 %	21.9 %	20.2 %	16.4 %
Accounts payable	6.4 %	7.7 %	5.9 %	6.7 %	5.0 %	6.8 %	8.4 %
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)	3.4 %	15.1 %	2.4 %	1.1 %	1.0 %	0.9 %	0.8 %
Deferred taxes	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Deferred income	0.1 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Current liabilities	9.9 %	22.8 %	8.3 %	7.8 %	27.9 %	27.9 %	25.6 %
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)	2014	2015	2016	2017	2018E	2019E	2020E
Net profit/loss	0.8	1.2	2.0	1.1	-1.7	1.8	5.2
Depreciation of fixed assets (incl. leases)	0.5	0.3	0.3	0.3	0.4	0.5	0.5
Amortisation of goodwill	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Amortisation of intangible assets	0.0	0.2	0.2	0.2	0.3	0.6	0.9
Others	0.4	0.6	0.8	-1.8	0.0	0.0	0.0
Cash flow from operations before changes in w/c	1.7	2.3	3.3	-0.2	-1.1	2.9	6.6
Increase/decrease in inventory	0.0	-0.9	-1.0	-2.8	2.5	-2.5	-3.8
Increase/decrease in accounts receivable	0.2	-0.5	-1.5	1.6	0.2	-1.5	-2.4
Increase/decrease in accounts payable	-0.2	0.6	0.0	0.0	-0.3	0.6	0.9
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	0.1	-0.8	-2.5	-1.3	2.4	-3.5	-5.4
Cash flow from operating activities	1.8	1.5	0.8	-1.5	1.3	-0.6	1.2
CAPEX	0.3	0.4	0.4	1.5	1.1	1.7	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	0.0	0.9	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	-0.3	-0.4	-0.4	-2.4	-1.1	-1.7	-2.6
Cash flow before financing	1.5	1.1	0.3	-3.9	0.2	-2.3	-1.4
Increase/decrease in debt position	-0.1	3.7	-3.3	-0.6	5.0	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	5.9	0.0	0.0	0.0	0.0
Dividends paid	0.5	0.5	0.7	1.6	1.6	0.4	0.4
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	-0.6	3.2	1.9	-2.2	3.4	-0.4	-0.4
Increase/decrease in liquid assets	1.0	4.3	2.2	-6.1	3.5	-2.7	-1.8
Liquid assets at end of period	5.1	9.5	11.7	5.5	9.1	6.4	4.6

Source: Company data, Hauck & Aufhäuser

Regional split (EUR m)	2014	2015	2016	2017	2018E	2019E	2020E
Domestic	15.5	18.0	25.9	23.7	18.7	29.6	46.9
yoy change	3.1 %	16.0 %	43.7 %	-8.2 %	-21.2 %	58.6 %	58.2 %
Rest of Europe	6.4	6.6	7.4	8.2	6.5	8.0	9.8
yoy change	14.2 %	3.8 %	11.6 %	11.3 %	-21.0 %	22.7 %	23.3 %
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	0.5	0.6	0.5	0.4	0.3	0.4	0.5
yoy change	-33.3 %	14.3 %	-20.9 %	-8.2 %	-27.8 %	24.2 %	20.4 %
TTL	22.4	25.9	33.7	32.4	25.5	38.0	57.2
yoy change	4.7 %	15.4 %	30.4 %	-4.0 %	-21.3 %	49.0 %	50.5 %

Source: Company data, Hauck & Aufhäuser

Key ratios (EUR m)	2014	2015	2016	2017	2018E	2019E	2020E
P&L growth analysis							
Sales growth	4.7 %	15.4 %	30.4 %	-4.0 %	-21.3 %	49.0 %	50.5 %
EBITDA growth	3.1 %	69.3 %	36.7 %	-37.5 %	-180.3 %	-327.8 %	-635.7 %
EBIT growth	6.3 %	102.3 %	49.3 %	-43.4 %	-241.5 %	-224.5 %	-436.0 %
EPS growth	39.2 %	127.1 %	51.0 %	-45.4 %	-260.4 %	-204.7 %	-401.2 %
Efficiency							
Total operating costs / sales	93.9 %	90.1 %	89.4 %	95.0 %	108.6 %	90.6 %	84.0 %
Sales per employee	172.4	192.3	221.1	186.6	135.6	185.8	266.0
EBITDA per employee	12.0	19.7	23.7	13.0	-9.6	20.2	45.1
Balance sheet analysis							
Avg. working capital / sales	23.1 %	21.1 %	22.1 %	29.0 %	34.1 %	24.4 %	20.9 %
Inventory turnover (sales/inventory)	7.8	6.8	7.1	4.3	5.0	5.0	5.0
Trade debtors in days of sales	47.0	48.1	53.0	37.1	45.0	45.0	45.0
A/P turnover [(A/P*365)/sales]	14.1	21.1	15.8	16.2	16.2	16.2	16.2
Cash conversion cycle (days)	120.1	120.4	131.5	190.9	166.6	175.1	178.8
Cash flow analysis							
Free cash flow	1.5	1.1	0.3	-3.0	0.2	-2.3	-1.4
Free cash flow/sales	6.8 %	4.2 %	1.0 %	-9.2 %	0.7 %	-6.1 %	-2.4 %
FCF / net profit	294.0 %	92.2 %	17.6 %	neg.	neg.	neg.	neg.
Capex / depn	56.9 %	72.9 %	82.4 %	473.6 %	170.0 %	159.2 %	187.9 %
Capex / maintenance capex	64.0 %	83.3 %	59.9 %	16.1 %	20.5 %	32.6 %	36.8 %
Capex / sales	1.4 %	1.6 %	1.3 %	7.4 %	4.4 %	4.4 %	4.6 %
Security							
Net debt	-3.6	-4.2	-7.2	-1.7	-0.2	2.4	4.2
Net Debt/EBITDA	0.0	0.0	0.0	0.0	0.0	0.6	0.4
Net debt / equity	neg.	neg.	neg.	neg.	neg.	0.2	0.2
Interest cover	60.1	7.3	16.0	11.5	0.0	8.7	23.6
Dividend payout ratio	92.1 %	55.8 %	84.0 %	153.4 %	100.0 %	22.0 %	10.2 %
Asset utilisation							
Capital employed turnover	1.8	1.7	1.5	1.6	1.2	1.7	2.1
Operating assets turnover	3.9	4.0	3.8	3.2	3.4	3.5	3.5
Plant turnover	28.2	33.1	47.7	53.1	53.2	102.3	148.1
Inventory turnover (sales/inventory)	7.8	6.8	7.1	4.3	5.0	5.0	5.0
Returns							
ROCE	8.5 %	15.2 %	16.5 %	8.3 %	-12.0 %	13.9 %	33.8 %
ROE	5.3 %	15.3 %	13.2 %	7.5 %	-15.7 %	14.6 %	30.3 %
Other							
Interest paid / avg. debt	1.1 %	8.3 %	4.0 %	3.7 %	4.0 %	4.0 %	4.0 %
No. employees (average)	130	135	153	174	188	205	215
Number of shares	6.0	6.0	6.6	6.6	6.6	6.6	6.6
DPS	0.1	0.1	0.3	0.1	0.1	0.1	0.1
EPS reported	0.09	0.20	0.30	0.16	-0.26	0.27	0.79
Valuation ratios							
P/BV	7.1	8.9	5.1	5.3	6.9	6.2	4.4
EV/sales	3.0	2.6	2.1	2.3	3.0	2.1	1.4
EV/EBITDA	42.5	25.1	19.7	33.6	-42.7	19.4	8.4
EV/EBITA	54.4	28.9	21.7	39.6	-35.6	21.8	8.9
EV/EBIT	65.0	32.2	23.0	43.4	-31.3	26.0	9.9
EV/FCF	43.3	60.9	205.2	-25.4	457.0	-34.8	-59.0
Adjusted FCF yield	1.1 %	2.4 %	3.1 %	0.2 %	-2.7 %	2.7 %	6.9 %
Dividend yield	0.7 %	1.0 %	2.2 %	0.5 %	0.5 %	0.5 %	0.7 %

Source: Company data, Hauck & Aufhäuser

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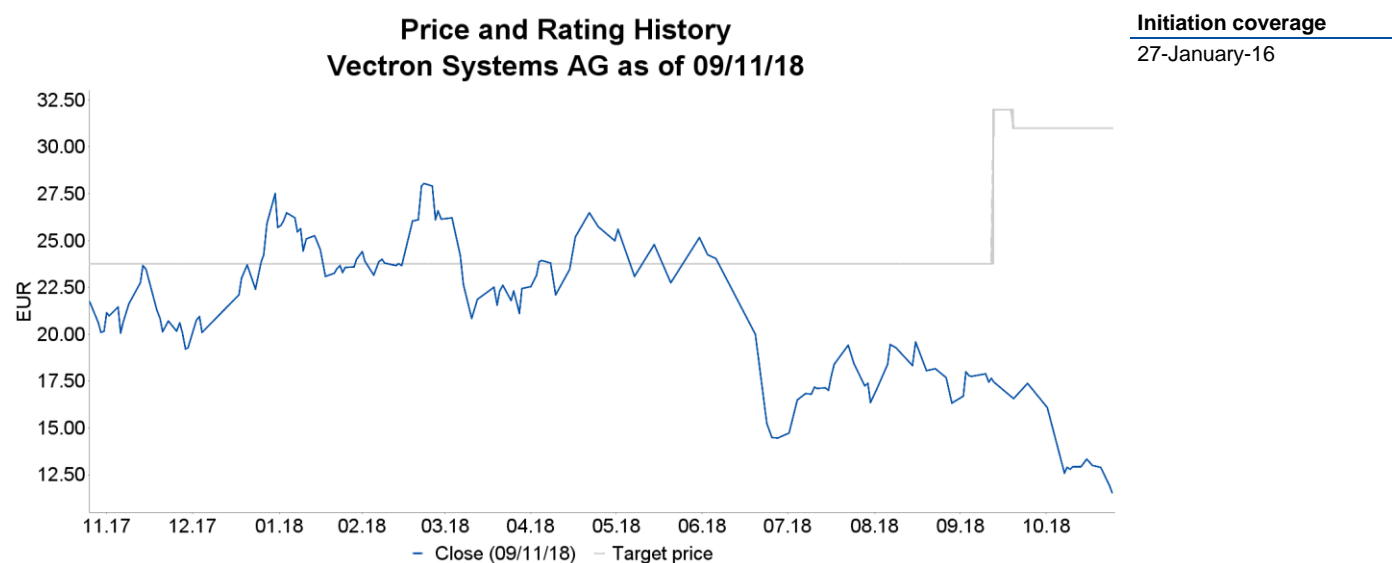
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Company	Disclosure
Vectron Systems AG	8

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



Company	Date	Analyst	Rating	Target price	Close
Vectron Systems AG	09.10.2018	Wunderlich, CFA, Tim	Buy	EUR 31,00	EUR 16,56
	08.10.2018	Wunderlich, CFA, Tim	Buy	EUR 31,00	EUR 16,56

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